

Tenant Representation



S.L. NUSBAUM
REALTY CO. | SINCE 1906



INDUSTRIAL ADVISORY SERVICES

S.L. Nusbaum Realty Co. | slnusbaum.com

Norfolk: 1700 Wells Fargo Center | 440 Monticello Avenue | Norfolk, VA 23510 | 757.627.8611

Richmond: 7200 Glen Forest Drive, Suite 300 | Richmond, VA 23226 | 804.320.7600

What is a Tenant Representative?



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As your Tenant Representative, our job is to serve as an advisor and advocate for your specific real estate needs and preferences.

We approach tenant representation as advisors and advocates – analyzing our client’s overall business concerns and developing tactical real estate solutions that achieve financial and operational objectives.

Whether you lease and occupy a single location or a global portfolio of properties, our industrial experts can help you with:

- **Site Selection**
- **Commercial Market Research**
- **Negotiation and Closing**
- **Handle Complex Transactional Details**
- **Strategic Planning**
- **Financial Analysis**
- **Lease Negotiation and Administration**
- **Competitive Analysis**

Our tenant representation services include more than simply locating an available space for your facility. Our advisors will partner with you to identify and align your strategic business, financial, and operational goals to create an integrated supply chain and real estate strategy – one that sets you up for what’s next to exceed your business objectives.

Whether we are providing relocation, renewal, consolidation, or sublease services, our team of advisors begins by identifying your long-term strategic goals. Then we apply our research, experience, and analysis skills to ensure you make the right decision for your company.

While the underlying principles might seem straightforward, the benefits of working directly with a tenant representative are significant. Skilled negotiation tactics, detailed research, and in-depth knowledge of the commercial real estate in your market **allow our team to help tenants by guiding the leasing process.**

Why Choose SLN?



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We are experts in the field of industrial leasing.

Whether you are a national operation or local business, our team has decades of experience and will always put your best interests first throughout the entirety of the real estate transaction.

We will help you avoid costly mistakes, provide market knowledge, negotiate the best possible terms for your lease, and much more. Things like lease length, renewal options, exclusivity, and tenant improvement allowances are just a few lease components that are up for negotiation. **This is where we thrive** – our deep knowledge of the industrial market is second to none.

The numbers speak for themselves.

Distribution, flex, manufacturing, R & D, cold storage, data centers, single tenant suites or entire facilities, we have the expertise to help you find the best fit for your business under the best possible terms.

In 2023, we were able to assist our clients in more than 450 transactions totaling approximately **\$279M**.

TRANSACTION TYPE	# OF TRANSACTIONS	SF	TOTAL VALUE
New Leases	190	756,688	\$84,873,523
Sale Transactions	59	341,243	\$141,607,695
Renewals, Extensions and Expansions	205	781,162	\$52,434,580
2023 TOTAL	454	1,879,093	\$278,915,798

Let us help you worry less about your real estate decisions and instead focus more on the daily operations of your business.

Representative Transactions



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20,000 SF – CDA-USA
Richmond, VA.



72,558 SF – Comm. Test Design, Inc.
Chesapeake, VA



12,765 SF - Coastal Alliance
Portsmouth, VA



9,160 SF – LANDSEA, LLC
Chesapeake, VA.



12,000 SF – Blast One Int'l
Portsmouth, VA



22,600 SF – BreakThru Beverage
Virginia Beach, VA



7,885 SF - Security Technology Group
Chesapeake, VA



10,850 SF – Sylvestor's Dock & Door
Chesapeake, VA



4,880 SF – Rooftop Chimney Sweeps
Richmond, VA

Our SIOR Connection



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Not many brokers get a seat at this table.

The **SOCIETY OF INDUSTRIAL AND OFFICE REALTORS®** is the leading global professional office and industrial real estate association. With 3,900 members in 49 countries, SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

For more than 80 years, the Society of Industrial and Office Realtors® (SIOR) has been the leading global professional office and industrial real estate association and continues to move the industry and our members' business forward as we drive the future of CRE. With 3,900 members in 49 countries, SIOR represents today's most knowledgeable, experienced, ethical, and successful commercial real estate brokerage specialists.

SIOR has certified thousands of members with the prestigious SIOR designation, a professional symbol of the highest level of knowledge, production, and ethics in the real estate industry. Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market.

A professional affiliate of the National Associate of Realtors®, SIOR is dedicated to the practice and maintenance of the highest professional and ethical standards. SIOR maintains a commitment to business and industry by providing outstanding professional services, publications, and educational programs.

The SIOR designation stands unchallenged for excellence in the performance of real estate services and is universally recognized as the prerequisite in the selection of a commercial real estate broker, agent, or consultant.

We are proud to have several SIOR designees on our outstanding team of professionals.



SIOR®

CCIM Designation



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The CCIM Designation Is the Pinnacle in Commercial Real Estate.

Since 1967, more than 20,000 professionals have completed the **CERTIFIED COMMERCIAL INVESTMENT MEMBER (CCIM)** Designation program. CCIM Designees care as much about the expertise and quality of their service as they do about the result.

CCIM Designees are proven leaders in commercial real estate and represent the top tier of commercial real estate investment specialists, including investors, asset managers, brokers, developers, lenders, appraisers, and other industry leaders.

Individuals earn the CCIM Designation by:

- Completing a rigorous program including an elite curriculum
- Demonstrating a depth of proven experience
- Exemplifying a commitment to ethics and deal-making

We are proud to have several CCIM designees on our team of professionals.



Meet The Industrial Team - Norfolk



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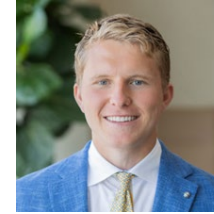
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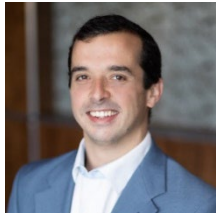
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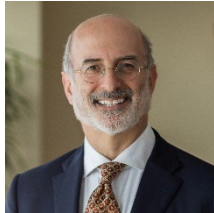
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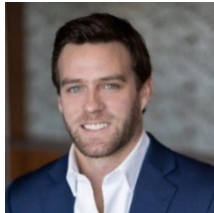
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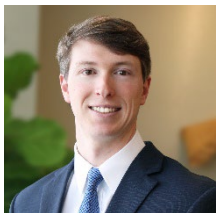
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Meet The Industrial Team - Richmond



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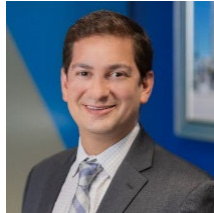
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About S.L. Nusbaum Realty Co.



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Founded in 1906, S.L. Nusbaum Realty Co. is one of the largest commercial real estate firms in the Southeastern United States.

S.L. Nusbaum Realty Co. is a market leader in providing extensive commercial and multifamily services, including development, sales, leasing, property management and a full menu of financial services.

To date, S.L. Nusbaum Realty Co. has developed over 6 million square feet of commercial space and over 8,000 residential units in approximately 50 apartment communities, 18 Walgreens stores and numerous fee development projects with a wide range of product types and financial structures.

Our sales and leasing team represents almost 300 commercial properties across all product lines; our current management portfolio consists of approximately 4.6 million square feet of shopping center space, over 220,000 square feet of office and industrial property and more than 30,000 apartment units throughout the Southeast and Mid-Atlantic.

Our Core Services:

- Landlord/Owner Representation
- Tenant/Buyer Representation
- Commercial & Multifamily Property Management
- Commercial & Multifamily Development
- Capital Markets
- Financial Services

Let's Connect



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