

Tenant Representation



S.L. NUSBAUM
REALTY CO. | SINCE 1906



OFFICE 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.

Whether searching for new space or assistance in renegotiating an existing lease, we will evaluate your real estate requirements and determine the **best course of action based on your specific objectives**. Unlike landlords or listing agents, who represent the property owner, we will focus solely on securing the best possible outcome for your business.

What can you expect?

Expert Guidance: With more than a century of experience, we possess the expertise and knowledge to guide you through every step of the leasing process. From market analysis to lease negotiation, we're committed to delivering exceptional service and results.

Personalized Approach: Your business is unique, and so are your office space needs. We take the time to understand your specific requirements, preferences, and objectives, tailoring our services to meet your exact needs and exceed your expectations.

Extensive Market Access: Leveraging our extensive network, industry connections, and market insights, we have access to a wide range of office properties that may not be available through other channels. This gives you access to a broader selection of options to choose from.

Negotiation Power: Our skilled negotiators work tirelessly to secure favorable lease terms on your behalf. Whether it's negotiating rental rates, lease duration, or tenant improvement allowances, we'll ensure you get the best possible deal.

Comprehensive Support: From start to finish, we provide comprehensive support throughout the leasing process and beyond. We want to be your trusted advisor and will be available to assist with your commercial real estate needs and questions even after a lease is signed.

Why Choose SLN?



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We are experts in the field of office leasing.

Class A, B or C properties, medical office, single tenant, multi-tenant, individual suites or entire buildings, we have the expertise to help you find the best fit for your business under the best possible terms.

Needs Assessment: We start by understanding your business' requirements, including your space needs, budget, location preferences, and any specific amenities or features you desire in an office space.

Market Analysis: We conduct thorough research and analysis of the local office market to identify available properties that meet your criteria. This includes evaluating market trends, vacancy rates, rental rates, and other factors influencing the market.

Property Search: Based on your company's needs and a market analysis, our team will identify potential office properties that align with your objectives. We will leverage our network, industry connections, and market knowledge to uncover suitable options, both on and off-market

Property Tours: We will arrange property tours for you to view space options in person and will provide insight and guidance on each property's suitability, including potential advantages and drawbacks.

Lease Negotiation: Once you have chosen a preferred office space, we will take the lead in negotiating lease terms with the landlord or landlord's representative. This includes negotiating rental rates, lease duration, tenant improvement allowances, renewal options, and other lease terms.

Market Insight and Advice: Through our tried-and-true methodology and expertise, we will provide valuable market insight and strategic advice to help ensure you are making informed decisions throughout the entire leasing process, including evaluating different options, understanding market trends, and assessing potential risks and opportunities.

We are here for YOU before, during and after the leasing process.

Representative Transactions



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10,935 SF - Sodexo Operations
Richmond, VA.



1,903 SF - Eimskip Logistics, Inc
Virginia Beach, VA.



7,273 SF - DeVito & Martin Optometry
Virginia Beach, VA.



14,500 SF - Atlantic Orthopaedic Spec.
Portsmouth, VA



10,000 SF - Comm. Restoration Spec.
Richmond, VA



2,635 SF - Arisa Medical, LLC.
Hampton, VA



2,167 SF - All Support
Portsmouth, VA



3,116 SF - Integrated Healing Solutions
Norfolk, VA.



5,838 SF - Wellspring of Hope, LLC
Glen Allen, VA.

Representative Transactions



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**5,490 SF - Counseling
Center of Hampton Roads**
Virginia Beach, VA.



7,737 SF - S.L. Nusbaum Realty Co.
Richmond, VA.



4,104 SF - Devoted Family Solutions
Chester, VA



2,353 - State Farm Insurance
Henrico, VA



1,440 SF - STG
Ashland, VA.



1,610 SF - Bay Capital Advisors
Virginia Beach, VA

Our Record of Success



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The numbers speak for themselves.

In 2023, we were able to assist our clients in more than 450 transactions totaling almost **\$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

Serving the Southeast and Mid-Atlantic region for more than a century, our team of expert advisors are here to guide you through the office leasing process, making sure your questions are answered and your interests are protected.



Meet The Office Team - Norfolk



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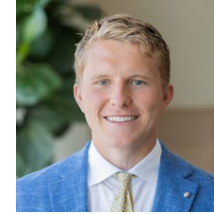
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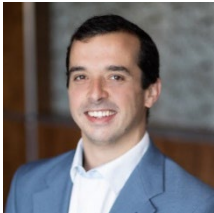
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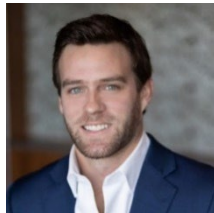
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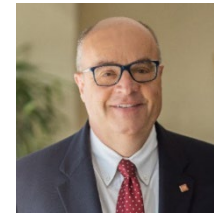
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Meet The Office Team - Richmond



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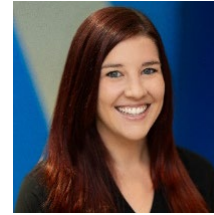
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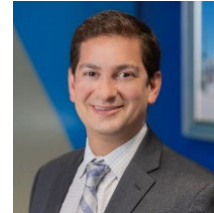
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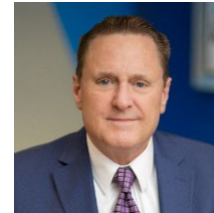
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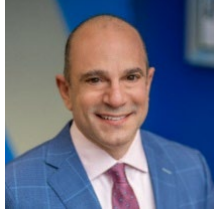
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Our SIOR Connection



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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.





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.



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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Learn more by scanning the QR code below or by visiting: slnusbaum.com



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