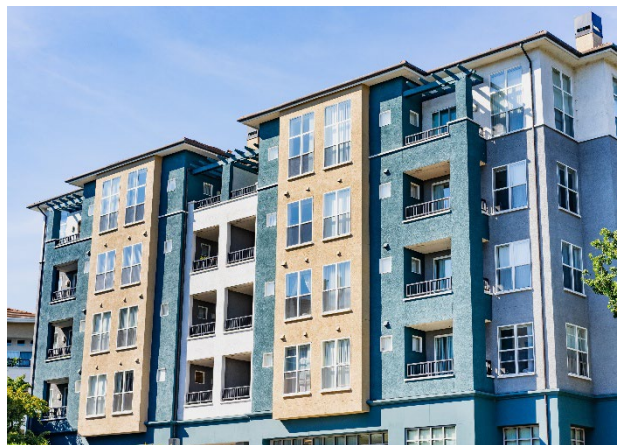


Buyer Representation



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ADVISORY SERVICES

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

Norfolk: 440 Monticello Avenue | Suite 1700 | Norfolk, VA 23510 | 757.627.8611

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



How Can We Help You?



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Our job is to serve as an advisor and advocate for your specific real estate needs and preferences.

At S.L. Nusbaum Realty Co., we elevate the concept of buyer representation to an exceptional level, offering an unparalleled service for discerning clients with an eye on acquiring owner-occupied or investment properties. Our expertise as a buyer's broker is not merely a role but a commitment to excellence, ensuring that your journey to property acquisition is both successful and seamless.

Our distinguished track record encompasses a multitude of transactions across a diverse array of sizes and property types; each handled with meticulous care and strategic acumen. We pride ourselves on our ability to shield our clients from risk through a rigorous due diligence process that leaves no stone unturned. This process ensures that every potential investment is thoroughly vetted, not just for its current value, but for its potential to fulfill your strategic objectives and financial goals.

Our clientele is as varied as it is prestigious, encompassing owner-users from professional and medical practices, to manufacturing and distribution powerhouses, as well as national and local retailers and restauraners. We also serve investors, high net worth individuals, and real estate investment trusts (REITs) with an appetite for significant, wealth-building opportunities in the real estate market. Each client benefits from our tailored approach, where their aspirations and investment criteria are the cornerstone of our strategy.

We provide a **comprehensive plan of action tailored to your specific needs**, including:

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

Why Choose SLN?



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Our clients come first.

Choosing S.L. Nusbaum Realty Co. as your buyer's representative means partnering with a team that is dedicated to your success. Our deep market knowledge, negotiation prowess, and extensive network position us uniquely to uncover opportunities that align perfectly with your vision. Whether you are stepping into the commercial real estate market for the first time or looking to expand an existing portfolio, S.L. Nusbaum Realty Co. is your expert ally, transforming your investment aspirations into tangible assets and enduring success.

In 2024, we were able to assist our clients in **more than 500 transactions** on **2.6 million SF**, totaling **\$383 million**.

TRANSACTION TYPE	# OF TRANSACTIONS	SF	TOTAL VALUE
New Leases	197	673,029	\$76,491,071
Sale Transactions	106	1,096,680	\$242,321,814
Renewals, Extensions and Expansions	204	842,057	\$63,462,224
2024 TOTAL	507	2,611,766	\$382,275,109

Our approach to supporting clients with the acquisition of commercial real estate stands out from other commercial brokerage firms, because we consider ourselves a partner in your business's success and act accordingly.

With S.L. Nusbaum Realty Co., you're not just choosing a broker; you're selecting a partner dedicated to elevating your commercial property portfolio to heights unimagined. Let us be your guide, your strategist, and your confidant in the pursuit of real estate excellence.

Representative Transactions



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Buyer: SJC Ventures LLC

Property: 13 Acres for Mixed-Use Development

Location: Midlothian Turnpike & Alverser Drive, Midlothian, VA

Purchase Price: \$16,000,000.



Buyer: LS GreenLink U.S.A., Inc.

Property: 96.62 Acres for Subsea Cable Manufacturing Facility

Location: 1213 Victory Boulevard, Chesapeake, VA

Purchase Price: \$15,150,000



Buyer: Hickory Village MHP, LLC.

Property: 165 Mobile Home Lots on 37.91 Acres

Location: 1403 River Road, Elizabeth City, NC

Purchase Price: \$6,000,000



Buyer: Storyland Properties, LLC

Property: 5,154 SF Royal Farms on 2.64 Acres

Location: 6103 N. Military Highway, Norfolk, VA

Purchase Price: \$2,610,000

Representative Transactions



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Buyer: Lasgo, Inc.

Property: Live Oak Village 32-Unit Multifamily Community

Location: Virginia Beach, VA

Purchase Price: \$12,150,000



Seller: Call Federal Credit Union

Property: 28,400 SF Office Building on 1.15 Acre

Location: 4235 Innslake Drive, Glen Allen, VA

Purchase Price: \$2,950,000



Seller: Foodbank of Southeastern Virginia

Property: 23.898 Acres of Land

Location: 3325 and 3357 Dam Neck Road, Virginia Beach, VA

Purchase Price: \$2,924,750



Buyer: 7716 ROUTE 1 LLC

Property: 1,800 SF Office/Flex Property

Location: 7716 US Route 1 South, N. Chesterfield, VA

Purchase Price: \$1,850,000

Meet the Team - Norfolk



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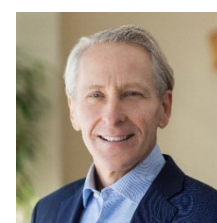
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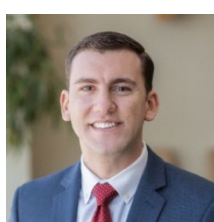
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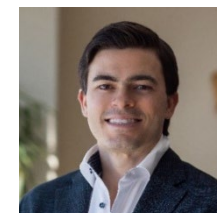
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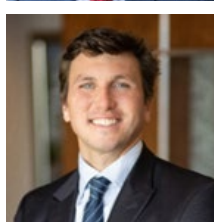
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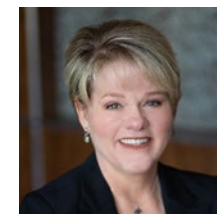
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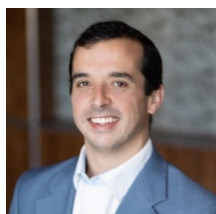
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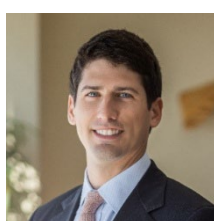
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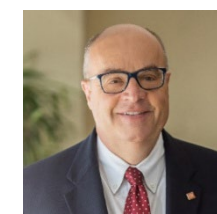
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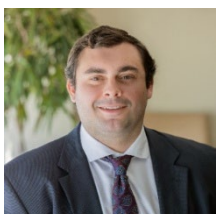
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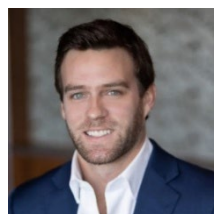
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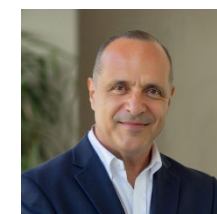
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Meet the Team - Richmond



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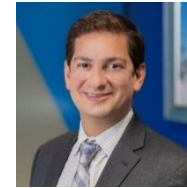
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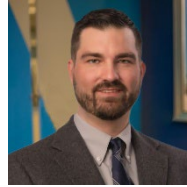
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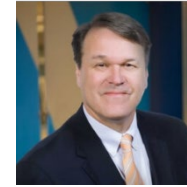
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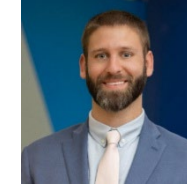
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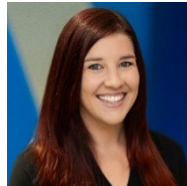
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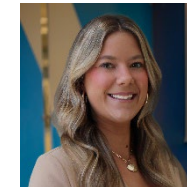
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Our SIOR Connection



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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.

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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.

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



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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.



S.L. NUSBAUM
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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 4.2 million square feet of shopping center space, over 220,000 square feet of office and industrial property and more than 31,000 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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