

Landlord Representation



S.L. NUSBAUM
REALTY CO. | SINCE 1906



INDUSTRIAL 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?



S.L. NUSBAUM
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Our job is to serve as an advisor and advocate to ensure your interests are protected and goals are reached.

Our team of seasoned professionals specialize in providing comprehensive representation services tailored to meet the unique needs of office property owners including:

Strategic Leasing Services:

- Development of customized leasing strategies to attract and retain high-quality tenants.
- Utilization of market research and analysis to identify target tenant demographics and industries.
- Proactive marketing efforts to showcase property features and attract potential tenants.

Tenant Prospecting and Selection:

- Active engagement in tenant prospecting through various channels, including industry networks and online platforms.
- Rigorous screening process to evaluate tenant suitability and alignment with property goals.
- Collaboration with tenants to ensure a mutually beneficial leasing arrangement.

Lease Negotiation and Administration

- Skilled negotiation techniques to secure favorable lease terms and rental rates.
- Transparent and efficient lease administration processes to ensure timely rent payments and CAM collections.
- Strategic lease renewals to optimize rental income and tenant retention.

Property Marketing and Positioning:

- Development of targeted marketing campaigns to promote the property's unique features and benefits.
- Creative branding strategies to enhance the property's visibility and appeal to potential tenants.
- Ongoing market positioning efforts to stay competitive and attract high-quality tenants.

Dedicated Client Support:

- Personalized attention and dedicated support from our experienced team of professionals.
- Responsive communication and timely assistance to address any inquiries or concerns.
- Commitment to building long-term relationships based on trust, integrity, and mutual success.

Why Choose SLN?



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We see real estate from a different perspective....yours.

We think like Landlords, because we are Landlords and excel not just in leasing spaces, but in elevating the brand and image of your buildings. Understanding the unique needs of various property owners, whether corporate, institutional or locally-owned, we craft leasing strategies tailored to attract and retain the ideal tenants.

Choosing S.L. Nusbaum Realty Co. as your representative means partnering with a dedicated team committed to optimizing the value and performance of your office property investment.

From distribution centers to cold storage, manufacturing or flex space, showrooms or warehouse facilities, we have the expertise to help you find the best tenants under the best possible terms.

In 2024, we were able to assist our clients in **more than 500 transactions** totaling **over 2.6 million square feet**.

TRANSACTION TYPE	# OF TRANSACTIONS	SF
New Leases	197	673,029
Sale Transactions	106	1,096,680
Renewals, Extensions and Expansions	204	842,057
2024 TOTAL	507	2,611,766

Our unmatched expertise and esteemed reputation in the industrial property sector position us as industry leaders.

Serving the Southeast and Mid-Atlantic regions, we proudly showcase more than a century-long track record of excellence. Throughout this time, we have successfully overseen the development, ownership, leasing, and management of millions of square feet of commercial space.

Representative Industrial Listings



S.L. NUSBAUM

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Warehouse Facility

3321 E. Princess Anne Road
Norfolk, VA

193,771+ SF



Industrial Flex Suites

5721 Bayside Road
Virginia Beach, VA

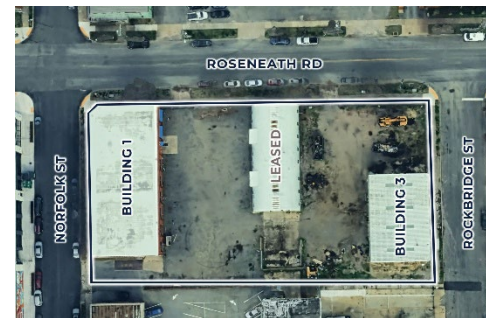
83,200 SF



2-Warehouse Facilities

2103 & 2121 Pine Forest Drive
Colonial Heights, VA

12,400 SF



Warehouse/Laydown Yard

1701 Roseneath Road
Richmond, VA

16,400 SF



Industrial Flex Space

5776 Arrowhead Drive
Norfolk, VA

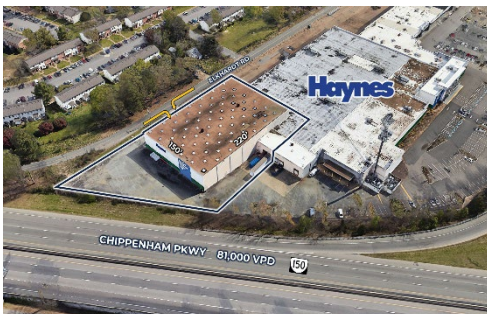
49,272 SF



Brewery or Adaptive-Use

211 W. 24th Street
Norfolk, VA

30,470 SF



Warehouse Space

6550 Hull Street Road
Richmond, VA

33,000 SF



Warehouse Building

3011-3017 West Leigh Street
Richmond, VA

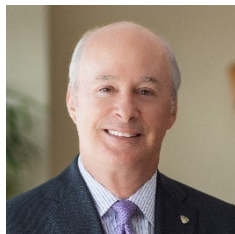
17,055 SF

Meet the Industrial Team - Norfolk



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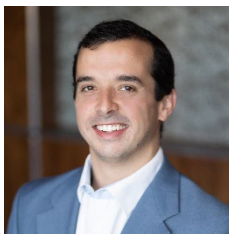
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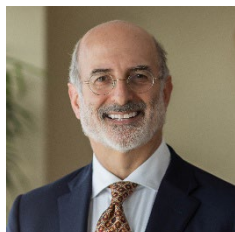
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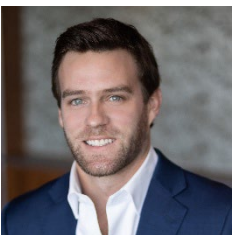
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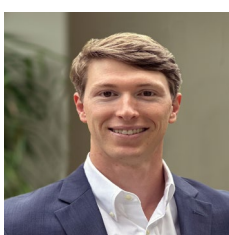
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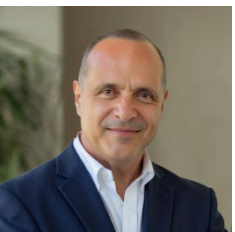
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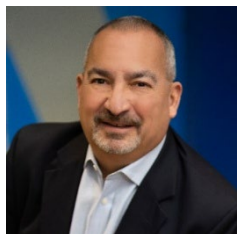
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Meet the Industrial Team - Richmond



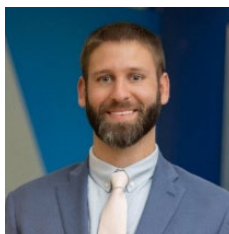
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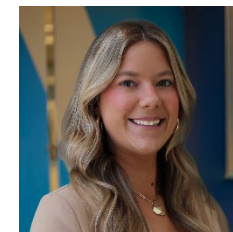
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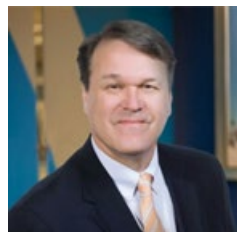
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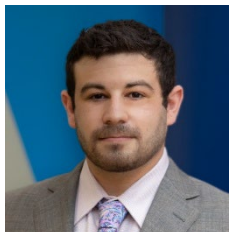
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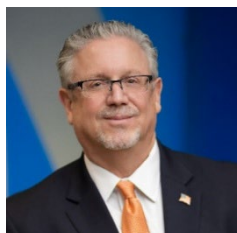
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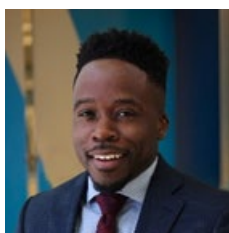
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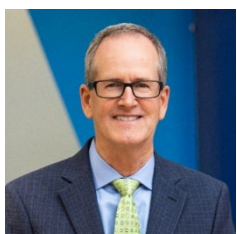
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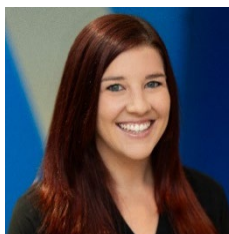
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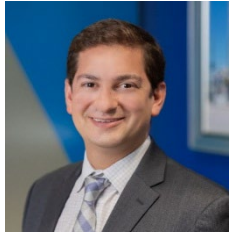
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Our SIOR Connection



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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.

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



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CCIM Designation



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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.



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