

# Landlord Representation



S.L. NUSBAUM  
REALTY CO. | SINCE 1906



## OFFICE ADVISORY SERVICES

S.L. Nusbaum Realty Co. | [slnusbaum.com](http://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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**As your Landlord Representative, 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.

Whether your property is existing or build-to-suit, Class A, B, or C, single or multi-story, medical or general office, suburban or downtown, 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 office 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 Office Listings



**S.L. NUSBAUM**  
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**Class A Office Space**  
15521 Midlothian Turnpike  
Midlothian, VA  
  
78,000 SF



**Sentara Brock Cancer Center**  
6251 E. Virginia Beach Blvd.  
Norfolk, VA  
  
251,183 SF



**Peninsula Town Center**  
4410 E. Claiborne Square  
Hampton, VA  
  
98,259 SF



**Historic Office Building**  
2217 E. Franklin Street  
Richmond, VA  
  
6,490 SF



**Dental/Medical Office**  
11531 Nuckols Road  
Glen Allen, VA  
  
9,702 SF



**Wells Fargo Center**  
440 Monticello Avenue  
Norfolk, VA  
  
255,000 SF



**Landmark HQ Office Building**  
2000 Holiday Drive  
Charlottesville, VA  
  
27,000 SF



**Belmont Professional Office**  
Rogers Clark Boulevard  
Ruther Glen, VA  
  
11,160 SF

# Meet the Office Team - Norfolk



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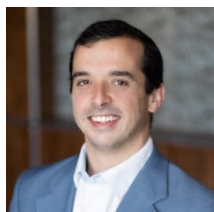
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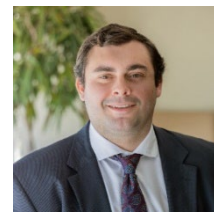
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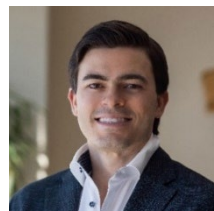
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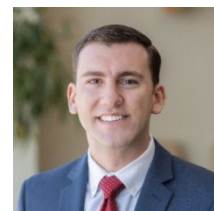
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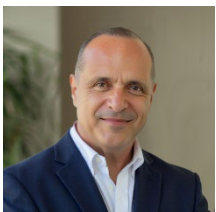
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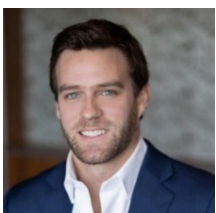
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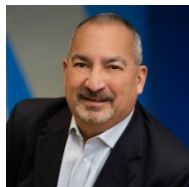


# Meet the Office Team - Richmond



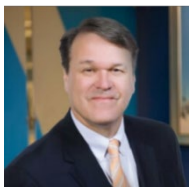
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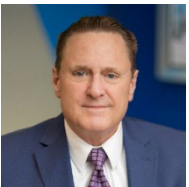
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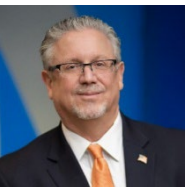
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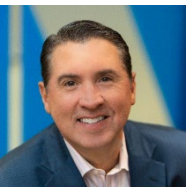
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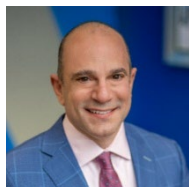
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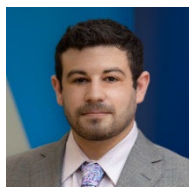
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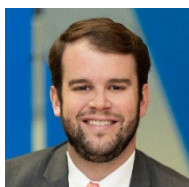
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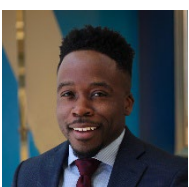
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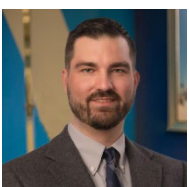
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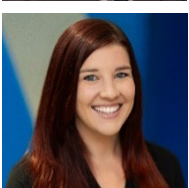
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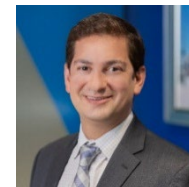
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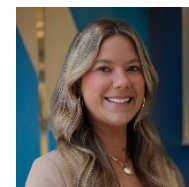
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# Our SIOR Connection



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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 more than 4,000 members in 50 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 Association 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.**



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# 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.**





# Let's Connect



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Learn more by scanning the QR code below or by visiting: **[slnusbaum.com](https://slnusbaum.com)**



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