

# Landlord Representation



S.L. NUSBAUM  
REALTY CO. | SINCE 1906



## RETAIL 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

PROUD PARTNER



# How Can We Help You?



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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 retail 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 Management:**

- Skilled negotiation techniques to secure favorable lease terms and rental rates.
- Transparent and efficient lease management processes to ensure compliance and timely rent payments.
- 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 family-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 retail property investment.

Shopping centers, free-standing buildings, restaurant facilities, community centers or big box retail, 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 retail property sector position us as industry leaders.

Serving the Southeast and Mid-Atlantic regions, we proudly showcase a 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 retail space.

# Representative Clients



S.L. NUSBAUM  
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Jaffe-Caplan-Fleder



# Meet the Retail Team - Norfolk



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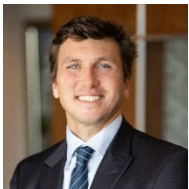
**MURRAY ROSENBACH**  
**Senior Vice President, Director of Shopping Center Leasing | Partner**  
757.640.2229 (direct)  
mrosenbach@slnusbaum.com

Read Full Bio [HERE](#)



**RICHARD JACOBSON**  
**Senior Vice President | Partner**  
757.640.2223 (direct)  
rjacobson@slnusbaum.com

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**TYLER JACOBSON**  
**Senior Vice President | Partner**  
757.640.5435 (direct)  
tjacobson@slnusbaum.com

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**JOHN J. WESSLING, SR., CCIM**  
**Senior Vice President | Partner**  
757.640.2412 (direct)  
jwessling@slnusbaum.com

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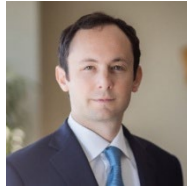
**CHRIS ZARPAS**  
**Senior Vice President | Partner**  
757.640.5437 (direct)  
czarpas@slnusbaum.com

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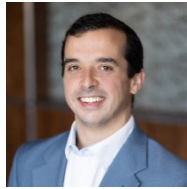
**CHRIS HUCKE**  
**Senior Vice President | Partner**  
757.640.2205 (direct)  
chucke@slnusbaum.com

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**MATTHEW NUSBAUM | Partner**  
**Asset Manager | Partner**  
757.627.8611 (direct)  
mnusbaum@slnusbaum.com

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**CHRIS DEVINE**  
**Vice President | Partner**  
757.640.240 (direct)  
cdevine@slnusbaum.com

Read Full Bio [HERE](#)



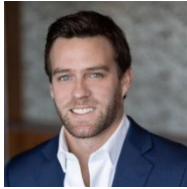
**SAM RAPOPORT**  
**Vice President | Partner**  
757.640.5438 (direct)  
srapoport@slnusbaum.com

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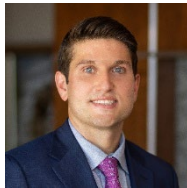
**BILL OVERMAN, CCIM**  
**Commercial Brokerage & Development | Partner**  
**757.640.2254 (direct)**  
boverman@slnusbaum.com

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**MARTIN MURDEN**  
**Commercial Brokerage | Partner**  
757.640.2265 (direct)  
mmurden@slnusbaum.com

Read Full Bio [HERE](#)



**PIERCE JACOBSON**  
**Senior Associate | Partner**  
757.452.6141 (direct)  
pjacobson@slnusbaum.com

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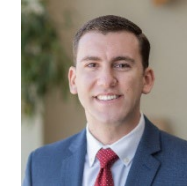
**AUSTIN GLASER**  
**Associate**  
757.271.3160 (direct)  
aglaser@slnusbaum.com

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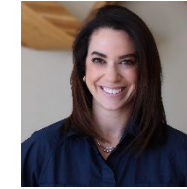
**BEN LEON**  
**Associate**  
757.640.2272 (direct)  
bleon@slnusbaum.com

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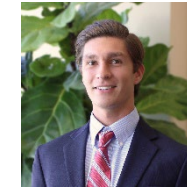
**ANTHONY GRECCO**  
**Associate**  
757.452.6133 (direct)  
agrecco@slnusbaum.com

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**LINDSAY BANGEL**  
**Associate**  
757.263.4847 (direct)  
lbangel@slnusbaum.com

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**BRODY TUCKER**  
**Associate**  
757.640.2235 (direct)  
btucker@slnusbaum.com

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# Meet the Retail Team - Richmond



S.L. NUSBAUM

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**NATHAN SHOR**  
**Senior Vice President | Partner**  
804.944.2399 (direct)  
nshor@slnusbaum.com

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**BOB BUTCHER**  
**Senior Vice President | Partner**  
804.944.9259 (direct)  
bbutcher@slnusbaum.com

Read Full Bio [HERE](#)



**DOUGLAS O. TICE, III, CCIM**  
**Senior Vice President**  
804.944.9273 (direct)  
dtice@slnusbaum.com

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**LARRY AGNEW**  
**Vice President**  
804.944.9262 (direct)  
lagnew@slnusbaum.com

Read Full Bio [HERE](#)



**ANDREW THACKER**  
**Vice President**  
804.944.9271 (direct)  
athacker@slnusbaum.com

Read Full Bio [HERE](#)



**DAVID T. KALMAN**  
**Vice President**  
804.539.8404 (direct)  
dkalman@slnusbaum.com

Read Full Bio [HERE](#)



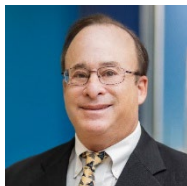
**AUSTIN NEWMAN, SIOR**  
**Vice President**  
804.944.9270 (direct)  
anewman@slnusbaum.com

Read Full Bio [HERE](#)



**ELLIOT WARSOF**  
**Vice President**  
804.944.9266 (direct)  
ewarsof@slnusbaum.com

Read Full Bio [HERE](#)



**REID CARDON**  
**Senior Associate**  
804.944.9260 (direct)  
rcardon@slnusbaum.com

Read Full Bio [HERE](#)



**FENTON CHILDERS**  
**Senior Associate**  
804.944.9265 (direct)  
fchilders@slnusbaum.com

Read Full Bio [HERE](#)



**ANDREW PEGALIS, JD, RPW, ARM**  
**Commercial Development**  
804.944.9272 (direct)  
apegalis@slnusbaum.com

Read Full Bio [HERE](#)



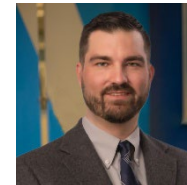
**CLAIBORNE "CLAY" BROWN**  
**Associate**  
804.325.1995 (direct)  
cbrown@slnusbaum.com

Read Full Bio [HERE](#)



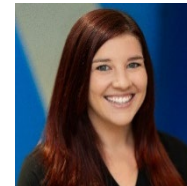
**DESHAAN JOHNSON**  
**Associate**  
djohnson@slnusbaum.com  
804.381.5738 (direct)

Read Full Bio [HERE](#)



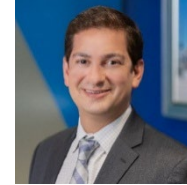
**JASON JONES**  
**Associate**  
jjones@slnusbaum.com  
314.341.7952 (direct)

Read Full Bio [HERE](#)



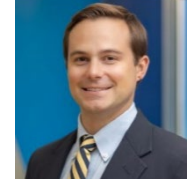
**SARAH SADLER**  
**Associate**  
804.533.5390 (direct)  
ssadler@slnusbaum.com

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**ADAM SHOR**  
**Associate**  
804.944.2399 (direct)  
ashor@slnusbaum.com

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**CARTER WELLS**  
**Associate**  
804.944.9258 (direct)  
cwells@slnusbaum.com

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# X Team Retail Advisors



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## S.L. Nusbaum Realty Co. is proud to partner with X Team Retail Advisors

**X Team Retail Advisors** unique structure integrates an alliance of retail real estate advisory offices into one dynamic and cohesive unit. Made up of an impressive roster of experienced industry professionals with proven local market expertise, X Team has the ability to offer retailers and developers, as well as owners and third parties, a compelling blend of superior insight with site-and region-specific service.

Each X Team Partner office is comprised of qualified retail real estate specialists who have extensive experience representing tenants and major retail developers across the nation. X Team members combine the passion, understanding, personal service and hard-earned local knowledge of a regional boutique brokerage firm with the experience, industry savvy and established relationships of a national firm.

To learn more, visit: [xteamretail.com](http://xteamretail.com)



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



**Norfolk:** 440 Monticello Ave. | Suite 1700 | Norfolk, VA 23510 | 757.627.8611

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

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