

THE CHANGING REAL ESTATE LANDSCAPE IN RICHMOND

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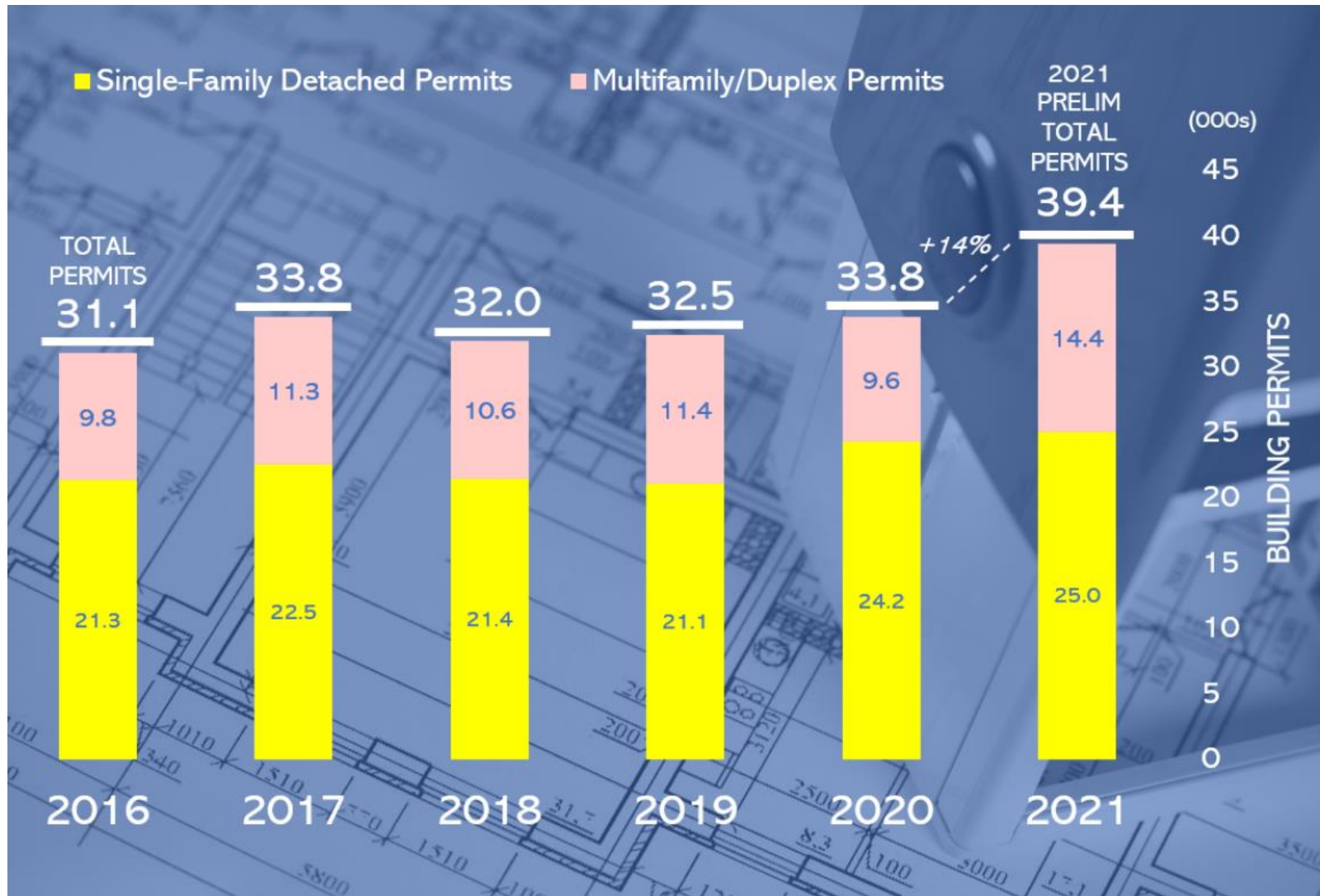
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ANNUAL RESIDENTIAL BUILDING PERMITS IN VIRGINIA



SOURCE: U.S. Census Bureau (Building Permit Survey)



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HISTORICAL POPULATION RICHMOND METRO AREA

MUNICIPALITY	1990 POPULATION	2000 POPULATION	2010 POPULATION	2020 POPULATION
City of Richmond	202,265	196,851	204,375	226,670
Henrico County	218,556	264,278	307,201	334,298
Chesterfield County	211,727	260,918	317,210	356,566
Hanover County	63,808	87,059	99,866	110,102
Goochland County	14,917	16,973	21,906	24,020
New Kent County	10,568	13,543	18,543	23,086

SOURCE U. S. CENSUS BUREAU



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FASTEST GROWING HOME PRICES

Data was compiled for 72 areas around the RMA and the number shows how each area below ranked on the list.

#16. Richmond

- 1 year price change: +\$41,576 (+14.1%)
- 5-year price change: +\$129,613 (+62.5%)
- Typical home value: \$337,071
- (#27 most expensive city in metro)

#22. Hanover

- 1 year price change: +\$36,964 (+11.3%)
- 5-year price change: +\$100,018 (+38.1%)
- Typical home value: \$362,872
- (#20 most expensive city in metro)

#24. Henrico

- 1 year price change: +\$36,651 (+11.8%)
- 5-year price change: +\$108,979 (+45.6%)
- Typical home value: \$347,972
- (#25 most expensive city in metro)

#6. Oilville (In Goochland County)

- 1 year price change: +\$47,596 (+9.9%)
- 5-year price change: +\$131,740 (+33.0%)
- Typical home value: \$530,617
- (#2 most expensive city in metro)

#7. Chesterfield

- 1 year price change: +\$47,336 (+15.4%)
- 5-year price change: +\$117,347 (+49.5%)
- Typical home value: \$354,450
- (#23 most expensive city in metro)

#9. New Kent

- 1 year price change: +\$38,341 (+11.8%)
- 5-year price change: +\$103,458 (+39.6%)
- Typical home value: \$364,557
- (#19 most expensive city in metro)



COMPANY OVERVIEW



S.L. NUSBAUM

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ABOUT S.L. NUSBAUM REALTY CO.

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 4.5 million square feet of shopping center space, over 220,000 square feet of office and industrial property and more than 33,000 apartment units throughout the Southeast and Mid-Atlantic.

OUR CORE SERVICES

- Landlord/Owner Representation
- Tenant/Buyer Representation
- Commercial & Multifamily Property Management
- Commercial & Multifamily Development
- Financial Services



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SERVICES OVERVIEW

Brokerage

S.L. Nusbaum Realty Co. offers brokerage services across a wide range of property categories, including:



Professional
& Medical Office



Freestanding
Retail



Industrial



Investment



Restaurant



Land



Multifamily



Shopping
Centers



Hospitality

Development

We offer comprehensive service representation to our clients including:

- Site Selection & Evaluation
- Negotiation
- Approval Processes
- Construction & Financing
- Zoning & Site Plan Evaluation
- Design & Development

Property Management (Multifamily & Commercial)

Our Management team's goal is to increase property values, while maintaining clean and safe properties. This goal is achieved by a team of management professionals whose sole focus is to provide the highest level of services to our tenants and owners.

Financial Services Offered

- Oversight of property daily operations, including vendor coordination, preventative maintenance and tenant relations.
- Billing and collection of all rents
- Coordination with Owner's legal counsel regarding litigation
- Payment of all asset expenses
- Review of mortgage and real estate expenses
- Assistance with real estate tax assessments, if necessary
- Production of monthly operating statement and owner distribution checks
- Provide annual budget with recommendations for capital expenditures
- Property insurance procurement



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MEMBERSHIPS AND AFFILIATIONS



OUR RECORD OF SUCCESS

2021 New Leases and Sales (Total SF)	2,892,926 SF
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2021 New Leases and Sales (Total Acreage)	264.866 acres
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2021 New Leases and Sales (Total Transaction Value)	\$356,428,708
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2021 Lease Renewals (Total SF)	848,985
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2021 Lease Renewals (Total Transaction Value)	\$47,910,944
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2021 Overall Total Transaction Value	\$404,339,652
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