



LQ Commercial
REAL ESTATE SERVICES

LQ COMMERCIAL
FLORIDA TENANT
REPRESENTATION

3Q 2023

ANCHORS

TENANT REPRESENTATION - ANCHORS



CONCEPT:	Sporting & Outdoor Goods	Grocer	Home Decor & Giftware	Home Decor & Giftware
PROTOTYPE:	50,000 - 65,000 SF	22,000± SF / 2.0-2.5 AC	25,000 SF (125' x 200')	25,000 SF (125' x 200')
SITE CRITERIA:	BTS or Reverse BTS New or 2nd Gen Power/Lifestyle/Strip/ Pad	End-Cap / Freestanding 2nd Gen Boxes Ground Lease / Purchase	Loading Dock Regional Trade Area Power/Community Ctrs	Loading Dock Regional Trade Area Power/Community Ctrs
DEMOGRAPHICS:	Inc: >\$50K - \$100K+ Age: 36-45 Years 1+ Children	Dense Trade Area 20,000+ AADT	Population: 100K+ Median Income: \$55K+	Population: 100K+ Median Income: \$55K+
TRADE AREAS:	Collier, Lee, Charlotte Counties	Lee, Collier, Osceola, Orange, Polk Counties	Charlotte, Lee, Collier Counties	Charlotte, Lee, Collier Counties
CONTACT:	John Mounce jmounce@lqcre.com (239) 333-4365 Jessica McEvoy jmcevoy@lqcre.com (239) 333-4374	Eli Dioso edioso@lqcre.com John Mounce jmounce@lqcre.com Tom Heer theer@lqcre.com	Michael Daly mdaly@lqcre.com (239) 676-6693 Jessica McEvoy jmcevoy@lqcre.com (239) 333-4374	Michael Daly mdaly@lqcre.com (239) 676-6693 Jessica McEvoy jmcevoy@lqcre.com (239) 333-4374



CONCEPT:	Discount Anchor	Office Products	Discoun Department Store
PROTOTYPE:	33,000± SF (150'x200')	20,000± SF (110'x120')	30,000± SF
SITE CRITERIA:	Regional Centers Power Center Community Centers	Loading Dock Power/Community Centers/Downtown	Regional/Community/ Power Centers
DEMOGRAPHICS:	Population: 100K+	Business Centers High Income Areas	Population: 100K
TRADE AREAS:	Charlotte, Lee, Collier Counties	Southwest Florida	Charlotte, Lee, Collier Counties
CONTACT:	Michael Daly mdaly@lqcre.com (239) 676-6693 Jessica McEvoy jmcevoy@lqcre.com (239) 333-4374	John Mounce jmounce@lqcre.com (239) 333-4365	Michael Daly mdaly@lqcre.com (239) 676-6693 Jessica McEvoy jmcevoy@lqcre.com (239) 333-4374



HOSPITALITY

TENANT REPRESENTATION - HOSPITALITY



CONCEPT:	Hotel & Extended Stays	Hospitality	Extended Stay Hospitality
PROTOTYPE:	1.25 - 4 AC	2.0 - 3.0 AC	2.5 - 3.5 AC
SITE CRITERIA:	Hotel Zoning Strong Visibility Good Access		
DEMOGRAPHICS:	Strong Traffic Counts	Near Interstates Tourism, Universities	Office-Dense Areas Close to Amenities
TRADE AREAS:	Statewide	Statewide	Central Florida
CONTACT:	Julia Sosa jsosa@lqcre.com (407) 775-4358 Eva Royal eroyal@lqcre.com (407) 705-2217	Julia Sosa jsosa@lqcre.com (407) 775-4358 Eva Royal eroyal@lqcre.com (407) 705-2217	Julia Sosa jsosa@lqcre.com (407) 775-4358 Ryan Baarman rbaarman@lqcre.com (407) 392-2544



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CONCEPT: Mexican Fast Casual
PROTOTYPE: 1,400 - 1,600 SF
SITE CRITERIA: Second Generation
 End Cap Preferred
 Drive-Thru Not Needed

DEMOGRAPHICS: Suburban Locations
 High Traffic Areas

TRADE AREAS: Orlando & Tampa

CONTACT: Julia Sosa
jsosa@lqcre.com
 (407) 775-4358
 Ryan Baarman
rbaarman@lqcre.com
 (407) 392-2544



Italian Carryout
 1,000 - 1,800 SF
 Neighborhood Centers

35K Residents In 3 Miles
 25K Daytime Population
 \$85,000+ HH Income

Collier County North To
 Manatee County

Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



Four Restaurants & Bars

Paul Fischetti
paulie@lqcre.com
 (321) 243-4937



QSR Burger
 0.5 - 1.5 AC
 GL or Purchase

High Traffic

Central Florida

Julia Sosa
jsosa@lqcre.com
 (407) 775-4358
 Eva Royal
eroyal@lqcre.com
 (407) 705-2217



CONCEPT: Casual Caribbean
 Dining
PROTOTYPE: 7,200 SF / 2 AC Pad
SITE CRITERIA: Outdoor Seating
 Parking Spaces:
 175 - 200

DEMOGRAPHICS: Population: 600K+
 Regional Location
 Mid+Income; High Traffic

TRADE AREAS: South Sarasota,
 Charlotte

CONTACT: Lee, Collier Counties
 John Mounce
jmounce@lqcre.com
 (239) 333-4365
 Jessica McEvoy
jmcevoy@lqcre.com



Asian Kitchen + Sushi
 1,000 - 3,000 SF
 End Cap or In-Line
 Activity Generator
 2nd Gen/Drive-Thru
 High Traffic
 Strong HH Incomes

Greater Tampa Bay

Eli Dioso
edioso@lqcre.com
 (813) 999-1947



Pizza Restaurant
 4,000 - 5,000 SF
 Freestanding / End Cap
 or In-line
 Ample Parking
 3-Mile Pop: 25,000+
 3-Mile HH Inc: \$50,000+

Manatee, Charlotte, Lee,
 Sarasota, Collier County

Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370



Chicago Pizza
 1,100-1,800 SF
 Delivery + Takeout
 Limited Seating OK
 2nd Gen

High Traffic Area
 Avg-to-High Incomes
 Street Visibility

North Collier, Lee &
 Charlotte Counties

Frank Kupiec
fkupiec@lqcre.com
 (239) 676-6722



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CHICAGO'S ORIGINAL ITALIAN BEEF

CONCEPT: Full-Service Restaurant
PROTOTYPE: 4,200 - 4,900 SF
SITE CRITERIA: Freestanding / End Caps
 Drive Thru Lane

DEMOGRAPHICS: Strong Daytime Pop
 30,000+ Daily Traffic
TRADE AREAS: Lee & Collier County
CONTACT: Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370



Corporate & Franchisee
 1-2 AC (Cor) | 1+ AC (Fra)
 Freestanding, Drive-Thru
 2nd Gen Considered
 Purchase Preferred

 Strong Daytime Traffic
 Interstate Exchanges
 Activity Centers
 Central FL, Volusia, Polk
 Brevard, Sumpter, SWFL
 Wendy Supino, CCM
wendy@lqcre.com
 (407) 775-2267
 Frank Kupiec
fkupiec@lqcre.com



Modern Butcher Shop
 1,250 - 1,750 SF
 2nd Generation or
 New Construction

 Strong Daytime Pop
 35,000+ AADT
 Statewide
 Paul Fischetti
paulie@lqcre.com
 (321) 243-4937



Fine Dining Restaurant
 8K - 10K SF / 2 AC Pad
 Freestanding
 Premier In-Line Sites
 Two-Story Considered

 Above-Average Income
 Strong Employment
 Dense Hospitality
 South Sarasota, Lee,
 Charlotte, Collier County
 John Mounce
jmounce@lqcre.com
 (239) 333-4365
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



CONCEPT: Casual Dining Restaurant
PROTOTYPE: 7,918 SF / 2 AC
SITE CRITERIA: 170+ Parking Spaces

DEMOGRAPHICS: 30-Min Population: 150K+
TRADE AREAS: Lee, Collier Counties
CONTACT: John Mounce
jmounce@lqcre.com
 (239) 333-4365
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



Tavern & Unique Fare
 5 - 7K SF
 Patio or Ability to Build
 2nd Gen Restaurant
 125 Spaces

 5-Mile HH Pop: 150K
 5-Mile HH Income: \$65K
 AADT: 25K CPD
 Orlando, Tampa Bay &
 Southwest FL MSA's
 Orlando MSA
wendy@lqcre.com
 Tampa MSA
paulie@lqcre.com
 Southwest FL MSA
jmounce@lqcre.com
jmcevoy@lqcre.com



Southern Kissed Chicken
 2,500 - 3,500 SF
 2nd Generation or
 New Construction

 Strong Daytime Pop
 40,000+ AADT
 Statewide
 Paul Fischetti
paulie@lqcre.com
 (321) 243-4937



Gourmet Cookies
 1,400 - 1,800 SF
 Grocery-Anchored
 Strong Multi-Tenant Pads
 Good Ingress/Egress

 50K Residents In 3 Miles
 \$80,000+ HH Income
 Naples, Fort Myers &
 Cape Coral
 Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CONCEPT: Casual Dining
PROTOTYPE: 3,500 - 4,000 SF
SITE CRITERIA: Neighborhood Centers
 Strong Visibility/Access
 Freestanding/End Cap

DEMOGRAPHICS: Daytime Workforce: 10K
 Median Income: \$40K+
 2-Mile Pop: 30K+
TRADE AREAS: Greater Tampa Bay,
 Central Florida
CONTACT: Eli Dioso
edioso@lqcre.com
 (813) 999-1947



CONCEPT: Ice Cream
PROTOTYPE: 0.7 - 1.0 AC

DEMOGRAPHICS: Near Schools & Sporting /
 Recreational Facilities
TRADE AREAS: Florida's West Coast
CONTACT: Bob Pekol
bpekol@lqcre.com
 (239) 333-4369



CONCEPT: Asian Noodle Restaurant
PROTOTYPE: 1,800 - 3,000 SF
SITE CRITERIA: In-Line
 End Caps
 Freestanding

DEMOGRAPHICS: High Traffic
 Dense Population
 Near University/Colleges
TRADE AREAS: Greater Tampa Bay
CONTACT: Eli Dioso
edioso@lqcre.com
 (813) 999-1947



CONCEPT: Buffet Restaurant
PROTOTYPE: 8,000 - 12,000 SF
SITE CRITERIA: Freestanding 2nd Gen
 or 500-1,500 SF + Drive-
 Thru For To-Go Concept

DEMOGRAPHICS: High Traffic Areas
 Average Incomes
TRADE AREAS: Hillsborough, Pasco,
 Hernando County
CONTACT: Eli Dioso
edioso@lqcre.com
 (813) 999-1947



CONCEPT: Baked Goods/Coffee
PROTOTYPE: 1,200 - 2,600 SF
SITE CRITERIA: Drive-Thru
 Morning Drive-Side
 Freestanding/Pad/End
 Cap

DEMOGRAPHICS: 3-Min Population: 15K
 Median Income: \$30K+
TRADE AREAS: Lee, Collier, Highlands,
 Counties
CONTACT: Bob Pekol
bpekol@lqcre.com
 (239) 333-4369



CONCEPT: Fine Dining Restaurant
PROTOTYPE: 8.5K - 10K SF / 2 AC Pad
SITE CRITERIA: Freestanding
 Premier In-Line Sites
 Two-Story Considered

DEMOGRAPHICS: Above-Average Incomes
 Strong Employment Base
 Dense Hospitality
TRADE AREAS: S. Sarasota, Charlotte,
 Lee, Collier Counties
CONTACT: John Mounce
jmounce@lqcre.com
 (239) 333-4365
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



CONCEPT: 9 Restaurant Concepts
PROTOTYPE: 1,500 - 4,500 SF
SITE CRITERIA: End Cap & In-Line
 Activity Generators
 Downtown Locations

DEMOGRAPHICS: High Traffic
 Day & Night Foot Traffic
TRADE AREAS: Statewide Tampa
 Bay-Centric
CONTACT: Eli Dioso
edioso@lqcre.com
 (813) 999-1947



CONCEPT: Philly Cheesesteaks
PROTOTYPE: 1,500 - 2,200 SF
SITE CRITERIA: 2nd Gen Restaurants
 Preferred, Not Required

DEMOGRAPHICS:
TRADE AREAS: Central Florida
CONTACT: Julia Sosa
jsosa@lqcre.com
 Eva Royal
eroyal@lqcre.com
 Wendy Supino, CCIIM
wendy@lqcre.com



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CONCEPT: Restaurants/Bars/Events
PROTOTYPE: 5,000 - 7,500 SF
SITE CRITERIA: 2nd Generation or New Construction with High Tenant Allowance

DEMOGRAPHICS: High Traffic Areas
45K+ Population (3-Miles)

TRADE AREAS: Statewide

CONTACT: Paul Fischetti
paulie@lqcre.com
 (321) 243-4937



TC Restaurant Group
 1,700 - 25,000 SF
 Lifestyle Centers

High-Traffic Areas
Dense Population
Tourist Markets

Statewide

Julia Sosa
jsosa@lqcre.com
 (407) 775-4358
 Eva Royal
eroyal@lqcre.com
 (407) 705-2217



Quick Service Fast Food
 2,500 - 3,000 SF
 Freestanding
 End Caps
 In/Outdoor Seating
 5-Mile Population: 90K+

Brevard, Volusia, South Orange, Osceola County

Tom Heer
theer@lqcre.com
 (407) 775-4361
 Ryan Baarman
rbaarman@lqcre.com
 (407) 392-2544



Dine In Asian-Fusion
 6,000 - 13,000 SF
 Sale or Lease
 Freestanding, End Cap
 Second Gen Preferred

High Traffic
Dense Population

Orlando & Tampa MSA's

Eli Dioso
edioso@lqcre.com
 (813) 999-1947

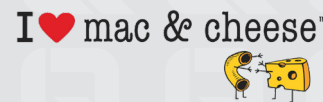


CONCEPT: Fried Seafood & Chicken
PROTOTYPE: 1,000 - 3,000 SF
SITE CRITERIA: Freestanding
End Caps
Purchase or Lease

DEMOGRAPHICS: 50K Residents (3-Miles)
\$45K Income (3-Miles)

TRADE AREAS: Florida (Statewide) Plus Dallas, Nashville, Atlanta

CONTACT: Bruce Micciche, CCIM
brucem@lqcre.com
 (239) 333-2518



Mac & Cheese Bowls
 1,400 - 1,700 SF
 20'W+ End Caps/In-Line
 Airports/Food Courts OK
 15+ Parking Spaces

High-Volume/Affluent
5-Mile Pop: 50K+

Charlotte, Lee, Collier Counties

Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



Casual Restaurant
 4,500 SF
 Freestanding/End Caps
 Existing Units Preferred
 Retail/Highway Locations

Retail/Office/Medical
3-Mile Pop: 25-50K+

Charlotte, Lee, Collier Counties

Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



Sub Sandwiches
 1,200 - 1,400 SF
 Strong Road Frontage
 Visibility High Traffic Counts

Strong Daytime Pop
Retail & Business Districts

Charlotte, Lee, Collier Counties

Bob Pekol
bpekol@lqcre.com
 (239) 333-4369



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CONCEPT: Sandwich Shop
PROTOTYPE: 600 - 1,800 SF
SITE CRITERIA: Drive-Thru Pad/End Cap Sites

DEMOGRAPHICS: Strong Daytime Pop
Business Districts
Colleges/Medical
TRADE AREAS: Lee, Collier Counties

CONTACT: Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



CONCEPT: Best Burgers
PROTOTYPE: 1,200 - 2,000 SF
SITE CRITERIA: Freestanding Strip Centers

DEMOGRAPHICS: 50K Residents (3-Miles)
\$55K Income (3-Miles)
TRADE AREAS: Collier, Lee, Charlotte, Sarasota Counties

CONTACT: Bruce Micciche, CCIM
brucem@lqcre.com
 (239) 333-2518



CONCEPT: Pizza
PROTOTYPE: 1,400 - 1,800 SF
SITE CRITERIA: Freestanding End Caps

DEMOGRAPHICS: \$45K-\$90K HH Incomes
25K+ People in Trade Area
High % of Young Families
TRADE AREAS: Central Florida West Florida / Tampa Bay

CONTACT: Julia Sosa
jsosa@lqcre.com
 Eva Royal
eroyal@lqcre.com



CONCEPT: Greek Restaurant
PROTOTYPE: 1,200 - 1,800 SF
SITE CRITERIA: 2nd Gen Restaurant Freestanding, Pad Sites

DEMOGRAPHICS: Class-A Locations
High Daytime Population

TRADE AREAS: Charlotte, Lee & Collier Counties

CONTACT: Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



CONCEPT: Fast-Casual Mexican
PROTOTYPE: 1,200 - 1,500 SF
SITE CRITERIA: Neighborhood/Lifestyle Strip/Activity Generator In-Line or End Cap

DEMOGRAPHICS: Average Income +\$70K
40K+ CPD

TRADE AREAS: Tampa Bay
Orlando Considered

CONTACT: Eli Dioso
edioso@lqcre.com
 (813) 999-1947



CONCEPT: Casual Steakhouse
PROTOTYPE: 5,550 SF / 1.38+ AC
SITE CRITERIA: 116+ Parking Spaces Regional Sites

DEMOGRAPHICS: 15-Min Population: 75K+
High Traffic Areas

TRADE AREAS: S. Sarasota, Charlotte, Lee, Collier Counties

CONTACT: John Mounce
jmounce@lqcre.com
 (239) 333-4365
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



CONCEPT: Motorcycle BBQ
PROTOTYPE: 5,000 SF + 1,200 SF Patio
SITE CRITERIA: Freestanding Activity Generators Outdoor Area (Not Patio)

DEMOGRAPHICS: \$40,000 Median Income

TRADE AREAS: Greater Tampa Bay

CONTACT: Eli Dioso
edioso@lqcre.com
 (813) 999-1947



CONCEPT: Pizza Restaurant
PROTOTYPE: 1,200 - 2,200 SF
SITE CRITERIA: In-Line or End Caps Grocery Anchored Unanchored Strips

DEMOGRAPHICS: Average Incomes
High Traffic Areas

TRADE AREAS: Greater Orlando

CONTACT: Ryan Baarman
rbaarman@lqcre.com
 (407) 392-2544



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CONCEPT: Quick Service Restaurant

PROTOTYPE: 1.25 AC Outparcel

SITE CRITERIA: Freestanding
Drive-Thru
Excellent Ingress/Egress

DEMOGRAPHICS: High Traffic Areas

TRADE AREAS: Greater Tampa Bay
Collier County

CONTACT: Eli Dioso
edioso@lqcre.com
(813) 999-1947
John Mounce
jmounce@lqcre.com
(239) 333-4365



CONCEPT: Pizza Restaurant

PROTOTYPE: 4,500 - 5,500 SF

SITE CRITERIA: Prominent End Cap
Outdoor Seating

DEMOGRAPHICS: High Traffic Areas
Average Incomes

TRADE AREAS: Lee, Collier Counties

CONTACT: Chuck Smith, CCIM
csmith@lqcre.com
(239) 333-4371



CONCEPT: Specialty Bakery

PROTOTYPE: 1,200 - 1,800 SF

SITE CRITERIA: Neighborhood/Lifestyle
Strip Centers, In-Line or
End Cap, 2nd Gen

DEMOGRAPHICS: Min Avg Income: \$50K
Min AADT: 30K CPD

TRADE AREAS: Sarasota MSA

CONTACT: Eli Dioso
edioso@lqcre.com
(813) 999-1947



CONCEPT: Cajun + Asian Seafood

PROTOTYPE: 5,000 - 8,000 SF

SITE CRITERIA: 2nd Gen Restaurant
30+ Parking Spaces
Freestanding + End Caps

DEMOGRAPHICS: Dense Retail Corridors

TRADE AREAS: Florida

CONTACT: Eli Dioso
edioso@lqcre.com
(813) 999-1947



CONCEPT: Craft Beer & Burgers

PROTOTYPE: 2,800 - 3,800 SF

SITE CRITERIA: End Caps
Patio Seating
2nd Gen Restaurant

DEMOGRAPHICS: Upscale Neighborhoods
High Visibility

TRADE AREAS: Orlando, Tampa,
Sarasota, Venice, Fort
Myers, Naples

CONTACT: Orlando
jsosa@lqcre.com
eroyal@lqcre.com
Tampa - Naples
tstrauss@lqcre.com
jmcevoy@lqcre.com



CONCEPT: Casual Dining

PROTOTYPE: 7.5 - 8.5K SF / 1.7 - 2.4 AC

SITE CRITERIA: 125-145 Parking Spaces
High Traffic Volumes
Prime Regional Locations

DEMOGRAPHICS: 15-Min Population: 100K

TRADE AREAS: S. Sarasota, Charlotte,
Lee, Collier Counties

CONTACT: John Mounce
jmounce@lqcre.com
(239) 333-4365
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



CONCEPT: Nitrogen Ice Cream

PROTOTYPE: 1,200 - 2,000 SF

SITE CRITERIA: In-Line End Cap
Preferred Consider
Freestanding

DEMOGRAPHICS: Tourist & High Traffic Areas
Young Family Areas

TRADE AREAS: Central Florida

CONTACT: Julia Sosa
jsosa@lqcre.com
(407) 775-4358
Eva Royal
eroyal@lqcre.com
(407) 705-2217



CONCEPT: Irish Pub

PROTOTYPE: 2,000 - 3,500 SF

SITE CRITERIA: Second Gen Restaurant
Bay Space Preferred

TRADE AREAS: Collier County

CONTACT: Frank Kupiec
fkupiec@lqcre.com
(239) 676-6722



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CONCEPT: Bowls/Smoothies/Juices
PROTOTYPE: 1,300 - 2,000 SF
SITE CRITERIA: Quality Activity Generator
 In-Line Space
 Grocer/Strip/Destination

DEMOGRAPHICS: \$75K+ Incomes

TRADE AREAS: Tampa, St Petersburg,
 Clearwater, Wesley Chapel

CONTACT: Eli Dioso
edioso@lqcre.com
 (813) 999-1947



CONCEPT: Quick Service Poke
PROTOTYPE: 1,500 - 2,000 SF
SITE CRITERIA: Neighborhood Centers
 20' Wide In-Line
 Activity Generators

DEMOGRAPHICS: Strong Daytime Population

TRADE AREAS: Lee, Collier Counties

CONTACT: Bob Pekol
bpekol@lqcre.com
 (239) 333-4369



CONCEPT: Quick Service Restaurant
PROTOTYPE: 3,285 SF / 0.7 - 1.0 AC
SITE CRITERIA: Outparcels, Drive-Thru

DEMOGRAPHICS: Strong Daytime Pop

TRADE AREAS: Sarasota, Charlotte, Lee,
 Collier Counties

CONTACT: Michael Daly
mdaly@lqcre.com
 (239) 676-6693



CONCEPT: Steak House
PROTOTYPE: 5,000 - 6,000 SF
SITE CRITERIA: Freestanding/Endcap/
 In-line space
 Ample parking

DEMOGRAPHICS: 3-Mile Pop: 25,000+
 3-Mile HH Inc: \$65,000+

TRADE AREAS: Southwest Florida

CONTACT: Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370



CONCEPT: Coffee
PROTOTYPE: 1,200 - 2,000 SF
SITE CRITERIA: 0.5 - 1 AC or Existing
 Purchase BTS or Lease
 Drive Thru + Patio

DEMOGRAPHICS: Suburban Locations
 High Traffic Areas

TRADE AREAS: Dr Phillips, Lake Nona,
 Winter Park, Tourist

CONTACT: Eva Royal
eroyal@lqcre.com
 (407) 705-2217
 Mike Sheerin
msheerin@lqcre.com
 (407) 392-2498



CONCEPT: Secret Cocktail Bar
PROTOTYPE: 5,500 - 8,500 SF
SITE CRITERIA: 2nd Generation or
 New Construction
 Downtown CBD's

TRADE AREAS: Statewide

CONTACT: Paul Fischetti
paulie@lqcre.com
 (321) 243-4937



CONCEPT: Gourmet Chocolate
PROTOTYPE: 1,000 - 1,500 SF
SITE CRITERIA: Malls, Mixed-Use, Outlet,
 Entertainment, Tourist &
 Specialty Centers

DEMOGRAPHICS: High Foot Traffic Areas

TRADE AREAS: Central Florida

CONTACT: Julia Sosa
jsosa@lqcre.com
 (407) 775-4358
 Ryan Baarman
rbaarman@lqcre.com
 (407) 392-2544



CONCEPT: Brazilian Steakhouse
PROTOTYPE: 7,500 - 10,000 SF
SITE CRITERIA: High Traffic Areas
 Restaurant Rows

DEMOGRAPHICS: 45K+ Population (3-Miles)

TRADE AREAS: Statewide

CONTACT: Paul Fischetti
paulie@lqcre.com
 (321) 243-4937



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CONCEPT: Carryout Pizza

PROTOTYPE: 1,200 - 1,800 SF

SITE CRITERIA: 2nd Gen Pizza
Good Visibility
Easy Access

DEMOGRAPHICS: Average Incomes
High Traffic Areas

TRADE AREAS: Collier to Manatee

CONTACT: Tom Strauss
tstrauss@lqcre.com
(239) 333-4370
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



CONCEPT: Steakhouse

PROTOTYPE: 1,200 - 1,800 SF

SITE CRITERIA: Outdoor Seating
Parking Spaces:
175 - 200

DEMOGRAPHICS: Population: 600K+
Regional Location
Mid+Income; High Traffic
South Sarasota, Charlotte
Lee, Collier Counties

TRADE AREAS: John Mounce
jmounce@lqcre.com
(239) 333-4365
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



CONCEPT: Fresh Grill and Wine Bar

PROTOTYPE: 7,000 - 8,500 SF / 2± AC

SITE CRITERIA: 120 - 150 Parking Spaces

DEMOGRAPHICS: High Traffic & Education
Affluent Trade Areas
Population: 150K+
S. Sarasota, Charlotte,
Lee & Collier Counties

TRADE AREAS: John Mounce
jmounce@lqcre.com
(239) 333-4365
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



CONCEPT: TC Restaurant Group

PROTOTYPE: 1,700 - 25,000 SF

SITE CRITERIA: Lifestyle Centers

DEMOGRAPHICS: High-Traffic Areas
Dense Population
Tourist Markets
Statewide

TRADE AREAS: Julia Sosa
jsosa@lqcre.com
(407) 775-4358
Eva Royal
eroyal@lqcre.com



CONCEPT: Gourmet Mexican

PROTOTYPE: 1,200 - 1,800 SF + Patio

SITE CRITERIA: Lifestyle/Power/Strip
Centers, Outparcels
or In-Line w/ Patio

DEMOGRAPHICS: High Average HH
Income
Advanced
Education, Dense Traffic Areas

TRADE AREAS: Tampa - Marco Island

CONTACT: Tom Strauss
tstrauss@lqcre.com
(239) 333-4370
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



CONCEPT: Coffee & Baked Goods

PROTOTYPE: 0.4 - 2 AC, 888 - 1,600 SF

SITE CRITERIA: Drive-Thru & Easy Access
24-Hr Operation Option
1 Space Per 3 Seats

DEMOGRAPHICS: High Visibility Location

TRADE AREAS: Central Florida
Tampa Bay, Jacksonville

CONTACT: Julia Sosa
jsosa@lqcre.com
Wendy Supino, CCIM
wendy@lqcre.com
Eva Royal



CONCEPT: Casual & Express Italian

PROTOTYPE: 5-6K SF (Cas) | 2-2.5K (Exp)

SITE CRITERIA: Freestanding, 2nd Gen
& End Caps (50+ Spaces)
Purchase & Lease Retail

DEMOGRAPHICS: 50K Residents (3-Miles)
\$50K Income (3-Miles)

TRADE AREAS: Collier, Lee, Charlotte,
Sarasota Counties

CONTACT: Bruce Micciche, CCIM
brucem@lqcre.com
(239) 333-2518



CONCEPT: Acai, Poke, Superfood Blends

PROTOTYPE: 1,200 - 1,800 SF

SITE CRITERIA: In-Line & End Cap Sites
Freestanding Considered

DEMOGRAPHICS: High Traffic Area
Strong Daytime Pop

TRADE AREAS: Lee, Collier, Charlotte
Counties

CONTACT: Chuck Smith, CCIM
csmith@lqcre.com
(239) 333-4371



FOOD & BEVERAGE

TENANT REPRESENTATION - FOOD & BEVERAGE



CONCEPT: Chicken Wings
PROTOTYPE: 1,400 - 1,800 SF
SITE CRITERIA: Take-Out or Dine-In
End Cap Preferred
Strong Nighttime Activity

DEMOGRAPHICS: Income: \$45-\$80K

TRADE AREAS: Lee & Collier Counties

CONTACT: Frank Kupiec
fkupiec@lqcre.com
(239) 676-6722



CONCEPT: Fine Dining Restaurant
PROTOTYPE: 8.5K - 10K SF / 1.5-2 AC
SITE CRITERIA: 1.5K SF Patio + 175 Spaces
In-Line/End Cap/Freestanding
Urban/Entertainment

DEMOGRAPHICS: Suburban Trade Area
25-Min Pop: 500K
AADT: 30K

TRADE AREAS: South Sarasota, Carlote,
Lee, Collier Counties

CONTACT: John Mounce
jmounce@lqcre.com
(239) 333-4365
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



CONCEPT: Fast Casual Restaurant
PROTOTYPE: 2.4K - 3.9K / 0.80 - 1.25 AC
SITE CRITERIA: Corner Pads; 40+ Spaces;
Drive Thru; 50-90 Seats;
Interstate Visibility

DEMOGRAPHICS: Income: \$45K
AADT: 20K (Going Home)

TRADE AREAS: Lee County

CONTACT: Bob Pekol
bpekol@lqcre.com
(239) 333-4369



HEALTH & BEAUTY

TENANT REPRESENTATION - HEALTH & BEAUTY



CONCEPT: Nail Salon
PROTOTYPE: 1,200 - 3,000 SF
SITE CRITERIA: Neighborhood/Power Grocery-Anchored Preferred
DEMOGRAPHICS:
TRADE AREAS: Statewide
CONTACT: Bob Pekol
bpekol@lqcre.com
 (239) 333-4369



CONCEPT: Waxing / Beauty
PROTOTYPE: 1,200 - 1,600 SF
SITE CRITERIA: Female-Driven Retail
DEMOGRAPHICS: Daily Need Center Regional Center HH Income \$75,000
TRADE AREAS: Lee, Collier, Charlotte Counties
CONTACT: Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374

FACE FOUNDRIÉ®

CONCEPT: Facial Bar
PROTOTYPE: 1,500 - 2,200 SF
SITE CRITERIA: In-Line & End Caps 20' Minimum Frontage By Health-Forward Dining
DEMOGRAPHICS: Female-Driven Retail Heavy Traffic Corridors Upper-Middle Incomes
TRADE AREAS: Lee & Collier County
CONTACT: Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



CONCEPT: Hair Cut & Color
PROTOTYPE: 1,300 SF
SITE CRITERIA: In-Line Sites Grocery-Anchored Good Visibility
DEMOGRAPHICS: High Traffic Areas Average Incomes
TRADE AREAS: Charlotte, Lee & Collier Counties
CONTACT: Tom Strauss
tstrauss@lqcre.com
 Jessica McEvoy
jmcevoy@lqcre.com
 Frank Kupiec
fkupiec@lqcre.com



CONCEPT: Massage & Facials
PROTOTYPE: 3,000 - 3,500 SF
SITE CRITERIA: High Visibility Strips Regional Centers
DEMOGRAPHICS: 3-Mile Population: 60K+ Income: \$60K+
TRADE AREAS: Lee, Collier Counties
CONTACT: Tom Strauss
tstrauss@lqcre.com
 (239) 333-4370



CONCEPT: Salon
PROTOTYPE: 4,000 - 8,000 SF
SITE CRITERIA: Corner/Caps/Standalone Lease or Purchase 30+ Spaces, 40'W, 12'H
DEMOGRAPHICS: High Density Residential Retail Corridors
TRADE AREAS: Lee, Collier, Central FL
CONTACT: Central Florida
jsosa@lqcre.com
eroyal@lqcre.com
 Southwest Florida
brucem@lqcre.com



CONCEPT: Children's Hair Studio
PROTOTYPE: 1,200 - 1,500 SF
SITE CRITERIA: Neighborhood Centers In-Line With 20'+ Width Activity Generators
DEMOGRAPHICS: 7,500+ < 9 Years in 15-Min 70K+ Population (15-Min) \$75K+ Income (15-Min)
TRADE AREAS: Tampa, Riverview, Apollo Beach, Brandon
CONTACT: Eli Dioso
edioso@lqcre.com
 (813) 999-1947



CONCEPT: Tanning & Fitness
PROTOTYPE: 800 - 4,000 SF
SITE CRITERIA: 20' - 60' Frontage Front & Forward In-Line Easy Access Parking
DEMOGRAPHICS: In Retail Corridors or Near High Schools / Universities
TRADE AREAS: Lakeland, Sarasota - Manatee, Southwest FL
CONTACT: Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



TENANT REPRESENTATION - AUTOMOTIVE



CONCEPT: Express Car Wash

PROTOTYPE: 1 - 1.75 AC

SITE CRITERIA: Signalized Hard Corner
Left Turn In
225' Frontage

DEMOGRAPHICS: 3-Mile Pop: 30K+
Median Inc: \$50K
25K Cars Per Day

TRADE AREAS: Lee, Collier Counties

CONTACT: Tom Strauss
tstrauss@lqcre.com
(239) 333-4370
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



CONCEPT: Auto Repair

PROTOTYPE: 15 - 30K SF OR BTS

SITE CRITERIA: 80 - 120' Frontage
14' Ceilings
15 Parking Spaces

DEMOGRAPHICS: 20,000+ CPD
40,000+ In 3 Miles
\$150,000+ 3-Mile Income

TRADE AREAS: Charlotte, Manatee,
Sarasota, Pinellas County

CONTACT: Bob Pekol
bpekol@lqcre.com
(239) 333-4369



CONCEPT: Forklift Dealer

PROTOTYPE: 10,000 - 15,000 SF

SITE CRITERIA: Dock High (2) Ramp
2,500 SF Office

TRADE AREAS: Orlando Airport
Florida Mall Orlando

CONTACT: Phil Carter
pcarter@lqcre.com
(407) 775-2985



CONCEPT: Auto Repair

PROTOTYPE: 5,546 SF / 0.7 - 1 AC

SITE CRITERIA: Main Commuter Roads

DEMOGRAPHICS: Income: \$50K+
Population: 100K+

TRADE AREAS: Charlotte, Lee, Collier
Counties

CONTACT: Tom Strauss
tstrauss@lqcre.com
(239) 333-4370



CONCEPT: Car Wash

PROTOTYPE: 1 - 1.5 AC

SITE CRITERIA: Main & Main Corridors
Retail Generators

DEMOGRAPHICS: High-Traffic Areas
Average Incomes

TRADE AREAS: Lee, Collier, Charlotte,
Sarasota Counties

CONTACT: Bob Pekol
bpekol@lqcre.com
(239) 333-4369



CONCEPT: Automotive Service

PROTOTYPE: 5,900 - 6,800 SF / 1.0 AC

SITE CRITERIA: Freestanding Buildings
Purchase or BTS

DEMOGRAPHICS: High-Traffic Retail Areas

TRADE AREAS: Tampa, Sarasota, Lee,
Collier, Charlotte Counties

CONTACT: Bob Pekol
bpekol@lqcre.com
(239) 333-4369



TENANT REPRESENTATION - SPECIALTY



CONCEPT: Adult Recreational Storage

PROTOTYPE: 10.0 - 20.0± AC

SITE CRITERIA: Quick Highway Access
Near Boat/RV/Dealership
Visibility Preferred

DEMOGRAPHICS: Light Industrial/Commercial
Allows Self Storage

TRADE AREAS: Orange, Volusia, Lake,
Seminole, Osceola, Polk
St Augustine, Jacksonville

CONTACT: Phil Carter
pcarter@lqcre.com
(407) 775-2985

BatteriesPlus+
Power it. Light it. Fix it.

Batteries & Device Repairs

1,400 - 1,800 SF

20-25' Frontage
Pylon / Monument Signage
Near AutoZone / O'Reilly

High Traffic

Apopka, Oviedo, S. Orlando
East/West of US 192 - Hwy 27

Wendy Supino CCIIM
wendy@lqcre.com
(407) 775-2267



Golf Entertainment

10± AC

36,000 SF Open-Air
15,400 SF Enclosed
52 Bays (836' L / 415'W)

High-Traffic Areas
Dense Population
Tourist Markets

Greater Orlando,
East Coast, Panhandle

Julia Sosa
jsosa@lqcre.com
Eva Royal
eroyal@lqcre.com
Mike Sheerin
msheerin@lqcre.com



Childhood Education

9,000 - 11,000 SF

Freestanding or End Cap
Business Park, Office,
Flex, Outdoor Play Area

3-Mile Population: 45K
Elementary Schools: 3
Avg HH Income: \$80K+

Tampa & Southwest FL

Eli Dioso
edioso@lqcre.com
(813) 999-1947
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



CONCEPT: Mattress Retail

PROTOTYPE: 8,000 - 10,000 SF

SITE CRITERIA: Freestanding
Along Thoroughfares

DEMOGRAPHICS: 40,000+ CPD
125K+ Population (5-Miles)
\$75K+ Income (5-Miles)

TRADE AREAS: Charlotte, Lee,
Collier Counties

CONTACT: Mike Concilla
mconcilla@lqcre.com
(239) 676-6706



Custom Fit Golf Clubs

2,400 - 3,000 SF

Minimum 30' Frontage
Multi-Tenant Strip Centers
Power/Regional Centers

High Visibility
5-Mile Population: 100K+

The Villages to Naples

Phil Carter
pcarter@lqcre.com
Tom Strauss
tstrauss@lqcre.com
Jessica McEvoy
jmcevoy@lqcre.com



Group Fitness & Boxing

3,000 - 5,000 SF

Neighborhood or Strips
Freestanding + End Caps
High Activity Generators

Median Age: Mid-30's
Avg Income: \$75,000

Tampa Bay

Eli Dioso
edioso@lqcre.com
(813) 999-1947



Dispensary

3,000 - 6,000 SF

Freestanding, End Caps
or In-Line Spaces
30+ Parking Spaces

Near Retail/Office/Medical

West Coast of Florida
(Pasco to Collier)

Tom Strauss
tstrauss@lqcre.com
(239) 333-4370
Jessica McEvoy
jmcevoy@lqcre.com
(239) 333-4374



SPECIALTY RETAIL

TENANT REPRESENTATION - SPECIALTY



CONCEPT:	Pet Food	Golf Lessons & Fittings	Furniture	Moving & Storage
PROTOTYPE:	3,000 - 4,000 SF	2,500 - 3,200 SF	14,000 SF	3.0-5.0 AC 60,000 SF
SITE CRITERIA:	Grocery Anchor	2nd Generation or New Construction	Freestanding	Prominent Locations
DEMOGRAPHICS:	Population: 50K+ Median Income: \$75K+	High Net Worth Areas	40,000+ CPD 150K+ Population (5-Miles) \$65K+ Income (5-Miles)	40,000+ CPD 150K+ Population (5-Miles) \$60K+ Income (5-Miles)
TRADE AREAS:	Charlotte, Lee, Sarasota Counties	Statewide	Tampa to Collier County	Charlotte, Lee, Collier, Dade, Miami, Broward
CONTACT:	Tom Strauss tstrauss@lqcre.com (239) 333-4370 Jessica McEvoy jmcevoy@lqcre.com (239) 333-4374	Paul Fischetti paulie@lqcre.com (321) 243-4937	Mike Concilla mconcilla@lqcre.com (239) 676-6706	Mike Concilla mconcilla@lqcre.com (239) 676-6706



CONCEPT:	Doors, Windows, Screens	Youth Athletic Development	Children & Adult Resale	Convenience Store
PROTOTYPE:	2,000 - 3,000 SF	8,000 - 12,000 SF	15,000 - 20,000 SF	
SITE CRITERIA:	Lifestyle Centers Power Centers Regional Centers	18'+ Clear Height Retail, Flex, Industrial Convenient Destinations	Freestanding, End Cap or In-Line, Grocery-Anchored	Purchase 2nd Gen Fuel / C-Store
DEMOGRAPHICS:	5-Mile Population: 100,000+	\$70K Income (5-Miles) 12K Youth (5-Miles)	High Visibility Strong Traffic & Income	
TRADE AREAS:	Sarasota to Naples	Orange & Seminole County	Tampa Bay, Central FL, Space Coast	Statewide
CONTACT:	Stephanie Ferreras sferreras@lqcre.com (239) 333-4359	Phil Carter pcarter@lqcre.com (407) 775-2985	Eva Royal eroyal@lqcre.com (407) 705-2217 Julia Sosa jsosa@lqcre.com (407) 775-4358	Julia Sosa jsosa@lqcre.com (407) 775-4358 Eva Royal eroyal@lqcre.com (407) 705-2217



TENANT REPRESENTATION - SPECIALTY



CONCEPT: Thrift Store
PROTOTYPE: 7 - 11K SF + 4K Storage
SITE CRITERIA: Existing Developments Only

DEMOGRAPHICS: High-Traffic Areas
Average Incomes

TRADE AREAS: Statewide

CONTACT: Julia Sosa
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 (407) 775-4358
 Phil Carter
pcarter@lqcre.com
 (407) 749-1096



DRY CLEANERS

CONCEPT: Dry Cleaners
PROTOTYPE: 1,500 - 3,000 SF / 0.75 AC
SITE CRITERIA: Outparcel or End Cap
 Strong Grocery Anchors
 Abundant Traffic

DEMOGRAPHICS: 6-Min Income: \$100K
AADT: 25K+

TRADE AREAS: Lee County

CONTACT: Michael Daly
mdaly@lqcre.com
 (239) 676-6693
 Jessica McEvoy
jmcevoy@lqcre.com
 (239) 333-4374



CONCEPT: Cell Service Retailer
PROTOTYPE: 1,500 - 3,500 SF
SITE CRITERIA: Prominent End-Caps
 Prominent Outparcels
 In-Lines Considered

DEMOGRAPHICS: Population: 75K
AADT: 25-50K

TRADE AREAS: Charlotte, Lee, Collier Counties

CONTACT: Michelle Hoffmann
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 (239) 333-2508
 Michael Daly
mdaly@lqcre.com
 (239) 676-6693



CONCEPT: Wireless Retailer
PROTOTYPE: 1,200 - 2,000 SF
SITE CRITERIA: Strong Visibility
 Retail Synergy

TRADE AREAS: Central Florida Tampa

CONTACT: Julia Sosa
jsosa@lqcre.com
 Eva Royal
eroyal@lqcre.com
 Eli Dioso
edioso@lqcre.com



CONCEPT: Cell Service Retailer
PROTOTYPE: 1,500 - 3,000 SF
SITE CRITERIA: 2,500 SF Preferred
 End Cap or Freestanding

DEMOGRAPHICS: Dense Trade Areas
Street Visibility

TRADE AREAS: Central FL, Southwest FL,
Polk County & Leon County

CONTACT: Julia Sosa
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 Eva Royal
eroyal@lqcre.com
 Bruce Micciche, CCIM
brucem@lqcre.com



CONCEPT: Pet Training
PROTOTYPE: 2,600 - 4,000 SF
SITE CRITERIA: Lifestyle/Power Centers
 Destination Anchors

DEMOGRAPHICS: High Visibility
3-Mile Population 50K+

TRADE AREAS: Orlando, West Coast FL
(Tampa to Naples)

CONTACT: Phil Carter
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 Tom Strauss
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 Jessica McEvoy
jmcevoy@lqcre.com



EVALUATING EVERY RETAIL REQUIREMENT TO CUSTOMIZE YOUR PERSONAL GROWTH STRATEGY

LQ Commercial - formerly LandQwest - has shaped much of Florida's retail landscape in Orlando, Tampa Bay, and Southwest Florida. This stems from real-time collaboration with our tenant representation, leasing, management, and disposition experts.

Every retail relationship receives a personally crafted formula for long-term profitability, ranging from site selection, development recommendations, new concept rollouts, re-tenanting strategies, and/or valuation analysis.

To determine the best tenant and develop targeted materials, we use state-of-the-art research to strategically identify:

NEW CONCEPT TENANTS

Unconventional canvassing and tenant rollouts are synonymous with the LQ brand.

RESEARCH & GIS

All sites receive maps, void analysis... that are unique to their use and site.

ENTERTAINMENT USERS

Consistently achieving pre-leasing success for landmark entertainment destinations.

PREFERRED DEVELOPERS

Rooted relationships with prominent retail developers expedite transactional and tenanting success.

MIXED-USE PORTFOLIO

Introductions to key decision makers align similar interests and craft major retail developments.

TENANT REP DATABASE

Active monitoring of tenant rep accounts, whose accuracy surpasses industry-wide tools.



TENANT REPRESENTATION SERVICES

SIX PROVEN STEPS TO TENANT REP SUCCESS



HOW BROKERS CAN PROTECT YOUR INTERESTS

EXPEDITE SITE SELECTION	Screen / eliminate options that don't fit or are unwanted locations.
CREATE COMPETITION	Show properties meeting requirements; notify landlords of opportunity.
PREDICT POSSIBLE ISSUES	Navigate pitfalls that arise in lease negotiations
NEUTRAL THIRD PARTIES	Impartial representation restricts emotions for favorable outcomes.
EXAMINE PRICING	Ensure landlord maximizes tenant build-outs.
MAINTAIN DOCUMENTS	Tenant information is always available after lease is in effect.
FREE YOUR TIME	Deals require constant attention - free up time for your core business!

WHY?

LANDLORDS HAVE STRONG NEGOTIATING POSITIONS

- Tracking market activity could aid owners.
- Monitoring similar listings creates leverage.
- They know tenant approval processes.
- LL's gain from inefficient tenant decisions.

WHERE?

LANDQWEST MAXIMIZES VALUE THROUGH TENANT RENEWALS

- This is our core business - it's what we do!
- We are out in the field everyday.
- Relevant transactions support your case.
- Market intel creates strategies & timelines.
- Comps drive negotiation terms.
- Capitalize on renewal vs initial deal terms.

HOW?

TENANTS CAN WIN & GAIN VALUE FROM LEASE RENEWALS

- Give time to show owners you can wait.
- Define all objectives & drive discussions.
- Know owner positions (vacancy rates...).
- Present credible relocations as alternatives.
- Shift risk so LL's find replacement costs.



CONTACT LQ



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