



**LQ Commercial**  
REAL ESTATE SERVICES



# **INDUSTRIAL** **BROKERAGE & MANAGEMENT**

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ORLANDO | TAMPA | FORT MYERS | NAPLES



**LQCRE.COM**

## WHO IS LQ?

LQ Commercial Real Estate Services, formerly LandQwest Commercial, is a nationally recognized commercial real estate brokerage organization that provides business partners with property management, tenant representation, leasing, sales, investment, and consulting services to uniquely shape the

## OUR TEAM

We are a passionate team of results-driven commercial real estate professionals with a firm foundation built on integrity, innovation, and a commitment to exceeding client expectations. Our team is over 30 licensed agents strong; many with industry designations or specialized education. We have over 20 team members across marketing, accounting, and property management

## WHAT WE DO

We offer in-house expertise and technologies at every level to expedite your personalized tenant representation, leasing, sales and property management services.

We treat tenants, landlords, and investors as business partners, crafting individual strategies that ensures long-term client success with their

## WHERE WE ARE



**LQCRE.COM**



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# LQ INDUSTRIAL LEADERSHIP



**ADAM PALMER** CCIM, SIOR

**Managing Principal - Statewide**

(239) 333-2507

[apalmer@lqcre.com](mailto:apalmer@lqcre.com)

Since 2004, Adam's focus is Commercial Real Estate. Through strategic leasing, acquisition, disposition, and investments, Adam builds trust through performance, not promises.

Whether it's a local business, institutional investor, or Fortune 500, all clients are treated as Adam's only one.



**ROKKI ROGAN** CDPE

**Founding Principal - Statewide**

(239) 333-2505

[rrogan@lqcre.com](mailto:rrogan@lqcre.com)

Rokki recruits and mentors team members to maximize proficiencies in networking, site selection, negotiations, leasing, underwriting, and acquisitions or dispositions.

He is also an independent developer and landlord of commercial assets.



**MIKE DOYLE** CCIM

**Senior Associate**

(239) 333-4361

[mdoyle@lqcre.com](mailto:mdoyle@lqcre.com)

Mike is a Fort Myers native and 25+ year commercial real estate veteran in Southwest Florida.

He was involved in the disposition of \$100M+ in commercial real estate assets, from single tenant to NNN investments to large tracts for future industrial and other developments.



**LET'S TALK INDUSTRIAL**

**LQCRE.COM/INDUSTRIAL**

We strategically assembled the most talented team of office specialists in:

**ORLANDO  
TAMPA  
SOUTHWEST FLORIDA**

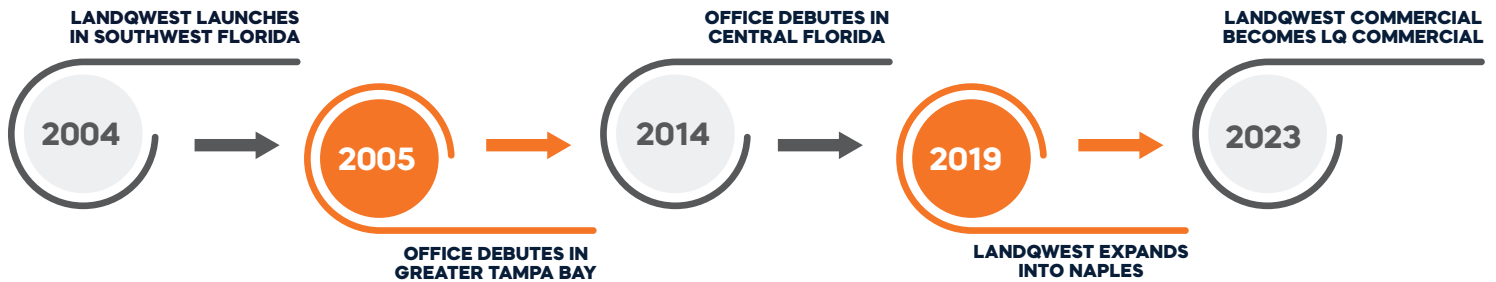
Maximize your real estate experience for continued success at [LQCRE.COM](http://LQCRE.COM).



Established as “LandQwest Commercial” in April 2005, our successful business model expanded to offer Statewide service; hence a Tampa office was established in 2009 and, due to increased productivity and demand, Orlando opened in 2014.

In Spring 2019, LandQwest continued to saturate its Central, West Central and Southwest Florida markets by opening a fourth office in Naples, Florida.

In Summary of 2023, LandQwest Commercial - and its affiliates - officially became known as “LQ Commercial” Real Estate Services.



## COMMUNITY RELATIONS







# INDUSTRIAL

## CAPABILITIES

### EXTENSIVE RELATIONSHIPS, STRENGTHENED SUPPLY

Industrial properties are the most desirable commercial asset trending across Florida, and are currently trading at above-market prices. Tenants are also paying top-dollar and are waiting for spaces to become available.

On the flip side, industrial users are consistently faced with challenges including regulations, heightened competition, new technologies, a limited labor field, and most importantly, cost-effective space.

LQ's industrial professionals offer a full-service approach and "sleeves rolled up" mentality to optimize operational and disposition goals.



# RIDE THE INDUSTRIAL WAVE

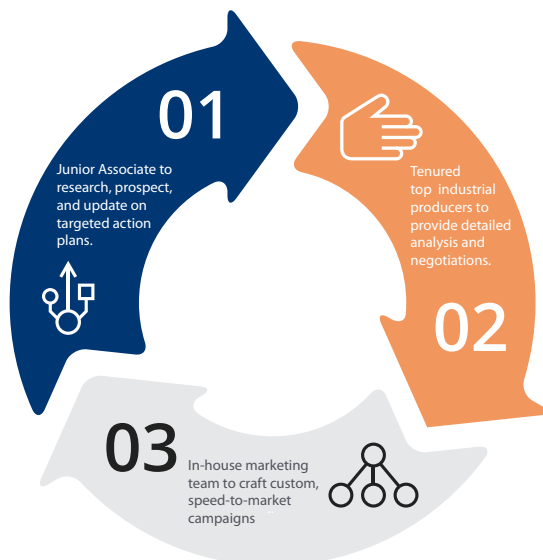
## STREAMLINED STRUCTURE LISTING MACHINES MODERN MARKETING

LQ is a dominant force across Florida's industrial market, with decades of experience in connecting owners with sophisticated brokers, tenants, investors and property managers.

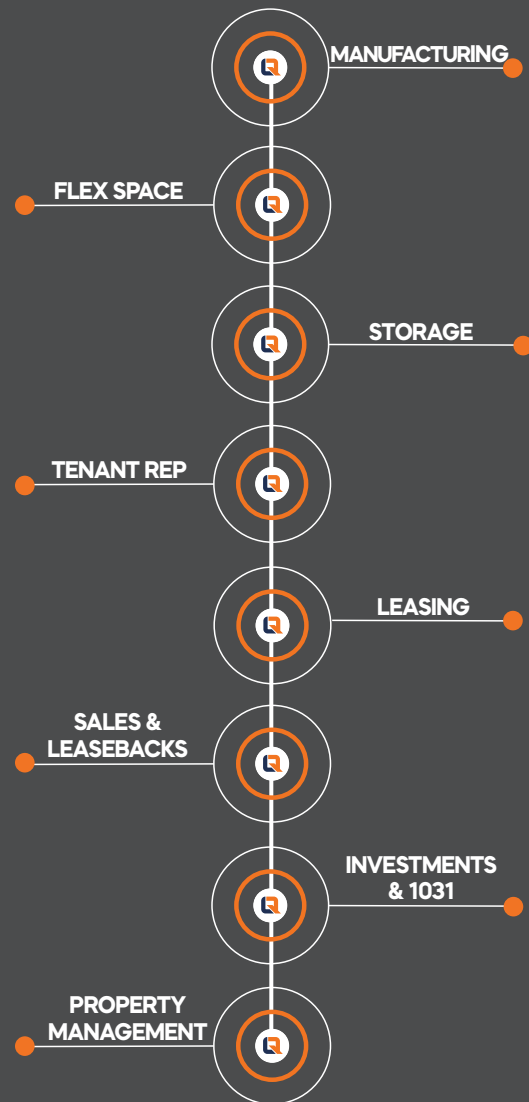
We thrive on consistently adding value through detailed valuations, dispositions, relocations, sale-leasebacks, lease-up, and expansions.

Our award-winning property managers save time with a robust management and accounting team that's dedicated to enhancing property values.

## LQ ADVANTAGE



# LQ 360 ° = FULL-SER- INDUSTRIAL



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# TENANT REP CAPABILITIES

## SIX PROVEN STEPS TO TENANT REP SUCCESS



## HOW BROKERS CAN PROTECT YOUR INTERESTS

<b>EXPEDITE SITE SELECTION</b>	Screen / eliminate options that don't fit or are unwanted locations.
<b>CREATE COMPETITION</b>	Show properties meeting requirements; notify landlords of opportunity.
<b>PREDICT POSSIBLE ISSUES</b>	Navigate pitfalls that arise in lease negotiations
<b>NEUTRAL THIRD PARTIES</b>	Impartial representation restricts emotions for favorable outcomes.
<b>EXAMINE PRICING</b>	Ensure landlord maximizes tenant build-outs.
<b>MAINTAIN DOCUMENTS</b>	Tenant information is always available after lease is in effect.
<b>FREE YOUR TIME</b>	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 well.
- They gain from inefficient

### 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 and timelines.
- Comps drive negotiation terms.
- Capitalize on renewal vs initial deal terms.

### HOW?

#### **TENANTS CAN WIN & GAIN VALUE FROM LEASE RENEWALS**

- Give lead time to show owners you can wait.
- Define all objectives - use to drive discussions.
- Know owner's position (vacancy, rate basis..).
- Present credible relocations as alternatives.
- Shift risk so landlords find replacement costs.

# MARKETING COMPANY PROVIDING COMMERCIAL BROKERAGE & PROPERTY MANAGEMENT

LQ Commercial pioneers commercial real estate standards by being a “marketing company that provides commercial real estate and property management services.”

Our marketing and research visionaries continuously identify progressive approaches to position your asset and expertly craft campaigns that command market saturation.

LQ’s 100% cloud-based platform keeps us committed to delivering custom, speed-to-market campaigns from any location with our six-phase program:



Our marketing and research visionaries continuously identify progressive approaches to position your asset and expertly craft campaigns that command market saturation.

Through our 100% cloud-based platform, we remain committed to delivering custom, speed-to-market strategies from any location with a proven, six-phase program.

**CUSTOM CAMPAIGNS +  
TARGETED AUDIENCE =  
TOTAL MARKET SATURATION**



## CONTACT LQ



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