



**LQ Commercial**  
REAL ESTATE SERVICES

**OFFICE**  
**BROKERAGE &**  
**MANAGEMENT**

ORLANDO | TAMPA | FORT MYERS | NAPLES

 [LQCRE.COM](https://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 commercial landscapes in our communities.

## 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 30+ agents strong; many with industry designations or specialized education. We have over 20 team members across marketing, accounting, and property management departments.

## 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 retail, office, industrial, hospitality, land, multi-family, and special-use assets.

## WHERE WE ARE



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## LQ OFFICE 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.



**BUFFY GILLETTE**  
**Senior Associate**  
(407) 777-2402  
[bgillette@lqcre.com](mailto:bgillette@lqcre.com)

Buffy Gillette the "CRE Slayer" is a 20-year Orlando market expert and 14-year Commercial Real Estate veteran.

She specializes in the leasing, sales, and tenant representation of office product, with an emphasis on leasing new office developments, investment sales, and corporate services.



**STEVE WOOD**  
**Associate**  
(239) 333-2509  
[swood@lqcre.com](mailto:swood@lqcre.com)

Steve has extensive experience in office acquisition, leasing and dispositions. He volunteers locally and serves as a governmental advisor.

He is Vice Chair of The City of Fort Myers Affordable Housing Advisory Committee and The Lee County Affordable Housing Advisory Committee.



**LET'S TALK OFFICE**  
[LQCRE.COM/OFFICE](http://LQCRE.COM/OFFICE)

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

**ORLANDO  
TAMPA  
SOUTHWEST FLORIDA**

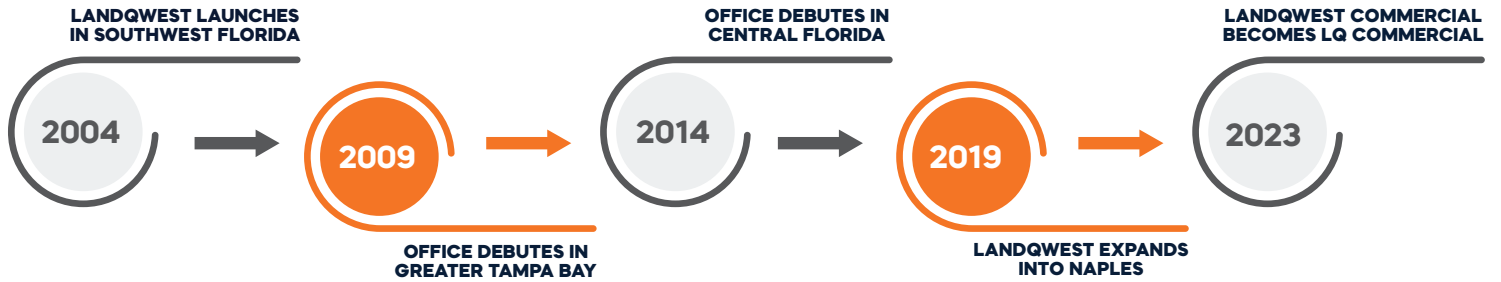
Maximize your real estate experience for continued success at [LQCRE.COM](http://LQCRE.COM).



Established 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 the Summer of 2023, LandQwest Commercial - and its affiliates - officially became known as "LQ Commercial" Real Estate Services.



## COMMUNITY RELATIONS





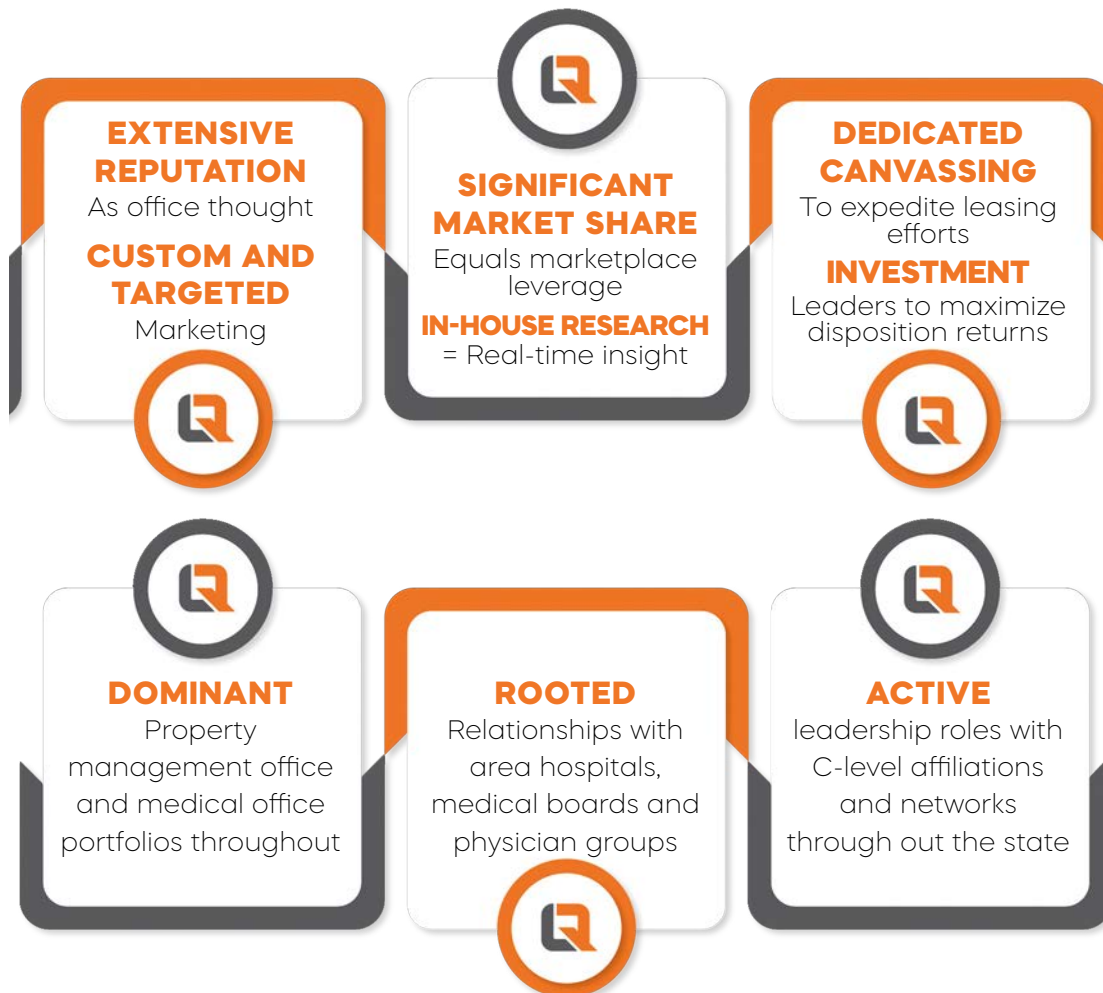
# OFFICE CAPABILITIES

## CONNECTING PROPRIETARY MARKET INTEL WITH ECONOMIC, LABOR & GROWTH PREDICTIONS TO OFFER COMPREHENSIVE OFFICE OPTIONS

LQ Commercial - formerly LandQwest Commercial - has seasoned experts combine over 50 years of office experience to provide a full-service, multi-market division and strengthen your office portfolio across Florida's major metropolitan areas.

Leaving no stone unturned, LQ's office team excels in fully assessing property and contractual obligations, on-and-off-market listings, renewal vs relocation analysis, acquisition opportunities, disposition strategies, capital market forecasts, growth predictions and more.

Tap into our unique office "perks", including:



## **WE WORK OFFICE**

**FULL-SERVICE APPROACH**

**MULTI-MARKET TEAM**

**DEDICATED DIVISION**

The LQ Office Division offers a diverse background of commercial expertise, from Class-A, high-rise landlords to local and Fortune 500 tenants.

Landlords benefit from LQ's innovative marketing team that positions leasing and disposition assignments in their most rewarding light and to a vast, but targeted database.

These detailed campaigns are expeditiously implemented and continuously analyzed for optimum traffic.

Tenants receive a unique and proven structure:

## **FIND YOUR NEXT OFFICE SPACE**

**CLASS A OFFICE**

**CLASS B OFFICE**

**CLASS C OFFICE**

**TRADITIONAL OFFICE**

**CREATIVE SPACE**

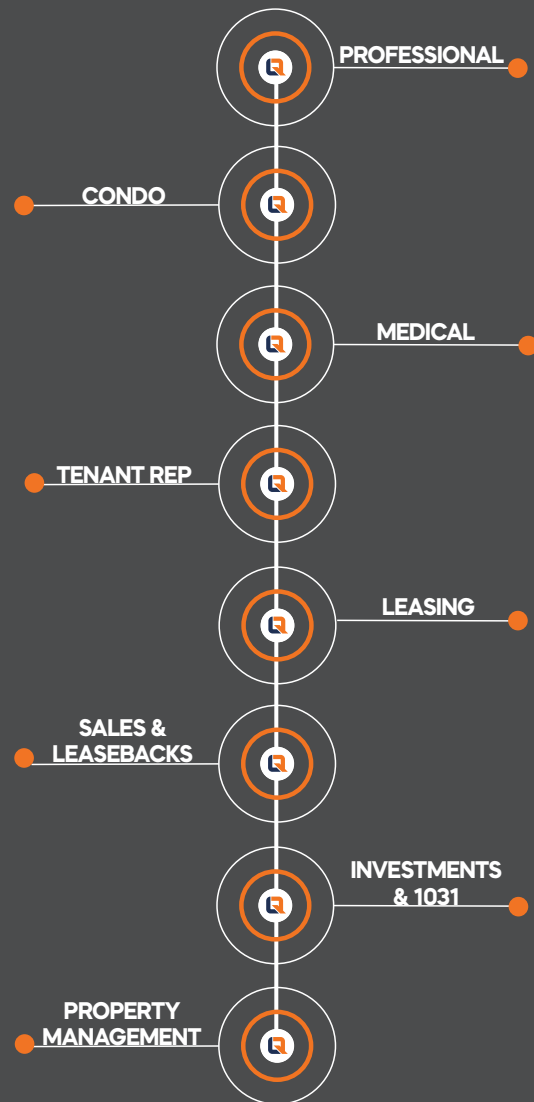
**CO-WORKING SPACE**

**MEDICAL**

**EXECUTIVE SUITES**

**FLEX**

## **IT ALL STARTS WITH OFFICE**



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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 aids owners.
- Monitoring similar listings = leverage.
- They know tenant approval processes well.
- They gain from inefficient tenant decisions.

### WHERE?

#### LANDQWEST MAXIMIZES VALUE THROUGH TENANT RENEWALS

- This is our business - it's what we do!
- We are out in the field everyday.
- Relevant, supporting transactions.
- Market intel = strategies + timelines.
- Comps drive negotiation terms.
- Capitalize on renewal vs initial 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



### ORLANDO

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