



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 the communities we serve.

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 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, multifamily, and special-use assets.

WHERE WE ARE



LQCRE.COM

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LQ RETAIL LEADERSHIP



JOHN MOUNCE
Founding Principal - Statewide

(239) 333-4365 jmounce@lgcre.com

John is Founding Principal of LQ Commercial, and leader of the Retail and Tenant Representation Divisions, with 35+ years of experience.

His client caliber consists of national big box and grocery brands, fine dining restaurants, home furnishing retailers, and large-scale developers.



JULIA SOSA

Founding Principal - Orlando

(407) 775-4358 jsosa@lgcre.com

With over 35 years of experience in the commercial real estate industry, she is the former Executive Vice President of Real Property Specialists and cofounder and co-owner of the Retailer One-on-One event.

Julia is skilled in leasing, management, marketing, receivership and brokerage.



MIKE CONCILLA

Managing Principal - Naples (239) 676-6706

(239) 676-6706 mconcilla@lgcre.com

Mike has 25+ years in real estate. His expertise spans site selection, development, leasing, and investment disposition, solidifying his standing as a trusted expert in Southwest and Southeast FL.

Mike's clients range from institutional to local. He is a leader of LQ's retail division and is a routine CoStar Power Broker™.



LET'S TALK RETAIL

LQCRE.COM/RETAIL

We have strategically assembled the most talented team of retail specialists in:

> ORLANDO TAMPA SOUTHWEST FLORIDA

Maximize your real estate experience for continued success at <u>LQCRE,COM</u>.







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





















RETAIL

CAPABILITIES

EVALUATING EVERY RETAIL REQUIREMENT TO CUSTOMIZE YOUR PERSONAL GROWTH STRATEGY

LQ Commercial - formerly LandQwest Commercial - has shaped much of Florida's retail landscape in greater 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 marketing materials, we use state-of-theart research to strategically identify:

NEW CONCEPT TENANTS

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



RESEARCH & GIS

All sites recieve 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 alián similar interests and craft major retail developments.





TENANT REP **DATABASE**

Active monitoring of tenant rep accounts, whose accuracy surpasses industrywide tools







RELENTLESSLY RETAIL

FULL-SCALE SERVICE REAL-TIME INTEL RETAIL MATCHMAKERS

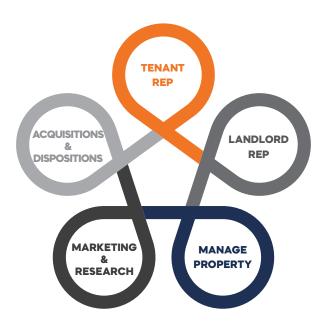
Over 25 LQ Commercial retail experts align to serve as a unified retail alliance, with unending insight for every business partner.

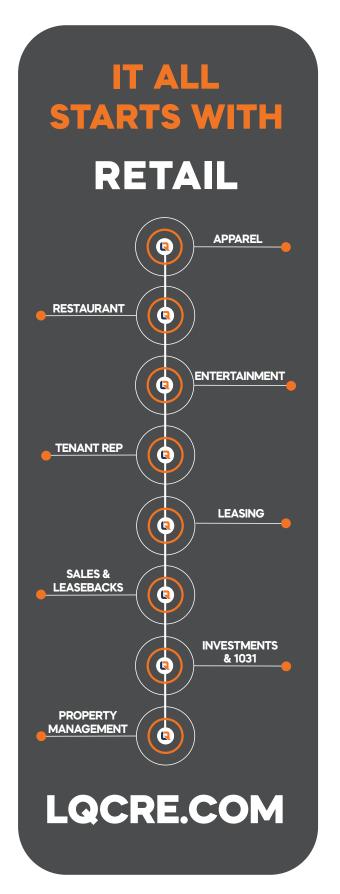
This full-service CRE collaboration is our retail difference.

With continuous updates from other in-house divisions, our customers benefit from speed-to-market intelligence in retail, land, investment and more.

The entire LQ Commercial team provides 400 years of combined experience to serve as your personal commercial concierge.

UNENDING INSIGHT









TENANT REP

CAPABILITIES

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**

- owners.
- Monitoring similar listings creates We are out in the field everyday. leverage.
- They know tenant approval processes well.
- · They gain from inefficient tenant desicions.

WHERE?

LANDQWEST MAXIMIZES VALUE THROUGH TENANT RENEWALS

- we do!
- · Relevant transactions support your
- · 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

- · Tracking market activity could aid · This is our core business it's what · 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-tomarket 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





























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