



LQ Commercial
REAL ESTATE SERVICES

LQ COMMERCIAL CAPITAL MARKETS

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 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, multi-family, and special-use assets.

WHERE WE ARE



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LQ CAPITAL MARKET EXPERTS



ADAM PALMER
CCIM, SIOR

Southwest FL Capital Markets
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Adam specializes in industrial and office acquisitions and dispositions. Whether it's for a local business, institutional investor, or Fortune 500, Adam builds trust through performance, not promise. He is CCIM's global First Vice President (Certified Commercial Investment Members), and a SIOR (Society of Industrial & Office Realtors) designee.



MARK SHELLABARGER

West FL Capital Markets
(813) 999-1943
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A veteran retail investment sales expert, Mark integrates over \$1.7B of transactional success to spearhead the acquisition and disposition of greater Tampa Bay and West Coast Florida assets between \$2M - \$20M. Adding to his full-service spectrum, Mark is also a former mortgage banker and real estate attorney.



CYNTHIA SHELTON
CCIM, CRE

Central FL Capital Markets
(407) 775-4359
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Cynthia specializes on the disposition of retail investment properties, from neighborhood centers to strip centers and single-tenant net leased (NNN) properties. She has served as Certified Commercial Investment Member International President, Florida Realtors® President, and is a distinguished NAR honoree.



DAVID BALTAR

Central FL Capital Markets
(407) 743-3764
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Dave is a single-tenant net lease (NNN) retail expert. He offers underwriting / valuation services, as well as acquisitions, dispositions, and portfolio sales. Dave applies an encyclopedic knowledge of the commercial investment market toward the exclusive representation of retail and restaurant sales.



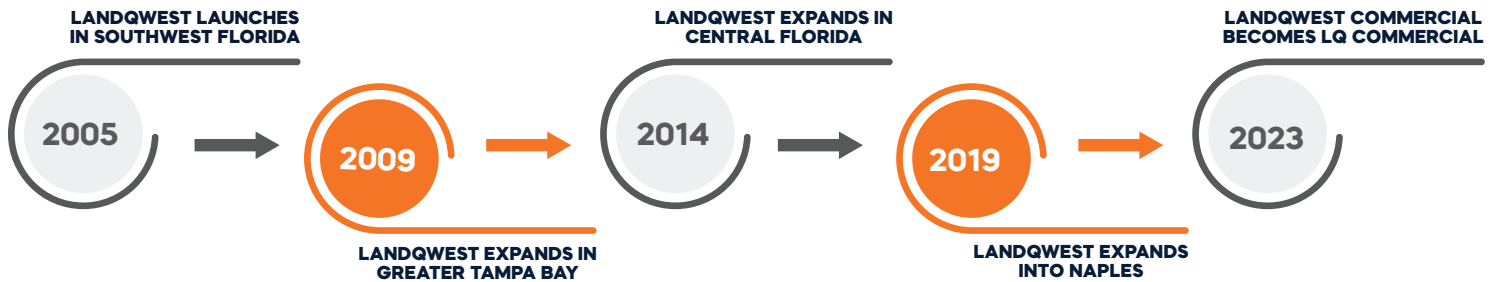
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REAL ESTATE SERVICES



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. Today, LQ celebrates twenty years of success in shaping Florida's commercial real estate landscapes.



MEMBERSHIPS & AFFILIATIONS





INVESTMENT CAPABILITIES

BRINGING A FULL SCOPE OF SERVICES & EXPERTISE BLENDING LOCAL WISDOM WITH FORWARD-THINKING

LQ Commercial (formerly LandQwest Commercial) has seasoned professionals with over 175 combined years of office, industrial, retail, multi-family, hospitality, and special-use investment sales experience, from Central to Southwest Florida.

Our investment clients range from private owners to investment groups, family-offices, equity funds, developers, and institutions.

LQ's leadership in capital markets isn't proclaimed; it's proven, transaction after transaction. As your investment partner, we share in your passion to unlock your portfolio's full potential.



YOUR COMMERCIAL INVESTMENT PARTNER

**ACQUISITIONS, DISPOSITIONS
1031 EXCHANGES, PORTFOLIO
SALES & SALE-LEASEBACKS**

LQ's leadership in capital markets is an inherent strength that's woven into our every endeavor. We blend local wisdom with forward-thinking, and understand what makes each opportunity unique.

To navigate Florida's unique zoning and regulatory landscape, LQ applies detailed valuation methods and advanced analytics to accurately assess returns and mitigate risk.

As a regional firm with global reach, our relationships - and research - identifies emerging corridors to capitalize on growth, while crafting sophisticated deal structures.

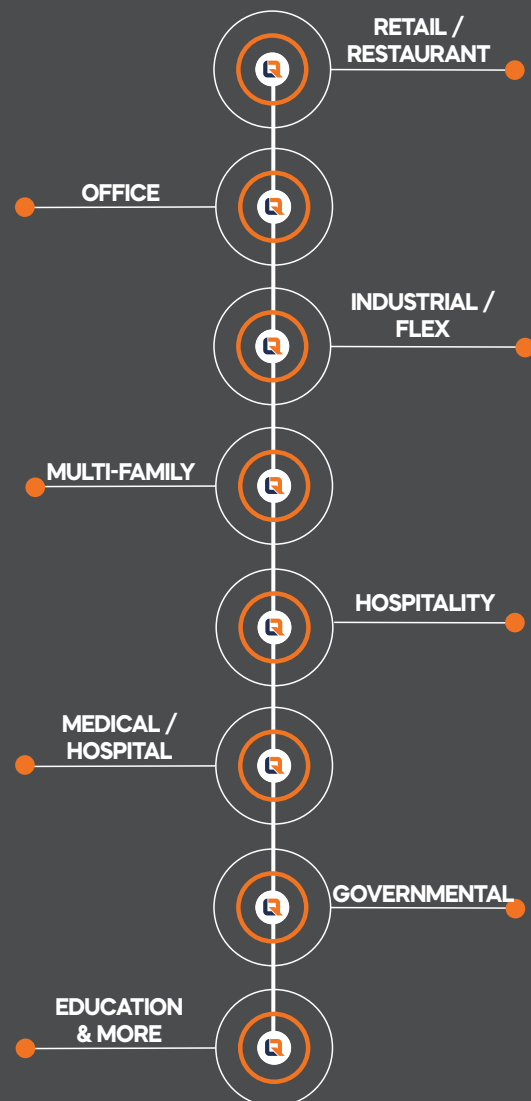
UNLOCKING PORTFOLIO POTENTIAL



FREE OPINION OF VALUES!

**60 ANNUAL SALES +
\$205M SALES / YR =**

SUCCESS



LQCRE.COM

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 assets and expertly craft campaigns that command market saturation.

LQ's cloud-based platform keeps us committed to delivering custom, speed-to-market campaigns from anywhere, at anytime through our proven, six-phase program:



**CUSTOM CAMPAIGNS +
TARGETED AUDIENCE =**

TOTAL MARKET SATURATION



25,000+

AUDIENCE MEMBERS IN
DATABASE

AVERAGE OPEN RATE
OF ALL LQ E-MAILS

40%

14

WEB POSTINGS TO
MAXIMIZE EXPOSURE

AVERAGE LISTING
VIEWS PER PROPERTY

4,000+

5,000+

LQ FOLLOWING ON
SOCIAL MEDIA

ENDLESS CUSTOM
ENHANCEMENTS:

∞

STATEWIDE DIVISION MEMBERS



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PRINCIPAL, CMO
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MARKETING COORDINATOR
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