

# INDUSTRIAL BROKERAGE & MANAGEMENT

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, multifamily, and special-use assets.



#### **CHARLIE BOSCARINO**

Principal, Chief Executive Officer (813) 999-1940

cboscarino@lqcre.com

Charlie has 35+ years of serving in executive capacities for LQ and, previously, notable companies like Retail Solutions Advisors Co-Founder, RMC Senior VP, and Century Retail President.

Charlie oversees all aspects of LQ sales, leasing, site selection and acquisition, recruiting, and business development.



ADAM PALMER CCIM, SIOR

Managing Principal - Statewide (239) 333-2507 apalmer@lgcre.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.



LQ INDUSTRIAL LEADERSHIP

ROKKI ROGAN CDPE Founding Principal - Statewide (239) 333-2505 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.

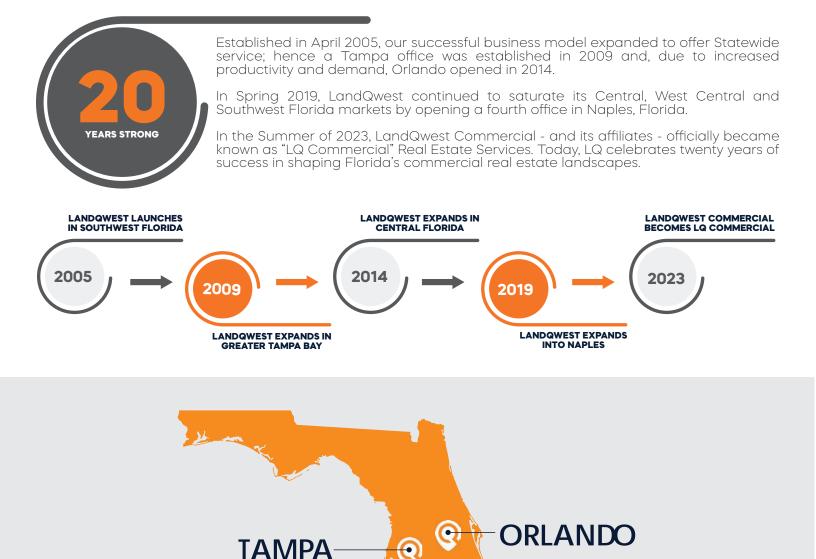


We strategically assembled the most talented team of office specialists in:

#### ORLANDO TAMPA SOUTHWEST FLORIDA

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





## MEMBERSHIPS & AFFILIATIONS





FORT MYERS

NAPLES















# 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

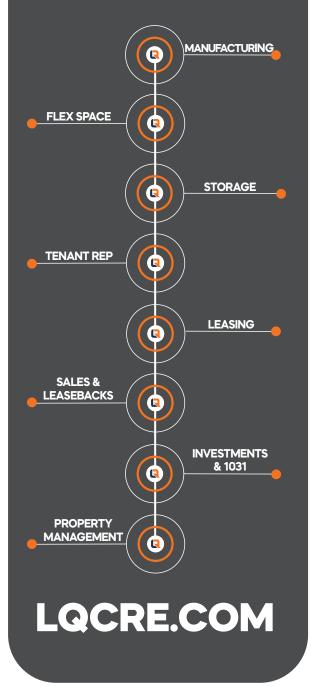
LQ is a dominant force across Florida's industrial market, with decades of experience in connecting owners with sophisticated brokers, tenants, investors and property managers.

We thrive on consistently adding value through detailed valuations, dispositions, relocations, saleleasebacks, 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 360 ° = FULL-SERVICE INDUSTRIAL







# **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**

- aid owners.
- similar Monitoring creates leverage.
- They know tenant approval processes well.
- They gain from inefficient tenant decisions.

### WHERE?

#### LQ MAXIMIZES VALUE THROUGH **TENANT RENEWALS**

- Tracking market activity could This is our core business it's what Give lead time to show owners you we do!
  - listings 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

- 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:



### **CUSTOM CAMPAIGNS + TARGETED AUDIENCE =**

### **TOTAL MARKET SATURATION**







# **CONTACT LQ**



500 Winderley Place #104 Maitland, FL 32751

(407) 660-7500



5601 Mariner Street #220 Tampa, FL 33609

(813) 288-0020



1614 Colonial Boulevard #101 Fort Myers, FL 33907

(239) 275-4922



3555 Kraft Road #260 Naples, FL 34105

(239) 275-4922



