



LQ Commercial
REAL ESTATE SERVICES

OFFICE 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 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



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

(239) 333-2507

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.



STEVE WOOD

Associate

(239) 333-2509

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

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.



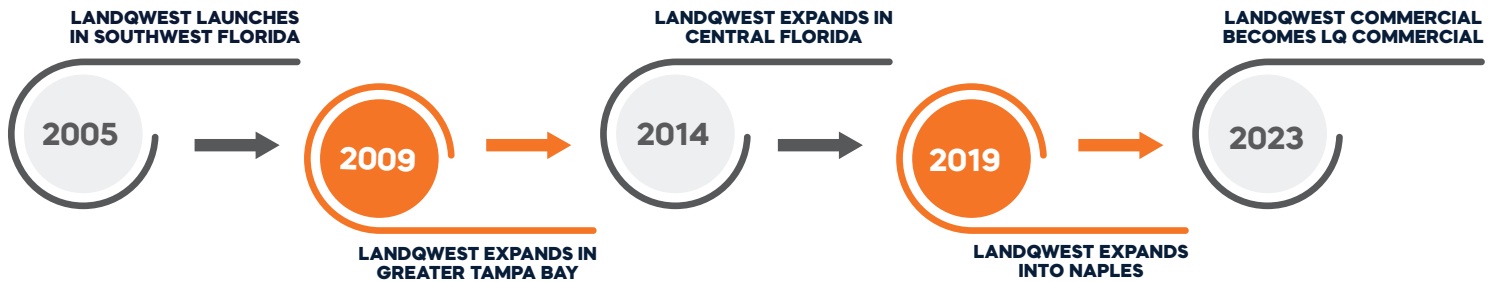
LQ Commercial
REAL ESTATE SERVICES



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





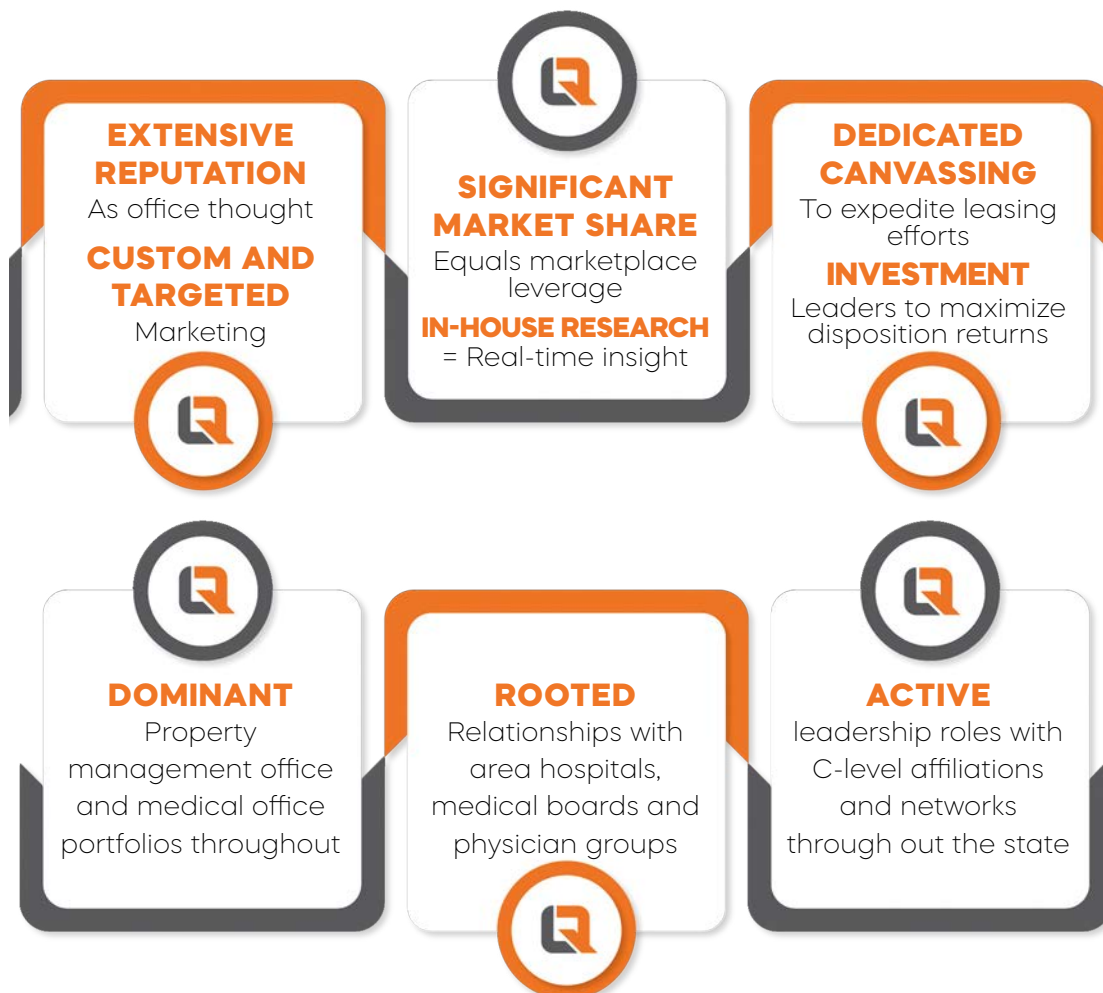
OFFICE CAPABILITIES

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

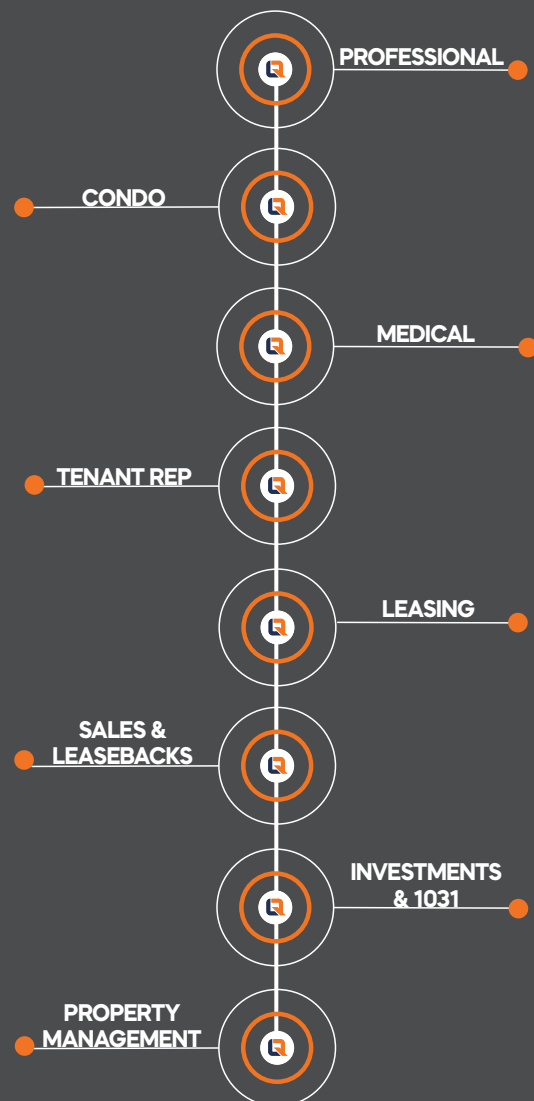
CO-WORKING SPACE

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

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

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

WHERE?

LQ 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:



CUSTOM CAMPAIGNS + TARGETED AUDIENCE =
TOTAL MARKET SATURATION



CONTACT LQ



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