



**LQ Commercial**  
REAL ESTATE SERVICES



**RETAIL**  
**BROKERAGE &**  
**MANAGEMENT**

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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 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



-  [LQCRE.COM](https://lqcre.com)
-  [@LQCommercial](https://www.linkedin.com/company/lqcommercial)
-  [@LQCommercial](https://www.facebook.com/lqcommercial)
-  [@LQCommercial](https://www.instagram.com/lqcommercial)
-  [@LQCommercial](https://twitter.com/lqcommercial)

## LQ RETAIL LEADERSHIP



### CHARLIE BOSCARINO

**Principal, Chief Executive Officer**

(813) 999-1940

[cboscarino@lqcre.com](mailto: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.



### JOHN MOUNCE

**Founding Principal - Statewide**

(239) 333-4365

[jmounce@lqcre.com](mailto:jmounce@lqcre.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@lqcre.com](mailto:jsosa@lqcre.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 co-founder and co-owner of the Retailer One-on-One event.

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



### LET'S TALK RETAIL

[LQCRE.COM/RETAIL](https://lqcre.com/retail)

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

**ORLANDO  
TAMPA  
SOUTHWEST FLORIDA**

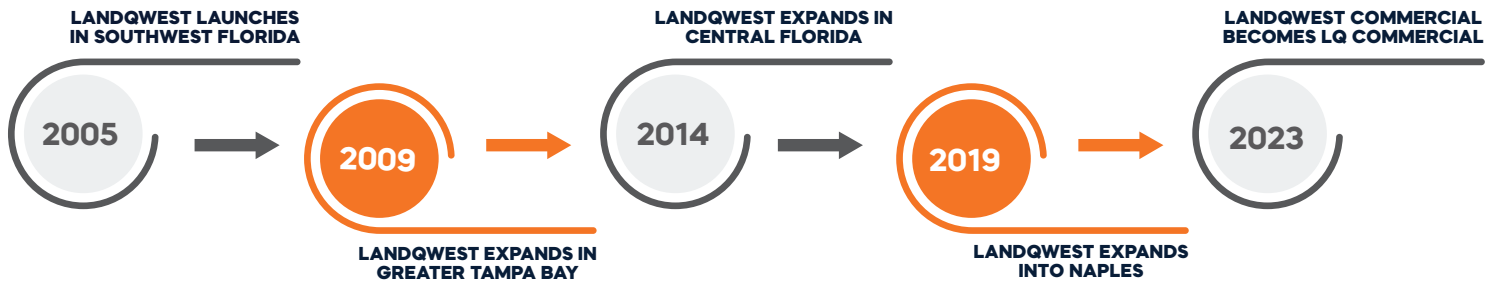
Maximize your real estate experience for continued success at [LQCRE.COM](https://lqcre.com).



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



## MEMBERSHIPS & AFFILIATIONS





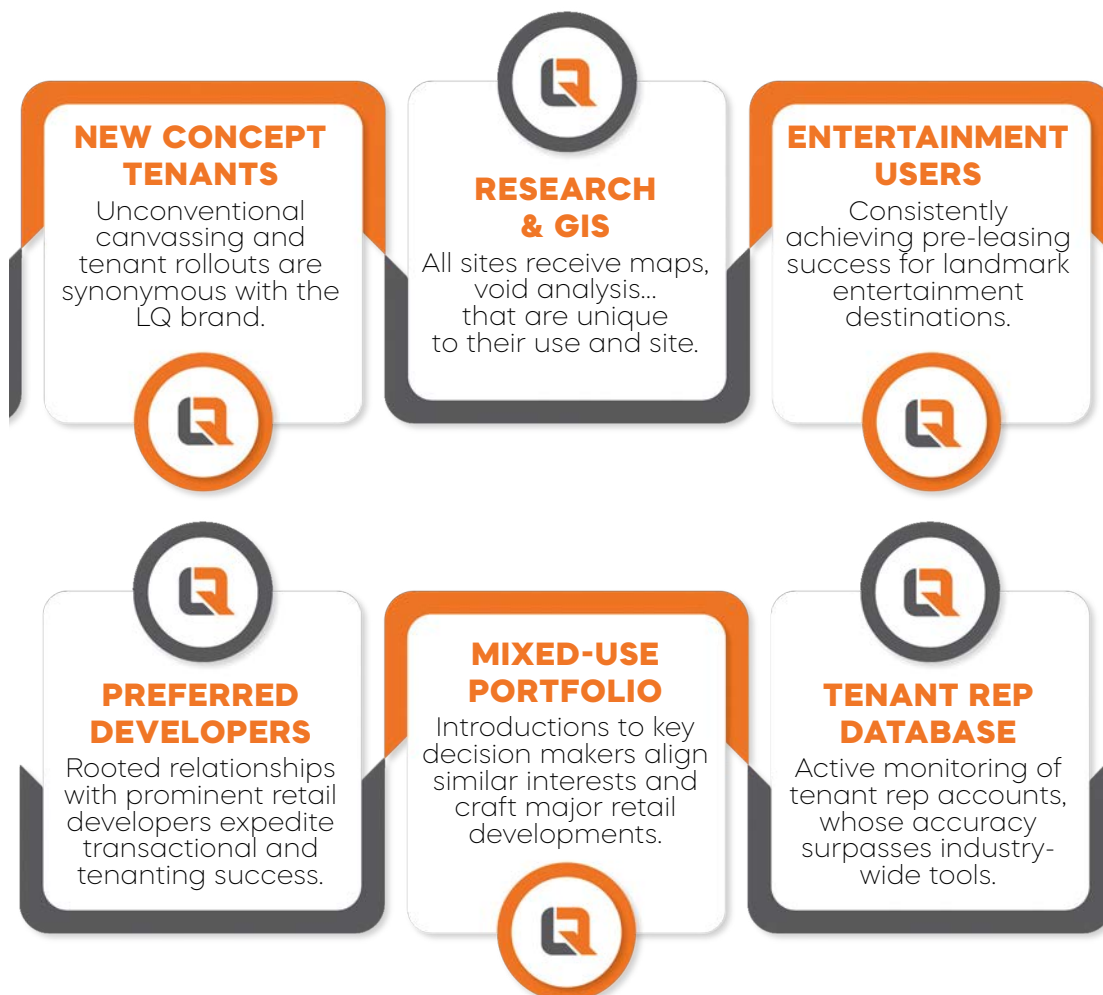
# RETAIL CAPABILITIES

## 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-the-art research to strategically identify:



# RELENTLESSLY RETAIL

## FULL-SCALE SERVICE REAL-TIME INTEL RETAIL MATCHMAKERS

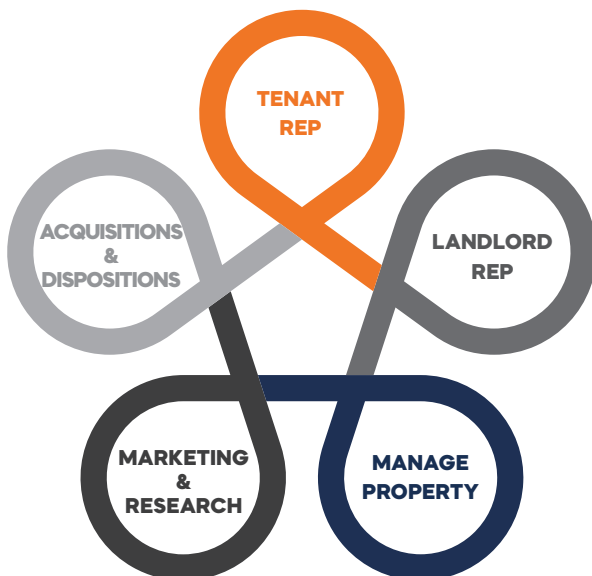
Over 25 LQ Commercial retail experts align to serve as a unified retail alliance, with unending insight for every business partner.

This full-service CRE collaboration is our retail difference.

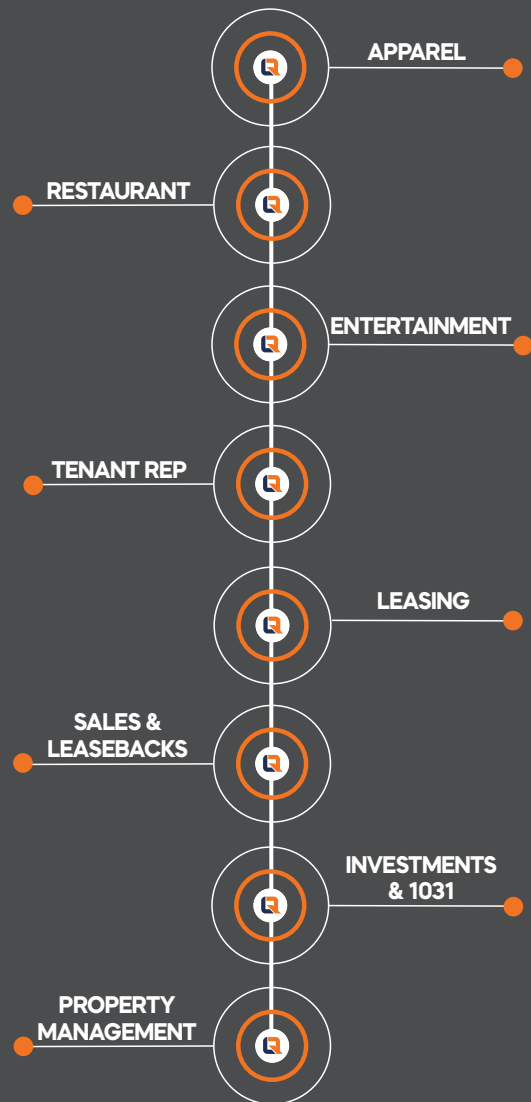
With continuous updates from other in-house divisions, our customers benefit from speed-to-market intelligence in retail, land, investment and more.

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

## UNENDING INSIGHT



## IT ALL STARTS WITH RETAIL



**LQCRE.COM**



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

### WHERE?

#### LQ MAXIMIZES VALUE THROUGH TENANT RENEWALS

- This is our core business - it's what we do!
- 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

- 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.

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# MARKETING COMPANY PROVIDING COMMERCIAL BROKERAGE & PROPERTY MANAGEMENT

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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:



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**CUSTOM CAMPAIGNS + TARGETED AUDIENCE =  
TOTAL MARKET SATURATION**



## CONTACT LQ



### ORLANDO

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### TAMPA

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