



TOM STRAUSS

Managing Principal, Fort Myers
Southwest Florida MSA
Retail Specialist



ABOUT TOM

Tom Strauss is widely known for his 30-year background in the commercial real estate industry, particularly in the realm of retail leasing and tenant representation. A licensed real estate broker since 1995, Tom's extensive background began with a mid-sized developer in Northeast Ohio, where he obtained a Landlord perspective dealing with commercial development, property management, and leasing. After 13 years on the Landlord side, Tom left as Vice President of Leasing to join the Tenant side of the industry.

Tom spent the next four years as Director of Real Estate for which would become the fourth largest publicly traded retail company in their category. Tom created the Real Estate department handling all site selections, lease negotiations, and lease renewals, plus coordinated construction, lease administration, and the facility management for over 140 stores in 14 states. The company was sold in 2004 and Tom returned full time to commercial brokerage.

Tom leveraged this full-spectrum knowledge of start to finish commercial cycles to know and understand important deal point issues to both sides of a retail lease transaction.

Tom joined LQ Commercial in early 2006 as a Broker Associate and was named Senior Director, Retail Services in 2013. He catapulted retail leasing efforts for both institutional clients such as large commercial REIT's and also smaller regional and individual local shopping center owners.

SAMPLE CLIENTS



EDUCATION



B.B.A. - Marketing
Kent State University

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