



THE MARTINEZ TEAM  
COMMERCIAL

South Florida's Commercial Real Estate Professionals



[www.MartinezTeamCommercial.com](http://www.MartinezTeamCommercial.com)



At **KW Commercial**, we believe that you are only as good as the people you are in business with. That's why we make it a priority to be in business with the best. The Keller Williams philosophy of success through people and of seeking out win-win partnerships has fueled our company's growth to **the largest real estate company in the United States**.

**Our Mission** - To build careers worth having, businesses worth owning and lives worth living.

**Our Vision** - To be the commercial real estate company of choice for a new generation of real estate agents and owners.

**Our Values** - God, Family, then Business

**Win-Win** - Or No Deal

**Integrity** - Do The Right Thing

**Customers** - Always Come First

**Commitment** - In All Things

**Communication** - Seek First To Understand

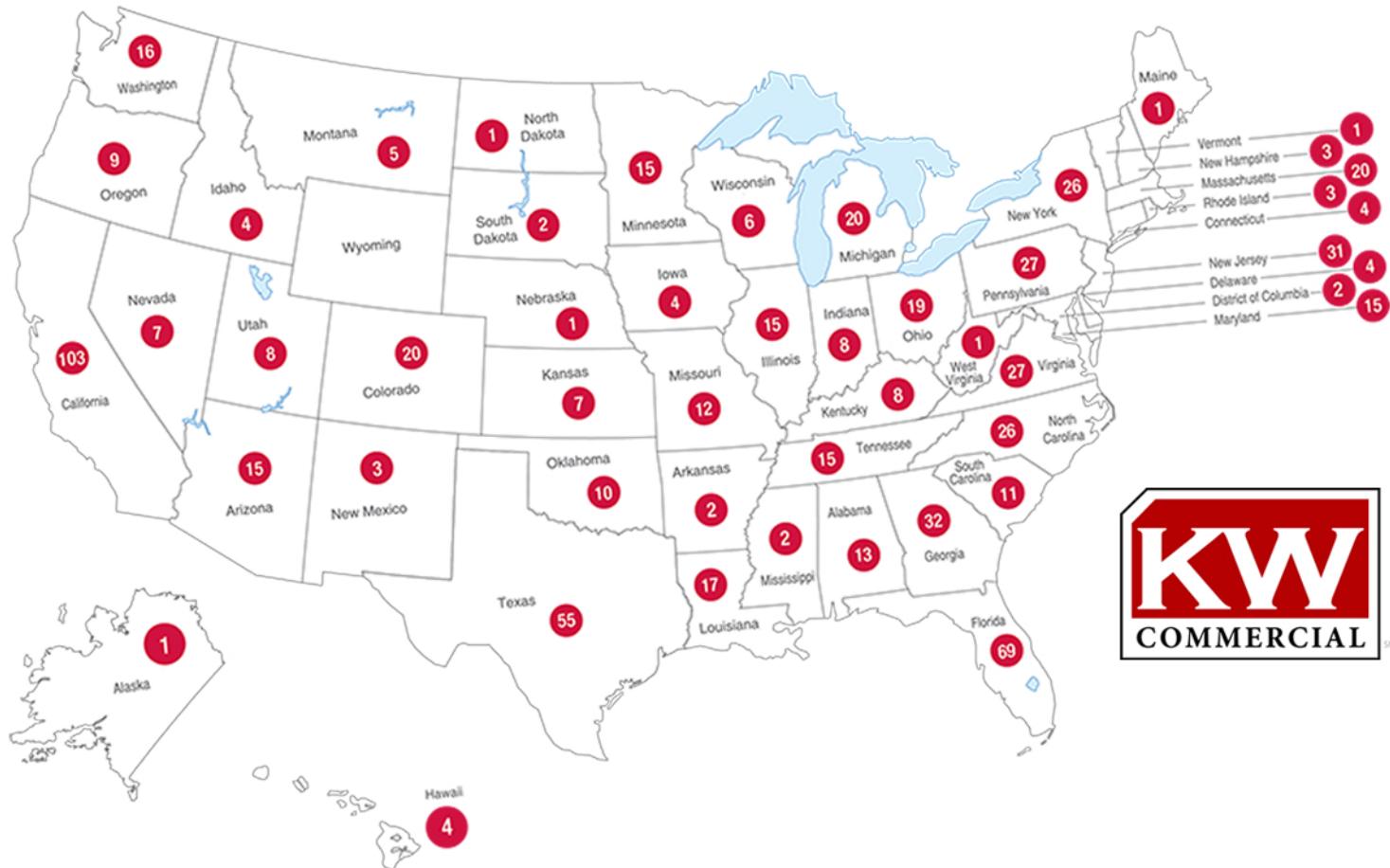
**Creativity** - Ideas Before Results

**Teamwork** - Together Everyone Achieves More

**Trust** - Starts With Honesty

**Success** - Results Through People

**When you work with a KW Commercial broker, you aren't working with one person, you're working with an entire network of dedicated professionals across North America.**



**Keller Williams Realty** is the largest real estate franchise in the United States, with more than 110,000 associates, 1800 commercial brokers and a presence in over 790 offices in 49 states in the U.S. as well as offices in 24 countries and regions around the world. KW Commercial's commitment to excellence has been proven time and time again by the results that our agents produce for their clients.



The Martinez Team is a group of highly knowledgeable and experienced **KW Commercial** real estate agents representing landlords, tenants, buyers and sellers for the sales & leasing of commercial properties in Dade, Broward and parts of Palm Beach County.

## **Office    Retail    Industrial    Multi Family    Land    Investments**

### **LANDLORD REPRESENTATION**

Each building owner has a specific strategy for each of its assets. The Martinez Team has experience with the many strategies employed by building owners. From pre-leasing a proposed building, finding the best tenant and tenant brokers to keep your building soaring with credit tenants, achieving initial lease-up in a newly delivered building, preparing a building for sale or refinancing and aggressively renewing leases to weather an economic downturn.

### **TENANT REPRESENTATION**

Businesses that elect to satisfy their real estate needs by leasing, need an experienced and knowledgeable advocate. Experts at The Martinez Team leverage time, market conditions, competition and negotiating strategy to achieve the most favorable leasing solutions for our clients.

### **SELLER BROKERAGE**

When investors or sellers seek to liquidate or trade their commercial real estate assets, they have very specific goals for the short term and the long term, including an exit strategy. The Martinez Team has extensive experience assisting sellers and investors with pricing, marketing, negotiating and closing commercial real estate assets.

### **BUYER BROKERAGE**

When investors or businesses seek to acquire commercial real estate assets, whether as an investment or for use by the organization, they have very specific needs for the short term and the long term, including an exit strategy. The Martinez Team has extensive experience assisting investors and businesses with searching, selecting, negotiating and closing commercial real estate assets for investment or occupancy.



# **Marketing is the key to ANY success.**

Reaching the right audience, with the right message, is mission critical.

The Martinez Team employs full-time, in-house marketing specialists that provide maximum exposure with stunning designs, integrated marketing strategies & proven networking solutions.



**Marketing your commercial property 24/7 through the most popular Commercial Real Estate websites on the Web.**



**Marketing your listings to a massive internet audience.**



**Generating more calls, emails and property tours through multi-channel marketing.**



**Standing out from the pack with high-impact ads that dealmakers see when and where they're searching.**

# Here are just a few of the many companies represented by The Martinez Team



We know Broward County like our own backyard, having completed more than 500 requirements in excess of 2 million square feet of space. The expertise, experience, and judgment of our professionals set The Martinez Team apart from the rest. The practice each and every day of integrity and the pursuit of excellence continues to be a part of our mission and the foundation of our client relationships.



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## Gus Martinez P.A.

*Managing Director, KW Commercial*

*Team Leader, The Martinez Team*

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**GusMartinez@kw.com**



Gus Martinez is the current president of SFOBA (South Florida Office Brokers Association) and president-elect of RCA (Realtors Commercial Alliance). He is a veteran of commercial real estate since 2002 and member of KW Commercial since 2010. With team members based out of Pembroke Pines, Miami Beach, Miami Lakes, Plantation and Weston, he continues to be one of KW Commercials top-producing teams. Gus's team has completed more than 600 requirements in excess of 3 million square feet.

## The Team

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### Michael Guagliardo

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PEMBROKE PINES | MIAMI BEACH | MIAMI LAKES | PLANTATION | WESTON