

## **JOAQUIN MARTINEZ**

Shareholder & Co-Chair,  
Commercial Leasing

Group

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Quino Martinez focuses his practice on commercial leasing and real estate investment, development and financing. He represents public and private real estate investors, developers, property management companies, brokerage firms and national lenders, as well as non-profits.

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Being the third generation in his family to be named Joaquin, his parents distinguished him from his father and grandfather by calling him Quino (pronounced “key-no”). Having his name constantly mispronounced doesn’t bother Quino. His clients get it right, and even more significantly, they respect that he gets their business right. No trite statements here; just the facts: Quino cares deeply about his clients, their businesses and their families.

His clients include public and private real estate investors, developers, property management companies, brokerage firms, and, from time to time, non-profits. Quino has represented these entities in the acquisition, financing, development and disposition of multifamily developments, industrial properties, office buildings, shopping centers, restaurants, hotels, golf courses and other resort related developments, retirement communities and vacant land. He has also represented national lending institutions in connection with commercial loan transactions, workouts and loan restructuring.

Whether focusing on commercial leasing, real estate investment and development or financing, Quino takes “ownership” of his clients’ transactions. Described by his clients as a deal-maker, Quino and his team work hard to ensure that their deals close in a timely manner and that their clients’ objectives are met. Qualities honed by his Jesuit education – integrity, initiative in service of others, patience, persistence and excellent communication – have endeared him to clients and colleagues alike. Those same traits afforded him leadership roles with the Board of Governors of the State Bar of Georgia, the City of Orlando Board of Zoning Adjustment and Habitat for Humanity of Greater Orlando.

He also initiated a community partnership and sustained mentoring program between Lowndes and the FAMU College of Law.

Licensed to practice law in Florida, Georgia and Texas, Quino is proud to be connected to each of those states (but particularly the Lone Star State), and routinely assists clients in matters in each locale. Mostly, he is proud of his deep relationships with his clients and colleagues – who have no trouble pronouncing his name.

## ADMISSIONS

- State Bar of Texas, 2011
- The Florida Bar, 2004
- State Bar of Georgia, 1998

## EDUCATION

- University of Dayton School of Law (J.D., 1998)
- Southern Methodist University (History, 1995)

## COMMUNITY ACTIVITIES

- Lake Highland Preparatory Board of Trustees
- Leadership Orlando, Class 80
- Florida Citrus Sports
- Habitat for Humanity of Greater Orlando, Board of Directors, Past Board Chair
- Coastal Conservation Association
- Elder, First Presbyterian Church of Orlando

## RECOGNITION

- "Florida Rising Star" for 2009-2013 by Florida Super Lawyers
- Recognized as "Florida Legal Elite", 2014-2017 and 2020 by Florida Trend Magazine
- "Legal Elite Up & Comer" in 2013 and 2016 by Florida Trend Magazine
- Martindale-Hubbell Rating: AV
- Listed in Best Lawyers in America 2017-2022

## PROFESSIONAL CERTIFICATIONS & MEMBERSHIPS

- The Florida Bar
- State Bar of Texas
- The State Bar of Georgia
- American Bar Association
- Orange County Bar Association
- International Council of Shopping Centers
- Law360 Real Estate Editorial Advisory Board, 2020, 2022

## ICONIC PROJECTS

- Represented the landlord in connection with the most significant lease transaction – the lease of 91,226 square feet to Red Lobster Sea Food Co. - to occur in Orlando’s central business district since the Great Recession.
- Represented the developer of the Carrie Meek Industrial Park, an industrial project located in Miami consisting of more than 1 million square feet of space, including an 855,000 square foot state of the art facility for Amazon.
- Represented the seller of various large tracts of land in connection with the development of the Tomoka Town Center, a 235 acre regional shopping center located near I-95 and LPGA Boulevard in Daytona Beach, including sales to Tanger Outlets and North American Development Group.
- Represented a publicly traded REIT in connection with its acquisition, development and ultimate disposition of multifamily projects located across the United States.

## APPOINTMENTS AND ELECTED POSITIONS

- Board of Governors of the State Bar of Georgia (Member, Out-of -State, Post 1)
- City of Orlando Board of Zoning Adjustment, Former Chairman
- Lake Highland Preparatory School’s Board of Trustees