

COMMERCIAL

Berkshire Hathaway Knight & Gardner Commercial Real Estate Services

Market Leaders

Since 1995, BHKG has been the unequivocal market leader in commercial real estate sales, leasing and commercial property management for the entire Florida Keys & Key West Market. Over this two decade span, our company has achieved unmatched local experience with a national and international reach rivaling large corporate mainland firms.

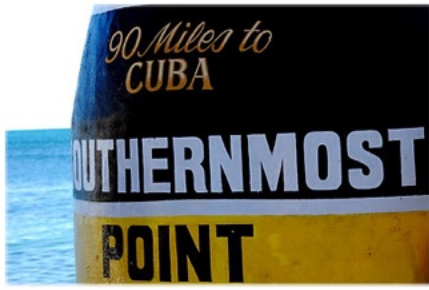
Established in 1957, BHKG has consistently delivered unprecedented performance for our clients and customers through a reputation of professional integrity, market knowledge and commitment to excellence in the Florida Keys & Key West real estate industry. Our mission is not to complete a single transaction but to establish long term relationships with our clients and strive to help them realize the maximum potential from their investment and/or business asset. We appreciate your consideration to serve you in any commercial real estate capacity.



The Commercial Caribbean

Key West and the Florida Keys have always been a world renowned tourism and second home destination for national & international tourists, movie stars, Presidents, world leaders and winter residents from all over the globe, but never more so than over the last decade. With hotel occupancy that has surged to the highest in the state of Florida, consistently increasing retail sales throughout the County and an annually increasing tourist base arriving by land, sea and air, our islands have delivered unprecedented investment returns and business revenue opportunities that rival any destination in the Caribbean.

*"They worked with us to find the headquarters of our dreams and delivered with 1511 Truman Avenue, our perfect new home."
Kim Romano, Womankind, Inc.*



Commercial Services

- Commercial Sales
- Commercial Leasing
- Business Brokerage
- Tenant Representation
- Lender Representation
- Property Management
- Broker Price Opinions
- Property Analysis & Reposition
- Liquor Licenses
- ROGO & Transient Licenses
- Expert Witness Services
- Estate Representation
- Value Mediation
- Rent Roll Development
- National Tenant Representation



Unprecedented Experience

With a small geographic area to work with, it is rare to find agents in the Keys that specialize in commercial property. This is not possible without a commitment to excellence, rock solid integrity and a professional approach to everything we do from a 750 square foot lease transaction to a multi-million dollar hotel transaction. This philosophy has delivered over one billion dollars in commercial sales and leasing volume to our Florida Keys & Key West clients over the past twenty years, exceeding our closest competitor in the market by hundreds of millions of dollars.

While the Keys provide a favorable environment for commerce, owning/ leasing real estate or running a business is not without its challenges and complexities.

- For prospective buyers and tenants, poor location selection through uninformed decisions can be an uncomfortable and expensive learning experience in the Keys. Market knowledge is key and can be the difference in a long term successful Keys venture or a short term missed opportunity.
- For sellers, inexperienced marketing of an investment property or business that may have taken years if not decades to build can harm it economically, operationally and in reputation if the asset is not handled with a specific strategy that covers all contingencies and connects the seller with the most optimum buyer or tenant.

Another factor that sets us apart is our commitment to deliver local, national, international and web based advertising and memberships, spending time, money and resources to connect buyers with sellers and tenants with landlords. This is delivered through a variety of media and activities from local daily classified advertising to attendance at regional and national conventions.



"The skill and professionalism they showed in the sale of 400 Duval Street, a \$19 million transaction was remarkable. They have our full recommendation for any property." Bray Kelly, JBK Capital

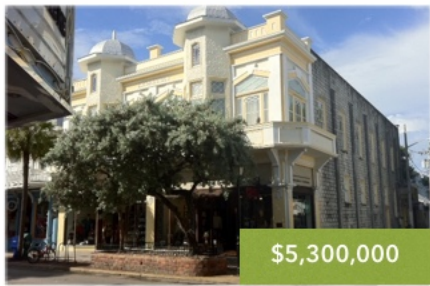
RETAIL

Berkshire Hathaway Knight & Gardner Commercial Real Estate Services

Impact Sales & Leasing

Over the past 20 years our company has sold and leased over 300,000 square feet of retail and office space. We have a unique understanding of retail and office space sales, leasing and management. Whether you are looking for New Town, Old Town, or Duval Street we have the space or can find you the tenant to accomplish your goals.

- **Duval Street** World famous Duval Street is one of the most unique street retail districts in the nation, if not the world. The street offers an eclectic mix of national and local retail shopping options as well as world class restaurants and infamous Key West bars that have made the "Duval Crawl" famous. Our firm has unprecedented sales and leasing experience on Duval Street and can help you locate the perfect space or tenant depending on your specific needs.
- **Shopping Centers** Through long term relationships with most of the major shopping center owners in Key West our firm is consistently working with available spaces and national and local tenants that are changing the Key West dining and shopping landscape. One thing that sets us apart in the retail sector is that our firm will handle as little as 500 square feet and greater to find the perfect Key West space or tenant for your needs.
- **Office Space** We handle all forms of medical and professional office space anywhere on the island. From the 12th Street Professional Plaza to second floor Old Town space we can help your firm secure the office you need that fits your staffing and financial needs.



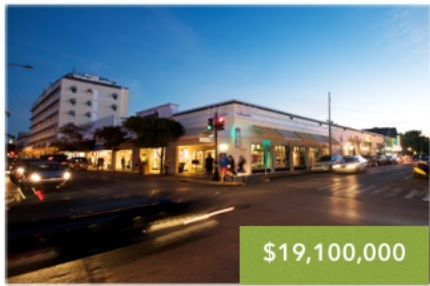
\$5,300,000

526-528 Duval Street



\$10,000,000

Big Pine Shopping Center



\$19,100,000

400 Duval Street



\$7,550,000

Porter House Complex



\$7,400,000

Habana Plaza Shopping Center



\$3,850,000

Southernmost Station

"They worked with us to move over \$16 million in assets into Key West through complicated 1031 Exchange transactions professionally and flawlessly." Gary Onderdonk, Big Pine Shopping Center, LLC.

LODGING

Berkshire Hathaway Knight & Gardner Commercial Real Estate Services



\$9,250,000

Pearl's Guesthouse



\$17,100,000

Marriott Beachside Hotel



\$35,000,000

Parrot Key Resort



\$9,900,000

Chelsea House



\$17,485,000

Southwinds/ Ocean Breeze Spindrift Complex



\$11,200,000

Gilbert's Resort & Marina Key Largo

Hotels, Motels & Guesthouses

Over the past 20 years our firm has handled over \$400 million in hotel, motel and guesthouse volume in the Florida Keys and Key West which leads all local real estate firms by \$10's of millions in closed lodging volume. The lodging market in the Florida Keys and Key West has enjoyed a boom over the past decade due in large part by local government marketing efforts and barriers to entry that are unprecedented in the State of Florida.

- Hotels/ Motels** From 35 units up to 300 units, our firm has the experience to reach a nationwide and global real estate investment marketplace. We have handled transactions ranging from \$1 million to \$35 million from Key Largo to Key West and have the tools to deliver local, national, international and corporate Buyers for your hotel and motel property. Our exclusive e-mail blast list of over 10,000 real estate investors and Brokers will deliver the results you are looking for. For hotel/ motel buyers, we will deliver on our commitment to find you an on-market or off-market property in a tight inventory marketplace.
- Guesthouses** Key West Guesthouses offer one of the most unique business opportunities on the island. Buying and selling these special properties can be a complex process through intricate licensing, appraisal, financing and closing that are much smoother with experienced agents. Our firm has sold more Guesthouses by volume than any other local firm and can guide you through the entire process from the initial search, to contract and a successful closing.

"Our firm was searching for the right combination of lodging properties to purchase and reposition in Key West. They delivered with exactly what we were searching for and exceeded our expectations from contract to closing" Marc L. Meisel, Meisel Holdings

RESTAURANTS

Berkshire Hathaway Knight & Gardner Commercial Real Estate Services



\$4,320,000

Antonia's Restaurant



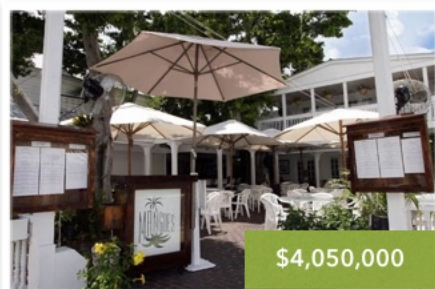
\$6,000,000

Hog's Breath Saloon Building



\$10,000,000

Billie's Bar & Grill



\$4,050,000

Mangoes Restaurant



\$2,075,000

Croissants de France



\$1,250,000

The Wharf Restaurant & Marina

Restaurants Big & Small

With over \$200 million in Florida Keys & Key West restaurant sales and leasing volume over the past 20 years our firm has been the go to Broker for Keys landmark dining establishments. Restaurant operators are a unique and focused group that expect and demand results in everything they do. We understand your business and the complexities of confidentiality and value analysis to maximize the return of your restaurant investment. This experience has earned the trust of a variety of famous Keys restaurants who's proprietors trusted us to handle their transactions.

- Antonia's Restaurant
- Mangrove Mama's Restaurant
- Bobalu's Restaurant
- Mangoes Restaurant
- Red Fish Blue Fish, Jack Flats & Caroline's Cafe
- LaTrattoria Duval & Oceanside Restaurants
- Mo's Restaurant
- TGI Friday's & Outback Steakhouse
- Key Plaza Creperie
- The Wharf Restaurant & Marina & Many More

*"They have been a part of most of the six restaurants I own and operate in Key West and have been instrumental in every transaction."
Joe Walsh, Fogarty's Restaurants.*

COMPANY SERVICES

Berkshire Hathaway Knight & Gardner Commercial Real Estate Services



*"They are the "go-to" leasing agents in Key West and have kept Searstown Shopping Center virtually full for us since 1996."
Frank Weisener, Searstown. Ltd.*

OUR TEAM

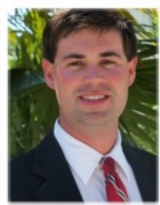
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With close to \$1 billion in commercial real estate sales and lease volume over the past 20 years Claude has achieved unprecedented and unrivaled commercial real estate experience. He strives to deliver the most professional commercial services available in the Florida Keys and Key West to all clients and customers. He believes in creative marketing and value added consulting to his clients to not just sell and lease commercial real estate but also to advise clients on getting the maximum potential out of their property.

Claude J. Gardner, Jr.

305-766-3133 claudio@keysrealestate.com



A graduate of NC State, in tourism management, Will brings dynamic experience to our commercial services team. Through years of experience owning and operating several tourism based businesses throughout the Caribbean, Will brings a unique perspective to our clients through an understanding of what it means to own and build businesses in a tourism based tropical environment. Will has already vaulted to multi-million sales status in his career and has been involved in over \$250 million in transactions on our team and became a Partner and Managing Broker in 2016.

B. Will Langley

305-394-9020 will@keysrealestate.com



With over 35 years as a licensed Real Estate Broker, Brenda's experience includes hundreds of closed transactions relating to listing and selling commercial real estate. As the former owner of two real estate brokerages, she brings to the team an intrinsic knowledge of marketing, property values, trends, contacts and years of negotiation experience. She recognizes the Florida Keys as a unique brand of investment and can educate the principal quickly to facilitate buying or selling decisions.

Brenda L. Duley

305-766-9876 brenda.duley@keysrealestate.com



Duval Street



Peary Court Affordable Housing
Sold July 2016



BERKSHIRE HATHAWAY
HomeServices
Knight & Gardner Realty

Commercial Services

336 Duval Street, Key West, Florida 33040

www.KeysRealEstate.com