

## Joaquin E. Martinez

PRESIDENT & CEO

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Known as a dealmaker, Quino and his team are accessible and responsive, anticipate and address clients' needs, deliver accurate and timely counsel, and help clients close on their transactions.

**Quino Martinez** is the president, chief executive officer, and managing partner of Lowndes. He concentrates his practice on commercial leasing and real estate investment and development. His clients include public and private real estate investors, developers, property management companies and brokerage firms, as well as non-profits.

Quino has extensive experience handling 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.

Licensed to practice law in Florida, Georgia and Texas, Quino is proud to be connected to each of those states and routinely assists clients in matters in each locale.

### Practices & Industries

Commercial Leasing  
Real Estate  
Real Estate Development  
Real Estate Finance  
Real Estate Transactions  
Banking & Finance

### Admissions

Florida  
Georgia  
Texas

### Education

- University of Dayton School of Law, J.D., 1998
- Southern Methodist University, B.A., 1995; History

## Experience

- 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 Financial Crisis.
- 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.

## Recognitions

- Game Changers, *Orlando Business Journal*, 2024
- *The Best Lawyers in America* guide, Real Estate Law, 2017–2024
- Florida Legal Elite, *Florida Trend*, 2014–2017, 2020
- Legal Elite Up & Comer, *Florida Trend*, 2013–2016
- Rising Star, *Florida Super Lawyers*, 2009–2013
- Martindale–Hubbell Rating: AV

## Community Activities

- Lake Highland Preparatory School, Board of Trustees, Vice Chair
- Leadership Orlando, Class 80
- Florida Citrus Sports, Associate Board
- Habitat for Humanity of Greater Orlando, Board of Directors, Former Board Chair
- Coastal Conservation Association
- First Presbyterian Church of Orlando, College of Elders
- Heart of the City Foundation, Board of Trustees

## Professional Certifications & Memberships

- The Florida Bar
- State Bar of Texas
- The State Bar of Georgia
- American Bar Association
- Orange County Bar Association, NAIOP, the Commercial Real Estate Development Association
- *Law360* Real Estate Editorial Advisory Board, 2020, 2022
- State Bar of Georgia; Board of Governors, Member, Out-of-State, Post 1

- City of Orlando Board of Zoning Adjustment, Former Chairman

## News

Quino Martinez Appointed to Florida Citrus Sports Board of Directors  
05.03.2024 | PRESS RELEASE

Quino Martinez Assumes Role of Lowndes CEO, President, and Managing Partner  
02.01.2024 | PRESS RELEASE

Quino Martinez Named to *Orlando Business Journal's* 2024 Game Changers  
01.05.2024 | AWARDS & RECOGNITION

Best Lawyers Recognizes 49 Lowndes Attorneys in 2024, Three Named Lawyer of the Year  
08.17.2023 | AWARDS & RECOGNITION

Quino Martinez to Succeed Bill Dymond as CEO & President of Lowndes  
04.13.2023 | FIRM NEWS

14 Lowndes Attorneys Named to *Orlando Family Magazine's* "Awesome Attorneys 2023"  
02.21.2023 | AWARDS & RECOGNITION

46 Lowndes Attorneys Recognized by *Best Lawyers* in 2023  
08.18.2022 | AWARDS & RECOGNITION

Lowndes Attorneys Hal Kantor and Quino Martinez Named to *Florida Trend's* 2022 Legal Elite  
07.11.2022 | AWARDS & RECOGNITION

Quino Martinez Named to Law360's 2022 Real Estate Editorial Advisory Board  
04.06.2022 | PRESS RELEASE

14 Lowndes Attorneys Named to *Orlando Family Magazine's* "Awesome Attorneys 2022"  
02.15.2022 | AWARDS & RECOGNITION

Lowndes Advises Foundry Commercial on Acquisition of Maxis Advisors  
02.03.2022 | PRESS RELEASE

Quino Martinez Named Author Top 2021 *JD Supra* Post  
12.28.2021 | AWARDS & RECOGNITION

Best Lawyers Recognizes 44 Lowndes Attorneys in 2022, Five Named Lawyer of the Year  
08.19.2021 | AWARDS & RECOGNITION

Quino Martinez Quoted Regarding Force Majeure Lease Provisions  
03.24.2021 | MEDIA MENTION

Quino Martinez Comments on Purchase Contracts and Force Majeure Amid COVID-19  
11.12.2020 | MEDIA MENTION

Lowndes Advises Greystar Real Estate Partners on Student Housing Development near University of Central Florida  
09.16.2020 | PRESS RELEASE

Three Lowndes Attorneys Named to Florida Trend's 2020 Legal Elite

06.22.2020 | AWARDS & RECOGNITION

Quino Martinez Talks Landlords, Tenants and Lawsuits During Pandemic

06.19.2020 | MEDIA MENTION

Quino Martinez Comments on Retailers, Landlords and Lawsuits Amid COVID-19

06.02.2020 | MEDIA MENTION

Quino Martinez Named to Law360's 2020 Real Estate Editorial Advisory Board

04.23.2020 | PRESS RELEASE

Forty-Three Lowndes Lawyers Earn Recognition in Best Lawyers in America 2020

08.15.2019 | AWARDS & RECOGNITION

Lowndes Attorneys Recognized in the 2019 edition of Florida Trend's Florida Legal Elite

07.05.2019 | AWARDS & RECOGNITION

Forty-Four Lowndes, Drosdick, Doster, Kantor & Reed Lawyers Earn Recognition in 2019 Best Lawyers in America

08.15.2018 | AWARDS & RECOGNITION

Forty-Nine Lowndes, Drosdick, Doster, Kantor & Reed Lawyers Earn Recognition in 2018 Best Lawyers in America

08.15.2017 | AWARDS & RECOGNITION

## Publications

What Landlords and Tenants Need to Know This Hurricane Season

05.31.2024 | LOWNDES LEASING LAWYERS BLOG

New Law Further Reduces Florida's Sales Tax Rate on Commercial Rent

04.12.2024 | LOWNDES LEASING LAWYERS BLOG

New Law Reduces Florida's Sales Tax Rate on Commercial Rent

10.18.2023 | LOWNDES LEASING LAWYERS BLOG

Leasing the Right to Advertise...On the Roof

02.15.2022 | LOWNDES LEASING LAWYERS BLOG

New Decision Shows the Importance of Strongly Drafted Force Majeure Provisions

02.25.2021 | LOWNDES LEASING LAWYERS BLOG

Looking Ahead to the Biden Administration – What the Commercial Real Estate Community Needs to Know

01.20.2021 | ARTICLE

Key Change to Florida Statute on Transferring Land & Real Estate (Part I): Lease Witness Requirement Waived

07.17.2020 | LOWNDES LEASING LAWYERS BLOG

COVID-19 Testing and the Use of Vacant Surface Parking Lots

04.27.2020 | LOWNDES LEASING LAWYERS BLOG

Review Florida Leases With Hurricane Dorian In Mind

08.30.2019 | LOWNDES LEASING LAWYERS BLOG

Florida Commercial Lease Sales Tax Rate Further Reduced  
08.12.2019 | LOWNDES LEASING LAWYERS BLOG

Holdover Rent  
11.28.2018 | LOWNDES LEASING LAWYERS BLOG