

Our Difference Is Your Advantage



Carrie S. Holstead
Real Estate Consultants Inc.

Representing Users Of Corporate Space Worldwide



Carrie S. Holstead: A Pioneer in Pittsburgh Corporate Real Estate

Our Difference

- We have no conflicts of interest.
- We are devoted to representing users of corporate space.
- We use our expertise to negotiate on your behalf, focusing on lowering your real estate costs.
- We are seasoned professionals with an average of 20 years experience.
- We provide broad geographic coverage with offices in major markets around the world.

Your Advantage

- You will always receive conflict-free representation with total objectivity.
- You will receive the necessary negotiating leverage to reduce your real estate costs.
- You will reduce the risk of making a costly mistake.
- You will benefit from having an experienced professional as your trusted advisor.
- You will receive seamless representation in multiple markets.



As founder of Carrie S. Holstead Real Estate Consultants, Inc. in 1989, Carrie owns the longest established tenant representation firm in Pittsburgh and is a leader in her field. A results-driven entrepreneur, she leveraged the lessons learned from her successful career at the Soffer Organization and Cushman & Wakefield to build a world-class firm dedicated exclusively to representing users of corporate space, with clients ranging from entrepreneurial entities to Fortune 500 companies.

Carrie is active in the Pittsburgh community and was recently recognized as one of Pittsburgh's finest, based on her professional achievements and community involvement. She has also been recognized by CoStar as a "Top Power Broker," featured in the Pittsburgh Business Times list of largest office leases on a regular basis, recognized by ITRA Global for having generated the most transactions finalized in cooperation with affiliate offices, and received the organization's Award of Excellence for her international work. Additionally, Carrie is a licensed real estate broker and graduate of Leadership Pittsburgh.

Her recent guest appearances on television include interviews for "Our Region's Business" on WPXI discussing "How The Pittsburgh Commercial Real Estate Market Stacks Up On A National and International Basis" and another revealing "The Importance To The Region's Economic Growth of Having The ITRA Global Conference in Pittsburgh in 2012." Additionally, she has been a keynote speaker at the Allegheny County Bar Association, NAIOP meetings, Association of Corporate Counsel, and ITRA Global conferences.

Her firm is the exclusive Pittsburgh affiliate of ITRA Global, one of the largest organizations in the world dedicated to representing users of commercial real estate. In addition to serving as chairman of the Global Business Development Committee, she was elected to the ITRA Global board in 2009 and served in the capacity of Treasurer and as Board Secretary.

For 2012, Carrie was elected chairman of the board of ITRA Global and will work to steer the growth of the organization, increase business opportunities for affiliates, and establish a brand name that is globally known for quality and conflict-free representation for users of corporate space.

A Leader in Tenant Representation Since 1989

Our Work

“Carrie took the time to listen to us and clearly understood the business objectives that we wanted to achieve with our office relocation. A Letter of Intent was quickly drafted – during a holiday week – and the terms of the business lease with one of the building owners were thoughtfully negotiated by Carrie. In the end, Carrie’s tenacity brought critical negotiations to a successful conclusion in less than 48 hours. I was both pleased and impressed.”

M. CAROL FOX, PRESIDENT, COLUMBIA GAS OF PENNSYLVANIA, INC.

When EOG Resources needed to identify and negotiate its most attractive renewal or relocation alternative for its regional headquarters office in Pittsburgh, they turned to Carrie Holstead for help and reduced their costs by 20 percent. EOG additionally turned to Carrie for subsequent expansion needs. A recommendation about her work is available upon request.

GARY SMITH, VICE PRESIDENT & GENERAL MANAGER, EOG RESOURCES, INC.

“Carrie Holstead took total responsibility for the project and was very pro-active throughout the entire process. Her keen understanding of the corporate real estate market meant we had great access to the available space around Pittsburgh. We toured nine or ten locations in two days, and Carrie did a great job with the RFP from our top choices. Then she became even more pro-active during negotiations of the lease and its terms. She was very successful and got everything we wanted.”

BRYAN C. HONDROU, CHAIRMAN, THE HDH GROUP

“Carrie intently listened to our concerns, and then was tenacious in implementing the strategy needed to resolve our real estate issues. She dedicated a great deal of time and effort to assuring our needs were accommodated and without her help, we could not have completed this real estate project that was vital to Imani Christian Academy.”

GLEN MEAKEM, MANAGING GENERAL PARTNER, MEAKEM BECKER VENTURE CAPITAL

“We knew that Carrie was the best person for this important assignment after seeing her in action as a member of Leadership Pittsburgh. Her intimate knowledge of the Pittsburgh office market immediately opened the doors to the best real estate options for our organization. As importantly, her ability to guide us through the step-by-step lease analysis process, and negotiate the best possible business terms, was exceedingly valuable for us in making the right choice for a new headquarters.”

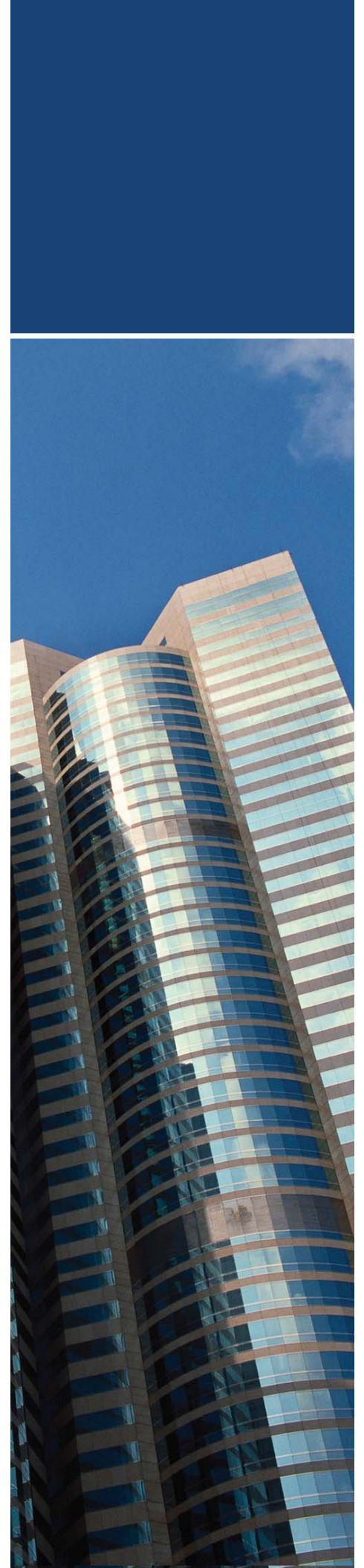
ARADHNA M. DHANDA, PRESIDENT & CEO, LEADERSHIP PITTSBURGH

“All of the research information and financial data that Carrie Holstead put together for us was so complete during the lease review process that I could immediately turn it over to our CFO for analysis. The cost savings was important to us, and Carrie did a fabulous job of understanding our goals, leveraging our requirement, and negotiating a package that protects our real estate needs for the long term.”

JEANNE D. COTTER, VICE PRESIDENT OF QUALITY, N.A. WATER SYSTEMS

“I have worked with commercial real estate professionals around the world, and Carrie is one of the best! She is objective, knowledgeable, responsive, and works extremely hard for her clients. Carrie is the tenant advocate you want on your side.”

HEINZ MACSWAIN, PORTFOLIO MANAGER,
CORPORATE REAL ESTATE DIVISION, WELLS FARGO





*If your company
needs to expand,
contract, merge,
relocate, or renew
an office lease(s),
call us today.*

Our Services

Tenant Representation Specialists

Strategic Planning

- Project Strategy
- Needs Assessment
- Budget Development
- Cost & Risk Reduction
- Critical Dates
- Client Approval

Transaction Services

- Lease Assessment
- Space Programming / Projections
- Employee & Customer Mapping
- Status Reports
- Market Survey
- Building Tours & Evaluations
- Preliminary Design Coordination
- Construction Estimates
- Business Point Negotiation
- Financial Analysis & Comparison
- Building / Site Analysis & Selection
- Review of Legal Documents

Protective Services

- Letter of Intent
- Lease Review & Negotiations
- Operating Expense Audits
- Document Tracking & Administration
- Lease Abstract



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