



Insider's View

To The Office Market In Pittsburgh, Pennsylvania

Carrie Holstead... a leader in tenant representation since 1989!

August, 2009

Why Use A Tenant Representative?

1. To use your corporate office lease to improve the financial and competitive position of your company.
2. To best utilize your time working at your business.
3. To negotiate from a position of strength with the landlord's advocate, who has been enlisted to represent the *landlord's* best interest.
4. To benefit from a strategic plan customized to resolve your real estate issues, in the best interest of your company.
5. To benefit from comprehensive *tenant* data, including knowing if the buildings of interest to your company could be significantly impacted by upcoming lease expirations.
6. To benefit from comprehensive *market* data, including rental rates, occupancy levels, absorption rates, construction activity, trends, etc.
7. To benefit from an experienced advocate and point of contact *who will*: Conduct a comprehensive, step-by-step lease analysis and leverage process that will result in landlord's competing for your valuable occupancy; Interface with multiple landlord representatives; Reveal the hidden costs of leasing; And identify, compare, justify, and negotiate the most attractive office lease arrangement, in your best interest.
8. There is typically no cost to the tenant for tenant representation services. Instead, this fee is normally paid by the landlord. If there is no tenant representative, additional money is paid to the landlord's representative, who is representing the *landlord's* best interest.
9. To avoid costly conflicts of interests, enlist a tenant representative that represents tenants exclusively. The alternative is to enlist an agent whose company also represents landlords. If your company considers any buildings represented by this firm, understand that you will be working with a dual agent who is not an advocate for your company.

If you need to expand, contract, merge, relocate or renew office space, contact:

Carrie S. Holstead, President

Just named one of "Pittsburgh's 50 Finest"

Carrie S. Holstead Real Estate Consultants, Inc.

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What Client's Have To Say About Our Conflict-Free Tenant Representation Services

"Carrie's unique insights were extremely valuable and she effectively negotiated positive results. I have worked with Carrie on three occasions and I would absolutely recommend Carrie Holstead to others needing tenant representation services."

*Terry Murphy
President
Columbia Gas*

"Managing a business in tough economic times is difficult enough. To devote additional time to properly research all real estate opportunities and fully take advantage of favorable market conditions would have been impossible. Carrie was invaluable in this process and did an outstanding job. I would absolutely recommend Carrie Holstead to others in need of objective tenant representation services!"

*Matthew Young
Executive V.P.
Electrolux*

"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 Mgr,
Corporate
Real Estate
Wachovia*