

Insider's View To Corporate Real Estate

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The 8 Changes That Could Trigger A Strategic Office Leasing Opportunity For Your Company

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We rarely read a paper these days without seeing a story about changes to the Pittsburgh office market. Whether it is buildings being sold, anchor tenants relocating, companies merging, or market conditions tightening, combined they make for a dynamic real estate market. But can these changes be beneficial to office tenants? The short answer is a resounding yes, if you know what to look for. Below we reveal the eight triggers most likely to result in a strategic office leasing opportunity for your company.

1. Your building is put up for sale when your company has an upcoming lease expiration.
2. The anchor tenant will be vacating your building, or is considering relocation options.
3. Your company is in the path of a large tenant's growth.
4. Your building's highest and best use is no longer office space.
5. There is growing discontent among tenants in your building.
6. A change at your company will impact your future office space needs.
7. The office market continues to tighten. (It could be prudent to explore an early renewal.)
8. There are new office leasing opportunities. (They could better suit your requirements or increase competition for your occupancy.)

Contact us to learn how we can help your company with its corporate real estate needs.

About the Author

Carrie S. Holstead is the founder, president and CEO of the longest established tenant representation firm in Pittsburgh, Pennsylvania and is the past chairman of the board of ITRA Global, one of the largest organizations in the world dedicated to representing users of corporate real estate. If your company has a local or global corporate real estate need(s), including expanding, contracting, merging, relocating or renewing an office lease(s), contact Carrie Holstead at (412) 833-1030. To receive the Insider's View To Corporate Real Estate electronically, sign up for our newsletter at www.carrieholstead.com.

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