



**Carrie S. Holstead Real Estate Consultants, Inc. | Pittsburgh**

## Announcements

Carrie S. Holstead Real Estate Consultants, Inc, the Pittsburgh affiliate of ITRA Global, negotiated \$32.5 million in recent leases for corporate users of office space including The HDH Group, D'Angelo & Associates, Klink & Company, and Wells Fargo Advisors.

Holstead negotiated the new headquarters lease for The HDH Group necessitated by the upcoming expansion of UPMC into HDH's current space. The new lease will move HDH, Western Pennsylvania's largest privately held insurance brokerage firm with over \$300 million of premiums and claims under management, to the entire 30<sup>th</sup> floor of the recently renovated K&L Gates Center in Pittsburgh's downtown cultural district next year. "As a solid foundation for finalizing this transaction in an ever-tightening office market in which multiple companies were looking at this highly desirable floor, a letter of intent was negotiated outlining the business terms to which both parties were committed," says Holstead. "Everyone worked hard and moved quickly to subsequently negotiate a

comprehensive lease agreement." This was the second time HDH enlisted Holstead to provide tenant representation services.

Holstead also negotiated additional domestic and international leases for Wells Fargo Advisors, following multiple previous assignments. Additionally, she represented D'Angelo & Associates and Klink & Company for the second time in renewal negotiations at Gateway Center in downtown Pittsburgh.

Pittsburgh will host the ITRA Global spring conference March 30 to April 1, 2012. In addition to best practices education, experience and information sharing, market trend investigation, and networking, the conference will showcase Pittsburgh to the managing principals of ITRA offices from around the world.

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