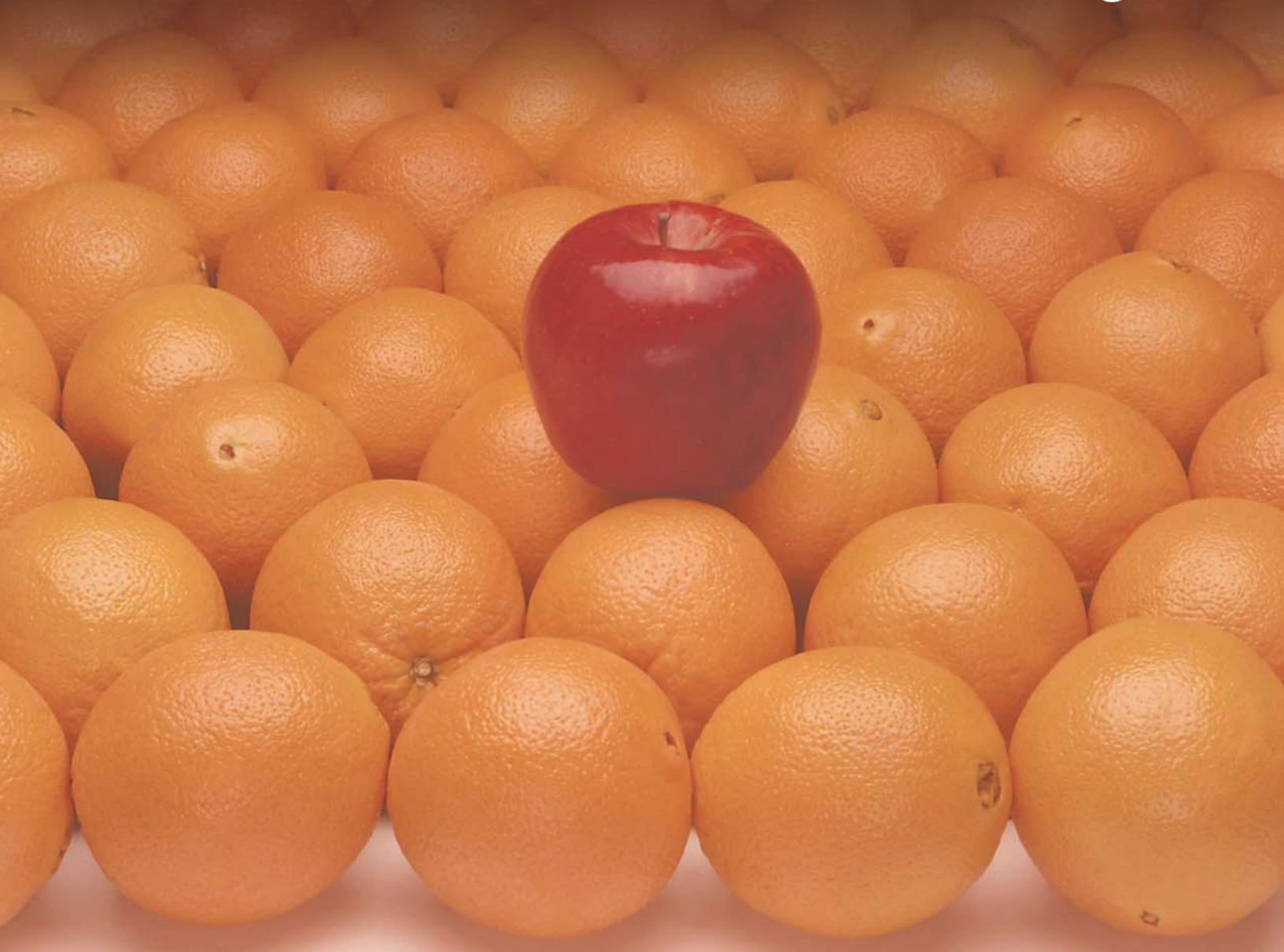




Our Difference Is Your Advantage.



 **ITRA**® | **The Stevens Group**

*Exclusively Representing Corporate Tenants and Buyers*



*“ITRA/The Stevens Group is  
an **Apple** amongst **Oranges**  
in Today’s Commercial  
Real Estate Brokerage Industry.”*



ITRA/The Stevens Group was founded by real estate professionals who share a mutual vision different from the traditional real estate broker: they wanted to represent tenants and buyers exclusively with no conflicts of interest. The differences may appear subtle, but when weighed against the importance of a commercial real estate decision, they substantiate the high value that ITRA/The Stevens Group brings to each transaction.



**MISSION STATEMENT:**

*To provide our clients with the most complete, unbiased real estate advice and the most effective and efficient systems in business real estate, combining international reach and local knowledge to obtain the best possible space at the best possible terms.*



## *The Difference...*

- Because our clients are corporate tenants and users of commercial real estate, we work on their behalf and become their partners, without conflict of interest and with total objectivity.
- Together with our ITRA affiliates, we bring a diverse “skill set” with specialties in many unique areas of the economy.
- We are a team of players who embrace a client focused approach that utilizes the prospective of what is best for the client.
- ITRA and its affiliates represent tenants and buyers exclusively in 65 major markets around the world in North America, Latin America, Europe and the Asia Pacific Rim.
- Our clients benefit from broad geographic coverage with specific expertise in each market that ITRA serves.
- All ITRA affiliates are experienced and provide a long term history of problem solving, deal making, information analysis, and market knowledge.
- ITRA affiliates represent buyers and tenants only— all day every day—so they can provide highly specialized and comprehensive services.

*“The Stevens Group understands that the Government’s ability to attain market rental rates is based on arms length business transactions by two well informed parties. They appreciate that “Good enough for government work” in real estate is actually a higher standard and not a derisive utterance. I am extremely grateful for that understanding.”*

**Mike Strobel**  
Contracting Officer (Leasing)  
Senior Realty Specialist  
General Services Administration

*“The Stevens Group helped us to delineate our requirements, identify options and provided valuable insight into our economic modeling. In addition, they were effective lease negotiators and helped us to resolve build-out issues that ultimately resulted in the new corporate home fitting to our company. We would highly recommend The Stevens Group and would happily serve as a reference to those considering selecting them as a real estate advisor/partner.”*

**David B. Roberts**  
Chief Financial Officer  
LeMaitre Vascular

*“Thank you for your counsel and guidance in locating potential sites and helping us narrow down the choices for Nomir’s new World Headquarters in Waltham, MA. Finding the right layout and image, best financial package and legal terms that we could live with meant: **you understood our metrics.**”*

**Richard Burt**  
President and CEO  
Nomir Medical Technologies

## ITRA GLOBAL OFFICES

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Dallas  
Denver  
Ft. Lauderdale  
Las Vegas  
Long Island  
Los Angeles  
Miami  
Minneapolis  
Nashville  
New York City  
Norfolk  
Northern New Jersey  
Northern Virginia  
Orlando  
Palm Beach  
Philadelphia  
Phoenix  
Pittsburgh  
Portland  
Salt Lake City  
San Diego  
San Francisco  
Silicon Valley  
Spokane  
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Tucson  
Washington D.C.  
White Plains

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Brisbane  
Chennai  
Delhi  
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Hyderabad  
Melbourne  
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Pune  
Seoul  
Shanghai  
Shenzhen  
Singapore  
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Tokyo



*Why not call us today to find out how  
"Our Difference is Your Advantage"*

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