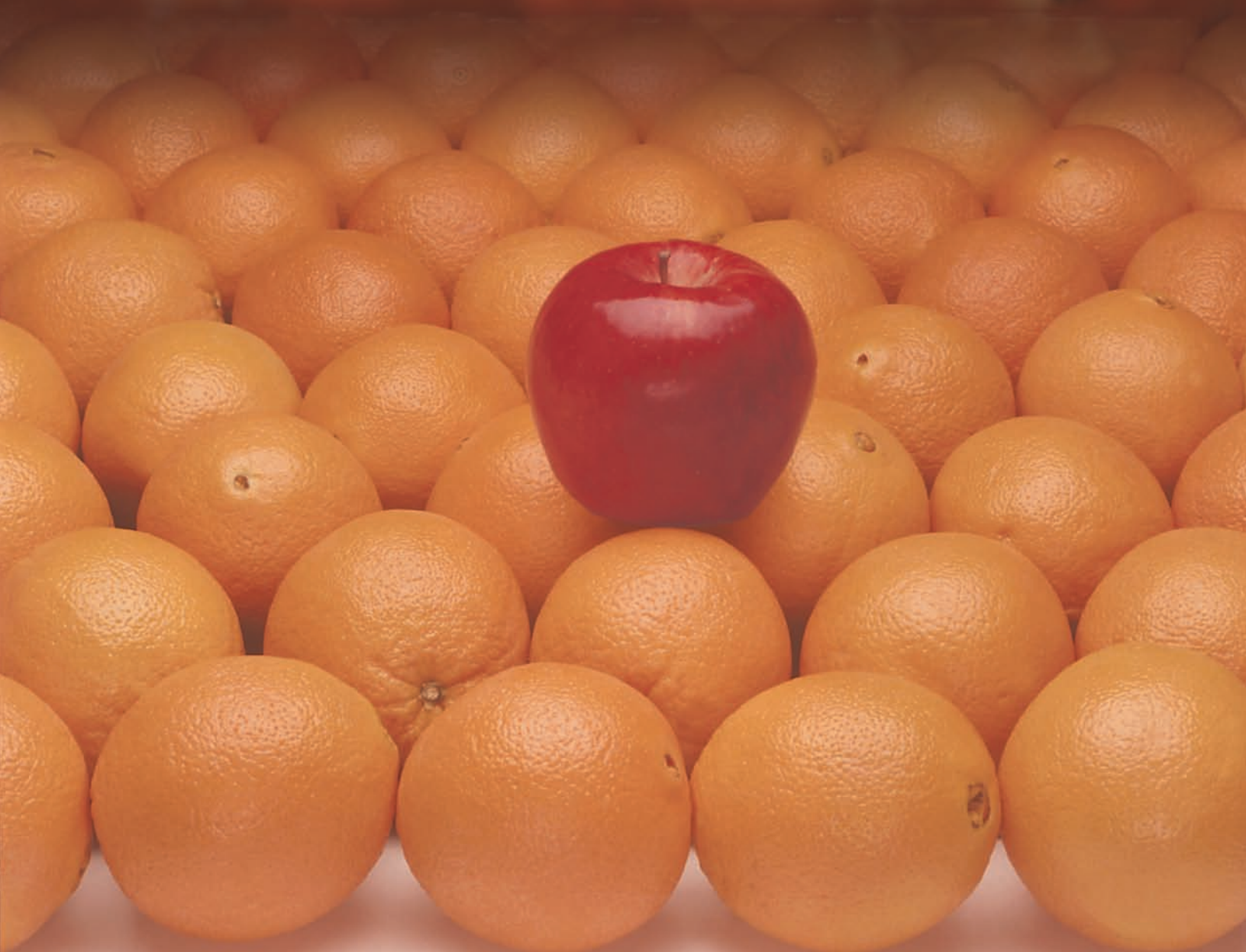




Our Difference Is Your Advantage.

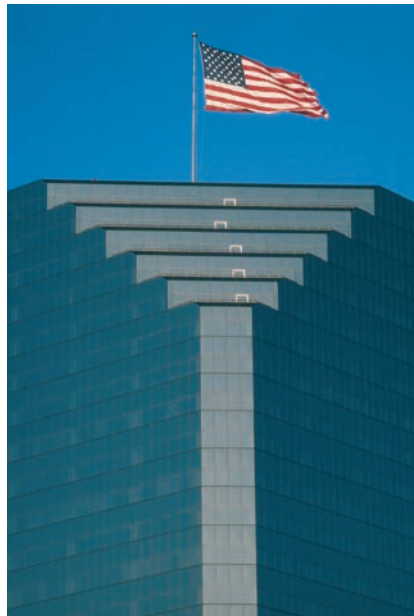


 **ITRA**[®] | THE STEVENS GROUP

Exclusively Representing Corporate Tenants and Users of Commercial Real Estate



*“ITRA/The Stevens Group
is an **Apple** among **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.



Our Difference...

- We only represent tenants and users of commercial real estate—all day every day.
- We never represent landlords or developers—ever.
- 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 geographical coverage with offices in major markets around the world.

Your Advantage...

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

“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
President
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

Our Services...

Office, Industrial and Retail Facilities

- Regional, National, International Headquarters
- Research & Development
- Life Sciences
- Warehouse / Distribution
- Manufacturing

Real Estate Market Analysis

- Acquisitions
- Dispositions
- Lease Renewals

Negotiations

- Proposals
- Leases
- Dispositions
- Acquisition Contracts
- State & Local Incentives
- Sale / Leasebacks
- Work Letters
- Operating Expense & Taxes Audits
- Architectural Engineering Contracts
- Developer Agreements

State & Local Incentive Negotiations

- Statutory and Negotiated Incentives
- Cash Grants
- Infrastructure
- Tax Credits and Abatements
- Workforce Grants and Training
- Subsidized land and Building Costs

Lease Management

- Lease Abstracting
- Financial Reports
- Tax & Operating Expenses

Strategic Planning

- Model Development
- Acquisition/ Consolidation Analysis
- Policies & Procedures Manuals
- Space Planning

Location Analysis

- Labor Market Analysis
- Transportation Costs
- Utility Costs & Availability
- Quality of Life
- Taxation
- Market Accessibility

Financial Analysis

- Buy vs. Lease
- Build-to-Suit
- Equity Participation
- Sale / Leasebacks

Surplus Property Analysis

- Marketability
- Highest & Best Use
- Disposition Strategies

Project Management

- Needs Assessment
- Project Budget Management
- Selection and Oversight of Design Team, Contractors and Vendors
- Move Coordination



Call us today to find out how "Our Difference is Your Advantage"

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