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As senior vice president and manager of the Corporate Real Estate Facilities Department at California Bank & Trust, David Russell is responsible for tracking down properties all over the state for CB&T, a bank with 25 branches in San Diego County and 90 throughout California.

When Russell finds himself in the market for San Diego office or industrial space, he banks on Irving Hughes, San Diego's leading tenant representative.

"We have a long-term relationship with Irving Hughes that goes back 15 years," says Russell. "They've handled many projects for us, including the recent renewal of our corporate headquarters in Carmel Valley, our San Diego Service Center in Kearny Mesa and numerous branch locations throughout the county, including our main downtown office at 525 B Street."

Russell says he's come to rely on Irving Hughes' local market savvy and customer care. "They're very professional, and they have good, solid market information," he says. "You're not concerned that they're also representing one of the landlords you are negotiating with because they only do tenant representation, which for us is important."

"Our clients never need worry about where our interests lie," says principal Craig Irving. "There's an absolute conflict in representing both sides on any transaction, and it's amazing how prevalent this practice is today in the real estate industry. That's why we focus exclusively on tenant representation. Our only allegiance is to our clients."

Russell says a tenant coming into a new space wants to be treated fairly, and also wants good relations with the new landlord. "On any project, the end of our relationship with Irving Hughes is the beginning of the relationship with our landlord," he says. "They do a good job of fairly representing the tenant, without alienating you with your new landlord."

To learn how Irving Hughes can assist with your next lease or purchase negotiation, call Jason Hughes at 619-238-4393.

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