

## We chose Irving Hughes because of their knowledge of the market and their reputation for only representing tenants.

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Nicholas-Applegate Capital Management is a well-known source of wise investing advice, but when Chief Executive Officer Marna Whittington and Chief Investment Officer Horacio Valeiras decided to evaluate their firm's real estate investment, they chose San Diego's leading tenant representative, Irving Hughes.

"We wanted to look at all the options," says Whittington. "We were open to staying or leaving and we looked at it as if it were a new leasing situation."

"We chose Irving Hughes because of their knowledge of the market and their reputation for only representing tenants." Valeiras explains.

But with 150 employees and five floors of space totaling about 80,000 square feet in a convenient downtown location, Valeiras says they weren't taking the prospect of moving the company lightly.

As it turned out, the best move Nicholas-Applegate made was not to move at all. That's because Irving Hughes negotiated a lease that not only fit Nicholas-Applegate's budget, but also included needed tenant improvements.

"They are tough in representing tenants' interests when dealing with landlords." Valeiras says.

One reason for Irving Hughes' success is that it represents only tenants, explains Principal Craig Irving. "Our clients never need worry about where our interests lie," he says. "There's an absolute conflict of interest in representing both sides of 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."

"We're not real estate professionals," Whittington says. "Irving Hughes clearly knew what to think about, what questions to ask, what to negotiate and how to do it."

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

**IRVING HUGHES**

*Life is a lease. Negotiate well.*

SITE SELECTION

TENANT LEASE & PURCHASE NEGOTIATION

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