

Boutique Tenant Rep Firm Shelton & Associates Focuses Exclusively on Smaller and Mid-Size Businesses

San Diego, CA — Shelton & Associates, a boutique commercial real estate firm, announced today its continued focus on representing **small and mid-size businesses exclusively on the tenant side**, including **office, industrial, life science, and medical office users** — a segment often underserved by traditional commercial real estate models.

Unlike traditional commercial real estate firms that represent both landlords and tenants, Shelton & Associates works **solely for tenants**, eliminating conflicts of interest and ensuring advice is aligned entirely with the client's objectives. The firm does not carry landlord listings and does not represent property owners.

“Smaller and mid-size businesses, including life science and medical office users, often require close coordination and detailed planning throughout the leasing process,” said John Shelton, Principal of Shelton & Associates. “Our role is to act as a true advocate, focused exclusively on the tenant’s best interests.”

Shelton & Associates specializes in **lease renewals, relocations, expansions, and purchase negotiations** for **office, industrial, life science, and medical office tenants**, helping clients navigate market conditions, complex lease structures, and long-term occupancy planning.

A core differentiator of the firm is its **high-touch, senior-level representation**. Clients work directly with experienced advisors throughout the entire process, from early strategy and market benchmarking to negotiation and lease execution.

“There is no direct cost to the tenant for our services,” Shelton added. “When a tenant is represented, the landlord’s broker shares their commission. That allows tenants to have independent representation without increasing their occupancy costs.”

The firm places a strong emphasis on **early planning**, advising tenants to begin evaluating renewal and relocation options **12 to 18 months prior to lease expiration** in order to preserve leverage and avoid landlord-driven outcomes.

As businesses continue to reassess space needs, regulatory requirements, and long-term flexibility, Shelton & Associates remains focused on delivering objective, tenant-only representation tailored to the needs of smaller and mid-size organizations.

About Shelton & Associates

Shelton & Associates is a boutique commercial real estate brokerage specializing exclusively in tenant representation. Based in San Diego, the firm advises small and mid-size **office, industrial, life science, and medical office** tenants on lease renewals, relocations, expansions, and acquisitions. The firm does not represent landlords, ensuring conflict-free advocacy for its clients.

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