

Edwin Yarbrough

Managing Director | edwin@hughesmarino.com



Edwin Yarbrough is a managing director with Hughes Marino, a global corporate real estate advisory firm that specializes in representing tenants and buyers. Edwin is the founder of the firm's Raleigh-Durham office, and utilizes his vast experience in the industry and region to help his clients achieve their business objectives by providing conflict-free assistance and by utilizing the many resources available through Hughes Marino.

Edwin has experience working with companies of all sizes and industries, specializing in a range of asset classes to include office, industrial, life science, tech and medical office. With more than 20 years of experience, he has conducted real estate transactions for his clients in excess of 7M SF. His extensive experience in North Carolina, as well as markets across North America, has garnered him to be best known in lease negotiations, purchase and sale negotiations, sale-leaseback transactions, real estate strategy, financial analysis, lease and portfolio administration, operating expense audit, real estate process consulting, market research,

and design and construction project management.

As a native and long-time resident of North Carolina, Edwin's unmatched knowledge of the region's real estate market, the economic drivers supporting it and the challenges faced by tenants striving to stay in front of its fluctuating cycles is unsurpassed, making him a trusted advisor and partner to his clients. He understands companies' needs and decision making have shifted dramatically in recent years, and there is truly no "one size fits all" approach or solution. In addition, the competition for talent has never been greater—making real estate decisions more important than ever. With his depth and range of experience, Edwin listens intently to learn his clients' current situations coupled with their future needs, to structure bespoke real estate strategies and solutions which best align with their goals and objectives. Getting it right for his clients is of the utmost importance to him and the Hughes Marino team.

Edwin began his career in commercial real estate at the Staubach Company, a tenant representation firm acquired by JLL in 2008, then went on to serve as a founding partner and managing principal for the Charlotte and Raleigh-Durham offices at tenant representation firm Cresa. He was instrumental in the sale of these two offices to Savills North America in 2016. Following the sale, Edwin served as executive vice president and branch manager for the Savills Raleigh-Durham office before transitioning to lead the company's southeast life science practice. Edwin's dedication and commitment

to represent occupiers, alongside his extensive experience across multiple platforms makes him a standout leader for Hughes Marino's Raleigh-Durham office.

In his free time, Edwin enjoys road and trail running, attending and leading F3 classes, coaching youth basketball, live music and engaging in his kids' activities.

Education

- Virginia Tech, B.S in biology

Professional Activities

- North Carolina Real Estate Commission
 - License #226582

Civic and Charitable Activities

- A Child's Place, Charlotte, NC
 - Past Board Member
- Durham YMCA Advisory Board, Durham, NC
 - Past Board Member