

“There’s not a real estate organization that knows San Diego better.”

Adam Antoniades was facing a real space crunch. The President of Advanced Equities Financial Corp. had two companies and hundreds of employees spread out in three buildings downtown.

Looking to bring his firms under one roof, he called on a familiar name for San Diegans’ seeking effective tenant representation: Irving Hughes.

“We had to have a high quality space of 50,000 square feet, it had to be downtown and we needed three contiguous floors,” Antoniades says. “We needed a property where we could entertain clients and recruit new financial consultants. We knew it was going to be hard to come by.”

Not impossible, though, once Antoniades found Irving Hughes. “There’s not a real estate organization that knows San Diego better,” Antoniades says. “And Irving Hughes has its finger on the pulse of everything going on downtown.”

Antoniades credits Irving Hughes principal Jason Hughes with setting up his company in a three-floor space on Broadway now known as Advanced Equities Financial Corp. Plaza.

“Irving Hughes is all about integrity and follow-through,” says Antoniades. “In an industry where not everything is always as it seems, here’s a company that absolutely comes through with what it promises.”

Irving Hughes delivers on its promises because it represents only tenants. “There’s an absolute conflict of interest in representing both sides of any transaction and this practice is still prevalent in the real estate industry today,” says Jason Hughes. “Our clients never need worry about where our interests lie.”

That’s comforting to Antoniades. “Jason was instrumental in getting a markedly better deal than I would have gotten myself,” he says.

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

IRVING HUGHES

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