



“They do more than they say.
Irving Hughes understands the
business side of our operations.”

“We were almost sitting on top of each other,” says Anton Zajac of his old Coronado offices.

Zajac is the CEO of ESET, a computer security firm experiencing rapid expansion since its founding and needing additional room to grow.

“A colleague suggested we contact Irving Hughes,” Zajac says. “When we met with them, I came away with a very good feeling about their expertise and knowledge of the local real estate market.”

Not only did Irving Hughes find ESET a suitable downtown address for its 70 employees, the company also helped negotiate a signage deal on ESET’s new home in the Ward Building at 610 West Ash Street.

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,” Irving explains. “There’s an absolute conflict of interest in representing both sides of any transaction and it’s amazing how prevalent this practice still is today in the real estate industry. That’s why we focus exclusively on tenant representation. Our only allegiance is to our clients.”

“They do more than they say,” Zajac explains. “Irving Hughes understands the business side of our operations. We’re grateful to Irving Hughes for their support. Moving is always a difficult process, and to have our systems up and running on the same day was almost a miracle.”

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

IRVING HUGHES

Life is a lease. Negotiate well.

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