

Wanted: Room with a View

Over a recent six-month period, online technology provider EZ-GDS experienced tremendous growth, expanding its staff from 20 to more than 50 employees. CEO Thomas DeRosa could see that his firm had outgrown its space, but he couldn't get his landlord to free up sufficient office and parking space for his needs.

He had resisted moving because "we had great views of the water and skyline," DeRosa recalls; but with no room for growth, DeRosa called upon San Diego's leading tenant representation firm, Irving Hughes. "Jason Hughes was on top of the situation every day, constantly taking us to see new spaces," DeRosa says. "He had prepared an analysis showing us the pros and cons of each building. He was very thorough."

Soon, EZ-GDS had a new home, three times the size of its former space, with four times the amount of parking and upgraded views. "Jason brought us to DiamondView Tower, where we were closer to the water and the view of PETCO Park is phenomenal," DeRosa says. "We have more parking per square foot, and we received a very generous move-in allowance, with a lease that works long-term for us; it was a no-brainer."

One reason for Irving Hughes' success is that it represents only tenants, explains Principal Jason Hughes. "Our clients never need to worry about where our interests lie,"

Hughes 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."

DeRosa says he appreciates Irving Hughes' persistence in settling for nothing less than the best. "Jason wouldn't let the process end until it was the perfect deal," DeRosa 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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