

# They're the best tenant representative around.

Entropic Communications is a semiconductor technology company that connects components of home entertainment systems. But when it came time for Entropic to connect with a larger space on Sorrento Mesa, they handed the remote control over to San Diego's leading tenant representation firm, Irving Hughes.

"Irving Hughes has been a great partner for our company," says Entropic CEO Patrick Henry. "We were founded seven years ago and we've grown rapidly. Our old facility had about 25,000 square feet, and when we acquired another company nearby we needed to combine everything under one roof."

Irving Hughes not only found a new 90,000-square-foot facility that suited Entropic's space requirements, the firm also helped with the renovation. "They are a full-service organization," Henry says. "They helped us with construction to make the space totally suitable for our needs."

Henry says he appreciates the service Irving Hughes provides for growing companies. "One of the big benefits in working with them is that they invest in the smaller client," he explains. "And they're great to work with."

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

Henry agrees. "They're the best tenant representative around," he says. "The new space is working out very well and all of our employees are under one roof, which is a productivity and morale boost. After the renovation, it feels brand-new."

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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TENANT LEASE & PURCHASE NEGOTIATION

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