

Wanted: Service Like We Provide To Our Customers



Gary Miller and Dave Zeller are proud of their First Again consumer lending service, which makes applying for a loan quick and easy.

So when they wanted to expand their office space, Miller and Zeller were looking for the same kind of service they provide to their clients. Plus, as Zeller says, “We wanted better, cheaper, nicer space for our setup.”

After reviewing their options on their own, Miller and Zeller enlisted San Diego’s leading tenant representation firm, Irving Hughes.

“We always keep an open ear to them because they know the market so well,” says Zeller. “We were intending to expand in our old space, but Jason Hughes said there might be better options at a lower cost.”

Their new lease for the 14th floor at DiamondView Tower not only offers space for First Again’s current employees, it also offers room to grow. Plus, there is a great bonus—a fantastic view of Petco Park.

“Each of the floors has an outdoor balcony, so we’re sitting up above right field,” says Miller. “And Jason Hughes negotiated the entire process quickly and efficiently.”

One reason for Irving Hughes’ success is that it represents only tenants, explains Principal Craig Irving. “Our clients never need to worry about where our interests lie,” Irving says. “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.”

“We have complete confidence in Irving Hughes,” says Miller. “They are without peer as a tenant broker in San Diego.”

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.

FIRST  AGAIN

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