

Irving Hughes was great to work with, very responsive.



Most businesspeople are familiar with Irving Hughes' reputation as the leading tenant representative for office space. But recently, when David Cohn of the Cohn Restaurant Group needed help in finding a new retail space for the famous Corvette Diner, he didn't hesitate to call on Irving Hughes.

"Our lease was up in Hillcrest and we decided we needed a location with more parking," says Cohn. While there might be many locations in San Diego that could offer ample parking, moving the Corvette Diner and its eclectic collection of memorabilia brought other requirements.

"We needed a building with character—the character part was a huge issue for us," Cohn says. "Plus, we need a building with high ceilings" to carry on in the tradition of the Corvette.

Irving Hughes found the Corvette Diner a new location in Liberty Station that met all of Cohn's requirements. Not only does it offer plenty of free parking—10 times the amount of parking in the Corvette Diner's old location—but the new Liberty Station location also fits the bill in the character department. An added bonus: The new location will also accommodate more guests.

"Irving Hughes was great to work with, and very responsive," Cohn says. "I'd call Craig Irving on nights or on weekends and he was always available. He made the process a pleasure."

One reason for Irving Hughes' success is its philosophy of only representing tenants. "Our clients never need worry about where our interests lie," says principal Craig Irving. "There's an absolute conflict in representing both sides on 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."

"We're planning on completing the move in the summer of '09," says Cohn. "We'd gladly use Irving Hughes again." To learn how Irving Hughes can assist with your next lease or purchase negotiation, call Jason Hughes at 619-238-4393.

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