

DAVID TRAN, VICE PRESIDENT LEASING & DISPOSITION SERVICES
THE IVY GROUP
CA BRE LICENSE #01916748



David Tran is the Vice President of the Acquisition, Disposition and Leasing department of The Ivy Group. David brings 17 years of financial management experience, business relationship development and business financial consulting to The Ivy Group.

David spent 7 years successfully operating the Sunnyvale Commercial Banking division of Comerica Bank where he managed, performed audits, provided compliance training, grew deposit portfolios and expanded commercial lending needs of the banking center.

David spent an additional 7 years consulting business executives with financial payments technologies, cash flow strategies, payroll processing technologies, tax payment solutions, reward gift marketing and loan vs. lease structuring.

David's life and business philosophy genuinely states, "I CARE"; which stands for: Innovative Collaboration with Authenticity, Resourcefulness & Engaging efforts.

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PROFESSIONAL AFFILIATIONS:

- Silicon Valley Association of Realtors ®
- California Association of Realtors ®
- National Association of Realtors ®

PROFESSIONAL SERVICES OFFERED:

- Property search and site selection
- Investigate market conditions, zoning, size, frontage, environmental impact and property access
- Market analysis and segmentation
- Demographics analysis
- Produce market comparable analysis for evaluation and decision making
- Research and assist with Broker Price Opinion
- Initiation of process review with legal team

SELECTED PROJECT EXPERIENCE:

• ACQUISITION:

- Lighthouse for the Blind & Visually Impaired, Inc., industrial warehouse & restaurant mixed-use acquisition, San Leandro, CA

• LEASING:

- Decoto Professional Center, dental office lease, Union City, CA
- Looney's Southern BBQ, restaurant lease, San Leandro, CA
- Mizuumi Sushi and Seafood Buffet, restaurant lease, Union City, CA

• DISPOSITION:

- Flourishing Gardens restaurant disposition, San Jose, CA

• VALUE ADDED SERVICES:

- Red Bluff Mini Storage, marketing & incentive plan analysis and report, Red Bluff, CA

QUALIFICATIONS:

- 17 years relationship development and financial management experience
- California Department of Real Estate License #01916748

AWARDS AND RECOGNITIONS:

- Winner's Edge Enrollment Masters - Heartland University; 2010
- Recognized by Toyota Financial Services, as Top 10 Salesperson, producing \$56K in profits; 2010
- Recognized by Comerica Bank, as Top Performing Manager Nationally, acquired 94% of goal meeting 5 of 5 sales categories by mid year; 2007
- Recognized by Comerica Bank, as 1st Division Banking Center Ranking, produced 105 new accounts totaling \$7.1M in deposits and loans; 2007
- Awarded by Comerica Bank, the Platinum Circle Award, produced \$14.4M in deposits and loans, \$228K profit and 198% over goal; 2006
- Recognized by Comerica Bank, for Loss Prevention and Business Retention, recovering 100% of \$6,800 robbery and retained \$1 million in deposits from going to a competitor; 2003
- Recognized by Comerica Bank, as Key Contributor of Comerica/Imperial Bank Acquisition Integration Project, successful integrated training for Imperial Bank employees of Walnut Creek office resulting in outstanding audit rating; 2001

LEADERSHIP TRAINING:

- Winner's Edge Enrollment Masters - Heartland University; 2010
- Extraordinary Sales Leadership - Cohen & Brown; 2006

SELECTED PROJECT EXPERIENCE:

- Decoto Professional Center dental office lease, Union City, CA
- Flourishing Gardens restaurant disposition, San Jose, CA
- Lighthouse for the Blind and Visually Impaired Industrial warehouse acquisition, San Leandro, CA
- Mizummi Sushi and Seafood Buffet lease, Union City, CA

EDUCATION:

- B.A. Degree in Business Finance, San Jose State University - San Jose, CA, in process
- A.S. Degree in Mathematics, Ohlone College - Fremont, CA, 1997

[ABOUT THE IVY GROUP](#)[ACQUISITION](#) | [DISPOSITION](#) | [LEASING](#) | [PROPERTY MANAGEMENT](#) | [VALUE-ADDED SERVICES](#)

The Ivy Group, headquartered in Fremont, CA, is the leading commercial and investment real estate advisor and consultant in the areas of acquisition, disposition, leasing, portfolio/asset management and value-added services. We balance innovation with market conditions to tactically identify the best return on investments.

The Ivy Group specializes in office, retail, medical, apartment, hotel/motel, industrial warehouse, self storage and vacant land. By offering a wide range of professional expertise and comprehensive services including buyer/seller negotiations, landlord/tenant representations, portfolio management, site selection, investment analysis and strategic consulting and risk management, we balance long-term strategies with short-term expediency to create, grow and maintain value.

The Ivy Group is a privately owned, commercial real estate firm with a goal to transform real estate into a competitive advantage. In the early 2000's, recognizing the potential for real estate counseling, The Ivy Group began exploring innovative methods to utilize its deep market knowledge, intelligence and experience to deliver customized solutions to enterprises, businesses and property owners. In 2001, The Ivy Group was formed to serve its clients by providing a single source of expertise for all commercial and investment real estate needs.