

**TIM VI TRAN**

**CERTIFIED COMMERCIAL INVESTMENT MEMBER (CCIM), # 21848**

**CERTIFIED INTERNATIONAL PROPERTY SPECIALIST (CIPS)**

**THE IVY GROUP, FOUNDER AND PRESIDENT**

**CA BRE LICENSE #01784630**



**Tim Vi Tran, CCIM, CIPS** is the Founder and President of The Ivy Group. Mr. Tran has been practicing real estate since 1999 and currently leads the firm's Real Estate Acquisition, Disposition & Leasing, and Property Management divisions.

Mr. Tran has developed extensive local knowledge intelligence & expertise in real estate. He has a proven track record of negotiating, managing and closing real estate projects in both public and private sectors. His breadth of experience in commercial & investment real estate, technology savviness combined with business and community backgrounds increase his understanding of client's requirements resulting in customized solutions to solve their challenges. Mr. Tran focuses his services in the areas of acquisitions, dispositions, leasing and property/portfolio management activities, with a specific focus on office, retail, industrial, multi family, self storage and vacant land.

Prior to establishing his real estate career, Mr. Tran served sixteen years as a Naval officer. After the Navy, Mr. Tran was as a lead engineer developing mechanical systems for Navy aircraft carriers & battleship destroyers. Mr. Tran then spent eight years as a high technology consultant advising government contractors & established companies while pursuing a Master's Degree in Business and Information Management. Mr. Tran pursued his passion and launched a career in commercial real estate in 1999.

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**PROFESSIONAL AFFILIATIONS:**

- Silicon Valley Association of Realtors ®
- Santa Clara County Association of Realtors ®
- California Association of Realtors ®
- National Association of Realtors ®
- Certified Commercial Investment Member (CCIM) national and NorCal chapters

**PROFESSIONAL SERVICES OFFERED:**

- Align client's goals to enhance strategies
- Evaluate factors in decision and selection process
- Identify risk factors, volatility and diversification of property types
- Maintain communication and encourage collaborative solutions
- Purchase, sales & lease negotiations
- Strategic consulting
- Investment analysis

## SELECTED PROJECT EXPERIENCE:

### ➤ ACQUISITION:

- **Angela Wong, CPA**, office acquisition, Los Altos, CA. **Result:** purchased \$50K below market value, June 2010.
- **Bean Properties, LLC**, ±2,452 sq ft office condo, San Jose, CA. **Result:** negotiated two condo units below market price for owner/user and investment purposes, October 2015.
- **Bernard KS Leong 1976 Living Trust**, ±8,845 sq ft office/warehouse acquisition, Vacaville, CA. **Result:** 1031 exchange into a strong, income producing asset, December 2009.
- **Bella Lago, LLC** acquisition, ±104 acres vacant land, Lakeport, CA. **Result:** purchased property 74% below assessed value through online bidding tax default auction, May 2014.
- **Centerville Developers LLC**, ±14,769 sq ft vacant parcel, Fremont, CA. **Result:** resolved concerns related to historical and abandoned structure prior to close of escrow, December 2014.
- **Eden Housing, Inc.** sports Facility acquisition conversion to affordable housing, Fremont, CA. **Result:** demonstrated site control for final interview with City of Fremont, June 2012.
- **JST Commercial Properties LLC** acquisition of an industrial warehouse, Santa Clara, CA. **Result:** purchased property 2% below listed price in an extremely competitive market with over 14000 view impressions, owner/user expansion of business, employee retention, July 2017.
- **Lighthouse for the Blind & Visually Impaired, Inc.**, industrial warehouse & restaurant mixed-use acquisition, San Leandro, CA. **Result:** purchased \$700K below appraised value with tax benefits to both buyer and seller, March 2012.
- **Logos Property Investment E LLC**, 8-unit multi-family, San Jose, CA. **Result:** competed and won proposal to purchase property with approx \$1M in upside potential, June 2015.
- **Thomas Gallego Family Trust**, ±12,608 sq ft retail shopping center known as Jackson Gate South anchored by O'Reilly Auto Parts and Speedee/Midas oil change, Jackson, CA. **Result:** purchased investment property with strong annual rent increases and corporate guarantees, negotiated \$250,000 off listing price, May 2015.
- **Magnus Windsor, LLC**, 7-unit multi-family, San Jose, CA. **Result:** represented buyer in off-market purchase of property with under market rents. Negotiated \$200,000 buyer's credit, March 2016.

### ➤ DISPOSITION:

- **ABC Self Storage of Mountain View, Limited Partnership**, 408 units 1031 exchange, Mountain View, CA. **Result:** advised client on \$4M tax deferral strategies, December 2009.
- **Barbara Ojeda Trust**, ±38,906 sq ft lot consisting of separate 4 parcels primed for 26-unit housing development, Union City, CA. **Result:** within a few days of marketing, received 4 offers, two of which were over asking price. Closed all cash with local experienced developer, April 2017.
- **Bernard KS Leong 1976 Living Trust**, ±8,897 sq ft office/warehouse, Vacaville, CA. **Result:** sold over asking price with all cash offer to financially strong buyer, June 2014.
- **Bernard KS Leong 1976 Living Trust**, ±0.97 acres vacant land disposition, Dixon, CA. **Result:** closed escrow in less than 30 days with all cash offer, October 2013.

- **Bernard KS Leong 1976 Living Trust**, ±6.11 acres vacant land disposition, Placerville, CA. **Result:** generate excitement and multiple offers received. Sold for 100% of listing price, February 2014.
- **California Affordable Housing Initiatives, Inc.**, 6-unit multi-family, Oakland, CA. **Result:** marketed property and received 8 offers in two weeks, more than half of offers over asking, the highest of which was 5.7% over asking, August 2015.
- **County of Lake, CA**, ±104 acres vacant land, Lakeport, CA. **Result:** sold parcel over minimum bid with multiple offers through online bidding, May 2014.
- **Housing Authority of the County of Santa Clara**, 100-unit multi-family, San Jose, CA. **Result:** Marketed property and received 8 offers in 3 weeks, highest offer 8% over asking, May 2015.
- **Flourishing Gardens**, restaurant disposition, San Jose, CA. **Result:** sold property and eliminated 10 years of family disputes associated with property ownership, February 2013.
- **Madeline Plaza**, ±9,153 sq ft multi tenant office center, San Jose. **Result:** property sold for highest price and eliminated management responsibilities of husband/wife team in managing multiple tenant office investment, November 2015.
- **Ogden Mini Storage**, 178 units disposition, Redding, CA. **Result:** sold \$3K above appraised value, July 2011.
- **West Road and Castlebridge, LLC**, ±26-acre residential land disposition, Houston, TX. **Result:** advised partners in selling subdivided land to eliminate mortgage expenses, among others, June 2006.

➤ **LEASING:**

- **Advanced Plumbing & Rooting Services**, industrial warehouse lease, Vacaville, CA. **Result:** represented landlord to secured quality tenant with 3% annual escalations, April 2013.
- **A.L.S. Limo Services, LLC**, Vacaville, CA. **Result:** structured favorable landlord/tenant lease, June 2013.
- **Argela USA**, office lease, Santa Clara, CA. **Result:** represented foreign firm in securing lease, November 2007.
- **Avid4 Adventures, Inc.**, warehouse lease, Mountain View, CA. **Result:** Subleased space to a sublessee at a price higher than the original lease, May 2017.
- **Be A Mentor, Inc.**, Hayward, CA. **Result:** helped tenant secured new lease in less than two weeks to avoid costly expenses of current lease extension, August 2014.
- **Bean Properties, LLC**, office condo lease, San Jose, CA. **Result:** secured long term tenant for landlord with 3% annual increases, and additional rental income from parking spaces, May 2017.
- **California Badminton Academy**, indoor sports complex lease, Fremont, CA. **Result:** secured C.U.P. and 10 year lease with favorable annual and NNN increases for tenant, December 2009.
- **CenterVue, Inc.**, office/warehouse, Fremont, CA. **Result:** secured below market rental rates and rent concessions for tenant, November 2014.
- **Cut the Crab Restaurant**, Fremont, CA. **Result:** secured below market rents with favorable lease extensions for first time restaurant operators, March 2014.
- **Dan Toma**, warehouse, San Leandro, CA. **Result:** negotiated lease on behalf of landlord with new tenant that is 15.4% premium over previous rent, October 2015.

- **Decoto Professional Center**, dental office lease, Union City, CA. **Result:** represented landlord to secure tenant for favorable 5 year lease with room for growth and expansion, March 2013.
- **Dr. Richard Chen**, medical office lease, Mountain View, CA. **Result:** secured new location with reduced rent for tenant, February 2007.
- **Eledecor**, office/warehouse lease, Union City. **Result:** Represented landlord in filling vacant space with strong annual rent increases, January 2014.
- **Especially Yours Corporation**, warehouse lease, Daly City, CA. **Result:** secured larger warehouse with reduced rental rates for tenant, July 2013.
- **EV Container Corp**, industrial warehouse lease, Vacaville, CA. **Result:** represented landlord to structure above market rental rates, August 2012.
- **First Street Development**, new construction retail center, anchored by Taco Bell, consisting of ±3,440 sq ft building on 1.04 acre lot, **Result:** active listing, pending negotiations.
- **Knightscope, Inc.**, office/warehouse lease, Mountain View, CA. **Result:** saved tenant over \$20K through negotiation of rent concessions and numerous tenant improvements, March 2014.
- **Kuka Robotics Corp**, office/warehouse lease, Fremont, CA. **Result:** secured 5-year lease with rent concessions and tenant improvement allowance for company west coast expansion, December 2015.
- **Ideology Studio**, office lease, San Jose, CA. **Result:** business with expansion for tenant, August 2007.
- **Looney's Southern BBQ**, restaurant lease, San Leandro, CA. **Result:** represented landlord to secure strong, experienced restaurant operator in 10 year lease, March 2013.
- **Mission 38 Partners**, retail lease anchored by 7-Eleven, Fremont, CA. **Result:** represented landlord in obtaining a qualified tenant to fill a space after it has sat vacant for approximately 7 years, July 2017.
- **Mizuumi Sushi and Seafood Buffet**, restaurant lease at Marketplace Shopping Center, Union City, CA. **Result:** negotiated rent abatement and concessions to offset permitting and improvement expenses for tenant, April 2012.
- **Perfect Pair Optometry**, retail lease at Foxworthy Shopping Center, San Jose, CA. **Result:** structured favorable lease with rent abatement and options for extension, January 2014.
- **Persistent Scientific Inc**, office lease, Berkeley, CA. **Result:** structured lease with free rent and flexible termination period, March 2016.
- **Philip Tai Trust**, office/warehouse lease, Union City, CA. **Result:** secured lease with above market rates and favorable 3% annual escalations, January 2014.
- **Professional Pool Service**, industrial warehouse lease, Vacaville, CA. **Result:** represented landlord to secure quality tenant with favorable annual rent escalations and option period, July 2012.
- **Qua Foot Spa**, retail lease at Millennium Tower, San Francisco, CA. **Result:** represented tenant in securing below market rental rates, September 2011.
- **Silver Rock Partners, LLC**, warehouse lease, Fremont, CA. **Result:** represented owner in structuring lease that provides positive return to its investors, August 2014.
- **Slingshot Racing Corp**, warehouse / distribution lease, Union City, CA. **Result:** represented tenant to expand to larger warehouse with room for growth, August 2012.

- **Studio 4 Art Jam**, retail lease at Laguna West Plaza, Elk Grove, CA. **Result:** negotiated over \$11K of tenant improvement dollars on behalf of tenant, October 2013.
- **William Pure Water**, retail lease at Tully Corners Shopping Center, anchored by Food Maxx grocery store, San Jose, CA. **Result:** renegotiated and renewed expired lease with favorable NNN expenses, November 2008.
- **Xplore Yoga**, fitness studio lease at Trinity Center at Newpark Mall, Newark, CA. **Result:** assisted tenant in negotiating below market rents for its headquarter expansion, May 2017.
- **Xplore Yoga San Jose**, fitness studio lease at RidderPark @880 shopping center anchored by Lowe's, Wing Stop, Davita Dialysis, Hertz Car Rental, San Jose, CA. **Result:** negotiated over \$120K tenant improvement allowance and six months free rent on behalf of tenant who bought into the franchise, January 2015.
- **Yugo Ramen**, restaurant lease at Newpark Mall, Newark, CA. **Result:** negotiated over \$120,000 in TI allowance and 6 months of free rent on behalf of tenant, July 2017.

➤ **PROPERTY / PORTFOLIO MANAGEMENT:**

- **ABC Self Storage of Mountain View, Limited Partnership**, 408 units property management, Mountain View, CA. **Result:** increased efficiency and transparency, and resolved city compliant issues, July 2010 to December 2013.
- **Bernard KS Leong 1976 Living Trust**, asset and portfolio management of 18 properties, California and Hawaii statewide. **Result:** re-allocated assets and reduced risks, July 2010 to December 2013.
- **Maris Industrial Park**, 10 units, business & property management, industrial warehouse, Vacaville, CA. **Result:** increased occupancy rate from 70% to 100%, July 2010 to present.
- **Ogden Mini Storage**, 178 units, business & property management, Redding, CA. **Result:** increased efficiency and transparency, and resolved labor department investigation, July 2010 to July 2011.
- **Orland I5 Mini Storage**, 227 units, business & property management, Orland, CA. **Result:** increased occupancy rate from 65% to 80%, July 2010 to December 2013.
- **Red Bluff Mini Storage**, 494 units, business & property management, Red Bluff, CA. **Result:** eliminated fraud and in-efficiencies, and improved communication & management processes, July 2010 to October 2012.
- **Secured Self Storage**, 318 units, business & property management, Arnold, CA. **Result:** increased monthly revenues by \$1000 and reduced expenses by approx 10%, July 2010 to December 2013.

➤ **VALUE ADDED SERVICES:**

- **Arena Capital, LLC**, valuation and tax reassessment appeals, Fremont, CA. **Result:** challenged county assessor to reduce assessed value by \$1M, resulting in over \$2K refund, March 2014.
- **Bella Lago**, valuation and tax reassessment appeals, Lakeport, CA. **Result:** negotiated with county to reduce assessed value to \$722K from \$2.62M, annual tax saving of 72% or \$20,251, June 2014.
- **Bogey's Pizza**, comparable market analysis and broker opinion of value, San Jose, CA. **Result:** provided market analysis report to assist in lease negotiations, May 2012.

- **China Noodle Company**, comparable market analysis and broker opinion of value, Oakland, CA. **Result:** produced broker opinion of value report to assist in lease negotiations, June 2012.
- **Danny Toma**, warehouse, San Leandro. **Result:** successfully negotiated with neighbor tenant to split the cost 50/50 of asphalt repairs.
- **Diamond View Ventures**, ±31-acre land development, 26-subdivided lots entitlement, Placerville, CA. **Result:** formed partnership to raise \$600K to successfully pursue entitlements, February 2013.
- **Erdman Commercial Industrial Real Estate**, broker opinion of value, Fremont, CA. **Result:** the valuation resulted in bank approved cash out refinancing, November 2013.
- **Fremont Mission Hills, LLC**, valuation and tax reassessment appeals, Fremont, CA. **Result:** reduced county assessed value by \$1M, resulting in over \$3K refund, December 2013.
- **Jeanne M. Leary, MD**, restructured master lease and obtained personal guaranty from tenants, San Francisco, CA. **Result:** the restructure resulted in favorable lender financing terms, June 2013.
- **PC Retail Properties, LLC** valuation and tax reassessment appeals, Fremont, CA. **Result:** reduced county assessed value by \$2M, resulting in over \$7K refund, December 2012.
- **Raw land banking**, investment analysis & strategic consultation, Dixon, Placerville, Somerset, Arnold, CA. **Result:** advised client on re-structuring assets to reduce liabilities and risks, July 2012.
- **East West Bank**, Sunrise Inn valuation and broker opinion of value, Turlock, CA. **Result:** provided broker opinion of value to assist lender in negotiation & disposition strategies, April 2012.
- **West Road and Castlebridge, LLC** 26-acre, residential and commercial land subdivision and entitlement, Houston, TX. **Result:** secured entitlements for residential project which previous developers were unable to attain, June 2006.

#### QUALIFICATIONS:

- 18+ years commercial real estate experience in acquisition, disposition, leasing, property / portfolio management and value-added services

#### EDUCATION:

- Certified Investment Commercial Member, 2016
- Certified International Property Specialist, 2016
- Master of Science in Software Engineering from Central Michigan University; 1998
- Bachelor of Science in Systems Engineering from the United States Merchant Marine Academy; 1994

#### AWARDS AND RECOGNITIONS:

- Certificate of Achievement by City of Fremont in recognition of leadership and Chairperson for the Economic Development Advisory Commission; 2012
- Recognized by Bob Wieckowski, Assembly member of the 20th District for demonstrated commitment & outstanding leadership in the Asian Pacific Islander American Community; 2011
- Recognized by Ellen Corbett, California Senator 10th District for leadership, commitment and dedicated service to the community; 2009
- Awarded "Guardian of Freedom" for extraordinary performance and dedicated service to help safeguard our Nation's freedom and combat terrorism; 2004

### LEADERSHIP INVOLVEMENT:

- CCIM NorCal Infrastructure/Reuse Tour Committee; 2014 – 2016 (Chairperson)
- Asian Pacific Fund; 2014 – present (Advisor)
- Ohlone College Foundation Finance Committee; 2013 – 2015 (Chairperson)
- Ohlone College Foundation; 2011 – present (Board of Director)
- Fremont Economic Development Advisory Commission; 2010 – present (Commissioner)
- Fremont Redevelopment Agency Relocation Appeals Board; 2009 – present (Commissioner)
- Rotary Club of Fremont, 2008 – present (Active member); 2016-2017 (President)
- Citizens for Better Community; 2006 – present (Board of Directors), 2009 – 2011 (President)
- Rotary Foundation of the Rotary Club of Fremont; 2010 – 2012 (Chairperson)
- Asian Pacific Islander Public Affairs Association (APAPA); 2008 – 2010 (Co-founder & Exec Director)

### LEADERSHIP TRAINING:

- Leadership Fremont, a Fremont Chamber of Commerce program; 2010
- Franklin Covey 7 Habits of Highly Effective People; 2000

### 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 in the areas of acquisition, disposition, leasing, partnership formations, portfolio/asset management and value-added services. We offer best-in-class solutions by leveraging 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.