



Thomas W. Ryan

Senior Vice President
NAI James E. Hanson
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Career Summary

Tom Ryan is a real estate and finance executive who has extensive experience assisting owners, investors and developers with industrial, office, and recreational properties. His broad understanding of this area includes land assemblage, obtaining approvals and value enhancement. He has leased more than 2,450,000 sf of industrial and office space since 2010. Tom has extensive golf course real estate and development experience which began with a 1,106 acre personal investment deal with the Robert Trent Jones Golf Club in Virginia. Tom was responsible for financing and zoning approvals and for coordinating legal, architectural, marketing and additional capital formations.

In partnership with Robert Trent Jones, Sr., Tom consummated a joint venture with Montrose Capital of Durham, NC, Beatrice Bishop Estate, Dave Thomas (Wendy's), Ted Field (Marshall Fields) and J.B. Fuqua. Several banks requested assistance with the implementation of procedures to classify under performing assets and formulate individual "exit strategies" that would maximize return. He has assisted Provident Bank, Ramapo Bank, First DeWitt Bank, Sovereign Bank, Bank of New York and Summit Bank with problem loan sales. Tom is a licensed New Jersey real estate salesperson and also has performed expert witness testimony relating to real estate bankruptcy and construction lending practices. He is also active with the North Jersey Alzheimer's Association and the Summit Speech School.

Education

Rutgers, The State University Graduate School of Business MBA in Finance
Villanova University, BA Economics
Stonier Graduate School of Banking, Degree Program

Professional Affiliations

TMA - Turnaround Management Association
IOREBA - Industrial & Office Real Estate Brokers Association
NAIOP - National Association of Industrial and Office Properties
NJ Mortgage Banker's Association (2nd Vice President)
NAR - National Association of Realtors

Significant Transactions

SOLD

- 170 acres land, Pohatcong, NJ
- 233,000 SF on 62 acres East Hanover, NJ
- 160,000 SF on 11.5 acres site to be redeveloped Irvington, NJ
- 145,000 SF office on 21 acres CCRC New Providence, NJ
- 140,000 SF Universal Folding Box Corporation Hoboken, NJ

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Significant Transactions Continued

- 102,000 SF industrial building New Providence, NJ
- 64,036 SF industrial Jersey City, NJ
- 60,000 SF freezer/cooler building on 4+ Acres Springfield, NJ
- 52,000 SF industrial building New Providence, NJ
- 24,000 SF industrial building Little Falls, NJ
- 24,000 SF R&D building Cedar Knolls, NJ
- 20,000 SF office building Mountainside, NJ
- 19,000 SF strip shopping center Randolph, NJ
- 15,000 SF Bassett Associates Summit, NJ
- 11,100 SF office Summit, NJ
- 4,100 SF industrial building New Providence, NJ
- 16 acres Chatham, NJ
- Sale of former Ford auto dealership retail buyer Maplewood, NJ
- "Preppy Pup" canine facility Summit, NJ
- SAGE headquarters Summit, NJ

LEASED

- 650,000 SF Teterboro /S. Hackensack, NJ
- 304,000 SF The Sports Authority Atlanta, GA
- 215,000 SF 10 year International Paper Elizabeth, NJ
- 160,000 SF ProLogis to Chamberlain Group Carlstadt, NJ
- 140,000 SF Restaurant Depot, South Hackensack, NJ
- 122,000 SF Springfield, NJ
- 73,000 SF International Paper/Federal Express Elizabeth, NJ
- 58,000 SF The Shakespeare Theater of NJ Florham Park, NJ
- 36,000 SF long-term Berkeley Heights, NJ
- 28,000 SF office Trinitas Regional Medical Center Cranford, NJ
- 27,600 SF industrial, Elmwood Park, NJ
- 15,000 SF Peapack Gladstone Bank Morristown, NJ
- 14,000 SF office at 129 Summit Avenue 3 tenants Summit, NJ
- 12,500 SF long term 30 Maple Street Summit, NJ
- 12,217 SF investment Malvern, PA
- 10,500 SF industrial Jersey City, NJ
- 9,200 SF office Morristown, NJ
- 8,350 SF industrial Mountainside, NJ
- 6,500 SF office Summit, NJ
- 6,000 SF for Cooper, Rose & English Summit, NJ
- 4,000 SF Root's Building Summit, NJ
- 3,600 SF office Provident Bank New Providence, NJ
- 3,000 SF LULULEMON USA, INC Summit, NJ
- SAGE resale Shop Summit, NJ