


# Ivan Zavala Steidel

Puerto Rico

 [zavalai@realityrealtypr.com](mailto:zavalai@realityrealtypr.com)

 (787) 745-8777

 [linkedin.com/in/ivanzavala](https://www.linkedin.com/in/ivanzavala)

## Summary

Iván Zavala is the founder and visionary leader of In Realta Grupo Inmobiliario, a real estate & development conglomerate with subsidiaries in the industries of:

- Real Estate brokerage
- Real Estate Education Institutes
- Real Estate Investments (Private Portfolio)
- Property auctions
- Property administration
- Urban development
- Hospitality
- Real Estate Fund
- Real Estate Technology Development

Iván began his career 26 years ago, as the founder and CEO of Reality Realty, PSC, a full service brokerage firm and currently the largest and most diversified local real estate company in Puerto Rico.

He is a results-driven leader and entrepreneur, focused on taking calculated risks and maximizing returns. At the peak of the Puerto Rico's fiscal crisis, he led the company to be recognized as the fastest growing real estate firm in Puerto Rico, this growth has been also recognized by the "Caribbean Business' Book of Lists" in recent years.

With a successful personal investment portfolio of his own, since the enactment in 2012 of tax incentives laws in Puerto Rico, now known as Act 60, he has been actively involved in assisting local and international investors in assessing and completing acquisition of property portfolios and developing partnerships.

For the past years, Iván has been directly engaged in urban development, revitalization and hospitality sectors. He is passionate about mixed-use designs in urban revitalization and has proved that affordable housing, urban retail, and hospitality endeavors can coexist and ignite economic development without gentrification. Focused on positive social change, culture and art have been the driving forces in his main Project in Santurce, where a massive revitalization is taken place in more than 137 residential and commercial units at this community. In the recent years he's been closely involved in the construction and development of Don Rafa Boutique Hotel, in the historic district of Miramar; expected to open by summer 2022.

His proven track record in Real Estate and related business stand by him with outstanding results such as:

- +1 Billion Assets Sold
- +8.5k Closed Transactions
- +300k Assets under Management (Private Owned Portfolio)
- 300+ Rental and Commercial Units (Private Owned)
- 90+ Short Term & Vacation Rental Units
- +750MM in Portfolio Sales
- 2 Hotels (Under Construction)

The combined sales volume of the companies operated this past 2021 reached \$100 million in sales and a combined annual income exceeding \$5 million in revenue.

## Experience

### **Chief Executive Officer**

In Realta Grupo Inmobiliario

2019 - Present (3 years 1 month +)

The DNA of In Realta is fostered through the “blend” of each of our affiliate companies and arises from the fusion and expertise of real estate, education, investment and development services that our professionals have developed over the years, standing out as the local real estate group that offers the greatest diversification of services, experts within the Puerto Rico market.

### **Founder and Chief Executive Officer**

Realty Realty

1996 - Present (26 years 1 month +)

Realty Realty PSC. is a “one stop shop” real estate firm that offers more than 20 years of experience providing the highest quality service based on the knowledge and specialization of Real Estate in the Puerto Rico market.

Through Zavala’s vision, the firm has developed it’s strengths through diversification, offering a wide arrange of services that include: Resales, Rentals, Short sales, Property Auctions, Luxury properties, Relocation, and new developments.

Realty Realty has been recognized as the fastest growing real estate firm in Puerto Rico for the past eight years. For more information on Realty Realty and it services please visit:

<https://www.realtyrealtypr.com/>

### **Founder and Chief Executive Officer**

Inmobiliarias Naihomys

2001 - Present (21 years 1 month +)

Inmobiliarias Naihomys is an investment and property flipping company. With almost 20 years of experienc. Our team of investors, and highly skilled and trusted contractors have a proven record of revitalization of neglected homes and commercial spaces with an above average return of investment margins. Our diverse buying and acquisition methods ensure a continuous flow of properties.

### **Founder and Chief Executive Officer**

Realty Institute of Real Estate - REIRE

2005 - Present (17 years 1 month +)

For over 15 years Realty Institute of Real Estate – REIRE has been an industry referent for Salesperson Pre-License, Broker Pre-license, Post license education, and Continuing Education for Real Estate in Puerto Rico. As a sister company to Realty Realty, REIRE ensures the best continued training and education to all its brokers. For more information about REIRE and our services please visit:

[www.reire.net](http://www.reire.net)

 **Founder and Chief Executive Officer**

**Top Property Management**

2017 - Present (5 years 1 month +)

After Hurricane María hit Puerto Rico, market conditions led to opportunities in the areas of urban development, hospitality and property administration, thus Top Property Management came to be. This affiliate provides high quality property management services throughout Puerto Rico. With an inventory of over 200 properties, that include short term vacation rentals, residential long term rentals, and commercial space leasing, TPM provides its clients a wide array of services that include: Facilities management, Accounting services and reporting, Performances analysis and assessment, Sales and leasing services, and Construction management, always keeping the clients best interest as a priority.



**President**

**Semilla Urbana**

2019 - Present (3 years 1 month +)

Semilla Urbana, emerged from Ivan's vision and commitment towards social responsibility. As a non for profit organization, it works to revitalize underserved urban areas through initiatives that focus on integrating art and culture in their every day life and their communities. Using art and culture as the driving forces to build more resilient, secure and economically sustainable and environment friendly is Semilla Urbanas main purpose.



**Managing Partner**

**Urbital**

Dec 2021 - Present (2 months +)

Provide key insight, knowledge and guidance in the development of this data-driven app that offers the public an approximate price of a property based on market, economic, and demographic factors. Urbital organizes zoning details into parcels and visualizes the data so that the user can make more informed decisions about the potential price of their property.

**Licenses & Certifications**



**Real Estate Broker, License: C -8903** - Junta Examinadora de Corredores, Vendedores y Empresas de Bienes Raíces



**General Real Estate Instructor License: IG-146** - Junta Examinadora de Corredores, Vendedores y Empresas de Bienes Raíces



**ABR, Accredited Buyer Representative** - National Association of REALTORS®





**CIPS, Certified International Property Specialist** - National Association of REALTORS®



**CRB, Certified Residential Broker** - National Association of REALTORS®

 **CRS, Certified Residential Specialist** - National Association of REALTORS®

 **GRI, Graduate Realtors Institute** - National Association of REALTORS®

 **GRI, Graduate Realtors Institute** - National Association of REALTORS®

 **TRC, Transnational Referral Certification** - National Association of REALTORS®

 **SFR, Short sale & Foreclosure Resource** - National Association of REALTORS®


 **SRES, Senior Real Estate Specialist** - National Association of REALTORS®

 **Certified Commercial Investment Member / CCIM - In Process** - National Association of REALTORS®

## Skills

Real estate Consultant • Investor • Commercial Broker • Reos specialist • Motivational speaker • REO  
• Real Estate • Motivational Speaking • Short Sales • Investment Properties

## Honors & Awards

 **Eagle Award @ National Association of Hispanic Real Estate Professionals** -  
National Association of Hispanic Real Estate Professionals

 **PR REALTOR® of the Year @ Puerto Rico Association of REALTORS®**  
2012

 **REALTOR® of the Year @ Caguas, Board of REALTORS®**  
2012