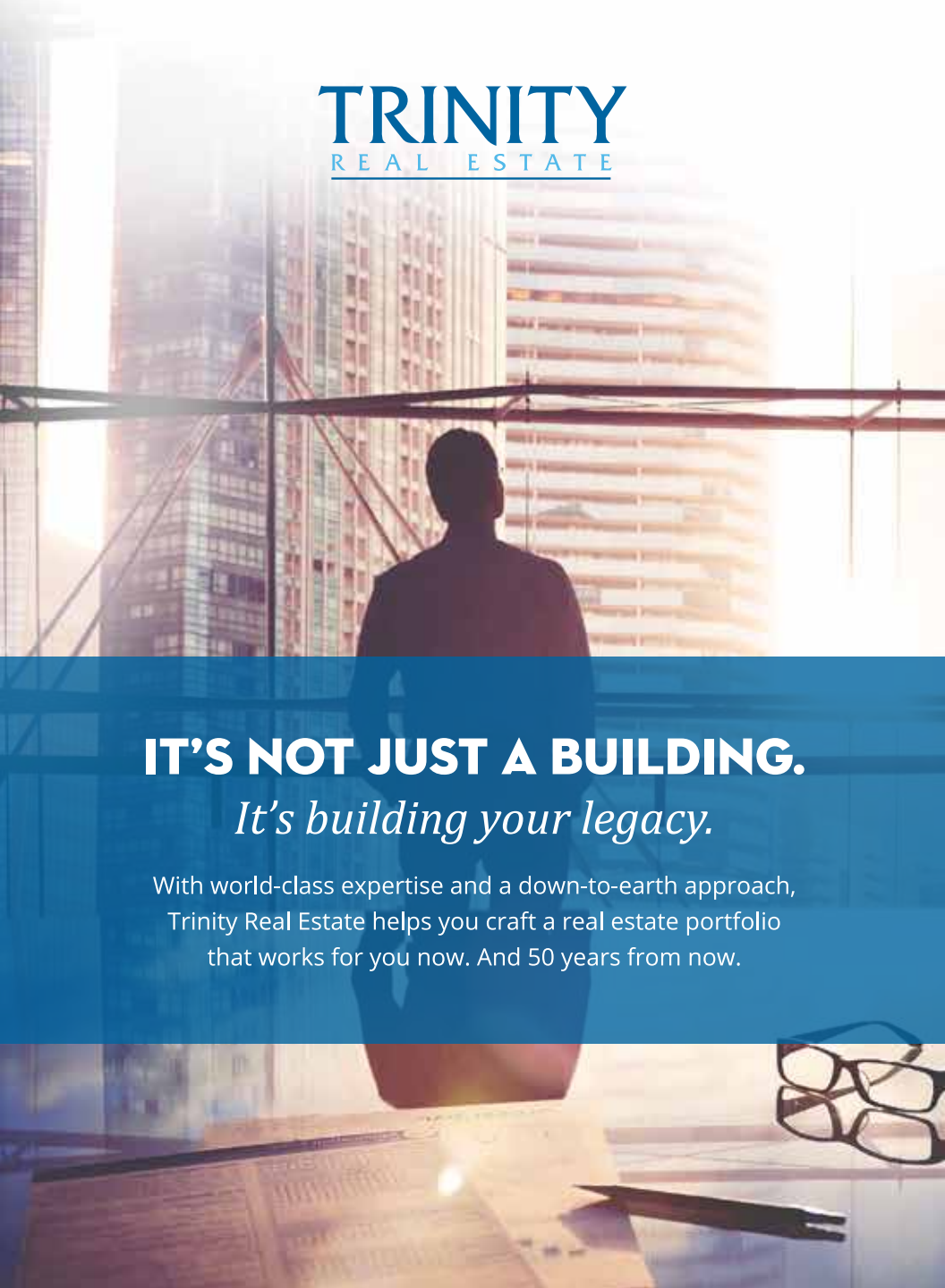
TRINITY
REAL ESTATE
IT'S NOT JUST A BUILDING.
It's building your legacy.
With world-class expertise and a down-to-earth approach,
Trinity Real Estate helps you craft a real estate portfolio
that works for you now. And 50 years from now.

WE UNDERSTAND MARKET DYNAMICS. AND FAMILY DYNAMICS.

Investing on behalf of families is unlike any other business. It requires equal measures of discipline and flexibility, and advisors who understand how the personal sometimes shapes the professional. Whatever your family's vision, we can deliver solutions for creating, enhancing, and preserving wealth through real estate.

SERVICES:

- Goal-setting
- Investment strategy & implementation
- Portfolio evaluation & development
- Asset management
- Asset redevelopment
- Acquisition & disposition
- Property repositioning, renovation, & development
- Family education & mentoring
- Institutional-quality reporting
- Best practices implementation
- Performance benchmarking

TRUSTED BY INSTITUTIONS. RAVED ABOUT BY FAMILIES.

Since 2001, we've provided guidance and services to some of the world's most respected institutional investors—and to some of the Pacific Northwest's most prominent families. We've acquired, managed, developed, and repositioned, more than $9 billion in assets, with expertise spanning all sectors of real estate.

"Trinity provides family offices like ours with world-class real estate investment services right here in the Northwest."

– Family office client of 12 years

"Every step of the way, they were as careful with our money as if it were their own."
– John Costacos

A TRINITY SUCCESS STORY:
Navigating the sale of a high-value asset

A parking garage in the heart of downtown Seattle had been in the Costacos family since the 1940s. Decades later, as the city boomed, several firms approached the family with offers to lease or buy the property.

The Costacoses wanted to be wise about their response. Was it better to lease? To sell? At what terms? And what happens afterward? A casual lunch aimed at answering some of those questions soon turned into an ongoing relationship.

We guided the family through the fast-paced, often dizzying world of high-value real estate. In addition to counseling them during the sale of their property, we helped complete a complex IRS "1031" exchange, arranged cost-effective financing for their new properties, and, above all, made sure they understood the risks and opportunities in each investment.

Says family member John Costacos, "We understood the deals we made and felt good about them. We also appreciated how Trinity handled our complex family dynamics. Overall, I can't imagine anyone doing a better job."

"Our family provided the enthusiasm and the vision. Trinity brought the strategy and discipline."
– Family office client of 2 years

A TRINITY SUCCESS STORY:
Building wealth for the next generation

Our client already had a successful record of investing. But to help reach an ambitious goal of building wealth for the next generation, they wanted to enhance their portfolio with more real estate.

Knowing they needed the same high level of expertise that guided their other investments, the family met with several real estate consultants. National firms were too big and impersonal; even some local firms were too "corporate." And none offered all the services and expertise the family was looking for. That's where we came in.

We first helped family members achieve consensus on their goals. Then we provided the structure for bringing that vision to life. We strengthened day-to-day portfolio management by implementing key systems, processes and analytics. And we continue to mentor members of the family so they can make future decisions with confidence.

In all, we're providing our client with exactly what they were looking for: best-in-class real estate counsel with a personal touch.

MARLBOROUGH HOUSE

Some see a half-renovated 1920s apartment building with mold issues and call it a mess. We called it 12 floors of opportunity. We completed a major redevelopment—including interior work, a new lobby, environmental remediation, and more—in just three months. The remodeled classic was an instant hit. All 83 units were leased within five months and rents significantly surpassed projections.

Internal rate of return for our investors? 91 percent.

ANHALT APARTMENTS

Anhalt was an historic apartment building that had languished for nearly 50 years as administrative offices. In addition to renovating the building, we worked with city officials and the neighborhood to gain approval of an addition that maximized both density and the property's value. We also secured placement on the U.S. Registry for Historic Places. All 39 gorgeous apartments were quickly leased.

Internal rate of return for our investors? 42 percent.

From left to right:
Bridget Rauvola, Bruce Hosford, Pete Stone, Rob Larsen, Lex Wieneke, Richard Leider

SMART. EXPERIENCED. REFRESHINGLY HUMAN.

At Trinity Real Estate, you'll work with our agile and responsive team of cycle-tested senior executives who are remarkably knowledgeable, yet personal in their approach. Discover why decisions about major investments don't require major infrastructure—or major attitude.

Create. Enhance. Preserve.

You have goals for your wealth.
We have solutions for achieving them.

GET IN TOUCH.

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