



Trusted by Institutions, Raved about by Families. Newsletter

As we embrace the new year of 2019, we reflect on our accomplishments in 2018 and why we are passionate about building and managing direct commercial real estate portfolios. All that we describe below are a direct result of our working relationships in the market, and for that we are very grateful.

The Case for Direct Commercial Real Estate

At Trinity Real Estate (TRE), we are unabashedly passionate about investing in direct commercial real estate. Commercial real estate assets provide the potential for higher income, value creation, stable returns, inflation hedge, tax benefits and added diversification to investment portfolios. Direct ownership of real estate assets offers several unique attributes unavailable with other investment vehicles, whether private or public ... [read more](#)

Year-in-Review

Trinity Real Estate (TRE) successfully completed several notable projects in 2018 and expanded its client relationships. Several of these accomplishments are highlighted below.

PROJECTS - On behalf of an existing client, TRE successfully negotiated the ground leases for 3 large development properties (worth approx. \$35M) in the University District to an internationally recognized development group. The group plans to develop a mix of office, hospitality, multifamily and retail. Also, TRE worked with an existing client, to harvest the gains created through re-tenanting a large single-tenant industrial/flex building in Redmond. The sale of this building is scheduled to close in early 2019 at record pricing. TRE is now actively identifying reinvestment opportunities for the proceeds of this transaction through a 1031 Exchange for the client.

CLIENTS - This past year, Trinity added three new family clients. One of these new clients engaged TRE to review a sizable commercial property in their portfolio to assess if liquidation of the property was the best route for performance, portfolio management, and risk tolerances. Another client partnered with TRE to help acquire several real estate assets through a 1031 Tax Deferred Exchange related to the sale of a large development parcel the family had owned for generations. The goal of this transaction was to diversify the family's holdings and deliver stable and secure cash flow to the family.

Featured Property



Trinity, in partnership with a family office client, successfully acquired and transformed two sister buildings on the south slope of Queen Anne Hill. We were immediately attracted to the property's vintage charm, its great unit layouts, and sweeping views of the Seattle skyline and Elliot Bay. We also recognized an opportunity to re-imagine the building's interiors and deliver a unique tenant experience. Through Trinity's re-positioning and asset management efforts, the asset has proved to be an attractive investment and a point of pride asset for our client...[read more](#)

Firm Developments

We are pleased to announce that we have attracted some new talent to our Trinity team.

FRED LEVINE - Fred joined Trinity's transaction team in December as an Analyst, where he is assisting with acquisitions. Prior to joining Trinity, Fred was a graduate student at the University of Washington, where he obtained his Master of Science in Real Estate. While in school, Fred completed a 6-month internship at Unico Properties, a Seattle-based, commercial real estate investor. At Unico, Fred worked with the asset management group, working with office and multifamily assets in Seattle, Portland, Denver, Salt Lake City, and Austin, Texas. Prior to returning to graduate school, Fred worked as an accountant for Onvia, a publicly-traded, information services company in Seattle. Fred received his BA from Claremont McKenna College where he was an economics-accounting and psychology dual-major, and a 3-year letterman on the Claremont-Mudd-Scripps football team. Fred is an active member of Urban Land Institute (ULI) and the Washington State chapter of NAIOP. Fred enjoys the outdoors, traveling, music, and spending time with family and friends.

Trinity Real Estate (TRE) provides comprehensive, personalized real estate services and investment strategy to West Coast family offices and institutional investors. TRE's hands-on, high touch, and full-service approach has led to the management, development, and repositioning of more than \$3 billion in assets since its founding in 2001. These assets span all sectors of the real estate market including office, industrial, multifamily, hospitality, and mixed-use. TRE's objective is to create, enhance, and preserve real estate assets that produce strong long-term returns for its clients.

Smart. Experienced. Refreshingly human.



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