



## Trusted by Institutions, Raved about by Families.

### Annual Newsletter

We are pleased to announce several **accomplishments** and **developments** over the past year and a half. Our successes on behalf of our clients are a direct result of our **relationship** with you. We are thankful for your continued **support** and **collaboration** and would like to wish you a terrific 2018.

## Accomplishments

### Projects

Over the last year and half, Trinity (TRE) completed **13 transactions**, including **four dispositions** and **nine strategic acquisitions**. We also concluded **five major (anchor) leases** to realize our family and institutional clients' objectives. Additionally, we completed **two major renovation projects** resulting in significant value creation and property enhancement. Finally, we closed on **five loans** leveraging our clients' investment capital and improving their returns.

Provided below are some recent examples of completed projects on behalf of several family offices:



#### Acquisition: Seaboard Building

1500 Fourth Ave - Seattle

This landmark mixed-use building located in the heart of downtown Seattle was acquired with plans for a modest renovation and new marketing strategy. The acquisition is part of a long-term hold strategy to preserve and enhance our client's wealth.

#### Acquisition: Ford Building

1521 10th Ave - Seattle

The Ford building, which contains the iconic Elliott Bay Book Co., located in Seattle's Capitol Hill neighborhood was attractive due to its excellent location and high quality historic renovation. This acquisition added geographic and product diversity to our client's portfolio.



## Renovation: Saxonia Apartments

303 & 307 W Olympic Pl - Seattle

The Saxonia Apartments were purchased to meet our client's strategy of acquiring and renovating under-performing assets. Trinity has completed a substantial renovation of the property, which has leased above the proforma economics.

## Awards

We are honored to inform you that several of Trinity's real estate projects over the last 18 months received the following **professional recognition** for work we have done on behalf of our clients:



## Anhalt Apartments

- 2016 Northwest and Pacific Region AIA Merit Award
- 2015 Seattle AIA Honor Award
- 2015 People's Choice Urban Design Awards, 2nd Place
- 2015 Historic Seattle Preserving Neighborhood Character Award
- 2015 Nomination for NAIOP renovation of the year

## Bellevue First Congregational Church

2017 Ranked No. 7 in Design, Top 50 U.S. Design Firms, *Architect Magazine*

2017 AIA Award from IFRAA/Faith & Form in Religious Architecture: Re-Use/Re-Purpose.

2016 NAIOP 2016 Renovation of the Year Finalist

2016 AIA Award from IFRAA/Faith & Form in Religious Architecture: Unbuilt Work Category



# New Trinity Clients

In the past year and half, we added **six new family office clients** and **one new institutional client**. For these clients, we are enhancing their real estate portfolios through value creation and preservation of wealth. Currently, Trinity's client engagements represent \$300 million of assets under management and over \$100 million of client advisory assignments.

## Firm Developments

We launched our **new website** which articulates both our family and institutional practices. Given our conviction that our institutional experience and knowledge is beneficial to family offices, we are **proactively** reaching out to **expand** our practice in this area.

We are pleased to introduce you to the **six new members** on **our team**. These additions reflect our objective of expanding the family office practice as well as our commitment to provide exceptional services to our clients.

**ROB LARSEN** - Since 2005, Rob has partnered with Trinity on multiple investment and development projects. He brings nearly 40 years of experience in leading multidisciplinary teams assisting family offices, middle market enterprises, and global companies realize their goals. We are honored that Rob agreed to join us in 2017 as a Managing Partner and to become a part of our leadership team.

**BRUCE HOSFORD** - Bruce joined Trinity in 2017 as an advisory partner and is a long-time friend of the firm. Bruce brings over five decades of investing in the PNW commercial real estate market having been a partner at Trammel Crow and a founding partner at Spieker Properties. His relationships with key players and his discerning insight into the local market make him an invaluable adviser.

**BRIDGET RAUVOLA** - Bridget joined Trinity in 2017 as an advisory partner. She brings over two decades of experience of growing assets under management, developing investor relations programs, sourcing new clients, and was part of building one of the PNW's most successful private equity firms.

**KHADIJA KARRAM** – Khadija joined Trinity in 2016 as a Senior Property Accountant. Her calm efficient style and deep analytical skills enabled her to quickly be promoted to Controller in 2017. Khadija was previously a senior accountant at Greystar.

**PAUL SHERLAND** – Paul joined Trinity's analyst team in late 2015. His appraisal background and strong research capabilities allow us to efficiently evaluate opportunities. In conjunction with being on Trinity's analyst team, Paul is also obtaining his MBA from Seattle University.

**ANNE HEINLEIN** – Anne's project coordination skills, gleaned from her time with JLL, combined with her extensive background in marketing are strong additions to Trinity. She has served in her role as Office Administrator since early 2016 and has become essential in keeping things running smoothly.

**\*2017 PROMOTION\*** - **LEX WIENEKE** has earned the position of **PARTNER**. Lex has been with the firm since 2013 and has been integral to sourcing and structuring numerous transactions, as well as streamlining our asset management and reporting infrastructure. We are extremely excited to have him as part of the leadership team.

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.

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Smart. Experienced. Refreshingly human.



RICHARD LEIDER  
Managing Partner  
[rleider@trinityre.com](mailto:rleider@trinityre.com)



PETE STONE  
Managing Partner  
[pstone@trinityre.com](mailto:pstone@trinityre.com)



ROB LARSEN  
Managing Partner  
[rlarsen@trinityre.com](mailto:rlarsen@trinityre.com)



LEX WIENEKE  
Partner  
[lwieneke@trinityre.com](mailto:lwieneke@trinityre.com)

Create. Preserve. Enhance.