



A CASE STUDY

BELLEVUE FIRST CONGREGATIONAL CHURCH

**Out with the Old, in with the New: Teamwork and Creativity
Provide a Solid Foundation for a Church on the Move**

BACKGROUND

Bellevue First Congregational Church has been a cornerstone in the heart of downtown Bellevue for over 100 years, but the building had fallen into disrepair. Deferred maintenance had outpaced the congregation's ability to fund necessary repairs, and the aging facility had become more of a liability than an asset. The church recognized that selling the property and relocating elsewhere in downtown Bellevue was the most feasible and desirable option for its future growth.

After 45 days of unsuccessful attempts to sell the property through other brokers, the church turned to Trinity Real Estate for assistance.

APPROACH

Trinity's first step was to conduct a comprehensive massing study to better understand and showcase the property's potential, helping to justify a competitive price. We then developed a new marketing strategy and provided ongoing support to the church, resulting in multiple offers. We were able to close a deal quickly with an all-cash offer and a leaseback agreement that allowed the church to remain in its current facility until a new property was secured—ensuring a smooth transition for the congregation.

Simultaneously, we focused on identifying the right location for the church's new home, strategically targeting office buildings that could be transformed into a functional house of worship. The creative use of space allowed us to maximize the church's value and meet its long-term needs.

OUTCOME

Trinity helped the church find the ideal property, an office building and successfully negotiated the sale. We then assembled a design team to convert the office building into an inspiring and functional worship space.

The renovation was completed on time, on budget, and in time to hold Easter services in the new church. There was enough proceeds remaining from the sale – a key goal of the Church – to also establish an Operational Endowment Fund to ensure greater financial stability moving forward.

The new church home has been widely praised by the congregation and the design community, winning multiple internationally recognized awards for its innovative design and functionality.

SERVICES PERFORMED

Strategic Advisory | Project Development | Transaction Services | Investment Strategy
Value Optimization Consulting | Development Management | Development Evaluation
& Assessment | Construction Management | Acquisition Services
Disposition Services