A CASE STUDY

ALIGNING LEGACY AND GROWTH

Addressing the Long-Term and Short-Term Needs of a Family Office's Real Estate Portfolio

BACKGROUND

Trinity Real Estate was approached by a multi-generational family office at a pivotal juncture. The family had recently received a soft offer on a well-located property that had been in their possession for generations. However, the family was not in alignment on a potential sale and sought Trinity's expertise to evaluate their portfolio and establish a clearer investment strategy moving forward.

APPROACH

Trinity Real Estate began by conducting a detailed market and asset performance analysis of the family's real estate holdings. This evaluation uncovered key risks, including a large portion of the portfolio being tied to single-tenant office assets with leases set to expire. This posed a significant risk in that their cash flow could be disrupted and could also lead to a capital call. The evaluation also contained cash flow forecasts, offering the family valuable insights into how their portfolio would perform under various market scenarios.

Trinity also reached out to their many shareholders to assess their perceptions of their many family shareholders to assess their understanding of the portfolio holdings and their personal needs moving forward. Based on the numerous interviews, Trinity was able to identify shared goals and align them with an overall investment strategy. After reviewing the input, the consensus was clear: the family was committed to growing the portfolio, as long as the appropriate risk and return strategy was established.

OUTCOME

With the new strategic plan in place, the family now has a clear and confident roadmap that balances their desire for portfolio growth with the need for sustainable cash flow. This dual focus addresses both their short-term financial needs and their long-term legacy goals.

For the first time, the family feels aligned around a vision they can all support. With Trinity Real Estate's expert guidance, they have transitioned from uncertainty to action—confident that the next steps reflect both the values and ambitions of each generation. Trinity will now execute the agreed-upon strategic plan, managing the portfolio's repositioning, reinvestment, and cash flow optimization initiatives on the family's behalf. This partnership ensures that the family's real estate assets will not only preserve but also grow their wealth, securing a legacy for generations to come.

SERVICES PERFORMED Strategic Advisory | Investment Strategy | Value Optimization Consulting | Family Education & Mentorship | Family Governance & Structuring