



A CASE STUDY

SURVIVING THE GREAT RECESSION

Our clients inherited a mixed bag of real estate just in time for the worst economic crisis since the Depression. We helped them find their footing and navigate to safety.

BACKGROUND

Our clients inherited a diverse real estate portfolio—a mix of well-performing properties and several challenging assets. The latter included an unsold condominium property, a contaminated industrial site, and a vacant industrial building. Some of the assets included personal guarantees attached to the financing. Adding to the complication was a working relationship with several partners. When the real estate market hit the downturn that began in 2008, our clients found themselves in a precarious position. a comprehensive analysis of market demand, economic feasibility, and potential repositioning strategies.

APPROACH

The Trinity team, led by Richard Leider, began by attending client meetings, advocating for their interests, and helping everyone steer through the suddenly treacherous waters. After assessing their portfolio, the Trinity team helped them to develop a plan for moving forward. The first order of business was to recapitalize several loans, giving them more time to find profitable solutions. Next, we guided them through the sale and buyouts of multiple properties, some well-performing, some not. We also helped them navigate their interactions as a family. As our client stated,

“When children inherit a family business...there can be a lapse of organization and direction, while new leadership emerges. A large percentage of family businesses don’t make it to the next generation for this reason.”

OUTCOME

Three years and multiple transactions later, the family was left with a smaller, stronger, better-performing portfolio. Today, they’re free to focus more on their lives and less on their real estate concerns. *“Richard was a master at exactly what we needed,” she says. “His expertise, direction, calmness, and handholding were invaluable. I can’t imagine how we could have done this without him being there for us. We credit him for our survival.”*

SERVICES PERFORMED

Strategic Advisory | Transaction Services | Investment Strategy | Value Optimization Consulting | Portfolio Performance Review | Family Education & Mentorship Acquisition Services | Disposition Services