



# GET THE MOST OUT OF YOUR REAL ESTATE.

We provide custom strategies and comprehensive services to help Pacific Northwest focused organizations create, enhance and preserve value through real estate.

**TRINITY**  
REAL ESTATE



## **STRATEGY FIRST.**

*Because sometimes the obvious answer isn't the best one.*

### **REAL ESTATE CAN BE A VALUABLE ASSET. IT CAN ALSO BE A SOURCE OF CONFUSION.**

What's the best way to maximize the value of your portfolio? How can you better align it with your mission and strategy? What's the smart move—for now, and for ten years from now?

Before we advise, we learn—about your mission, your long- and short-term goals, and more. Once we know who you are and where you're going, we recommend actions that align with your specific situation.

### **AN OWNER'S PERSPECTIVE.**

We think like an owner because we are an owner, with major investments in real estate throughout the Pacific Northwest area. We treat your assets with the same care, consideration and comprehensive perspective that we apply to our own.

### **RECOMMENDATIONS + IMPLEMENTATION.**

We're different from brokers and consultants because we can actually implement the solutions we recommend. From selling to renovating to ongoing management, we manage the details so you don't have to.



## **BUILDING CONSENSUS.**

Chances are, there's more than one decision-maker involved in your real-estate decisions. We understand team dynamics and have deep experience in facilitating a process that gets everyone on the same page, so that you can all move forward together.

## **WHO WE ADVISE:**

- ▲ Companies
- ▲ Nonprofits
- ▲ Universities
- ▲ Faith communities
- ▲ Public agencies
- ▲ Institutions
- ▲ Families
- ▲ Civic organizations

## **HOW WE HELP:**

- ▲ Goal-setting
- ▲ Asset and portfolio management
- ▲ Property assessment and optimization
- ▲ Redevelopment and repositioning
- ▲ Disposition and acquisition management
- ▲ Debt Evaluation and execution

## **SEATTLE'S GO-TO EXPERTS.**

Working with us means always working with our "A team"—experienced yet down-to-earth advisors with a century of collective experience having acquired, managed, developed and repositioned more than \$9 billion in real estate assets.



From left to right: Bridget Rauvola, Bruce Hosford, Pete Stone, Rob Larsen, Lex Wieneke, Richard Leider

## *A Case Study:*



*“They thought of everything, even saving us \$10 million on the furnishings.”*

## **A HIGHER DEGREE OF SERVICE.**

The University of Washington, a top-tier, internationally recognized University occupying 20 million sq. ft. of space in 500 buildings, needed still more room to expand. The goal? Acquiring Safeco Tower: a landmark, multi-story, 500,000 square-foot office tower near campus. Knowing they needed expert advice, university officials selected Trinity.

Our solutions included an approach to underwriting that ensured a fair market price, a capitalization strategy for funding, oversight of the deal’s completion, and developing and implementing an occupancy strategy. End result? A big win for UW.

*Create. Enhance. Preserve.*

You have real estate goals.  
We have solutions for achieving them.

**ANSWERS ARE JUST  
A PHONE CALL AWAY.**

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