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January 4, 2021

Celebrating 2020?

As we eagerly embrace the holiday season and close out this unprecedented year, it would be an understatement to acknowledge 2020 as anything typical. When we planned for 2020, we never imagined a year defined by the global COVID pandemic, miraculous vaccine development, divisive elections, staggering national unemployment, skyrocketing stock market and Black Lives Matter Movement. However, if we sit back and focus on the good news, the silver lining, our incredible network, we can honestly say 2020 brought out our best selves despite the turmoil. TriStar had the best year in its 7-year history, and we profoundly express our gratitude to our investors, family and board members and employees engaged in our non-profit organizations, Star-C and EduHousing.

“Any deep crisis is an opportunity to make your life extraordinary in some way.”
— *Martha Beck, Author*

TriStar was founded in 2013 on the philosophy of Trust, Transparency and Timing. Here are a few highlights of our year:

We sold Tristar Fund V (below) and **delivered a 12% return** to our investors, which approximated where we felt we would perform when the fund was launched. Trust is telling people that you will do your best to deliver on your skills and expertise:



Tristar Fund V
12% IRR

Transparency

When bad news happens, you have to let your investors know what is going on. This is the role of a fiduciary. Who knew that the retail market would be hit so hard? We sold Old Norcross Plaza (pictured below), which struggled over our holding period with many stories that could create a textbook for asset managers. However, we sold it in January 2020 prior to COVID and feel that the timing, relatively speaking, could not have been better. Yes, it was a loss to our investors but in keeping with our mission, we were transparent with the challenges, as well as the solutions we brought to the table to affect a better solution than what might have occurred.



Old Norcross Plaza

Timing

In November of 2019, we launched Tristar Fund VII (see below) and purchased an office complex near Truist Park (Braves Stadium) in Northwest Atlanta. The fund's stated goal was long term cash flow, and we were confident we could deliver since the properties were well-located in a hot market. We sold off one the three (3) buildings at a profit at the closing to reduce the basis of the remaining assets. We then completed a major renovation, adding a surgical group who moved their headquarters and surgical center into the property. Unexpectedly, we lost a tenant impacted by COVID, and we made preparations to re-lease the space; however, along came an unsolicited offer from a user, which we declined. They came back, and further progress lead us to the sale of the fund at the end of 2020. We owned these assets just outside of a year and gave a **return to our investors of 85%**. We wanted to hold the asset for ten years, but *timing* was such that it was better to take the profits earlier than expected.



**Tristar Fund VII
85% IRR**

While 2020 challenged us to rethink our priorities, we are looking forward to a recovery in 2021. We are launching Tristar Fund VIII, which will be a good addition to our funds. Stay tuned for more information or call us if you would like to hear a preview about the offering.

Finally – Doing Good is Good for You



\$4.0 Million Dollars of Scholarships for Eviction Relief

The partners of TriStar founded and have supported the nonprofit, Star-C which is an “Education Model with an Affordable Housing Solution.” Star-C launched an Eviction Lab in Summer 2019 and an official Eviction Relief fund in April 2020 to offer rental assistance and help families avoid evictions so their children can stay in school and avoid the devastating impact of transiency. Our noble goal was to raise \$50,000 to fund approximately 40 scholarships. This effort grew like wildfire, and as of the date of this writing, we have successfully given out \$4.0 million in eviction relief funds benefiting over 3,000 families with over 4,500 children. We have been blessed and are so fortunate to give back to so many in need. Thank you to our investors who believe in us and to our donors who have invested in our Star-C model to change the lives of children during this unprecedented year. 2020 brought out the best of our network, and we are forever humble and grateful.

Are You An Investor ?

We are in pursuit of several investments. If you are an accredited investor and want to be considered for one of these offerings, please reach out to us.

**Call us today to learn more at 404-698-3535 or
dgibbs@tristarinvest.com.**

Sincerely,

TriStar Real Estate Investment

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