

Trinsic Residential Group

Trinsic Residential Group is a privately-owned company focused on the development and acquisition of multifamily real estate in the Southwest, South Florida and Pacific Northwest regions. Trinsic develops, acquires and operates the highest quality multifamily properties for creating top investment-grade communities with a “360 degree” living environment.

Since its inception in 2011, Trinsic has developed or currently has under construction more than 5,500 units totaling a capitalization of over \$850 million.

Developing suburban, high-end institutional, garden-style properties as well as high-density urban communities with a focus on resident satisfaction, Trinsic concentrates on geographical areas of population and business growth.

Trinsic has development capabilities that cover the spectrum from site sourcing to the branding and marketing of completed communities. After finding a potential build site, Trinsic does extensive market research on the area, looking at everything from the number of existing units in the vicinity to the general economic climate. If the decision is made to proceed, an exhaustive due diligence is performed on the property, before moving on to underwriting.

Trinsic then shifts its focus to product design, where the initial research done on the property combined with the extensive experience of its team and data from other properties in its portfolio, is used to determine the ideal unit mix.

The multi-dimensional developer also serves as the general contractor for its properties, utilizing best-in-class planning, construction and management practices, emphasizing high-end finishes, distinctive design elements and a full complement of amenities.

Trinsic Residential Group’s team of industry veterans has more than 50 years of combined experience developing or acquiring in excess of 20,000 units with a total capitalization of over \$4 billion in multifamily real estate.

Todd Gosselink is Trinsic Residential Group’s Managing Director for Arizona. Gosselink joined Trinsic in 2013 and is responsible for the development and acquisition activities throughout the state. Prior to joining Trinsic, he held a number of titles at Alliance Residential, most recently Managing Director of National Investments and Acquisitions. In that role, he was responsible for identifying, underwriting, repositioning and harvesting investments in apartment communities, fractured condominiums and raw land across the United States.

He has been involved in the development of more than 1,500 apartments, representing an investment of over \$200 million in communities throughout Arizona and New Mexico. In addition to his development

experience, Gosselink has coordinated the acquisition of more than \$110 million in apartment properties in Texas, Virginia, New Mexico and California. Recently, he has been tasked with overseeing the development of The Standard, a 134-unit multifamily community in the heart of Old Town Scottsdale, which will be Trinsic’s first project completed in Arizona.

Gosselink is an active member of the Executive Council Charities, which raises money for underprivileged children throughout the greater Phoenix area.