



TRISTAR

REAL ESTATE INVESTMENT

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Expectations for 2020

We begin a new decade - the 20's!!!! Will it be roaring? As we contemplate and even make resolutions for the month, year or perhaps the new decade, it has never been more important in business (and in our personal lives) to set our expectations as we plan for the future

Here are some areas where we think expectations should be set:

1). Investments - I hate the baseball analogy question of "*what inning are we in*" relative to where the economy is in its current cycle. Whatever goes up will eventually come down, and the last few years have seen spectacular returns in all markets. 2020 will be a decade of adjusted expectations as we head to what appears to be a slower economy. If your investment advisor has produced wonderful returns over the past few years, maybe a degree of patience is in order this coming year?

2). Employees - We are experiencing the lowest unemployment rate since the 70's, with wage inflation in check. Since the great recession, employees have been asked to be more efficient...doing the work of other employees who were not replaced. Remember the old adage that "you can't squeeze blood from a turnip." Reset expectations for your values staff, don't increase them.

3). Our Children - Presumably, if your kids don't go to the best elementary and middle schools, they can't get into the best high schools and won't go to Harvard, and to reference a favorite Saturday Night Live episode - "they will grow up living in a van down by the river." For us type "A's" who want to mold our kids into something greater, they already have our DNA, and the more we push, the less productive they may actually become. Not every child is destined for our path, and taking "shop" or a vocational education path in high school may gain them a noble profession of plumber. A plumber makes twice as much as the national average, and a plumber with a little entrepreneurial skill, who buys a few trucks and starts a company is very rich!! It's all about being happy, right? Our kids are finding a different strides in life. Expect them to be happy in their future and let them pursue it with adjusted expectations from you.

4). Ourselves - As a product of the 1980's where "greedy was good," expectations were always high, and the burden put on ourselves daily is often unrealistic. Old age, cancer and heart attacks are taking away friends due to stress. Make this year a little easier on yourself.

Please Review Investment Profile of the Month

Deal Review of the Month:

Suburban Business Park **Cumming, Georgia**



What we liked

- Leased Building
- Good credit
- Rapidly changing area

Why we passed on the deal

- Oversupply of similar product in the market
- Deep Bay depth suited for only larger users or
- Heavy cost to subdivide asset to a multi-tenant facility

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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