

NAI Latter & Blum THE HAMMETT GROUP

Capabilities
& Expertise



ABOUT US

NAI Latter & Blum is Louisiana's leading commercial real estate brokerage company. We provide exceptional service and expertise across the Gulf South with offices in New Orleans, Baton Rouge, Lafayette, Lake Charles, and Alexandria where we offer advanced technologies in research, marketing, and financial analysis. From immersive 3D property tours and drone work to discount cash flows and site selection demographics, NAI Latter & Blum adds value to every transaction.

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NAI Global

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Client Sampling

15 Commercial Divisions

Retail

Office

Industrial

Multifamily

Hospitality

Appraisal

NAI Latta & Blum

THE HAMMETT GROUP

Welcome

What the Hammett Group brings to you.

The Hammett Group takes pride in being client centric. We strive to ensure that all of our clients receive the highest level of service, no matter the size of the business involved. The Hammett Group brings state of the art technology, as well as the resources of NAI Global, to each of our client's properties, so as to achieve maximum exposure.

Having represented property types of all kinds, The Hammett Group looks forward to helping you with any of your Commercial Real Estate needs. Whether it is Tenant or Landlord Representation, Buyer or Seller Representation, Investment sales or consulting or even Landlord consulting, Hammett Group strives to make the acquisition and sales process smooth for all parties involved.

We thank you for your interest in the Hammett Group and look forward to building a long-lasting relationship with you.



Grey Hammett III
Senior Agent

SENIOR AGENT

Grey Hammett III

grey@latterblum.com
direct 225.588.4343 office 225.295.0800

Background & Experience

Grey Hammett III is a Baton Rouge native. With a family deeply rooted in Baton Rouge real estate, it comes as no surprise that Grey has found his niche in the local market. Grey has worked in many roles of commercial real estate, including serving as developer, property investor, to commercial listing agent. Grey is married to Elizabeth Hammett and resides in Baton Rouge with their two boys.

As a Licensed Real Estate Agent, Grey prides himself on being available to his clients at all times of day. This has opened up his service to many repeat clients and longstanding relationships. From guiding potential buyers through investment deals and lease negotiations, Grey has a demonstrated history of skilled service. Grey and his team are looking forward to working both new and familiar contacts.

Education

University of Mississippi – Bachelor of Science – 2008

Professional Affiliations & Designations

- Member of the Sunrise Rotary Club Baton Rouge
- Baton Rouge Ole Miss Alumni Association Board Member
- Past President of the Baton Rouge Ducks Unlimited Chapter
- Member of The Great Americans Shoot for The Special Forces Charitable Trust
- Member of the Coastal Conservation Association Baton Rouge Chapter
- Member of One Man Shoot Fundraiser for Prostate Cancer Research and Awareness
- Past Committee Member of Swolfest Fishing Rodeo for Childhood Diabetes and Muscular Dystrophy

Other Associations

- Member of Sigma Alpha Epsilon Mississippi Gamma Chapter, Ole Miss
- Past Chairman of the Ole Miss Ducks Unlimited Chapter
- Past Member and Barron of Le Cercle de Bacchus
- Catalyst Member since 2012



Commercial Sales &
Leasing Agent Number:
0912122541



Strengths & Expertise

- Commercial Sales & Leasing
- Lease Negotiations
- Tenant Build Out
- Development Consultation
- Property Asset Management
- Commercial Investment
- Property Management

NAI **Latter & Blum**
THE HAMMETT GROUP

TEAM MEMBERS

Grey Hammett III SENIOR AGENT

K. Parker Cavin MANAGING AGENT

Brennan Hammett ASSOCIATE AGENT

Brooks Lawley ASSOCIATE AGENT

Jonathan Lueke ASSOCIATE AGENT

MANAGING AGENT
K. Parker Cavin

225.888.4030
pcavin@latterblum.com



Background & Experience

Native of Natchez, Mississippi, Parker moved to Baton Rouge to attend LSU. Graduating in 2016, Parker became licensed and has been helping guide clients through the transaction process since. Having worked in deals of all sizes, Parker is able to meet his clients with experienced advice and helpful guidance. Recognized for his familiarity with brokerage, Parker has served as a guest speaker for the LSU Student Real Estate Association.

As a member of the Hammett Group, Parker prides himself on offering clients state of the art technology in marketing and locating the ideal property, while being available to buyers and sellers at any time of day. His commitment to high quality customer service comes from his involvement with First United Methodist Church and East Baton Rouge Lions Club. Parker carries this attitude of service and attention through his interactions with clients.

Professional Affiliations & Designations

- Business Associates of Baton Rouge
- East Baton Rouge Lions Club
- Eagle Scout
- York Rite Lodge of Master Masons
- LSU Student Real Estate Association
- CCIM Candidate



ASSOCIATE AGENT
Brennan Hammett

225.295.0800
brennanh@latterblum.com



Background & Experience

Brennan Hammett is a Baton Rouge native and attended Northwestern State University. Being born and raised in and around commercial real estate it is in his heart and soul to be the best agent as possible to help to make Baton Rouge prosper as well as be the best agent to his clients. His experience in marketing has provided him with sales insight for succeeding in the industry of commercial real estate. Brennan is able to provide his clients with his vast knowledge of the local markets and trends. As a licensed Real Estate Agent with The Hammett Group at NAI Latter & Blum, Brennan utilizes his experience with marketing and media in hopes to provide friends, family, and clients alike with a productive and advantageous transaction.

Professional Affiliations & Designations

- Kappa Alpha Order (Gamma Psi Chapter)
- Presidential Ambassador (Northwestern State University)
- Committee Member Ducks Unlimited Baton Rouge Chapter
- Surfing's Evolution & Preservation Foundation

ASSOCIATE AGENT
Brooks Lawley



ASSOCIATE AGENT
Jonathan Luecke



Background & Experience

Brooks Elizabeth Lawley was born and raised in Houston, Texas and is a true southern woman even though she graduated from the University of Southern California. Within six months of moving to Baton Rouge, she joined NAI Latter & Blum commercial and sales division under the Hammett Group and immediately became an active member of the Baton Rouge community with a mission to help develop it to be the most exciting, safe, and profitable place it can be. Through her experiences, she has developed a keen eye for the details and has seen firsthand what it means to go the extra mile. As a true entrepreneur at heart, she knows the value in connecting with each individual is equally as significant as delivering quality services. Brooks stays up to date with market trends and networks with other real estate professionals through various platforms, most notably through her local and national charitable involvement.

brookslawley@latterblum.com
713.829.0930

Background & Experience

Born and raised in Baton Rouge, Jonathan Luecke also has family ties to New Orleans and Lafayette. Jonathan attained a degree in history from LSU in 2006 with a minor in Russian and then moved to Lakewood, Colorado. He attended the Colorado School of Trades where he prepared for work in the outdoor retail industry with business classes and practical gunsmithing. Upon returning to Baton Rouge in 2007, Jonathan joined the Cabela's Gun Library staff as their Internet Retail Specialist. For 8 years, he was responsible for acquiring and selling inventory both in store and through the internet. In 2015, he was hired by the popular local outdoor store, Bowie Outfitters, allowing Jonathan to network with important people in the Baton Rouge area.

In 2019, Jonathan joined The Hammett Group. Jonathan plays a key technical role and provides a fresh look into the commercial real estate sales process drawing from over a decade of internet sales and retail experience. He works to bring research and demographic information from a variety of sources to the clients of The Hammett Group. Jonathan lives in Prairieville with his wife, a teacher with a Masters in Education, and their son.

jonathanl@latterblum.com
225.288.4434



Reviews from Past Clients

“The Hammett Group handled our real estate transactions with the utmost professionalism. Their attention to detail, knowledge of the market, and friendly service made growing our business into a new space a pleasant and rewarding experience.”

- Matt Valiohall
Owner and Founder of Southern Marsh

“The Hammett Group was excellent to work with. They did a great job directing our company through the acquisition process. Not only were they knowledgeable of financing and the market, but they also used state of the art technology to keep us informed throughout our transaction.”

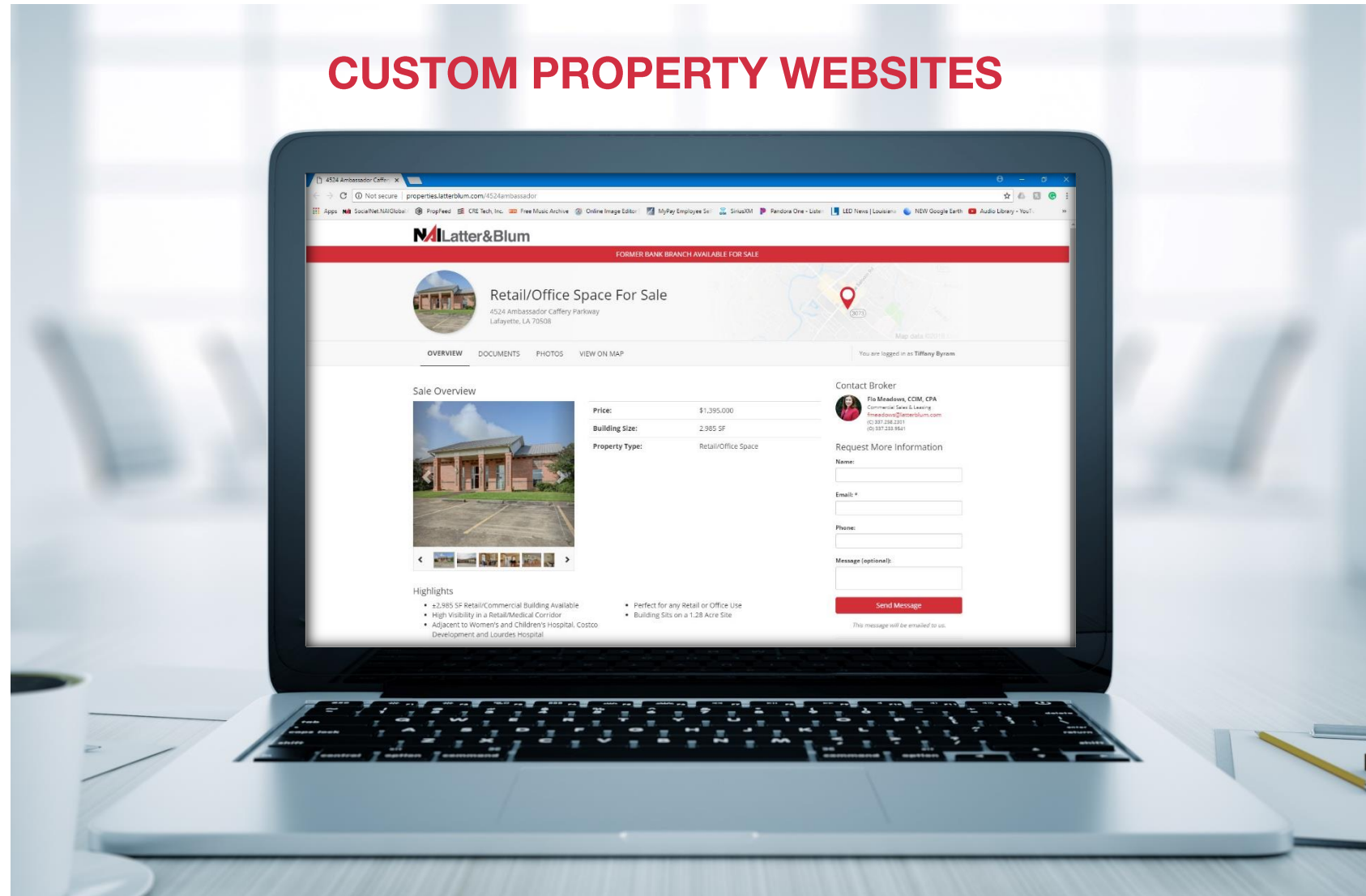
- Matt Flynn, former LSU & NFL quarterback
Owner & Founder of Myhy



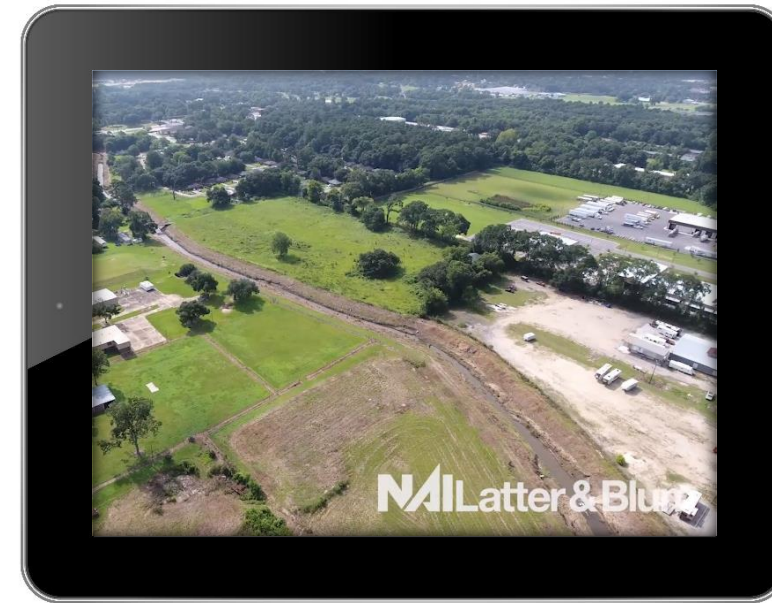
CAPABILITIES

Marketing Examples

CUSTOM PROPERTY WEBSITES



DRONE VIDEOS



BROCHURES



Property Overview
The subject property is improved with 53, 3000 sq. ft. systems, two-story, 'two pipe' design style rental buildings containing 250 units, 12' x 25' on lot square foot, 414' on average lot size of 720 square feet. The property includes a building of 100,000 sq. ft. building space, including 100,000 sq. ft. building space, including 100,000 sq. ft. building space, including 100,000 sq. ft. building space.

Location Overview
The subject property is generally described as being located in the Vieux Carré area in the heart of the French Quarter. The subject property is located in the heart of the French Quarter, in the heart of the French Quarter, in the heart of the French Quarter.

Sale Highlights

- Strong historical performance with a consistent 7.2% unlevered return and low live outlook for the foreseeable future.
- Proven track record for immediate cash flow and high occupancy rates in the 145,000 sq. ft. building.
- On-site management team consists of experienced property managers, maintenance staff, and other key personnel.
- Over \$5 million in capital improvements over the last few years.
- Easy access to downtown New Orleans and other major thoroughfares including the Gulf Drive, the Orleans City Cemetery, and the St. Charles Cemetery.
- The property is fully leased and has a high level of occupancy.
- Close proximity to major hotels, restaurants, and other amenities.
- Close proximity to major transportation hubs, including the New Orleans Morialtais Convention Center and the New Orleans Convention Center.
- Strong demand for office space in the area.



New Orleans is Number 1 on TripAdvisor's list of "10 Best Foodie Vacations in the USA", May 2016.

Expedia Viewfinder has named New Orleans one of the "Top-Rated Vacation Destinations in North America", May 2016.

The New York Times has featured New Orleans as their Number 1 Destination on their list of "52 Places to Go in 2018", Jan 2018.

AARP has named New Orleans Number 1 in their list of "Top U.S. Destinations for 2018", Jan 2018.

Thrillist has named New Orleans in their "18 Best Places to Go for a Big Trip in 2016", Jan 2016.

Travel + Leisure featured New Orleans in their roundup of "Best Places to Travel in the U.S. in February", Feb 2016.

Bloomberg included New Orleans in their list of "Where to Go in 2018", Jan 2018.

CNN Travel's "Best Vacation Spots for 2018" features New Orleans, Jan 2018.

ENDING DATA



matterport®

360° Panoramic HD Virtual Tours



CAPABILITIES

NAI Latter & Blum

What we bring to a partnership with you.

Since 1916, NAI Latter & Blum has led the commercial real estate market in this region. Through the years, we have maintained our commitment to quality while growing into the largest and most successful real estate company in the Gulf South. Today, we take pride in a commercial staff representing more professional designees than any other local firm. More than 50 NAI Latter & Blum commercial agents and staff currently hold CCIM, SIOR, CPM, MAI or CRE designations. Over 120 full-time commercial associates work from the company's commercial offices in New Orleans, Baton Rouge, Alexandria, Lafayette and Lake Charles. Additionally, over 2,800 residential agents staff 36 branch offices covering southern and central Louisiana, Mississippi, and Houston, Texas. Relationship management is a vital part of our core values, that's why our clients place their trust in us. It is this trust that forms the foundation on which NAI Latter & Blum was built. Through our affiliation with NAI Global, a global corporate real estate and investment services firm, we are able to reach over 400 markets in 55 countries. NAI Global has over 7,000 real estate professionals in these communities around the world. Through this key partnership with NAI Global, Latter and Blum has been able to foster the growth of some of the most successful real estate transactions in the Gulf South.

NAI Latter & Blum will align its goals with yours because the future of your business is dependent upon our ability to deliver results to you. We believe in the importance of a collaborative effort—from big picture down to the smallest detail.

We look forward to working with you.

Sincerely,



Karl Landreneau, CCIM, SIOR
Director, NAI Latter & Blum

NAI Latter & Blum By The Numbers

120 
REAL ESTATE PROFESSIONALS

6 LOCATIONS IN
LOUISIANA

Office
Retail
Industrial
Multi-Family
Hospitality
Land &
Property
Management

35 **CCIM** 
DESIGNEES

12 **SIOR**  **SIOR**
DESIGNEES

3 **CRE** 
DESIGNEES

1,500 +
TRANSACTIONS/YEAR

Superior information
management and
market research
capabilities for all
your commercial
real estate needs.

New Orleans | Baton Rouge | Lafayette | Lake Charles | Alexandria | Shreveport

WHY NAI LATTER & BLUM?



A CENTURY OF HISTORY



2,500+ AGENTS



40+ OFFICES



Louisiana's Oldest...

Founded in 1916 by Harry Latter and Joseph Blum, Latter & Blum is the oldest full service real estate company in the Gulf South. LATTER & BLUM remained in the Latter family for 70 years, sustaining a strong foothold in the real estate industry.

Robert W Merrick, CCIM, MAI, SIOR, CRE, purchased LATTER & BLUM in 1986. A visionary and nationally respected appraiser and broker, Merrick restructured the organization, and has led LATTER & BLUM through an incredible growth cycle.

Today, the LATTER & BLUM family of companies are comprised of a residential division, relocation division, commercial division, property management, insurance and financing services.

...Now Louisiana's Largest

Under Merrick's direction, Latter & Blum has grown into the largest and most successful real estate company in the Gulf South. After a long history in the Greater New Orleans region, LATTER & BLUM purchased CJ BROWN REALTORS', Baton Rouge's largest and most respected real estate company since 1917. Today, the LATTER & BLUM family of companies has expanded and merged with multiple real estate firms throughout the state to become Louisiana's first and only billion dollar real estate company. This statewide coverage is unmatched and gives our clients the connection and reach they need.

Behind the LATTER & BLUM signs, you'll find a well-established, professional real estate firm that offers a wide range of residential and commercial services. You'll also find knowledgeable people who take pride in their company and careers. They genuinely care about the communities in which they live and work.





Build on the power of our network.

NAI Global is
Strategic & Innovative.

- Over 7,000 local market professionals
- More than 400 offices worldwide
- Local experts in 55+ countries
- 425 million SF of property managed
- \$20 billion in annual transaction volume

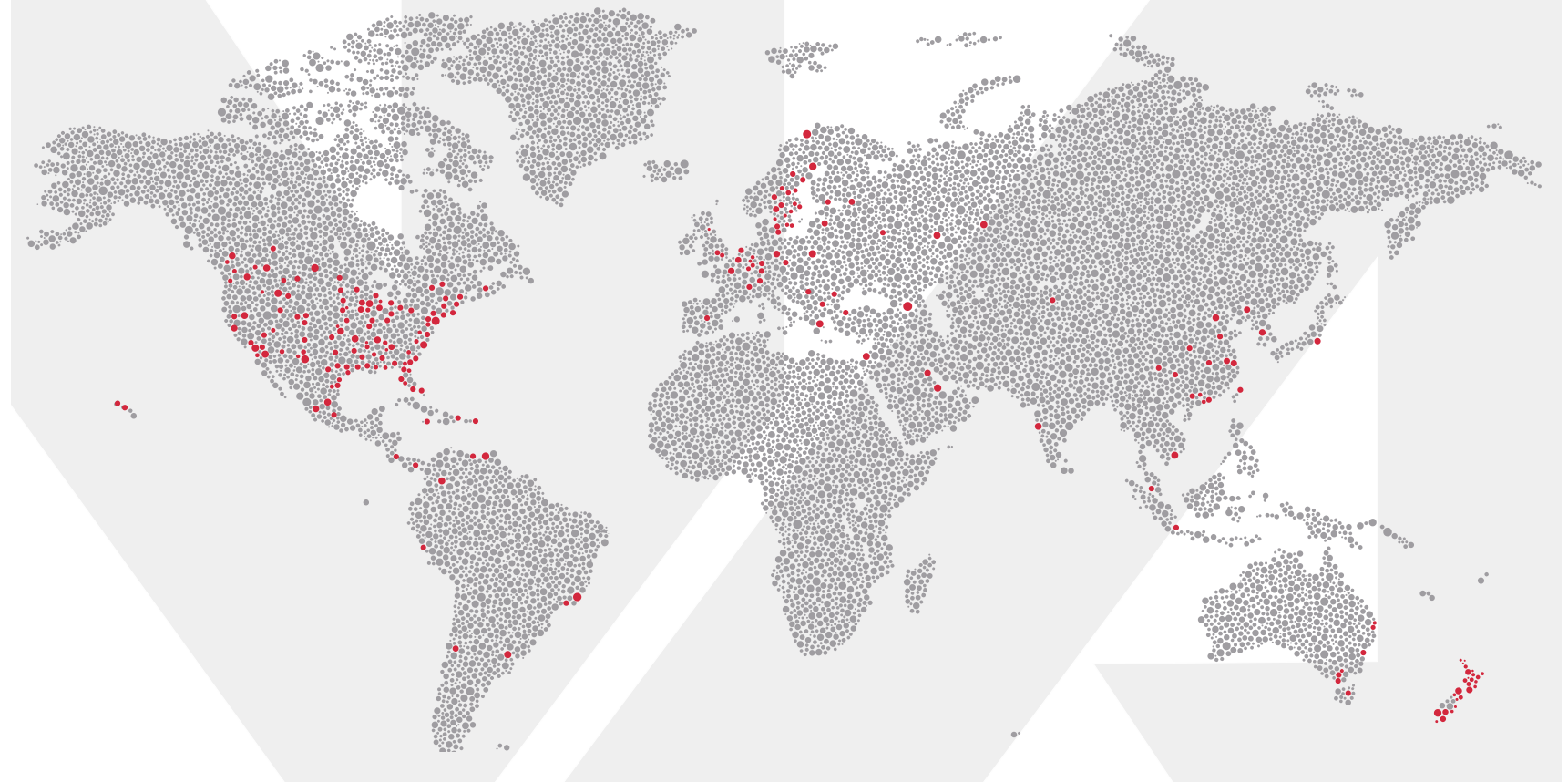
The Power of a **Global Team**

Nothing is as powerful as teamwork – that’s why NAI professionals work together to make deals, management and services fast and flexible. We’ve streamlined our organization, making easier to serve your needs without getting tied up in red tape.

No matter how complex your needs are, we have the reach to provide what you need, where you need it.

Our results speak for themselves, and our clients know firsthand how we deliver a unique mix of creativity, collaboration and service.

North America | Latin America | Europe | Africa | Asia Pacific



55

COUNTRIES



7,000

REAL ESTATE
PROFESSIONALS



400

OFFICES

A world of support that revolves
Around one axis: **You.**



Commercial Brokerage & Property Management Offices



NEW ORLEANS

504.525.1311

430 NOTRE DAME STREET
NEW ORLEANS, LA 70130

BATON ROUGE

225.295.0800

NAI LATTER & BLUM
1700 CITY FARM DRIVE
BATON ROUGE, LA 70806

225.753.3573

NAI LATTER & BLUM
DONNIE JARREAU REALTORS
4225 PERKINS ROAD
BATON ROUGE, LA 70808

LAFAYETTE

337.233.9541

806 E. ST. MARY BLVD.
LAFAYETTE, LA 70503

LAKE CHARLES

337.310.7333

1424 RYAN STREET
LAKE CHARLES, LA 70601

ALEXANDRIA

318.483.1515

4615 PARLIAMENT DRIVE, SUITE 100
ALEXANDRIA, LA 71303

SHREVEPORT

318.424.8432

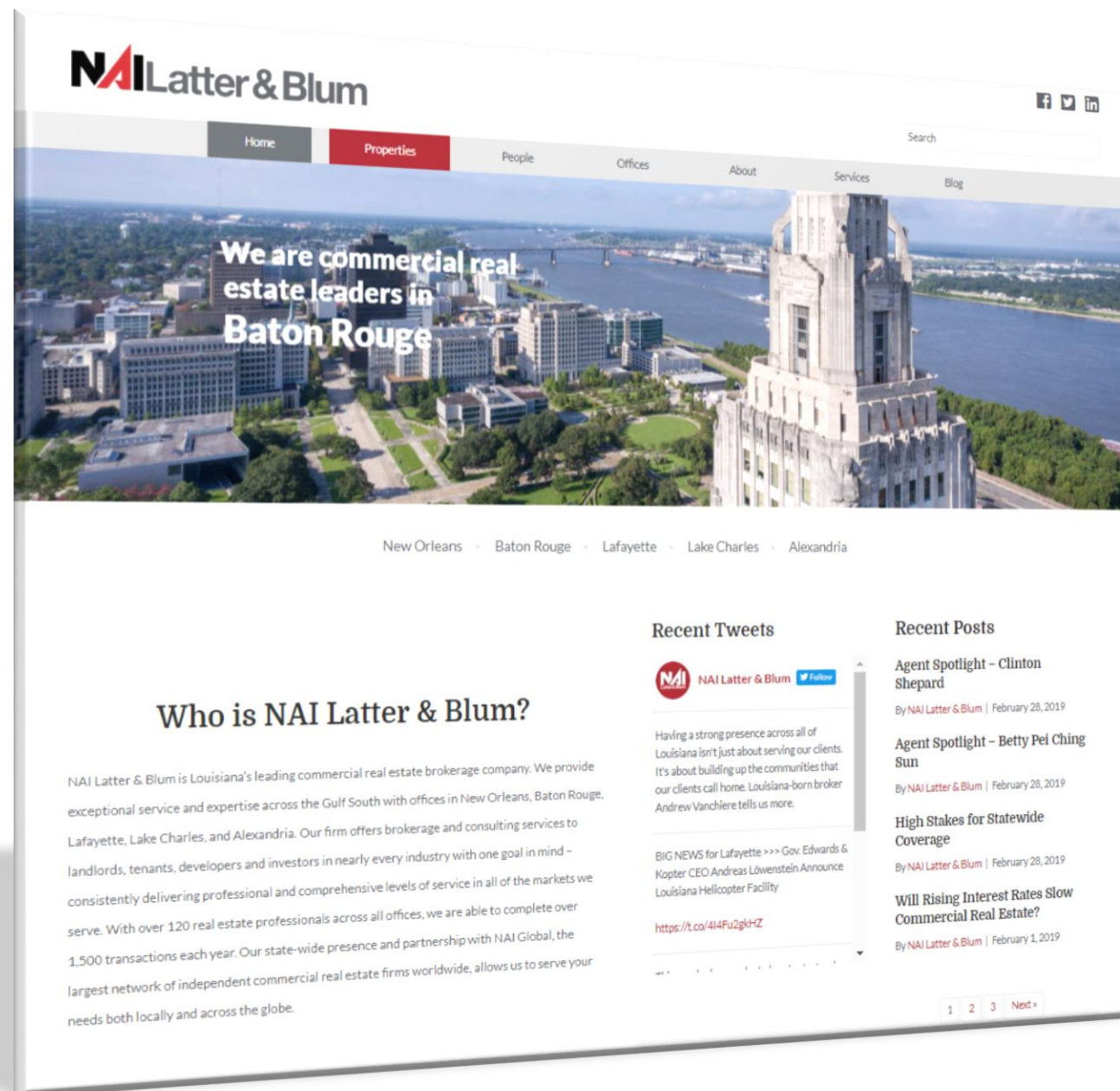
PROPERTY MANAGEMENT
401 EDWARDS STREET
SHREVEPORT, LA 71101

CAPABILITIES Technology Offerings



WEBSITE

Significant Internet Presence with over 60,000 Internet views of Latter & Blum commercial listings per month at www.latterblum.com.



www.latterblum.com

NEW APP!
AVAILABLE NOW
NAI Latter Blum
by Blyncc

Download for FREE Today!

Use our app to:

- Search for commercial listings based on your desired location
- Connect with us quickly
- Perform Investment Analysis, Loan and Financial Calculations
- Access Market Reports and Videos
- Complete a Property Information Request to obtain more information on any property

Our commercial team consists of the most knowledgeable, results-driven brokers backed by the most innovative and scalable technology the commercial real estate industry has to offer.

AVAILABLE FOR YOUR MOBILE DEVICE

SOCIAL MEDIA



Facebook
An outlet for community involvement and education.



Twitter
Relevant up-to-date insights into our local markets via articles and videos



LinkedIn
Connects with brokers, developers, and other members of the CRE community

CAPABILITIES

Representative Client Sampling

Industrial

- AlSCO
- Canal Barge
- Certex USA, Inc.
- Corpro Companies, Inc.
- FedEx Freight
- Flour Enterprises
- Gexpro
- Holcim US
- Honeywell
- ISEC, Inc.
- Lennox Industries
- Mammoet
- Peterbilt
- Roto Rooter Services Co.
- Shell Oil
- Trane
- Union Pacific Railroad Co.
- Unistar Plastics, LLC.
- Wechem Services
- Wingfoot

Retail

- Ace Cash Express
- Allstate Financial
- Arby's
- Direct General Insurance
- Dollar Tree
- Family Dollar
- Farm Bureau
- Fast Tax, Inc.
- French Market Corp
- H&R Block
- Jambalaya Shoppe
- Lowe's
- Lululemon USA, Inc.
- Sally Beauty Supply
- Shopper's Choice
- Sprint
- Starbucks
- Staples
- State Farm
- Tuesday Morning
- Yum Brand

Office

- Aetna Health
- American Banks & Trust
- City of New Orleans
- DaVita Healthcare
- First National Bank USA
- Arthur J. Gallagher
- Hancock Whitney Bank
- Iberia Bank
- Ochsner
- United States Postal Service

Land

- Boys Town Louisiana
- Cheniere
- Sunbelt Rentals
- Volvo Rents
- WWOZ FM

Other

- American Red Cross
- Golden Nugget
- Holiday Inn
- The Ritz Carlton Hotel Company



NAI Latter & Blum



STRATEGIC REAL ESTATE PARTNERSHIP

Retail Capabilities

NAI Latter & Blum's Commercial Retail Division is known for the extent of its services and the expertise of its associates. Members of the Division work with office buildings, shopping centers, commercial land, apartment complexes, hotels and motels, and food service facilities.

Investment Services

As a member of NAI Global, the largest worldwide network of brokerages, we are engaged with leaders across markets to acquire or sell retail real estate investments; from net leased to multi-tenanted, institutional-grade and more. NAI Latter & Blum's local-market leading brokers have earned a reputation for excellence among institutional investors, local investors, and occupiers by identifying developers, other investors, or joint venture partners to procure new or redeveloped properties.

Management Services

Our retail property management professionals provide a complete range of property services unique to retail assets; including cross-store marketing, focused tenant mix strategy, 24/7 maintenance service solutions, after hours site repair planning, as well as standard services that include operations management, financial reporting, brokerage, construction management, receivership and REO disposition.

Project Leasing

We address every leasing assignment as if we were the owner; viewing each project from a focused, strategic perspective. Our goal is not just to fill the vacant space in a property, but to also increase the value of the asset to meet the owner's objectives.

Tenant Representation

Our team of local experts' unique consultative process will professionally represent your needs in all parts of the leasing process. We navigate the details of relocation, competitive properties, market data, rental rate negotiation and TI options. As the largest full service real estate brokerage in the Gulf South, and a member of NAI Global, we are well equipped to cater to your local needs while calling on a global network for needs outside of the region.



STRATEGIC REAL ESTATE PARTNERSHIP

Office Capabilities

Your office assignment is of critical importance to the NAI Latter & Blum Office Division. Whether you are a first-time tenant, an experienced landlord, or anywhere in between, we dedicate our resources and efforts to meeting your needs.

Drawing from a wide range of specialties and professional networks, our Office Division is well equipped to perform every function of office real estate services. Some of the areas where our agents have extensive experience are:

Single building and portfolio acquisitions/dispositions, land acquisitions/dispositions, build-to-suits for purchase/lease, sale-leasebacks, leases and subleases, lease renewals, lease expansions, tax-free exchanges, and sealed bids.

Valuation & Advisory

We know that when you receive the approval to evaluate or dispose of an asset, or even an entire portfolio, time is money. That's why we emphasize speed, efficiency and accuracy when delivering our recommendations based on current market conditions to value and position your current properties, or properties you may be considering for purchase.

Research

Research plays an integral part in decision-making and long-range planning for our clients. We work closely with our brokerage and property management experts to provide landlords and tenants with specific research regarding their current assets or potential new locations; including: drive time, demographics, competitive property analysis, site selection, and historical sales and leasing data.

Management Services

Our property management professionals work with our market-leading local office brokers to maximize an asset's value for property owners. We provide a complete range of management services from transition to day-to-day operations to disposition.

Project Leasing

We address every leasing assignment as if we were the owner, viewing each project from a focused, strategic perspective. Our goal is not just to fill the vacant space in a property, but to also increase the value of the asset to meet the owner's objectives.

Tenant Representation

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STRATEGIC REAL ESTATE PARTNERSHIP

Industrial Capabilities

Our reputation is built on our ability to deliver solid solutions to meet industrial clients' needs.

Whether the property is 3,000 or 3,000,000 square feet, we provide the same level of attention. We fully understand the many moving parts of any industrial transaction, from the sprinklers & lighting to the trailer positioning & parking. By letting us focus on the details, you can focus on your core business.

We create value by leveraging our unique market knowledge with our financial analysis and proven negotiating skills to meet our clients' needs. We have extensive experience working with municipalities, economic development agencies, LEED certification, architectural/construction trades, material handling vendors, due diligence consultants and financial institutions.

Investment Services

We bring a wide breadth of experience from all sectors of business to our clients searching for strong industrial investments. Using our knowledge of market trends, we give you an advantage; starting with site selection and acquisition. And when your project is prime for disposition, we utilize a process of sophisticated financial modeling, underwriting, commercial judgment and negotiating skills to produce maximum returns.

Management Services

Our property management professionals work with our market-leading local office brokers to maximize an asset's value for property owners. We provide a complete range of management services from transition to day-to-day operations to disposition.

Project Leasing

We address every leasing assignment as if we were the owner; viewing each project from a focused, strategic perspective. Our goal is not just to fill the vacant space in a property, but to also increase the value of the asset to meet the owner's objectives.

Logistics Solutions

Our logistics team provides real estate and supply solutions to distribution and warehouse companies whose industrial facilities are critical to their success. Our team concentrates on the global supply chain, transportation capacity, and energy concerns of shipping and warehousing, which enables us to position your property at a competitive advantage.

Tenant Representation

Our team of local experts' unique consultative process will professionally represent your needs in all parts of the leasing process. We navigate the details of relocation, competitive properties, market data, rental rate negotiation and TI options. As the largest full service real estate brokerage in the Gulf South, and a member of NAI Global, we are well equipped to cater to your local needs while calling on a global network for needs outside of the region.



STRATEGIC REAL ESTATE PARTNERSHIP

Multifamily Capabilities

The Multifamily Division at NAI Latter and Blum focuses exclusively on selling multi-family properties. The core members are an excellent mix of professionals with long term experience in the field blended with young tech savvy expertise.

In today's market environment, there is a high demand for multi-family properties. It is not particularly difficult for a broker to find prospective buyers for an apartment complex. The challenge is to find a qualified buyer who will pay the full market value for the property.

We look forward to an opportunity to represent new clients in marketing and selling their multifamily properties at top dollar.

Investment Services

Our specialists help multifamily investors market or locate assets that fit their unique acquisition parameters, whether handling a single property or entire portfolio. NAI Global multifamily specialists provide clients with in depth local knowledge and insight, as well as broad experience with dispositions, financing and due diligence.

Our experience covers market rate, mixed-use, affordable, senior and student housing, providing our clients with excellent representation and maximum results

Property Marketing

Whether you require a simple property analysis or a comprehensive advertising and PR campaign for disposition, our marketing experts will work in tandem with our multifamily and research teams to develop an innovative marketing strategy tailored for your asset.

Valuation & Advisory

Knowledge about a property's current market value is invaluable to owners when making decisions pertaining to capital expenditures, the re-leasing of units and financing.

Our local experts are on call to provide the skills and historical data, together with recommendations based on present-day market conditions to value and position your current property or one you may wish to develop. We know that when a client receives the approval to evaluate or dispose of an asset or an entire portfolio, time is money. That's why we emphasize speed, efficiency and accuracy when delivering our recommendations.

Construction Management

We provide extensive construction and development services for multifamily and mixed-use projects. Our many services include project negotiation, scope definition, design schedules, architect and contractor selection, bidding, budgets and pricing, field inspections, relocations, furniture and TI coordination and vendor payments.



STRATEGIC REAL ESTATE PARTNERSHIP

Hospitality Capabilities

As leaders in this state and Gulf South region, we are able to provide in-depth market insights to help in the acquisition, disposition, and development of on and off-market hospitality opportunities.

The Hospitality Division at NAI/Latter & Blum works to maximize the value, and minimize the uncertainties, of hospitality related investments. Our diverse team of professionals provide services and advice using informed market research, acquisition/disposition expertise, asset optimization solutions, customized analytics, and reliable appraisal & valuation methods to best suit your needs.

Property Marketing

Our marketing experts work closely with our investment and research teams to provide effective marketing strategies to meet each client's needs. Whether your property needs an advertising/PR campaign, broad-based promotion, or targeted marketing to prospective buyers, our team of experienced marketing professionals will provide a marketing strategy that is tailored to showcase your asset and reach your desired market.

Disposition/Acquisition

As a member of NAI Global, the largest worldwide network of brokerages, we are engaged with leaders across markets to acquire or sell hospitality properties. NAI Latter & Blum's Hospitality Division has assisted with the disposition & acquisition of budget, luxury and boutique hotels. Our clients include: institutional investors, local investors, developers, and joint venture partners; many of which were looking to procure or dispose of new and redeveloped properties.

Valuation & Advisory

We know that when you receive the approval to evaluate or dispose of an asset, or even an entire portfolio, time is money. That's why we emphasize speed, efficiency and accuracy when delivering our recommendations based on current market conditions to value and position your current properties, or properties you may be considering for purchase.

Lodging Development Advisory Services

Our hospitality professionals work to expedite the development process for property owners. We provide a complete range of development advisory services; including: financial consultation, connecting owners with architects/developers, and securing a brand for the property.



STRATEGIC REAL ESTATE PARTNERSHIP

Commercial Appraisal/Counseling

Established in 1974 as Robert W. Merrick, Inc., NAI Latter & Blum's Commercial Appraisal/Counseling Division has provided real estate valuation & consultation services to government agencies and private and public corporations; including: major energy companies, law firms, and financial institutions.

NAI Latter & Blum's extensive Gulf South regional experience gives clients a significant advantage: the firm's Appraisal/Counseling specialists have access to a database compiled from more than 3,500 valuation assignments, ranging from the simple to the most complex. This information is used to ensure clients of the timely responses and expert analysis that are critical in property valuation.

Transaction Management

If you are evaluating whether to lease vs. own, maximize the sale price of your asset, or get a strategic advantage in negotiating a purchase/lease, the Commercial Appraisal/Counseling Division of NAI Latter & Blum has the expertise to guide you in your due diligence process.

Advisory & Planning

We start by listening more than we talk, and then proceed to develop the best plan of action for your circumstances. Our advisory & planning process provides a clear strategy that helps create an informed action plan to help you make the best decision for your property. As the largest full-service real estate brokerage in the Gulf South and a member of NAI Global, we have an extensive network on which to call on in the advisory and planning process. Our experienced Appraising & Counseling professionals have the resources to ensure you feel confident in your decisions.



Commercial Real Estate Office
1700 City Farm Drive
Baton Rouge, LA, USA 70806
225.295.0800
www.latterblum.com

NAI **Latter & Blum**
THE HAMMETT GROUP

GREY HAMMETT III | grey@latterblum.com | 225.588.4343



/NAILatter&Blum



/NAI_LatterBlum



/nai-latter-&-blum-commercial-real-estate