

NAI Latta & 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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Capabilities

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Latter & Blum

NAI Global

Technology

Marketing

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

Commercial Sales &
Leasing Agent Number:
0912122541



thehammettgroup@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 Swollfest 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



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

Brooks Lawley ASSOCIATE AGENT

Jonathan Lueke ASSOCIATE AGENT

ASSOCIATE AGENT
Brooks Lawley



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



ASSOCIATE AGENT
Jonathan Luecke



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.



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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



ON DEMAND

Virtual Capabilities

The Hammett Group knows the value of seeing a property from multiple angles. That's why they have invested in the top tier of virtual touring Platforms from Matterport Virtual Walkthroughs to interactive Aerial 360s.



NALatter & Blum

Capabilities & Expertise



NAI Latter & Blum

By The Numbers

6 LOCATIONS IN LOUISIANA

Commercial Divisions

Office
Retail
Land
Industrial
Hospitality
Investment
Multi-Family
Property
Management

1,500+
TRANSACTIONS/YEAR

130+

REAL ESTATE
PROFESSIONALS



50+

DESIGNEES



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

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

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



A CENTURY OF HISTORY



2,500+ AGENTS



40+ OFFICES



...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.

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.



NAI Global[®]

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

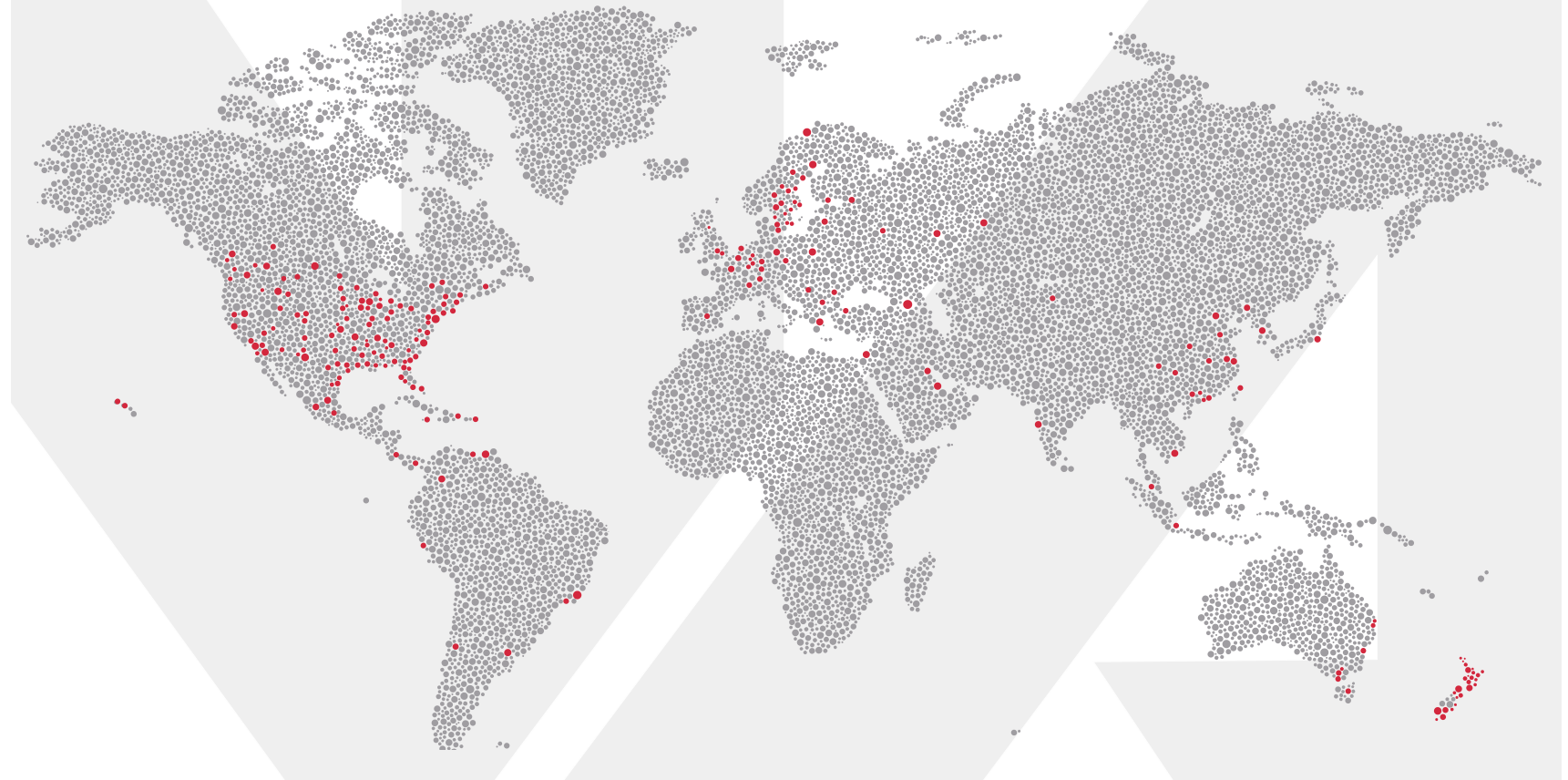
The Power of a **Global Team**

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

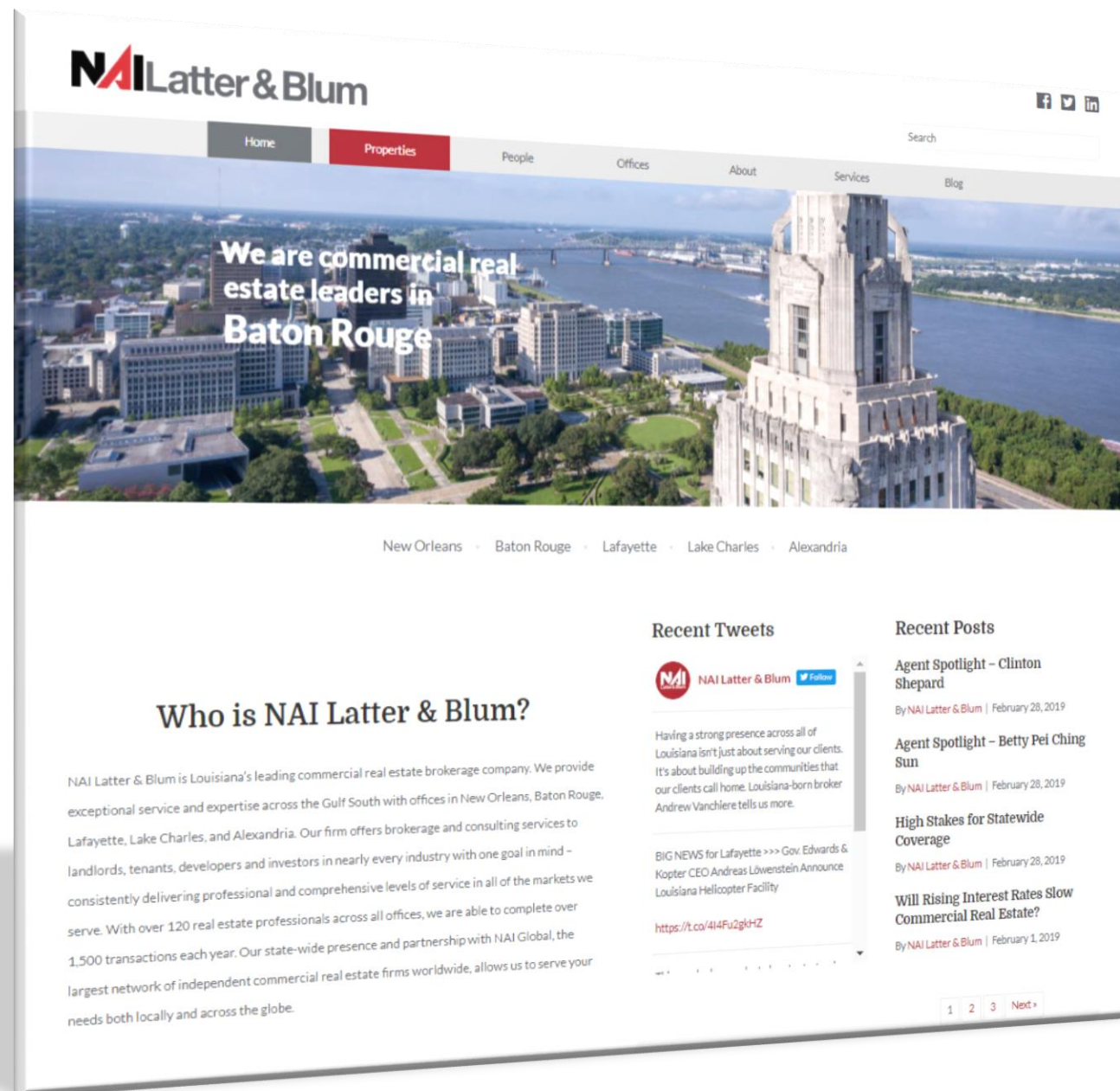
A world of support that revolves
Around one axis: **You.**

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.



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www.latterblum.com

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THE HAMMETT GROUP

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