

BLACKSTONE PARTNERS



AGENT EXCELLENCE

CLIENT SUCCESS



BLACKSTONE PARTNERS

INTRODUCTION TO BLACKSTONE:

Blackstone Partners exists for the real estate investor. We are not a traditional brokerage or management company. We have a focus—the individual investor. And for 12 years we have given investors in the Baton Rouge area, whether experienced or new, peace of mind in each step of their investment journey.

OUR SERVICES INCLUDE:

Investment Strategy

Property Acquisition and Sale

Property management

INVESTMENT STRATEGY:

Real estate investment is a great strategy to create wealth and achieve financial independence. But you need a plan, one formulated for your specific situation. Despite what many would say, real estate investing is not a simple investment or one-size-fits-all, get-rich quick scheme. We are not a get-rich quick firm, and we don't sell a get-rich quick strategy. Instead, we work with you to make investments based on experience, patience, and discipline. In real estate investment, there are intricacies, there is nuance, and there are strategies to be applied for each individual based on their goals. Therefore, like other ventures in life, you need a plan.



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“The team at Blackstone made us feel confident, comfortable, and at ease.”

Rachel J, Baton Rouge, LA.

And that's where we come in. Our first step is to meet with you, and assess the following:

1. Your specific investor goals

4. Your investment history

2. Your tolerance for risk

5. Your experience with real estate

3. Your available capital

6. Your sensitivity to taxes

Together, we then formulate a strategy that best fits your situation, and we move forward.

Our ultimate goal is to provide you with the security to know you are not working alone. You will have a partner.

PROPERTY ACQUISITION AND SALE:

As a brokerage, we have unique access to potential investments and off-market inventory. So, once we outline an investment strategy together, we begin our search for property that fits within our criteria.

Moreover, every good investment strategy has an eye towards the exit. In real estate, the exit strategy is never fixed. There are variables that will have an effect on a sale at a specific date and time, either good or bad. Whatever the case, we will find, acquire, and sell the right investments for your portfolio.

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“Blackstone is the best firm I have dealt with. I would recommend them to anyone.”

David D, Baton Rouge, LA.

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MANAGEMENT:

One of the most overlooked aspects of real estate investment is property management. The truth is that investment property requires a whole new list of responsibilities. You will have maintenance, upkeep, tenants—the list goes on. Now, some investors want to manage the properties themselves. And that's okay. But as your real estate portfolio grows, so does the time it takes to manage it. Therefore, if you decide not to handle the day-to-day of your investments, we are here to help.

As a full-service firm, we offer our clients—and their tenants—a first-class management experience. We have all the systems, honed through years of experience, to manage your property with ease and efficiency. We handle the marketing, leasing, vacancy, tenant screening, maintenance, upkeep, bill collecting, etc. What we do is take care of your investment property's day-to-day, so you can handle your day-to-day.

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“First-class experience.”

Colby W., Baton Rouge, LA.

How can we serve you?

Whether you are a new or existing investor, we know we can meet your needs. Our objective is your success.

CASE STUDIES:

✓ **The Existing Investor:**

A few years ago, Joseph called us looking for help with two of his existing investments. They had some problems. They were experiencing high turnover, high vacancy (both vacant at the time), and they had some expenses that were killing the properties cash flow. Through our services, we first went to work filling the units. One particular unit was older and located in a community with a lot of rentals that had a glut of housing with deferred maintenance. Plus, there were competing apartments. We advised Joseph to sell this unit and buy a property more attractive to our ideal tenant profile. The property was sold, and reinvested into a property in our target market. The new property has since had zero vacancy, minimal repairs, and a long-term tenant. And we have similar plans for the second unit.

✓ **The Accidental Investor:**

Gordon was a client who came to us after he received a promotion and needed to move out of town. The problem was that he purchased his home only a year prior, and a quick sale in the current market would've cost him thousands of dollars. So, we offered what we call "Plan B." We talked it over and decided to convert the home to an investment property and place it in our management inventory. This would allow more time for the property value to bounce back, make money on loan amortization, and pocket some cash flow along the way. That was seven years ago. We ended up keeping the property as a long term investment, and still haven't sold it.

✓ **The New Investor:**

Andy and Judy were looking to diversify their portfolio. They were already invested in the stock market, and contributed regularly to retirement accounts. But now they wanted to get into real estate. So they came to us. After sitting down together, we created a strategy that would strategically add properties over time using the growth in equity. One unit is now three units, and recently we've been exploring adding a waterfront property as a second home.

FAQ

1. Why choose Blackstone?

We believe our focus creates a superior investor experience. We are not a traditional brokerage. We are a specialty brokerage that works with a specific client. And we know our specificity is our strength.

2. What's your history?

We began in 2007 with a focus on providing complete investment services for our clients. Today we manage approximately \$12.5 million of private investments in our local market, and have experienced 97% owner retention since we were founded.

3. I have some investments that I am looking to get out of now, can you help with those?

Yes. What we will do is find sellers for your current properties, and manage them, while also helping you find properties that fit within our investment focus.

4. Will you manage every type of property?

Only in a few situations. We have some owners with an average rent that meets our criteria, and some that are below. If all the units are below our criteria, with no plan to change, we may not manage those properties. However, we'd still love to work with to find other investments.

5. How much do you charge for property management?

We have standard and preferred rates. This is determined by answering our property questionnaire.

6. I want to learn more, what do I do now?

You can contact us through email or phone. Book a time to meet,

Email: info@theblackstonesolution.com ; **Call:** 225-445-3154

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Email: info@theblackstonesolution.com



Call: 225-924-3753



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