

## Jones Street Investment Partners



Jones Street Investment Partners is a privately held real estate investment management firm focused on multifamily investments in the Northeast & Mid-Atlantic regions of the US. Formed in 2014, the Boston-based group is an opportunistic value-based investor geared towards the management of long-term, cash-flowing investment strategies and draws on the capabilities of affiliate Jones Street Residential for asset and

## Real Estate | Private Equity

property management. Aligning an institutional-quality investment and operational approach with the economic and strategic interests of its investors, Jones Street is a trusted source of investment opportunities for its capital partners. The firm brings 60+ years of investment expertise in venture capital, private equity, private credit, distressed investing, hedge funds, and predominantly real estate.

## Their Challenge

Raising capital and building new relationships within the alternative wealth space is often cumbersome whether you're a seasoned vet or just starting off. Prior to joining FINTRX in 2020, Jones Street Investment Partners had plans to uncover new relationships organically but quickly ran into several challenges.

Ellie Martin, *Vice President of Investor Relations* at Jones Street explained, *"Because family offices are notoriously private and often difficult to source information from, we turned to FINTRX to streamline our research process to help identify like-minded LP investors."*

## The Outcome

Today, Jones Street Investment Partners successfully leverages our dataset of 3,300+ family offices and 19,000+ core decision-makers on a daily basis. As a long-term client of FINTRX, the firm continues to increase its network within the multifamily real estate space. Jones Street now relies on FINTRX to deliver high-quality private wealth intel so Ellie and her team can instead spend time developing meaningful relationships with suitable investors.

*"FINTRX does the dirty work for us so that we can spend our time sourcing leads instead of researching. Additionally, the organizational functions within the platform (tagging, lists, etc.) have been a great time-saver." - Ellie Martin.*



**"Our experience with FINTRX has been excellent. The platform is user-friendly, and the information we've been able to easily source has increased our lead generation capacity tremendously."**

**Ellie Martin**

*Vice President of Investor Relations at Jones Street Investment Partners*

## About FINTRX

FINTRX provides best-in-class data intelligence on the global Family Office & Registered Investment Advisor Ecosystem. Industry-leading financial firms leverage our powerful algorithms and expansive research team to better access the complex and rapidly changing private wealth ecosystem.

FINTRX provides comprehensive data intelligence on 850,000+ family office & investment advisor records, each designed to help you identify, access, and map the private wealth ecosystem. Explore in-depth dossiers on each family office & investment advisor. Access AUM, source of wealth, investment criteria, previous investment history, sectors & industries of interest and advisor growth signals, among other key data points.

Additionally, FINTRX provides insight and expansive contact information on 850,000+ decision-makers, featuring job titles, direct email addresses, phone numbers, common connections, alma maters, past employment history, brief bios & much more.

Best-in-class asset managers and financial services firms leverage FINTRX to map, access and sell into the global family office & registered investment advisor ecosystem.

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Discover the power of the FINTRX platform  
and schedule a demo with us today!

Schedule Demo



## FINTRX Platform Features:



### Raise Capital

Identify family offices & Registered Investment Advisors that align with your fundraising goals



### Unlock Your Network

Our algorithms uncover your hidden networking opportunities, driving greater rapport and warm conversations



### Enrich Your Data

Our enrichment technology ensures you are armed with the most accurate data intelligence available



### Market Intelligence

Monitor new hires, new capital formation, recent investments, investment interests, and much more