

Ramston Capital **R**

REAL ESTATE

Ramston Capital is a real estate investment firm that operates out of offices in Nashville, TN and Dallas, TX. The firm focuses on multifamily residential properties to generate substantial and reliable above-market returns for

its investors, and they are dedicated to supporting the development of safe, attainable, and high-quality housing for working Americans across the Southeast.

Their Challenge

The size of the global family office landscape has been increasing exponentially in recent years, both in number of offices and in total assets under management. Despite their growing prevalence, family offices are typically closely held and difficult to uncover. This is the challenge that Ramston Capital faced when trying to prospect into family offices in the southeastern US.

According to Benjamin Byrd, partner at Ramston Capital, the team sought to expand their internal Rolodex and to *"increase the visibility of local investment groups and generate conversation points with investment leaders."* Appreciating that the family office ecosystem is opaque and challenging to canvas, the team decided to reach out to FINTRX as a solution.

The Outcome

By adopting [FINTRX](#) into their daily workflow, Ramston Capital dramatically increased their exposure to family offices within their region, and they were able to find previously hidden investors, ultimately expanding their target market and capital raising potential. In addition, access to FINTRX's Affinity feature helped the team humanize their outreach and build stronger relationships with LPs.

Byrd noted that *"the knowledge provided by FINTRX on individuals and firms' investment goals has proved invaluable when approaching new investors,"* and feels that *"the details on contacts and firms is incredible - unparalleled."*

Ramston Capital was able to utilize our vast dataset of 3,700+ investors and 19,500+ family offices professionals to *"seamlessly identify local family offices"* and quickly pinpoint firms that are specifically active in real estate. Through harnessing FINTRX, the team at Ramston was able to focus on building and nurturing relationships with LPs, leaving the heavy lifting and research to us.

"FINTRX provides us unparalleled clarity to the opaque world of family offices."



Benjamin F. Byrd IV

Partner



About FINTRX

FINTRX is a unified data & research platform providing comprehensive data intelligence on **850,000+** family office & investment advisor records, each designed to help asset-raising professionals identify, access & map the global private wealth ecosystem.

FINTRX is a vertically integrated software and data platform that enables wealth professionals, financial institutions and asset management firms to seamlessly map, access and sell into the global family office, broker dealer and registered investment advisor ecosystems. Thousands of users at leading firms trust FINTRX to leverage the power of intelligent data, target the correct firms for capital raising, build stronger relationships, and make better data-informed decisions.

FINTRX's intuitive search engine, proactive alerts, network-expanding capabilities, and warm introduction paths help customers efficiently uncover new opportunities to grow their business and drive successful outcomes.

Access to FINTRX data is delivered via its award-winning cloud-based platform, fully integrated iOS mobile applications, and its many CRM and API connectors, including Salesforce, Navatar, Hubspot, Snowflake, and others. Using automation, artificial intelligence and our expansive research team, we put real-time data in your hands to ensure successful outcomes.

Request a demo below for more information on how FINTRX can simplify your capital raising processes.

Schedule Demo



FINTRX Platform Features

❖ [Raise Capital](#)

Using automation, artificial intelligence and our expansive research team, we put real-time data in your hands to ensure successful outcomes.

❖ [Unlock Your Network](#)

Uncover your shared commonalities to drive better rapport with **850,000+** decision-makers.

❖ [Enrich Your Data](#)

Uncover hidden networking opportunities within your data to drive better prospecting and deliver successful outcomes.

❖ [iOS iPhone & iPad Mobile Application](#)

Access FINTRX family office & RIA data directly from your iPhone and iPad. Increase efficiency, identify prospects & bring FINTRX with you on the go.

❖ [Market Intelligence](#)

Filter through areas of investment interest, AUM, asset flows, intent signals, potential associates and more...