



PATTERSON

REAL ESTATE ADVISORY GROUP

FOR IMMEDIATE RELEASE

PATTERSON PLATFORM EXPANDS THREE NEW ADDITIONS ENHANCE THE TEAM

ATLANTA: October 8, 2013 – Patterson Real Estate Advisory Group (“Patterson”) announced today the addition of Alex Hill, Amy Moffitt and Margaret Womble as the latest platform components of the four-year old commercial real estate finance firm. Alex, Amy and Margaret join founder Lance Patterson along with Ken Grimes, Bill Mealor and Butch Ross who combined forces in 2010. Since its inception, Patterson has represented a blue chip client list on projects totaling more than a billion in capitalization.

“The vision for Patterson Real Estate Advisory Group is a finance-focused, collaborative platform; we work hand-in-hand with our clients to help them tap into the real estate capital markets to activate opportunities for investment and development,” said Lance Patterson, founder. “Over the past few years, we’ve quietly grown alongside our exceptional clients and we’re proud to be adding to the team. Alex, Margaret and Amy all bring unique backgrounds and perspectives to our team that will help us serve our clients even better.”

Prior to joining Patterson, Alex was an analyst for SunTrust Robinson Humphrey’s Structured Real Estate group, which acquires single tenant real estate assets primarily from investment banking clients, issues lease-backed notes and selectively markets properties to institutional and private investors. For three years, the position gave Alex hands-on experience with originations, structuring, debt raising, deal closing and dispositions and he participated in more than \$500 million of real estate transactions.

Amy came to Patterson from Raleigh, where she spent more than eleven years working with Toll Brothers, Inc. in New Home Sales & Marketing for multiple communities in the Triangle area. There she earned a collection of top-producer sales awards, assisted with the training of new hires and was elected as mentor for sales associates in both the Raleigh and Charlotte Divisions. Additionally, Amy was involved in the development and opening of the distinguished Renaissance Raleigh North Hills Hotel.

Margaret joined Patterson in the summer of 2013 after graduating Cum Laude from Washington and Lee University with a degree in Economics and Spanish. Prior to working at Patterson, Margaret was an intern at Walker & Dunlop, a premier commercial real estate finance group based in Bethesda, MD. Margaret is originally from Raleigh, NC. All three bring a host of personal and professional experiences that combine to enhance the current platform – one built on a philosophy team-based client service.

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In order to effectively add value to clients that are very skilled at what they do, Patterson has assembled a team that can move across product types and geographies by basing efforts on an intense focus of accessing capital and advising its partners on real estate finance related opportunities. While the focus is on the finance component, Patterson's principals have experience on the other side of the table. They have been real estate developers, investors, lenders, intermediaries, owners and borrowers – sharing the perspective of their clients and partners. Patterson experience covers all product types and totals more than eight decades and more than \$15 billion worth of transaction experience.

“A key to our continued success and growth is we treat each assignment and client as unique and work hard to fully understand their specific real estate opportunity and how we can help – there are no cookie cutter answers.” said Patterson. “Additionally, and perhaps equally important, we don't take ourselves too seriously, realize that we continue to learn each day, and have built a company and client list based on respect, friendship and a genuine enjoyment in what we're doing.”

2013 recent highlights include:

- Active markets: Athens, Atlanta, Birmingham, Charleston, Key West, Nashville, Oklahoma City, Savannah
- Office acquisition financing totaling more than \$100 mm in first mortgage debt;
- Multifamily development equity and permanent financing totaling more than \$120 mm in debt and equity;
- Hotel development/redevelopment capitalization/ advisory work totaling more than \$170 mm debt and advisory;
- Institutional advisory – ongoing real estate advisory involving two premier Southeast educational institutions;
- Single tenant / build-to-suit advisory and capitalization – debt/equity raise for \$35 mm build to suit opportunity.

“Our business is built on relationships – both on the capital and the client side,” said Patterson. “In terms of geography and size, our projects run the gamut, with the consistent thread of quality clients throughout. Through our capital relationships, we work very hard to help our partners enhance the opportunities they have already begun to create – we become part of their team.”

Patterson Real Estate Advisory Group is a capital placement and real estate finance advisory firm that represents owners, developers and investors seeking capital to leverage commercial real estate opportunities. Patterson arranges construction, bridge, mezzanine and permanent financing while also coordinating equity and joint venture formations along with general finance advisory work. The primary focus is helping clients across different property types access investors at a variety of levels of the capital stack, matching the specific need with the appropriate capital provider. With offices in Atlanta and Charleston, SC, Patterson worked with clients over the past four year on projects totaling more than a billion in capitalization.

For biographical details on the principals and more information on Patterson, please go to www.pattersonreag.com or contact Ken Grimes at 404-504-6685 / kgrimes@pattersonreag.com.

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