

**FOR IMMEDIATE RELEASE**

**SDM PARTNERS ACQUIRES OFFICE PORTFOLIO IN ATLANTA'S NORTHLAKE SUBMARKET  
PATTERSON ARRANGES ACQUISITION FINANCING WITH JOINT VENTURE PARTNER AND CIBC**

**ATLANTA: January 4, 2018** – In October 2017, SDM Partners (“SDM”), with the assistance of its capital advisor Patterson Real Estate Advisory Group (“Patterson”), closed on the acquisition of a 406,000-square foot office portfolio located on Northlake Parkway in Atlanta’s Northlake submarket (the “Property”). The Property is located on ±13.7 acres and is 100% leased to AT&T (S&P: BBB+). Patterson arranged the acquisition financing which included a joint venture equity partnership and a loan with CIBC.



“While the Northlake submarket is often overlooked, it too benefits from the positive rent growth enjoyed in Buckhead, Midtown and other more traditional office markets in Atlanta as some tenants search for more affordability,” said Steve Martin of SDM Partners. “The credit and cash flow that AT&T provides in the near term will allow us to position ourselves as a low-cost provider to corporate users in the future.”

The Portfolio consists of two buildings: one (pictured above) is 295,000 SF and was developed in 2000. The other building is 111,000 SF and was developed in 1980. “The phenomenal

quality of the assets, in-place cash flow and low basis made this an attractive opportunity to capital," remarked Lance Patterson of Patterson.

The Property is located on Northlake Parkway in Tucker, Georgia, next to Ben F Kushner Co.'s new Tucker Meridian retail development that includes a Sprouts Farmers Market, Dick's Sporting Goods, Hobby Lobby and Ross Dress for Less. Northlake Mall sits less than half of a mile from the Property, and is expected to be redeveloped by Dallas-based ATR Corinth Partners. ATR Corinth Partners has executed similar projects throughout the country, including the redevelopment of the One Hundred Oaks mall in Nashville into a major medical office and entertainment center.

#### **ABOUT SDM PARTNERS**

SDM Partners is focused on acquiring opportunistic real estate transactions in the southeastern United States. Product types include office, industrial, flex/business parks, land and notes. Targeted transaction sizes range from \$5MM to \$50MM. The targeted investments will all have a "story" as to why: below replacement cost, a key relationship, poorly leased and/or managed, need for re-positioning, etc., all classic opportunistic plays.

SDM Partners is run by Steven D. Martin, a 34-year veteran of the commercial real estate industry whose areas of expertise include acquisitions, development and finance. Prior to the formation of SDM Partners, Mr. Martin was the Atlanta Managing Director for Granite Properties where he was responsible for over \$350 million of successful transactions. Prior to that, Mr. Martin was the head of acquisitions and development for Brannen Goddard Company where he was directly responsible for the acquisition of over three million square feet in the early 1990's.

#### **ABOUT PATTERSON**

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 different levels of the capital stack, matching the specific need with the appropriate capital provider.

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