

From the Tampa Bay Business Journal:

<https://www.bizjournals.com/tampabay/news/2020/10/05/patterson-real-estate-opens-tampa-office.html>

## Atlanta firm that arranges commercial real estate financing opens Central Florida office in Tampa

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An Atlanta firm that arranges financing for commercial real estate transactions has opened a Central Florida office in Tampa.

Patterson Real Estate Advisory has hired Lauren Hanley, who was previously a vice president with national mortgage banking firm Northmarq, to lead the Tampa office. Patterson also has offices in Nashville, Charlotte and Charleston, South Carolina.

The firm arranges construction, bridge, mezzanine and permanent financing and also coordinates equity and joint venture partnerships along with general finance advisory work.

CEO and founder Lance Patterson said that Florida has long been part of his growth strategy.

"We believe in the future of the economy and our firm specifically. We have always been a believer in hiring great people, so we jumped at the opportunity to bring Lauren on board now to plant a flag in Central



PATTERSON REAL ESTATE ADVISORY

Lauren Hanley has joined Patterson Real Estate Advisory to lead its Tampa office

Florida despite the pandemic," Patterson said of Hanley in a statement. "She is a great complement to our growing team."

Hanley spent 14 years at Northmarq, where she facilitated more than \$1 billion in over 100 transactions. At Northmarq, she structured debt and equity placements through a variety of capital providers including life insurance companies, commercial mortgage-backed securities platforms, agency lenders, banks, debt funds and equity investors.

She is a lifelong Florida resident and active with Urban Land Institute, Real Estate Investment Council, The Society of Real Estate Professionals and Commercial Real Estate Women.

"I am excited to establish a Florida office for Patterson and help to further expand the company's presence in the Southeast," Hanley said in a statement. "I look forward to being part of such a talented team and highly respected, client-focused firm."

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