

FOR IMMEDIATE RELEASE

**KAUFMAN CAPITAL PARTNERS & ATLANTIC RESIDENTIAL ATTAIN FINANCING FOR CONSTRUCTION OF
LUMEN DORAVILLE MULTIFAMILY PROJECT
PATTERSON ARRANGES EQUITY FINANCING**

ATLANTA, GA: December 10, 2020 – In November 2020, Kaufman Capital Partners (“Kaufman”) and Atlantic Residential (“Atlantic”), with the assistance of Patterson Real Estate Advisory Group (“Patterson”) as its capital advisor, closed on the construction financing of LUMEN Doraville (“Project”), a 320-unit multifamily project located just outside of Atlanta, GA in the Doraville submarket. Patterson arranged the JV equity financing by securing Charlotte-based FCA Partners (“FCA”) as the limited partner. Truist Bank will provide the construction loan.

The Project is located along Peachtree Industrial Boulevard at Tilly Mill Road, just outside of the I-285 perimeter of Atlanta and proximate to I-85, GA-400 and several other major roadways – resulting in excellent accessibility to many of the major Metro Atlanta submarkets. Situated along the same iconic Peachtree spine that runs through much of Atlanta, the Project will benefit from its location in the path of growth as well as a tax abatement secured by the Kaufman team who purchased the site (formerly known as Friday’s Plaza shopping center) in 2016. LUMEN Doraville will be Kaufman and Atlantic’s fourth project together, having completed two others in the Atlanta area.



“We purchased the existing retail center on the site in 2016 due to its location in the natural path of growth, knowing that someday we would enhance the site’s value through new development,” said Craig Kaufman of Kaufman Capital Partners. “It’s been a collaborative effort with the City of Doraville, and we are thrilled to officially kick off the LUMEN Doraville development with such talented partners by our side.”

“We are grateful to have had the opportunity to work with Kaufman and Atlantic Residential on what we believe will be a very successful project. This highly-capable and experienced sponsorship team has secured an excellent site, a mutually-beneficial tax incentive from the Development Authority, and we are excited to have added FCA, a well-respected partner, to the mix as well,” said Lance Patterson, CEO of Patterson Real Estate Advisory Group.

ABOUT KAUFMAN CAPITAL PARTNERS

Kaufman Capital Partners, formerly Kaufman Realty Group, was founded in 1994 to create value through opportunistic real estate transactions while being good stewards of their investors' capital. Since the company's founding by Craig Kaufman, Kaufman Capital Partners has been involved in the direct investment, acquisition, and development of more than 40 commercial properties, including office and multifamily. Collaboration is an operating philosophy of Kaufman, which functions in a variety of roles from an investor partner on some transactions to a “hands-on” operator on others. Kaufman also provides capital to different parts of the capital stack including joint venture equity, preferred equity and participating debt.

ABOUT ATLANTIC RESIDENTIAL

Atlantic Residential is a private commercial real estate firm based in Atlanta, Georgia with regional offices in Chicago, Illinois and Ft Lauderdale, Florida. It was formed by Richard & Andrew Aaronson in 1995 to develop residential and mixed-use projects. Since its inception, the firm has been responsible for the construction of \$2.0 billion of institutional quality properties containing over 7,000 residential units. The firm is focused on developing luxury apartment communities and for-sale condominiums and townhouses. It has over 100 full-time employees engaged in property management, sales and leasing, construction, and development activities in the Southeast and the Midwest. Atlantic Residential pursues a dual strategy in housing development: (i) develop and manage a portfolio of luxury apartment communities under various proprietary brands and (ii) provide superior entry-level townhomes and condominiums, many within larger mixed-use communities.

ABOUT FCA PARTNERS

FCA Partners is a real estate investment management company that pursues commercial real estate investment opportunities in high-growth markets on behalf of institutional capital. FCA's focus is to create value on behalf of its pension fund and institutional clients through the tactical deployment of capital and aggressive, hands-on asset management of real estate. The firm currently manages a \$1.7 billion portfolio of retail, office, medical office, and multifamily assets across 13 states concentrated in the high-growth markets throughout the Southeast. With the infrastructure in place to support growth, FCA's tenured team actively seeks both value-add and ground-up development opportunities.

ABOUT TRUIST BANK

Truist Financial Corporation is a purpose-driven financial services company committed to inspire and build better lives and communities. With 275 years of combined BB&T and SunTrust history, Truist has leading market share in many high-growth markets in the country. The company offers a wide range of services including retail, small business and commercial banking; asset management; capital markets; commercial real estate; corporate and institutional banking; insurance; mortgage; payments; specialized lending; and wealth management. Headquartered in Charlotte, North Carolina, Truist is the sixth-largest commercial bank in the U.S. with total assets of \$499 billion as of September 30, 2020.

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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