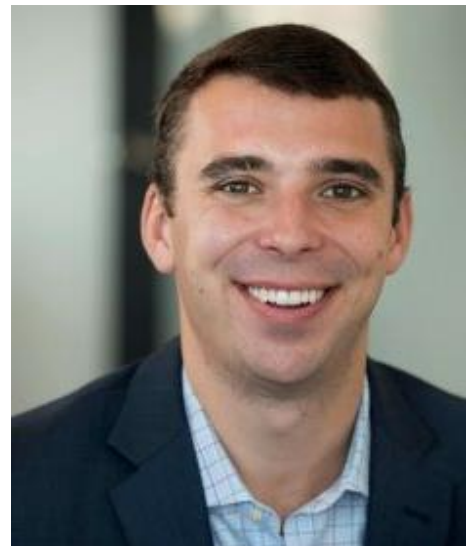


PATTERSON ANNOUNCES AUSTIN SMITH AS NEW MARKET DIRECTOR IN CHARLOTTE

ATLANTA: November 29, 2023 – Patterson Real Estate Advisory Group (“Patterson”) is pleased to announce Austin Smith will lead its efforts in North Carolina as the new Market Director of its Charlotte office.

Austin joined Patterson in the fall of 2016 and has worked in each of its offices throughout the Southeast, most recently serving as a Director in Patterson's Tampa office. With a focus on capital placement and advisory services, Austin has been directly involved in the closing of 85 transactions encompassing \$3.5 billion in total volume, procuring joint venture equity, co-GP equity, senior debt, and subordinate capital. His experience ranges across numerous asset classes including residential uses (multifamily, student housing, build-to-rent, condominiums, and active adult), industrial, retail, office, hospitality, and raw land. Additionally, Austin has been involved in a number of Patterson's advisory assignments, assisting clients with strategic planning and comprehensive financial analysis.



Austin Smith
Charlotte Market Director

Prior to joining Patterson, Austin was with JPMorgan's Real Estate Banking group, providing balance sheet loans to institutional real estate developers, owners, and investors. While at JPMorgan, Austin focused on business development and credit analysis, underwriting over \$5.0 billion of loan opportunities and closing over \$1.4 billion in loan commitments.

Originally from Atlanta, Austin attended the University of Georgia where he earned a Bachelor of Science in both Finance and Real Estate. Austin is an active member of NAIOP, Real Estate Investment Council (REIC), and Society of Real Estate Professionals (SOREP). In his free time, Austin enjoys spending time with his wife, volunteering with First Tee, playing golf, cooking, and attending concerts. He and his wife are relocating to Charlotte from their current residence in Tampa.

"I'm honored and excited to embark on the opportunity to lead Patterson's operations in Charlotte and across the Carolinas. I've been fortunate to previously live in Charlotte and have worked on projects across the Carolinas for nearly ten years – there's no question it's an excellent market, possessing the necessary tailwinds to grow and thrive for years to come. I look forward to getting (re-)engrained in Charlotte's real estate community and continuing Patterson's growth in the region," said Austin.

Lance Patterson, founder and CEO of Patterson, commented, "We are thrilled to announce Austin Smith as the new Market Director for our company's Charlotte office. Austin has been a highly valued member of our firm for more than seven years and will be an excellent person to lead our efforts in the Carolinas. He's smart, diligent, personable, and service-oriented, and having already been involved in our Charlotte activities for many years, will have an immediate positive impact for our clients."

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 various levels of the capital stack, matching the specific need with the appropriate capital provider. Patterson has office locations in Atlanta, Charleston, Charlotte, Dallas, Nashville, and Tampa.

For more information, please contact Suzanne Holman at 404-504-6682 / sholman@pattersonreag.com or visit www.pattersonreag.com.