



For Immediate Release

Patterson Announces New Partners Lauren Hanley and Austin Smith

ATLANTA, GA: Patterson Real Estate Advisory Group ("Patterson") is pleased to announce the recent addition of two partners to the firm: Lauren Hanley and Austin Smith. The two join current partners Lance Patterson, Ken Grimes, Bill Mealor, Todd Flaman, Suzanne Holman, Barry Olson, Laura Cloud, Margaret Wells, and Laura Friddell.

"I am very proud to announce that Lauren Hanley, Managing Director in our Tampa office, and Austin Smith, Market Director of our Charlotte office, are the newest partners in our firm," commented Lance Patterson, CEO of Patterson. "Lauren and Austin have been with us for several years, and both are great at what they do. More importantly, they're both hard-working, bright, and wonderful people. We are fortunate to have them as colleagues, and I look forward to many more years of working with them."

Lauren Hanley, Managing Director, Tampa, FL

Lauren joined Patterson in the fall of 2020 to lead the firm's efforts in Florida and expansion into the Tampa market.

Lauren has spent her career in commercial real estate finance, structuring capital for developers and investors. Prior to joining Patterson, she spent fourteen years with NorthMarq, a national mortgage banking firm.

She is active in many industry organizations including ULI (Urban Land Institute), CREW (Commercial Real Estate Women), REIC (Real Estate Investment Council), and SOREP (The Society of Real Estate Professionals). She currently serves on the Executive Board of ULI Tampa Bay and on the Board of Directors of the FSU Real Estate Center.



Lauren earned a Bachelor of Science in Real Estate and a Bachelor of Science in Finance at Florida State University. She holds a real estate sales license in Florida.

Austin Smith, Market Director, Charlotte, NC

Austin joined Patterson in the fall of 2016 and has worked in each of its offices throughout the Southeast. He currently leads the firm's efforts in North Carolina as Market Director in Patterson's Charlotte office.

With a focus on capital placement and advisory services, Austin has been directly involved in the closing of 90 transactions encompassing over \$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.

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.



Austin attended the University of Georgia where he earned a Bachelor of Science in both Finance and Real Estate. He is an active member of NAIOP and ULI.

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. 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 go to www.pattersonreag.com.