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Atlanta-based Patterson Real Estate Advisory Group adds two East Coast partners



Lauren Hanley and Austin Smith have been promoted to partners at the Atlanta-based national real estate advisory firm Patterson Real Estate Advisory Group.

PATTERSON REAL ESTATE ADVISORY GROUP



By [Janelle Ward](#) – Reporter, Atlanta Business Chronicle
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A real estate finance advisory firm headquartered in Atlanta announced two key promotions.

Patterson Real Estate Advisory Group has named directors Lauren Hanley and Austin Smith as the newest additions to its team of partners.

Before assuming the partnership, Hanley served as managing director of Patterson's Tampa office. Smith previously served as market director of Patterson's office in Charlotte.

"Lauren and Austin have been with us for several years, and both are great at what they do," said Lance Patterson, the firm's CEO, in a statement. "We are fortunate to have them as colleagues, and I look forward to many more years of working with them."

[Hanley joined Patterson in late 2020](#) to lead and facilitate the launch of the firm's Tampa operations.

Smith, a University of Georgia alum, joined the firm in 2016 and has helped close more than \$3.5 billion worth of company transactions.

Founded by Lance Patterson in 2010, Patterson connects real estate owners and developers with investors to help finance the leveraging of their projects.

Primarily operating in the eastern United States, the firm finds capital for commercial, industrial and residential properties, including multifamily, senior living and student housing developments. The firm also offers counsel to clients regarding loan restructurings, property acquisitions and other financial proceedings.

[Patterson's portfolio of previous clients](#) features dozens of properties located across metro Atlanta, such as West End's food and retail destination [Lee + White](#) and the office development [Sanctuary Park](#) in Alpharetta.

Since its launch, the firm has closed over 470 real estate transactions and has grossed more than \$16 billion in total transaction value, according to its website.

Patterson also manages offices in Dallas; Nashville, Tennessee; and Charleston, South Carolina.

T H E L I S T