

STRATEGICALLY ORIENTED. PERSONALLY ENGAGED.

**PATTERSON**
REAL ESTATE ADVISORY GROUP

ATLANTA | CHARLESTON | CHARLOTTE | DALLAS | NASHVILLE | TAMPA



THE CAPITALIZATION OF REAL ESTATE TRANSACTIONS REQUIRES AN INTEGRATED AND THOUGHTFUL STRATEGY.

Patterson Real Estate Advisory Group is a capital placement and real estate finance advisory firm that represents commercial real estate owners and developers seeking to invest in real estate opportunities or navigate a challenging economic environment. Our primary focus is helping clients access investors at all levels of the capital stack, matching the specific need with the appropriate capital providers. Patterson's strategies are proven successes because we treat each project as if it were our own.

CAPITAL FORMATION

Since inception, Patterson has closed over 488 transactions encompassing over \$11.1 billion in capital placement and over \$16.7 billion in total transactional value. Whether sourcing debt, raising equity or executing a recapitalization, Patterson's nuanced perspective enables us to understand the individual requirements of our clients and their assets in order to offer best-in-class counsel.

EQUITY RAISES

Our customized solutions often entail orchestrating all elements of the capital stack, including equity components. Whether sourcing Co-GP equity, LP equity or preferred equity, Patterson's experience and relationships enable us to identify and structure compatible and enduring partnerships.

Debt Placement

Patterson is active with all forms of debt in all levels of the capital stack:

- Construction debt
- Bridge debt
- Permanent debt
- Mezzanine debt
- A/B note structures
- Participating debt
- Forward commitments

Property Types

- Multifamily
- Office
- Hotel
- Industrial
- Retail
- Student housing
- Senior living
- Marinas
- RV Resorts
- Land

PATTERSON PLATFORM

FINANCIAL ADVISORY SERVICES

Patterson's financial advisory platform offers clients the opportunity to benefit from our principals' breadth of skills and unique perspectives. Our comprehensive approach ensures that every angle is explored as we offer strategic and tailored financial solutions that few other advisors can. We have advised clients on:

- Loan restructurings
- Property acquisitions
- Note acquisitions
- Partnership structuring
- University consultation
- Property valuation
- General strategic consulting
- Buyer/Seller transaction consulting
- New development
- Opportunity zones
- Historic and new market tax credits



Founded in 2010, Patterson has executed transactions ranging throughout the capital stack, including many deals involving complex structured finance. Having closed a variety of acquisitions, recapitalizations, construction and heavy rehabilitation projects, we have a thorough understanding of the equity and debt markets.

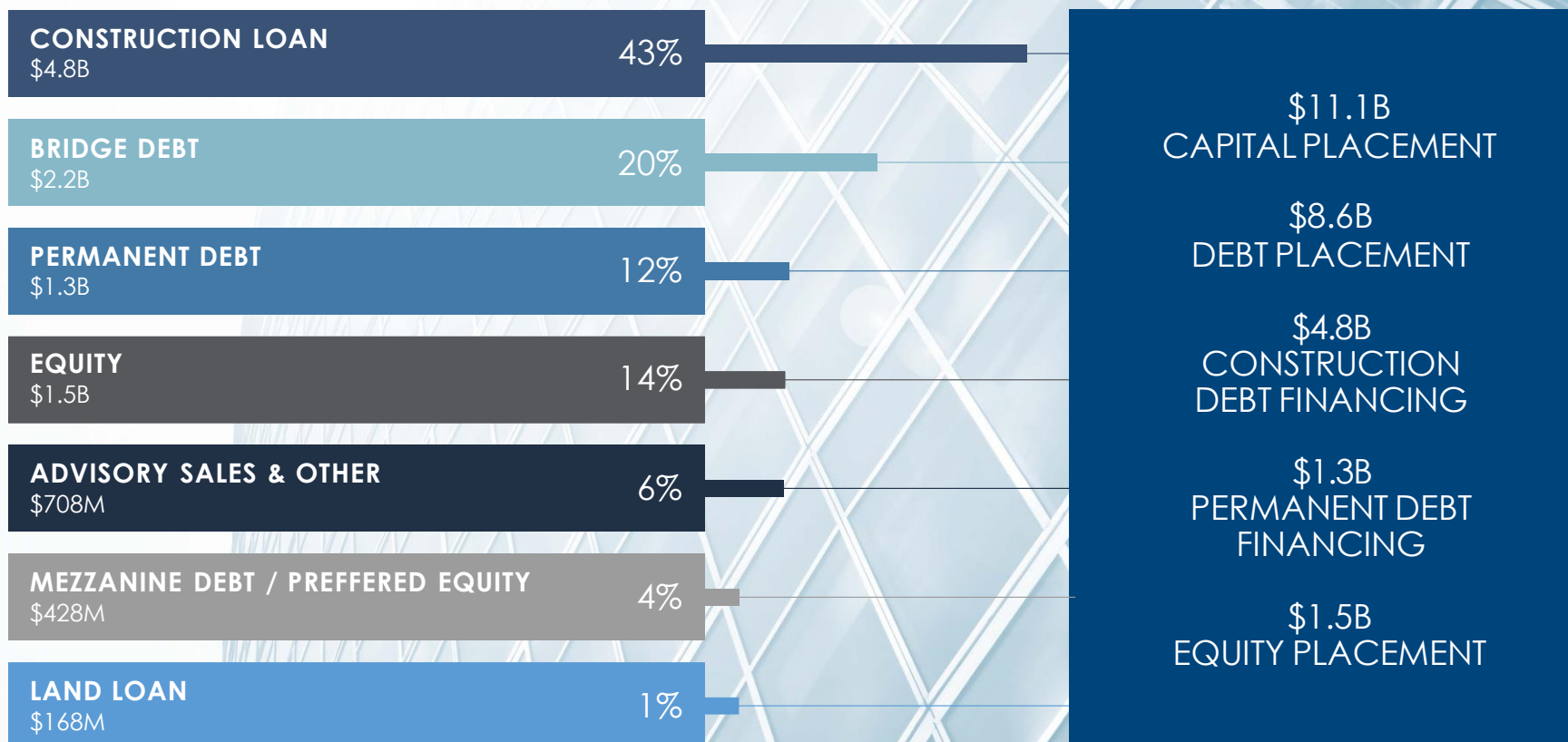
We utilize a team approach to ensure that each project receives the appropriate level of attention and benefits from several unique perspectives.



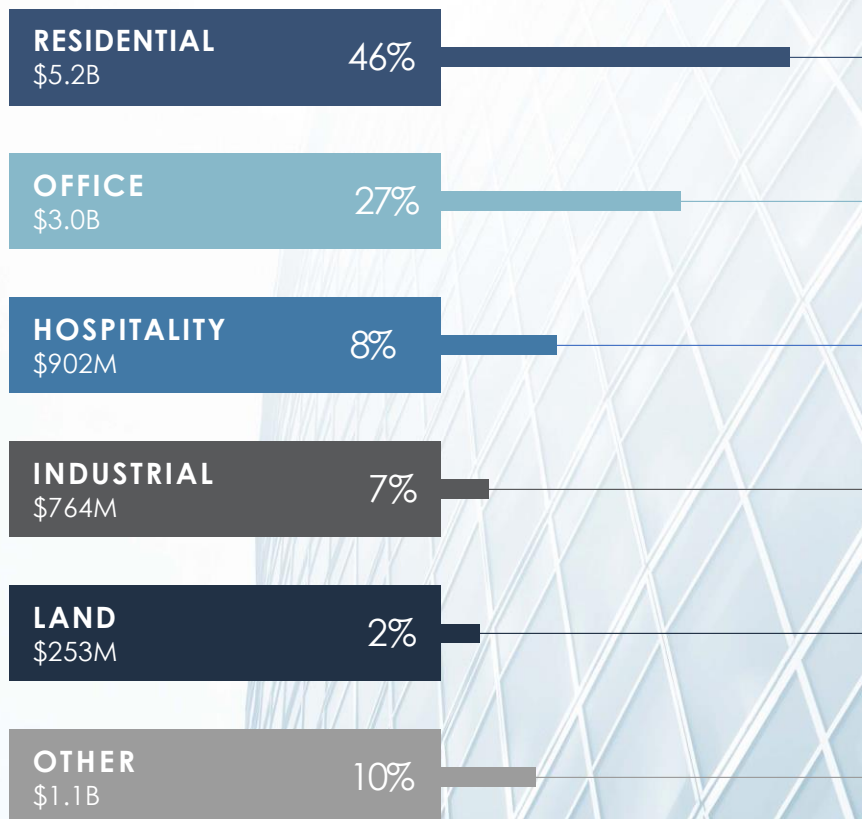
Since inception, Patterson has closed over 488 transactions encompassing more than \$11.1 billion in capital placement and over \$16.7 billion in total transactional value.



HISTORIC VOLUME BY TYPE OF CAPITAL



HISTORIC VOLUME BY PRODUCT TYPE



Closings in over 72 markets with more than 205 capital providers

\$5.1B in multifamily financing across over 33,000 units

\$865M of capital placement for adaptive re-use projects

Capital placement for ground-up condominium transactions totaling \$482M in value

ACTIVE PATTERSON MARKETS



OUR PARTNERS

Our clients are truly our partners and vice versa. Following is a representative sample of the groups we are proud to call our partners, clients and friends.



OUR PARTNERS



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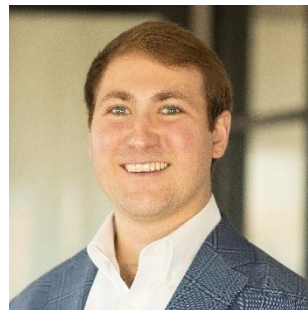
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