



For Immediate Release

Albany Road Real Estate Partners Secures Debt Financing for Industrial Outdoor Storage Site with Wintrust Bank

Patterson Real Estate Advisory Group Facilitates Capitalization

Madison, TN: Albany Road Real Estate Partners, a leading real estate investment firm, has successfully secured financing from Wintrust Bank for an industrial outdoor storage property in Madison, TN. Patterson Real Estate Advisory Group assisted Albany Road with the capitalization effort.

Originally acquired by Albany Road in January 2023 using its warehouse line, the 4.0-acre property is 100% leased to Pioneer Coach, a prominent luxury tour bus company headquartered in Madison, TN down the road from the property. The recent loan from Wintrust Bank enabled Albany Road to refinance the asset, transitioning it off the warehouse line and optimizing its financial structure.

"We are pleased to have secured financing through Wintrust Bank for this strategic property," said Scott Cloud, Managing Partner at Albany Road. "Madison, TN stands out as a prime in-fill industrial submarket, boasting exceptional access to major interstates like I-65, I-24, and I-40. Coupled with Pioneer Coach's tenancy, this asset represents a valuable addition to our portfolio."

Pioneer Coach, renowned for its support of over 500 touring musicians since 2002, finds the property's location ideal for its needs. Situated just a brief two-minute drive from Pioneer Coach's headquarters, the property offers a paved, fenced, and well-lit lot capable of accommodating a substantial portion of its 75-bus fleet and storing operating equipment.

About Albany Road Real Estate Partners:

The Albany Road team collectively brings more than 200 years of real estate, investment banking, and venture capital experience to its established platform. The diverse, yet complementary, skill sets of the group provide the firm with a unique perspective that is utilized in evaluating a wide range of real estate opportunities. Since its launch in 2012, Albany Road has acquired 77 properties across 13 states, totaling 16.5 million square feet, with a gross asset value of over \$2 billion. Specifically, within the Southeast, the firm has acquired 6.5 million square feet across 39 assets, with an asset value of over \$850 million. Albany Road has offices in Boston, Nashville, Dallas, Denver, and San Francisco.

For more information, please visit Albany Road's website at <https://albanyroad.com/>.

About Wintrust Bank:

Wintrust Bank is a prominent financial institution based in the Chicago metropolitan area, known for its community-focused banking services. Established in 1991, Wintrust has grown significantly, offering a comprehensive range of financial products and services, including personal and business banking, wealth management, and mortgage lending. The bank distinguishes itself through a commitment to personalized customer service, fostering long-term relationships with its clients. Wintrust's expansive network of community banks operates under a decentralized model, allowing each location to cater to the unique needs of its local community. This approach has enabled Wintrust to maintain a strong local presence while achieving substantial growth and financial stability.

For more information, please visit Wintrust's website at <https://www.wintrust.com/>.

About Patterson Real Estate Advisory Group

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 <https://www.pattersonreag.com/>.