



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 550 transactions encompassing over \$12.8 billion in capital placement and over \$19.5 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.

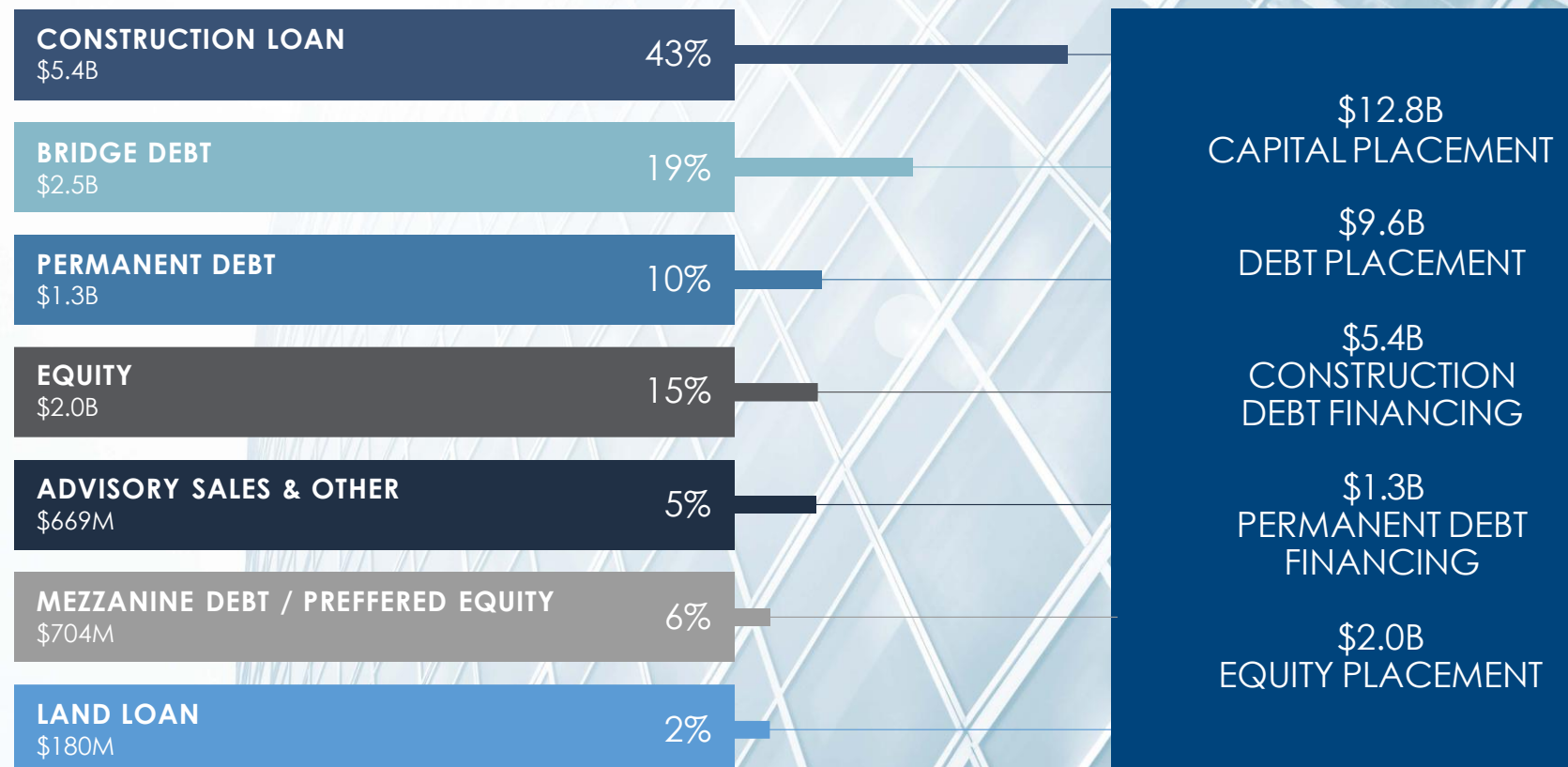
We utilize a team approach to ensure that each project receives the appropriate level of attention and benefits from several unique perspectives.



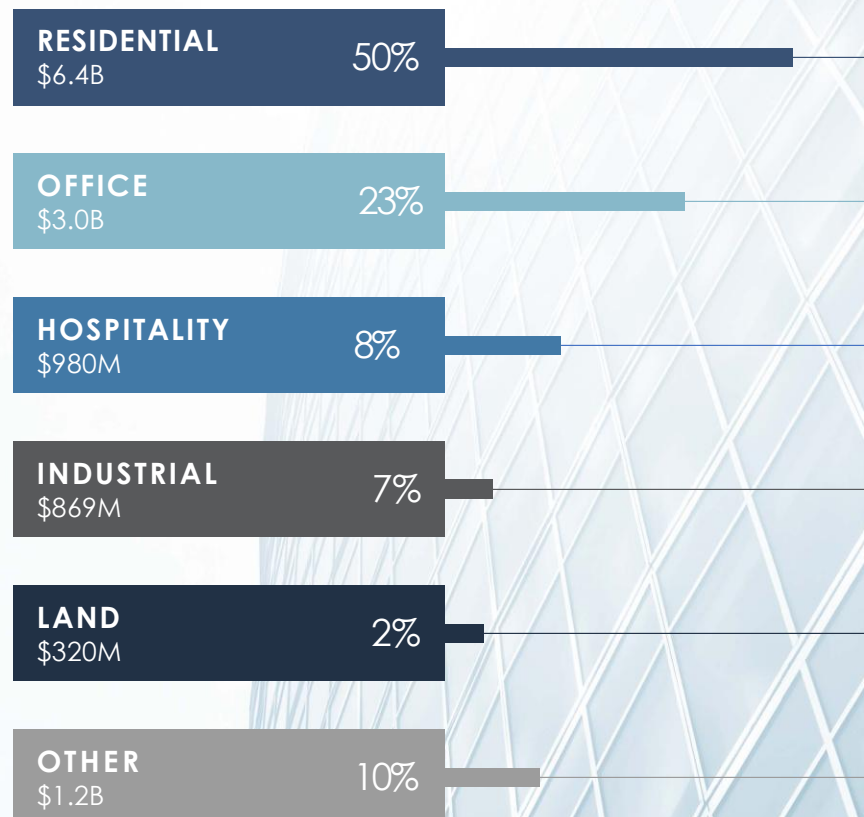
Since inception, Patterson has closed over 550 transactions encompassing more than \$12.8 billion in capital placement and over \$19.5 billion in total transactional value.



HISTORIC VOLUME BY TYPE OF CAPITAL



HISTORIC VOLUME BY PRODUCT TYPE



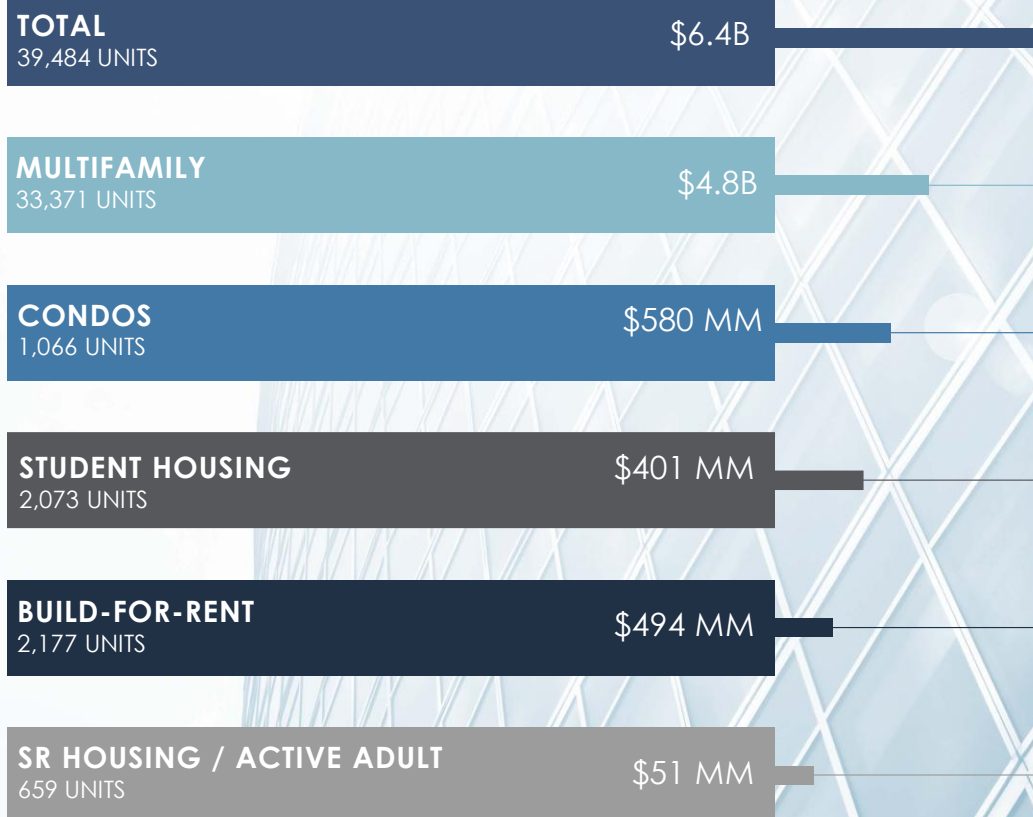
Closings in over 80 markets with more than 236 capital providers

\$4.8B in multifamily financing across over 33,00 units

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

Capital placement for ground-up condominium transactions totaling \$580M in value

HISTORIC VOLUME RESIDENTIAL TRANSACTIONS



\$6.4B
RESIDENTIAL CAPITAL

\$1.1B
EQUITY PLACEMENT

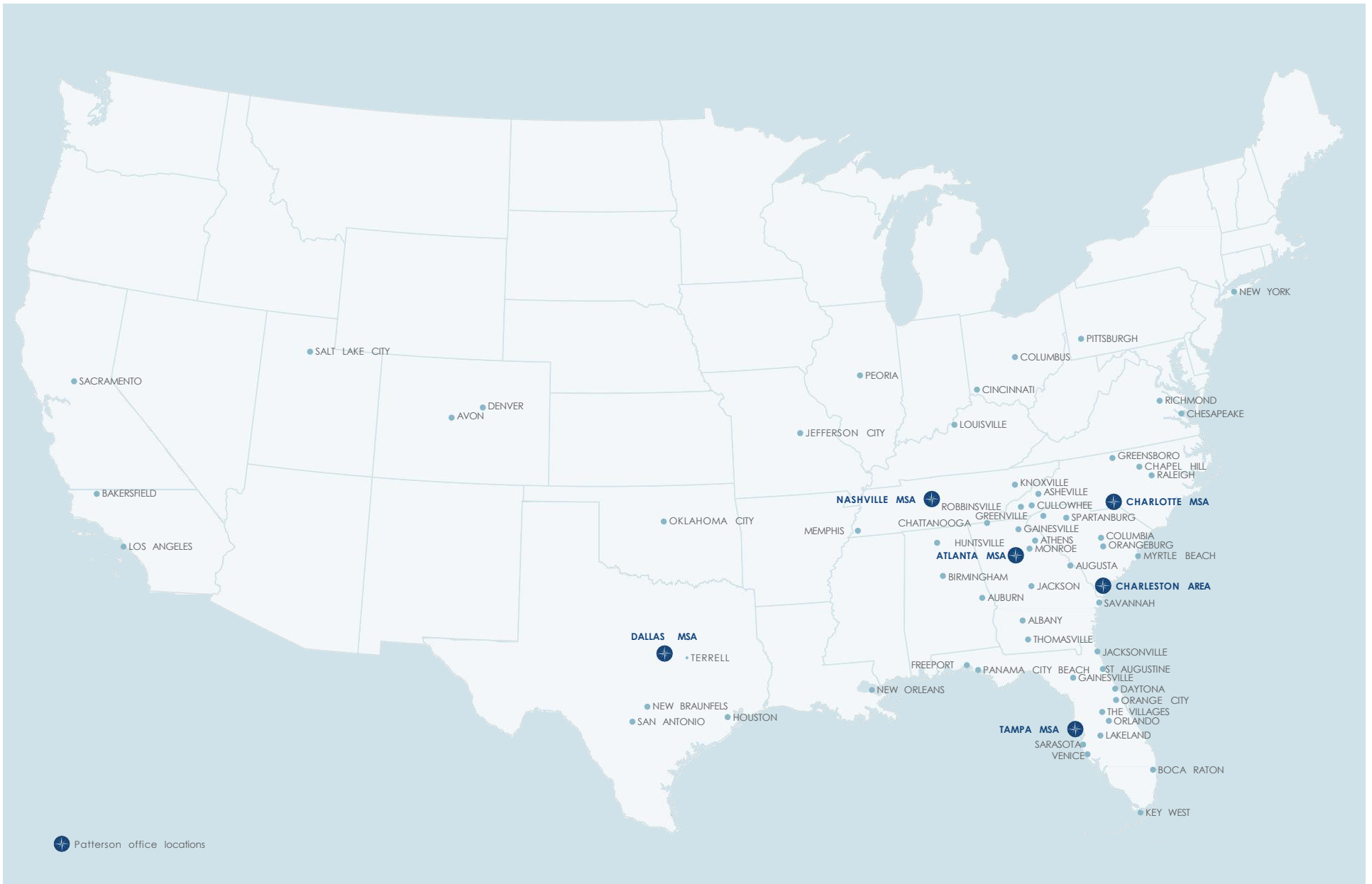
\$549 MM
SUBORDINATE CAPITAL

\$4.6B
DEBT PLACEMENT

\$4.7B
DEVELOPMENT CAPITAL

OVER 190
MULTIFAMILY DEALS CLOSED

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.



Ackerman & Co.

ALBANY ROAD
REAL ESTATE PARTNERS

ALLEN MORRIS COMPANY

AmeriPark

ANiMAL®

AG ANGELO
GORDON

ARTEMIS
REAL ESTATE PARTNERS



ATLANTA | PROPERTY | GROUP

ATLANTIC
CAPITAL
PROPERTIES

ATLANTIC
COMPANIES

ATLANTIC
RESIDENTIAL

BCDC
EST. 1987

BEACON
COMPANIES

BRANCH
PROPERTIES, LLC

BRAND Properties
Real Estate Partners

BRIGHTMAN+GIL
REAL ESTATE INVESTMENT MANAGEMENT

Broad
Street
INVESTMENTS

CARLISLE

CARTER

CENTRO
DEVELOPMENT
LLP

Collaborative

CORE5
HOSPITAL PARTNERS

CORTLAND

CRESCENT
COMMUNITIES

DANIEL

DEXTER
COMPANIES, LLC

the DILWEG
companies

drapac
capital
partners

east west partners

ELEVATOR
CITY PARTNERS

EMORY
HEALTHCARE

EMORY
UNIVERSITY

ExCap

FCP

Flournoy
COMPANIES

Four Stones
Real Estate

Fuqua
Development

GATEWAY
VENTURES
Real Estate

GE Asset Management

Georgia Tech
1900 Peachtree Street, NE, Atlanta, GA 30309

Granite

GREENSTONE

HARRISON
HOMES

HS HATTERAS
SKY

HAVEN
COMMUNITIES

HIGH STREET
LOGISTICS PROPERTIES

HOLDER
PROPERTIES

ICM
Asset Management

ICONIC EQUITIES

IMPRINT
PROPERTY GROUP

20 X 09
THE INDIGO ROAD
HOSPITALITY GROUP

IRON BRIDGE
CAPITAL

J.P. WOOD LTD

IVEY

J.P.Morgan
Asset Management

JPW Development

JW
COLLECTION

KAUFMAN
CAPITAL PARTNERS
Real Estate Partners

LANDMARK
PROPERTIES

Lark
HOTELS

LINCOLN
PROPERTY
COMPANY

LOUDERMILK
COMPANIES

MABAmerican

McNEAL
DEVELOPMENT

MADISON
CAPITAL GROUP

MALLORY
& EVANS

THE
MACALLAN
GROUP

MARINER
GROUP

MarketStreet™
ENTERPRISES

The Mathews
Company

OUR PARTNERS



ENGAGED LEADERSHIP



M LANCE PATTERSON
Founder & Chief Executive Officer
lpatterson@pattersonreag.com
404.504.6683 | Atlanta, GA



BILL MEALOR
Co-Managing Partner
bmealor@pattersonreag.com
404.504.6687 | Atlanta, GA



TODD FLAMAN
Co-Managing Partner
tflaman@pattersonreag.com
404.504.6677 | Atlanta, GA



KEN GRIMES
Senior Managing Director & Partner
kgrimes@pattersonreag.com
404.504.6685 | Charleston, SC



SUZANNE HOLMAN
Chief Operating Officer & Partner
sholman@pattersonreag.com
404.504.6682 | Atlanta, GA



BARRY OLSON
Senior Managing Director & Partner
bolson@pattersonreag.com
214.347.4094 | Dallas, TX

ENGAGED LEADERSHIP



LAURA CLOUD
Senior Managing Director & Partner
lcloud@pattersonreag.com
615.410.9815 | Nashville, TN



LAUREN HANLEY
Managing Director & Partner
lhaley@pattersonreag.com
813.658.3230 | Tampa, FL



AUSTIN SMITH
Market Director & Partner
asmith@pattersonreag.com
404.504.6676 | Charlotte, NC



LAURA FRIDDELL
Managing Director & Partner
lfriddell@pattersonreag.com
404.504.6693 | Atlanta, GA



JORDAN JOHNSON
Associate Director
jjohnson@pattersonreag.com
404.504.6681 | Atlanta, GA

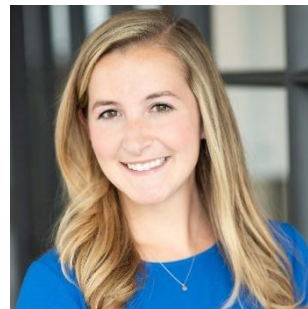


DYLAN SUTH
Associate Director
dsuth@pattersonreag.com
404.504.6679 | Atlanta, GA

ENGAGED LEADERSHIP



JAMIE CAMPBELL
Associate Director
jcampbell@pattersonreag.com
404.504.6675 | Atlanta, GA



EMILY SHELTON
Associate Director
eshelton@pattersonreag.com
404.504.6689 | Atlanta, GA



KATIE BUSCH
Associate
kbusch@pattersonreag.com
404.504.6691 | Atlanta, GA



LUKE CHRISTIAN
Associate
lchristian@pattersonreag.com
404.504.6678 | Atlanta, GA



BENNETT SOUTER
Associate
bsouter@pattersonreag.com
404.526.8471 | Atlanta, GA



GRACE LEWIS
Associate
glewis@pattersonreag.com
470.682.4771 | Atlanta, GA

ENGAGED LEADERSHIP



Chance Gordon
Analyst
cgordon@pattersonreag.com
470.526.8472 | Atlanta, GA



Kathryn Obrecht
Analyst
kobrecht@pattersonreag.com
443.474.5409 | Atlanta, GA



Keene Cornick
Analyst
kcornick@pattersonreag.com
404.504.6690 | Atlanta, GA



Erin Green
Operations Manager
egreen@pattersonreag.com
770.370.7109 x 109 | Atlanta, GA



AMY MOFFITT
Office Manager
amoffitt@pattersonreag.com
404.504.6684 | Atlanta, GA



309 EAST PACES FERRY ROAD | SUITE 1100 | ATLANTA, GEORGIA 30305
850 MORRISON DRIVE | SUITE 590 | CHARLESTON, SOUTH CAROLINA 29403
227 WEST TRADE STREET | SUITE 1925 | CHARLOTTE, NORTH CAROLINA 28202
1320 ADAMS STREET | SUITE 1050 | NASHVILLE, TENNESSEE 37208
2502 N ROCKY POINT DRIVE | SUITE 880 | TAMPA, FLORIDA 33607
DALLAS, TEXAS (LOCATION ANNOUNCED SOON)

PATTERSONREAG.COM