



# PATTERSON

REAL ESTATE ADVISORY GROUP

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## **PATTERSON CONTINUES ITS GROWTH – ADDING PEOPLE AND PLACES REAL ESTATE FINANCE PLATFORM ANNOUNCES IT NASHVILLE EXPANSION**

**ATLANTA and NASHVILLE: September 16, 2015** – On the heels of its recent Atlanta expansion, today, Patterson Real Estate Advisory Group (“Patterson”) announced that it has tapped Terry Hughes to anchor the Nashville office of the growing real estate finance and advisory firm. Originally from Middle Tennessee, Terry is returning to the area to open the Nashville Patterson office from Indianapolis where he most recently worked with a national development group. With offices in Atlanta and Charleston, Nashville extends the Patterson axis of influence across the Southeast U.S. commercial real estate market.

“Nashville’s growth is readily apparent today, but it is a market that Patterson has been active in more than five years – always with the idea of establishing a formal presence when the time was right, and more importantly, the person was right,” said Lance Patterson, founder of Patterson. “We believe Nashville is just getting warmed up and we’re very excited to have Terry join our team – he shares our emphasis on client-focused, creative financing solutions and we’re lucky to have him on board.”

Terry joins the Patterson team with a background that includes work on both the principal and agency sides of commercial real estate finance. Additionally, he has been involved in transactions covering a wide range of product types, including office, industrial, retail, multifamily and land. Trained as an attorney with very detailed financial analysis skills, Terry uses his problem solving abilities to provide creative solutions to clients across all phases of the deal cycle, including acquisition, development, operations, dispositions and overall strategic planning.

“Our company is built on raising capital across the product spectrum and up and down the capital stack – we thrive on the complex and all of our team members bring a distinct and different background, but by working as a team, we’re able to leverage these various skills,” said Lance. “As an attorney, MBA and former developer, Terry’s diverse background will further deepen our bench and offer our client additional perspective.”

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Prior to joining Patterson, Terry worked with Milhaus, an Indianapolis-based multifamily developer to lead development of a \$42 million mixed-use project as well as to pursue additional pipeline opportunities. Previously, Terry worked at CBRE as an Investment Properties Broker where he sourced and closed both private capital and institutional disposition assignments ranging in size from \$2 to upwards of \$100 million. While at CBRE, Terry also worked within the Debt and Structured Finance Group to procure both debt and equity for commercial real estate development and investment opportunities. Terry began his real estate career as a financial analyst for an Indianapolis-based private developer specializing in office and industrial product types. His roles included market underwriting and pro forma analysis as well as packaging of investment memoranda.

“With a broad educational and professional background, I was looking for a platform that would leverage my entire skill set and challenge me with new and different real estate finance situations,” said Terry Hughes, newly appointed Director of the Patterson Nashville office. “After spending extensive time with Lance and the entire team, it was obvious that they had created a unique platform that would benefit from my background and give me the support of a seasoned team of real estate finance professional.”

Terry is a licensed Principal Broker in the State of Tennessee and is a licensed Principal Broker and Attorney in the State of Indiana. He also participates in ULI, NAIOP, and other industry associations. Originally from Middle Tennessee, Terry recently relocated back to the area in 2015 to enjoy and contribute to the exceptional growth that Nashville is experiencing. He was a member of the Division I men’s basketball team at MTSU and enjoys golf, running, and many other forms of physical activity. Terry spends his free time with his wife and four children and also enjoys working with his hands to complete various home improvement projects.

#### **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. Established in 2010, the Patterson team currently consists of eight professionals and is headquartered in Atlanta with an office in Charleston. Over its five-year history, Patterson has closed more than 100 transactions with more than 40 clients totaling more than \$2 billion in project value.

For more information, please contact Ken Grimes at 404-504-6685 / [kgrimes@pattersonreag.com](mailto:kgrimes@pattersonreag.com) or go to [www.pattersonreag.com](http://www.pattersonreag.com) for more details on Patterson and full biographies on each team member.

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