



PATTERSON

REAL ESTATE ADVISORY GROUP

FOR IMMEDIATE RELEASE

THE DILWEG COMPANIES ACQUIRES TWO OFFICE BUILDINGS IN CENTRAL PERIMETER SUBMARKET OF ATLANTA

PATTERSON ARRANGES FINANCING WITH MESA WEST CAPITAL AND BRIDGE INVESTMENT GROUP

ATLANTA: June 13, 2017 – In May 2017, The Dilweg Companies (“Dilweg”) with the assistance of its capital advisor Patterson Real Estate Advisory Group (“Patterson”) closed on the acquisition of The Pointe, a two-building, 418,000-square foot office portfolio located at 400 & 500 Northridge Road in the Central Perimeter submarket of Atlanta (the “Property”). The Property is located on 21.5 acres and is currently 66% leased. Patterson arranged financing with Mesa West Capital (“Mesa West”) and Bridge Investment Group (“Bridge”) for the office portfolio acquisition.

“We are thrilled to have closed on this acquisition and are ready to start creating value at The Pointe,” said Blake Underwood of Dilweg. “We were attracted to these assets because of their basis, strong historic occupancy, immediate proximity to GA-400, ease of accessibility to both Central Perimeter and North Fulton, diverse in-place tenancy, and contiguous large block availability. Our main focus over the years has been value-add office in the Southeast, so this acquisition fits nicely within our portfolio. We are glad to have gained two new capital relationships in the process and look forward to working with them on The Pointe and hopefully other transactions in the future.”



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“The Dilweg team is highly experienced and successful in value-add office acquisitions in the Southeast, and we have no doubt that they will replicate their many successes here at The Pointe,” said Lance Patterson of Patterson. “In terms of the capitalization, we explored many different options but ultimately decided upon a Mesa West / Bridge approach as the best route. We were pleased to bring both groups into the deal and look forward to seeing the team’s success.”

The Property is located at 400 & 500 Northridge Road, just off GA-400 and convenient to both the core Central Perimeter market as well as the booming North Fulton submarket. The GA-400 / Northridge Road interchange recently underwent significant renovations to improve traffic flow, which greatly benefits the Property. Although the Property is currently only 66% leased, historic occupancy has been in the upper 80% range but has recently suffered from several large tenant vacates due to consolidations.

ABOUT DILWEG

The Dilweg Companies is a preeminent real estate investment firm focused on the key economic markets in the Southeast. With offices in Durham, North Carolina and Atlanta, Georgia, the firm is a full-service real estate organization, whose mission is to deliver long-term value to its investors, tenants, and the community. Since its beginnings in 1997, the firm has acquired more than \$1 billion in asset value and more than 9.6 million square feet throughout the Southeast. In recent years, the firm shed many of the non-strategic assets and concentrated the majority of acquisitions on Class-A office buildings, primarily in the Atlanta, Charlotte, Durham, and Raleigh metros. The firm employs a consistent value-added investment strategy. Utilizing a disciplined approach to identify market inefficiencies, the firm acquires high-quality operating assets at a material discount to replacement cost. Dilweg then nurtures these assets back to a position of strength and disposes of them, generating exceptional returns for its investment partners.

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.

For more information, please contact Ken Grimes at 404-504-6685 / kgrimes@pattersonreag.com or go to www.pattersonreag.com.

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