

**PATTERSON COMPLETES 300<sup>TH</sup> TRANSACTION  
WITH RECENT CLOSINGS OF 651 MEETING STREET AND CAPITAL COLLECTIVE**

**ATLANTA: May 10, 2021** – After closing a record number of transactions in 2020, Patterson Real Estate Advisory Group (“Patterson”) recently hit a significant milestone in its 11-year history with the simultaneous closing of two deals which bring the firm’s closed transaction count to 300 in total. On April 8th, 651 Meeting Street in Charleston, South Carolina and Capital Collective in downtown Savannah, Georgia closed at the exact same time.

“Closing our 300<sup>th</sup> deal is a huge accomplishment,” commented Patterson founder and CEO, Lance Patterson. “The strength of our company and especially the caliber of our team members continue to result in successful deal closings, even amid the difficulties brought on by COVID. I am very proud of what we have accomplished.”



*Lance Patterson, Founder & CEO*

651 Meeting Street, Charleston, South Carolina

Madison Capital Group, LLC closed on construction financing for the development of 651 Meeting Street, a 36-unit Class-A apartment community with 10,210 SF of ground level office space. Situated on ±0.90 acres in downtown Charleston, SC, 651 Meeting Street offers unmatched walkability to some of the city’s newest restaurants and is a short walk from the entertainment and restaurant scenes on King Street and North of Morrison. Patterson arranged the financing through First Carolina Bank.



*651 Meeting Street, Charleston, South Carolina*

“We've worked with Patterson on numerous transactions and are glad to be part of such a milestone,” said Ryan Hanks, founder of Madison Capital Group. “Madison is a young and rapidly growing company, so we understand the challenges in building and scaling a business. We have enjoyed working with the Patterson team—in partnership and growing together.”

### Capital Collective, Savannah, Georgia

TWO Capital Partners closed on construction financing for a 154-unit, Class A mid-rise multifamily development in downtown Savannah, Georgia called Capital Collective. The property is situated at the intersection of East Oglethorpe Avenue and Habersham Street and will occupy an entire city block consisting of 1.25 acres in the heart of Savannah's Historic District. The location provides excellent walkability to downtown Savannah's historic landmarks, famous restaurants, beautiful scenery, and endless entertainment options.

Capital Collective will consist of two buildings, each rising five stories above a one-story parking podium. Patterson coordinated financing through Renasant Bank.

"This is TWO Capital's fourth transaction in the Savannah market and second in the Historic District. We are strong believers in the growth story in Savannah and everything the market has to offer," said Ralph Wilson, co-founder of TWO Capital Partners. "We are excited to begin a new relationship with Renasant Bank and look forward to breaking ground in the near future. We appreciate Patterson's help navigating the capital markets as we emerge from a challenging market environment."



*Capital Collective, Savannah, Georgia*

## **About Madison Capital Group, LLC**

Madison Capital Group, LLC is a full-service real estate firm with a sole focus on developing apartment communities as well as acquiring and developing storage assets throughout the Southeast and Mid-Atlantic. MCG provides opportunistic real investment opportunities for institutions and high net worth investors. Since 2009, Madison Capital Group has closed on over \$1.5 billion worth of multifamily communities, storage assets, and land sites. Many of these transactions have been “off-market” transactions which have been sourced through Ryan Hank’s significant relationships, which have enabled Madison Capital Group to create value for its investors.

## **About TWO Capital Partners**

TWO Capital Partners is a private real estate investment and development firm based in Atlanta, GA. The three partners at TWO (Wes Taubel, Ralph Wilson and Sean O’Brien) possess institutional development experience and excellent local knowledge of the Southeast, having been particularly active in the Savannah market. Together they have developed, acquired, leased, managed, and financed over \$1 billion of real estate assets and have a current portfolio consisting of over \$120 million in assets. TWO Capital’s main focus is multifamily development projects within high-growth markets, having successfully developed seven different multifamily projects in the Southeast, including Tallahassee, Huntsville, Raleigh, Charlotte, and two in Savannah.

## **About First Carolina Bank**

First Carolina Bank is a premier financial services institution based in North Carolina and has become one of the safest and most efficient banks in the US as measured by credit quality, liquidity and overall operating efficiency. It is a full-service institution that can handle all financial needs for individuals and businesses as well as wealth management services through its Trust division, First Carolina Wealth and its strategic partnership with Raleigh-based Capital Investment Companies.



## **About Renasant Bank**

Renasant Bank is one of the Southeast's strongest financial institutions with approximately \$15.6 billion in assets and operates more than 200 banking, lending, mortgage, wealth management, and insurance offices in Mississippi, Alabama, Tennessee, North Carolina, South Carolina, Georgia and Florida.

## **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.

For more information, please contact Suzanne Holman at [sholman@pattersonreag.com](mailto:sholman@pattersonreag.com) or 404-505-6682.

###