

**FOR IMMEDIATE RELEASE**

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**Talonvest Capital Secures \$20 Million of Self Storage Loans in the Western U.S.**

**Costa Mesa, CA – July 5, 2011** – Talonvest Capital, Inc., a boutique real estate advisor serving clients throughout the U.S., successfully negotiated and closed fixed rate, non–recourse loans totaling approximately \$20 million for two separate California based self-storage operators. Talonvest procured \$16.9 million of permanent debt for a three property portfolio with stores located in East Palo Alto, CA; Kentfield, CA; and Boulder, CO. The properties had a combined occupancy in excess of 90% and benefitted from a new 10-year interest rate fixed at under 5.5% with a 30-year amortization. Paul Schmitt, CEO of Schmitt & Co, who was responsible for the financing on behalf of his partners and investor clients, commented that “Jim Davies and Tom Sherlock on the Talonvest team negotiated a great interest rate for us and did everything we asked quickly and professionally. We look forward to doing more business with them”.

In another transaction, Talonvest prevailed in structuring approximately \$3.1 million of permanent financing for Valley Wide Self Storage, an approximate 120,000 square foot property located in San Jacinto, CA. According to Eric Snyder, Principal at Talonvest, the challenges to completing this financing assignment included the loan request being smaller than many loan programs will accommodate and the property not being in an urban locale. “We were able to resolve the lender’s concerns through structure and negotiation in order to close the loan in a timely manner” commented Snyder. Josh Greer of Platinum Storage was actively involved in the loan process and commented that “the Talonvest team had already proven themselves to self storage owners as the principals of Buchanan Storage Capital. Their track record of success reaches almost 20 years and they have deep, long-standing relationships with capital providers. They’re very dependable”. Each of the new CMBS loans was provided by a large, national finance company.

**About Talonvest Capital, Inc.**

Talonvest Capital is a boutique real estate firm providing advisory services to self storage and commercial real estate investors and developers nationally. The principals of the firm have over 70 years of combined experience structuring loans and equity investments for self-storage, office, industrial, retail and apartment properties throughout the United States.

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