



Self-Storage Finance Firm Talonvest Closes \$474M in Capital Transactions in 2015

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Talonvest Capital Inc., a boutique real estate adviser and finance firm serving the self-storage industry, arranged a company-record \$474 million in storage-related financing in 2015. Transactions involved 93 self-storage facilities across the United States and included an array of lending options, according to a company press release.

Transactions were split fairly evenly across the nation, with 54 percent occurring in the western states and 46 percent in the East, according to Krystyn Jones, a Talonvest underwriter who also coordinates the company's marketing. Although deals completed in the first half of the year slightly outpaced those in the last six months, business flowed fairly consistently throughout the year, she said.

"We provide capital in all phases of the real estate cycle, from development through lease-up to stabilization, including construction loans, bridge loans, permanent loans, participating debt, mezzanine debt, preferred equity and joint venture equity," according to the company website. "We work with a multitude of non-recourse and recourse sources including banks, life companies, portfolio lenders, mezz providers, equity funds, credit companies, private high-net-worth investors and [commercial mortgage-backed securities] lenders."

Historically, the company's principals have closed more than \$4 billion in capital for self-storage owners in their careers, according to the website.

Founded in 2010 and based in Orange County, Calif., Talonvest structures debt and equity for self-storage and commercial real estate investors and developers nationwide. The principals of the firm have more than 80 years of combined experience.