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Talonvest Capital Negotiates Another \$12.4 Million of Self Storage Loans in the U.S.

Costa Mesa, CA – November 1, 2011 – Talonvest Capital, Inc., a boutique real estate advisor serving clients throughout the U.S., successfully negotiated and closed fixed and floating rate, non-recourse loans secured by self storage properties in Southern California, Chicago and Philadelphia. These recently funded loans collectively totaled about \$12.4 million. Talonvest procured \$4 million of permanent debt for Enterprise Self Storage on an approximate 53,000 square foot facility in Glendale, CA. The volatile lending market made this assignment challenging as some lenders have been changing loan terms or backing out of loans because of the turbulence in the capital market. Brandon Varone of Enterprise Self Storage commented that “when one lender backed out of my loan at the last minute, Talonvest put their capital market relationships and knowledge to work and found a lender that would close”.

In another assignment, Talonvest arranged a \$5.5 million floating rate loan secured by Devon Belmont Self Storage, a 103,000 square foot self storage property located in Philadelphia, PA. Talonvest was able to deliver a non-recourse loan with interest only payments and prepayment flexibility even though the property is in lease up. Ken Nitzberg, president of Devon Self Storage, commented that “even in this volatile market, Talonvest delivered on an interest only, non recourse loan at 4.75%”.

Most recently, Talonvest negotiated a \$2.85 million loan secured by an 110,000 square foot self storage facility in south suburban Chicago, IL. Brian Shniderson of RTI Properties commented that the new loan “resulted in a large decrease in their loan rate” and that Talonvest “provided a very creative solution” for their financing need. Eric Snyder and Jim Davies, long time leaders in the self storage finance industry and principals of Talonvest Capital, structured and negotiated all of these financings.

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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