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Talonvest Capital Negotiates \$35M for two Self Storage Portfolios

Costa Mesa, CA – July 30, 2012 – Talonvest Capital, Inc., a boutique commercial real estate advisor serving clients throughout the U.S., successfully closed \$35,295,000 in permanent financing on two separate portfolios. Zeune Construction & Development hired Talonvest to structure a loan totaling 97% of the discounted pay off (DPO) of the prior mortgage debt. The 435,000 square foot portfolio consisted of self storage facilities in the Southeastern and Midwestern US. Funding of the refinance loan was complicated because the former lender was in receivership. Kim Zeune, Managing Member of the borrowing entity, noted that “Talonvest succeeded in overcoming the hurdles involved in closing our loan. Their diligence, tenacity, and hard work made the difference.” The non-recourse financing had a 10-year term and 30-year amortization.

In a second assignment, Morningstar Properties and their venture partner Harrison Street Real Estate Capital selected Talonvest to represent them for their refinance of a 360,000 square foot, seven property self storage portfolio. Talonvest’s team identified multiple financing options that resulted in a \$20,000,000 loan, which included senior and mezzanine notes, for the North Carolina, South Carolina and Georgia facilities. Eric Snyder, Jim Davies and Tom Sherlock, principals of Talonvest, handled the assignments on behalf of Zeune and Morningstar.

About Talonvest Capital, Inc.

Talonvest Capital is a boutique real estate firm providing advisory services to 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 office, industrial, retail, apartment, and self-storage properties throughout the United States.

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