

FOR IMMEDIATE RELEASE

Contact: Amanda Waite
Talonvest Capital, Inc.
949.648.0337
awaite@talonvest.com

Talonvest Capital Lands 25-Year Fixed Rate Loan for Self Storage Portfolio

Costa Mesa, CA – September 20, 2012 – Talonvest Capital, Inc., a self storage and commercial real estate advisor serving clients throughout the U.S., successfully negotiated a 25-year, fixed rate, fully amortizing loan for an entity associated with Metro Self Storage. The \$18.75 million refinance loan, funded by ING, is secured by a 577,000 square foot self storage portfolio with properties located in New York, New Jersey, Pennsylvania, Texas, Louisiana, and Florida. Collateral substitution rights and secondary financing opportunities are just two examples of the flexibility associated with this loan.

Matt Nagel, Chairman of Metro Storage, commented “this is the second portfolio in 2012 that Talonvest has successfully closed for us”. Additionally, he noted “Talonvest’s principals have a 20 year history in successfully closing self-storage loans. They took the time to understand our specific financing needs and then thoroughly exhausted the capital markets to find the right lender for us.”

Eric Snyder, Principal at Talonvest, shared that banks, CMBS lenders and insurance companies were all very interested in this transaction and in developing a relationship with one of the nation’s premiere self storage operating companies. He added “while CMBS lenders have become very aggressive recently, eliminating future interest rate risk through a 25-year fixed rate loan was one key factor in a life company prevailing in this competition.” Snyder, Jim Davies, another Talonvest Principal, and Carole Stanley represented the borrower in this financing.



About Talonvest Capital, Inc.

Talonvest Capital is a boutique real estate firm providing advisory services to self storage and commercial real estate investors, owners and developers nationally. The principals of the firm have over 70 years of combined experience structuring loans and equity investments for office, industrial, retail and apartment properties throughout the United States. In addition, they have established a dominant niche position in financing self-storage properties across the country.

#####