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Talonvest Capital Closes \$42.45M of Perm Loans in November

Costa Mesa, CA – December 4, 2012 – Talonvest Capital, Inc., a self storage and commercial real estate advisor serving clients throughout the U.S., successfully negotiated and closed \$42.45 million of permanent financing this month. Three separate clients who own self storage facilities in CA, NM, CO, TX, and MO were successfully represented. The individual assignments were as follows:

- \$12.65 million of loans for A Storage Place on three self storage properties in San Diego, CA financed individually. The borrower obtained 10-year notes having a 4.25% fixed interest rate and 5 to 7 year periods of interest only as well as no on-going reserves for insurance or capital expenditures. Art Flaming, President of Tierra Corporation, stated that “Talonvest negotiated the lowest fixed rate that I’ve obtained during my fifty years in the real estate industry. These loans wouldn’t have closed without their tenacity and commitment.”
- \$5.5 million cash out refinance loan on a self storage property in Albuquerque, NM professionally managed by Devon Self Storage. The financing was fixed for 10-years with a 30-year amortization and was provide by a global financial firm headquartered in Europe.
- \$24.3 million of high leveraged loans for Storage Masters on five storage properties located in Denver, CO; Plano, TX; and St. Louis, MO. The lender was a privately funded commercial real estate finance company based in the northeastern U.S. John Burrows, President of Storage Masters noted that this assignment included two separate closings and was “the most complicated financing transaction I have worked on during my 29 years in the business”. It included 80% leverage to generate cash-out from some properties with proceeds to be used as equity for an auction acquisition at a to-be-determined purchase price that required funding within ten days of the auction. Mr. Burrows went on to say that “Talonvest Capital handled this with complete professionalism and to my complete satisfaction”.

Eric Snyder, Jim Davies, and Carole Stanley from Talonvest handled the San Diego and New Mexico financings. Tom Sherlock, Laura Bogart, and Davies represented Storage Masters in the structuring and negotiation of the \$24.3M financing.



Albuquerque, NM



Plano, TX

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.

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