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

Talonvest Capital Closes Another Storage Portfolio Loan

Costa Mesa, CA – January 16, 2013 – Talonvest Capital, Inc., a self storage and commercial real estate advisor serving clients throughout the U.S., successfully negotiated and closed \$16.8 million of permanent financing for All Aboard Storage with a European based bank. The 4.24%, 10-year fixed rate, 30-year amortizing loan was secured by four facilities in the Daytona Beach, FL area. The 321,400 square foot portfolio included space for self storage, warehouse industrial, and office uses. Talonvest structured a financing solution for approximately 90% financing on three properties with discounted payoff (DPO) amounts and a cash out refinance on a fourth property to provide the requisite new equity into the other assets. Based on the DPO from the existing lender, the new loan had to fund in less than seven weeks, inclusive of the major holidays in November and December. Andy Clark, President of All Aboard Storage and Clark Properties, commented that “Talonvest knows how to get deals closed and their ability to solve problems was impressive”.

Jim Davies, Talonvest Principal, noted that lenders have been getting even more competitive in their pricing and structuring of permanent loans in 2013. He shared “our most recent negotiations have led to a 35 basis point reduction in the interest rate and a 50 basis point deduction in the required debt yield as compared with late 2012 transactions”. Tom Sherlock, Jim Davies, and Carole Stanley negotiated the refinancing on behalf of All Aboard, while Laura Bogart from Talonvest orchestrated a smooth and timely closing on behalf of the borrower.

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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