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Lenders Compete to Fund Storage Loans

By [Carrie Rossenfeld](#) | Orange County



COSTA MESA, CA-Lenders are competing fiercely to fund loans for **self-storage** facilities, and multiple institutional investors are seeking experienced storage operators to build up portfolios, according to **Tom Sherlock**, one of the three principals at **Talovest Capital Inc.**, a self-storage and **commercial real estate** advisor. As GlobeSt.com **reported earlier today**, Talovest recently completed a self-storage portfolio refinancing for **BRB Development Co.**, has closed more than \$172 million of storage loans in the past year and has another \$144 million of self-storage capitalizations currently in process.

The level of loans being completed for this asset class is being compared to pre-recession levels. "The competition for loan volume is reminiscent of 2005 through 2007," said Sherlock in a prepared statement. "We've been saving our clients hundreds of thousands of dollars regularly by managing a competitive bid process. It's a great time to borrow."

Talovest recently completed \$13 million of self-storage loans for **Pogoda Cos.** with a European-based bank. **Maurice Pogoda**, president of the firm, said in the statement, "Talovest successfully negotiated multiple deal points with the lender on our behalf. They were an effective advocate, and we look forward to working with them again."

As GlobeSt.com **reported earlier this month**, the appetite for **self-storage** is strong but the available properties are fewer and further between this year. Still, **Marcus & Millichap's Mele Group** is getting some smaller deals done. Embassy One U-Store, a 52,741-rentable-square-foot **self-storage** facility in Port Richey, FL, just traded for \$2.6 million. And Oxford Storage, a 46,750-rentable-square foot self-storage facility located in Fern Park, FL, traded for \$2.2 million.