

Competition for Deals Has Heated Up

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"The number of banks, life companies, and CMBS lenders actively **competing** to win **permanent financing** requests has consistently increased month-by-month since the beginning of the year," Talonvest Capital principal **Eric Snyder** tells us. "I expect that this will **continue** well into 2014." The deals aren't necessarily vanilla, either. Recently Irvine-based Talonvest oversaw **\$116M** in 10-year loans in the low 5% area secured by **self-storage properties** in Illinois, Florida, and Georgia. (That's more of a rum raisin deal.) The financing was provided by a New York-based commercial real estate finance company.