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**Talonvest Structures \$23M Life Co Loan for MA Property**

**Irvine, CA – March 29, 2022** – Talonvest Capital, Inc., a boutique self storage and commercial real estate advisory firm, represented Madison Capital Group in the negotiation of a \$23,170,000 loan for the C of O acquisition of a self-storage facility in Quincy, MA. The 103,562 net rentable square foot, 1,351-unit, fully climate-controlled facility is located 15 minutes south of Boston and is easily accessible at the confluence of three major arterial highways. Demand drivers include premium visibility, state-of-the-art quality, and significant barriers to entry in an underserved sub-market.

The non-recourse insurance company funded loan features a four-year term, three years of interest-only payments, no lease-up covenants, no cash management requirement, and prepayment flexibility. Ryan Hanks, President of Madison Capital Group / Go Store It Self Storage, commented, “Talonvest guided us through another financing process with confidence and ease, further proving their expertise in the capital markets. They were a great resource and structured valuable benefits for us in this loan.” The Talonvest team responsible for this assignment included Kim Bishop, Eric Snyder, Mason Brusseau, and Thalia Tovar.

**About Talonvest Capital, Inc.**

Talonvest Capital is a boutique real estate firm that providing advisory services to self-storage and commercial real estate investors, owners, and developers throughout the United States. The firm utilizes a collaborative team approach, emphasizing the institutional knowledge and expertise gained over the past four decades by its team members, to structure superior capital solutions for its clients.

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