



Eric Snyder, Principal, Talonvest Capital, Inc.

Eric Snyder is a Co-Founding Principal of Talonvest Capital and has been involved in arranging over \$6 billion of commercial real estate debt & equity capitalizations since 1993. He is responsible for leading the strategic direction of the company which focuses on structuring capital for self storage and commercial real estate owners. Prior to starting Talonvest Capital, Eric was with Buchanan Street Partners providing capital advisory services and originating real estate investments for Buchanan's institutional and private investors. He was also a Co-Founder of Buchanan Storage Capital, with investors such as TCW & Societe Generale, which became one of the most recognized brands in the self storage finance sector through exclusive partnerships with firms such as GE Capital and the Royal Bank of Canada.

Eric's experience includes structuring and arranging capitalizations in all phases of the investment cycle including construction financing, bridge debt, permanent loans, mezzanine debt and joint venture equity. He has an established background as both a direct investor and a mortgage banker developing expertise in a variety of different capital structures while with Talonvest Capital, Buchanan Street Partners, GE Real Estate, FINOVA Realty Capital, Belgravia Capital Corporation and Bank of America. Eric also has experience in the disposition of over \$250 Million in self storage properties as well as experience in the asset management of performing and non-performing debt as part of the liquidation of over \$600 million of loans for ITT Federal Bank. Eric began his career in real estate as an Urban Planner working for the City of Los Angeles.

Eric has served as the Vice Chair of the ULI Capital Markets Initiative Council, a board member of the California Self Storage Association, and a Co-Founder of the Band of Brothers Foundation. He is a licensed real estate broker who has been a frequent speaker at real estate industry events around the country. Eric obtained a bachelor's degree in Urban & Regional Planning from Cal Poly University.

*136 Everett Rd.
Albany, NY 12205
Tel. 518-431-1106*