



# **BONNEVILLE** MULTIFAMILY CAPITAL

## [ SUCCESS STORY ]

### **MARILYN MAILLOUX**

**MERADA NORTH APARTMENTS  
CARSON CITY, NEVADA**

#### **LOAN SUMMARY:**

**Amount**

\$1,050,000

**Location**

Carson City, NV

**Type**

Refinance

**Leverage**

60% LTV

**Date Funded**

November 30, 2016

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#### **LOAN OFFICERS:**

**Paul Winterowd**

801-323-1050

**Brian Hansen**

801-323-1053

When she was hit with a sudden, unwarranted lawsuit, Marilyn Mailloux knew she needed some additional help managing her finances.

A competent businesswoman with an MBA in finance and a background in commercial real estate, Marilyn had many years of real estate investing experience under her belt. In the past, she had sold two apartment buildings as well as a 25-unit senior care center she built from the ground up.

But this time was different. With the lawsuit burning down her well-established credit and a loan due, Marilyn was in a bind. She turned to Bonneville Multifamily Capital. "I really had a heck of a go-around," Marilyn says of the experience. "But Brian and Paul basically saved the apartment complex."



## SMOOTH PROCESS IN A TRICKY SITUATION

Marilyn's loan was up on a 34-unit apartment complex located in Carson City, Nevada, near beautiful Lake Tahoe, and she wanted to refinance. One problem? The lawsuit. Because of its effect on her credit, Marilyn found some banks were no longer willing to work with her. Another problem? She'd taken out a high-interest second mortgage and was strapped making payments.

"We had to figure out what my parameters were," says Marilyn. "That's where Brian and Paul came in." Bonneville helped her work with her two loan brokers to extend deadlines and manage payments. Then they helped her find a good loan option for her refinance—with a lower rate.

Throughout the process, Marilyn relied on Brian and Paul's guidance. "Brian and Paul were absolutely magnificent. They just filled in all the blanks," says Marilyn. Because she was in a delicate situation, the loan process was a bit rough, but Bonneville acted as the go-between for Marilyn and the lender. "The lender had a lot of questions, and Paul and Brian were able to resolve those."

"They were absolutely wonderful," she says. "If I asked for something, it was done immediately. Everything was perfectly first class."

## SAVING THE PROPERTY - AND SAVING HER MONEY

The long refinancing saga ended in success for Marilyn. Bonneville was able to help her find a loan with a better rate, pay off her high-interest second mortgage, and pay off back taxes for the property that had been building up during the course of the lawsuit. Marilyn credits Bonneville for helping her keep her property.

"We closed within a day of losing the property," says Marilyn. "It was pretty touch and go, but there were no surprises. Everything was right up on the table."

Today, Marilyn is not only saving money on interest and loan payments—she's making even more than she did before. "They lowered my payment by about \$3,000 a month," Marilyn says. "The building has always been 100% leased up—and now we keep raising the rents."

Marilyn says she would recommend Bonneville without reservations. "I'm very thrilled with these gentlemen. They're magnificent." To potential and current clients, Marilyn has some words of wisdom: "Trust Brian and Paul. These two gentlemen will not give up. They're like a dog with a bone."



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