

## LOAN SUMMARY:

**Amount** 

\$1,750,000

Location

Nampa, ID

**Type** 

Cash-Out Refi

Leverage

70% LTV

**Date Funded** 

June 21, 2017

## LOAN OFFICERS:

**Paul Winterowd** 

801-323-1050

**Brian Hansen** 

801-323-1053

Heather Jonson came to Bonneville Multifamily Capital to refinance a loan for an apartment complex she had previously bought with her business partners. She soon found her relationship with Bonneville to be valuable in more ways than one.

"I've had lots of good loan brokers that are very competent, but none of them have been as helpful to me in other aspects of our business as Paul has been. Paul was very friendly, professional, and knowledgeable," she says. "He provided us several options for loans and sent them to me in a spreadsheet so I could see everything easily. He worked with me when I was making the decision of which lender to go with."

Heather's refinance was for a four-unit apartment building in scenic Nampa, Idaho. She wanted to hold on to the property - but she also wanted to move forward with other investments.

The refinance opened up new business opportunities for Heather and her partner. "We needed to refinance because our current loan was mature. Our property had increased in value, so we were able to refinance at the new price and pull out a lot of our equity."

## A MEANS OF MAKING CONNECTIONS

Although Heather had an excellent experience with her refinance, she says the real value of Bonneville was in their networking and connections. Initially, Heather says she looked at two other brokers who appeared very competent, but Bonneville won her business.

"In talking with Paul, I could tell he had contacts, and networking is crucial to success. He called his contacts and put in a good word for us, so they were expecting our call and knew we were someone they could trust."

Because of her connections through Bonneville, Heather was able to find the right professional to help her reinvest her equity in a large storage unit facility. "Without Paul's contacts, we would not have found that deal," she says.

"We now have a storage unit facility, and we're just starting some new construction to add on to the existing storage units. That project should add \$1.5 million dollars to our net worth."

Through Bonneville, Heather was also able to make contact with an investment advisor, Jereme Thaxton. "Jereme has been a lifesaver to us. That was an excellent contact. Because of Jereme, our monthly cash flow will increase even more. That is huge."



## MORE THAN COMPETENT - INVALUABLE

Throughout the process of refinancing her loan and evaluating new investments, Heather says her relationship with Bonneville was invaluable.

"Paul was so easy to work with. He was readily available. He took my calls no matter what time of the day or the evening. He became a friend throughout the process, not just another loan broker. He was very competent. He did everything in a timely manner."

Her final verdict on the services she received from Bonneville? "I would definitely recommend Bonneville for financing. They are easy to work with, friendly, happy, and very competent. They know their business and were very helpful in many aspects of our business."



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