



# **BONNEVILLE** MULTIFAMILY CAPITAL

## [ SUCCESS STORY ]

### **TYLER KOHLER** HARRISON POINTE APARTMENTS, OGDEN, UT

#### **LOAN SUMMARY:**

**Amount**  
\$3,865,000

**Location**  
Ogden, UT

**Type**  
Construction/Bridge

**Leverage**  
75% LTC

**Date Funded**  
October 16, 2017

When Tyler Kohler came to Bonneville Multifamily Capital, he had never done a multifamily deal before. In fact, Bonneville's ease with entry-level investors is a major reason Tyler chose Bonneville in the first place. He says, "I knew I would get someone who would basically coach me and be the best fit. I wanted to leverage their knowledge."

Although he was new to multifamily investing, Tyler had an aggressive plan for acquiring new properties and building his real estate investing business. Bonneville was able to offer the support he wanted and needed, despite his inexperience.

Tyler says the folks at Bonneville worked with him at his comfort level. "Paul knew I would need more hand-holding and coaching, and he helped me feel my questions were okay. I could ask beginner questions without feeling dumb."

For his first multifamily purchase, Tyler chose an apartment building in need of rehabilitation. But then came the step of figuring out which loan was right for him and the property. Tyler would need a loan in the three to four million range, and he wasn't sure where to start.

"Bonneville helped me understand the different loan options," says Tyler. "I thought loans were one-size-fits-all, but really, each loan is custom fit depending on your intentions with that property."

This was Tyler's largest investment of any kind, and he wanted to make sure he got things right at every step of the process. "Paul presented us with six loan options. He explained all six to me and my partner, and helped us select which one was the best fit for us—and why." Tyler and his investing partner went with a bridge loan for \$3.865 million dollars to purchase a 52-unit multifamily complex in Ogden, Utah.

Although taking out such the loan was a big step for him, Tyler felt comfortable with the final result because Bonneville helped him manage the details. "Paul really understood what we were trying to accomplish. He asked questions we didn't even know to ask. We knew where every dollar of the loan was going to be spent."

## THE RIGHT LENDER AND THE RIGHT LOAN

So, how did things turn out? “It’s been a huge success,” Tyler says. “So far, everything has gone according to plan. We chose the right lender and chose the right loan.”

Tyler’s first step into multifamily investing has enabled him to move forward with his business goals. “This was my breakthrough into multifamily apartment investing, and now because we have one project underway, other lenders now look at me as a more serious borrower, and it gives me more credibility. Having this transaction underway has been a huge difference maker.”

In fact, Tyler was able to close on two new properties within a year of his initial investment—and he plans to continue to rely on Bonneville’s services.



## BUILDING A PORTFOLIO WITH BONNEVILLE

A key part of what Tyler appreciates about Bonneville is their relationships and connections—not only with him, but with other players in the real estate world. “Paul has introduced me to a whole big world of people,” Tyler says.

Tyler was able to meet managers and other investors through Paul at Bonneville, but most importantly, he benefitted from Bonneville’s relationships with different lenders. “Paul understands what each lender requires, and he was able to guide us to different loans and relationships based on our requirements.”

Throughout Tyler’s journey into multifamily investing, he has felt confident in Bonneville’s continuous presence as a partner and mentor. “Paul takes my phone calls night and day,” he says. “I’m able to get answers as soon as I have questions. There’s never a lag in communication.”

Despite his amateur status, Tyler has moved from never owning a multifamily property to a professional investor with three deals under his belt—in less than a year. His plan may be aggressive, but it’s working. Tyler credits Bonneville for not only making the process possible, but seamless.



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### QUOTES

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