

## COHEN FINANCIAL ARRANGES MORE THAN \$10 MILLION WITH PILLAR FOR TWO MULTIFAMILY PROPERTIES IN GRAND RAPIDS, MICHIGAN

Grand Rapids, Michigan (March 24, 2015) – Cohen Financial, a national real estate capital services firm, today announced that Cathy Bronkema, Partner and Managing Director of Cohen Financial in the Grand Rapids, Michigan office, arranged a total of \$10.366 million through Pillar’s lending program for the acquisition of two Grand Rapids-based multifamily properties. Ms. Bronkema secured an \$8.206 million HUD 223(f) loan in February 2015 for the acquisition of Richmond Hills Apartments, a 222 unit property. She also secured a \$2.16 million Fannie Mae loan in January 2015 for the acquisition of Eagle Nest Apartments, a 48 unit property. The borrower is Trillium Ventures MSV, a Grand Rapids-based multifamily owner/operator.

“These two transactions showcase that Cohen Financial now has the ability to provide active apartment investors direct access to all of Pillar’s diverse multifamily lending programs,” said Ms. Bronkema. Pillar, a Guggenheim Partners affiliate, offers financing solutions for market-rate and affordable multifamily properties, including Fannie Mae, Freddie Mac, HUD, traditional life company portfolio and CMBS conduit lending programs. “Borrowers save time and effort when securing new capital due to Pillar’s ability to quote multiple programs from a single underwriter in combination with Cohen Financial’s extensive lending relationships across the industry,” added Ms. Bronkema.

“Acquiring these two deals allowed us to obtain well-located properties in the strong Grand Rapids market. Executing a unique value-add strategy for each property will dramatically increase their positions in their respective submarkets,” said Daniel Meyering, Managing Partner of Trillium Ventures MSV.

“Cathy Bronkema and Cohen Financial were instrumental to the success in closing these transactions. From sourcing debt that fit our investment plan to lender coordination to closing details, Cohen’s level of execution has made them a valued part of our team in closing transactions.”

### About Cohen Financial

Cohen Financial is a diversified, commercial real estate capital services firm offering debt and equity placement, loan administration and advisory services. Cohen Financial is well recognized as one of the nation’s leading loan servicers and special servicers, as well as an originator of commercial and multifamily real estate financing. Known for finding innovative solutions to meet client needs, the company maintains an Equity Practice to help borrowers complete their capital needs and an enhanced Capital Advisory and Valuation Services to assist financial institutions and investors to better evaluate assets and investment opportunities. Cohen Financial serves clients throughout the U.S. from offices in 10 major markets. For more information, go to [www.cohenfinancial.com](http://www.cohenfinancial.com)



## **About Pillar**

Pillar and its affiliates are leading providers of financing solutions for multifamily and healthcare properties. The Pillar companies include a national Fannie Mae Delegated Underwriter and Servicing (DUS) lender for both conventional and affordable loans, a Freddie Mac Program Plus and Targeted Affordable Seller Servicer, a MAP-approved Federal Housing Administration lender, and an approved Ginnie Mae Multifamily issuer specializing in construction and permanent multi-family and healthcare debt financings. Pillar provides a full array of financing solutions to owners of multifamily properties, including financing solutions for market-rate and affordable-housing multifamily mortgages, student housing, senior housing, manufactured housing and credit facilities.

Through its merger with Cohen Financial, Pillar has increased access to conventional commercial real estate capital users and providers. In addition, it is now an Above-Average rated Primary and Special Servicer and services over \$22 billion of loans for a variety of clients. For more information, go to [www.pillarfinance.com](http://www.pillarfinance.com)

## **About Trillium Ventures MSV**

Trillium Ventures MSV was founded to create investment opportunities in multifamily investment market. By providing investment services, asset management, property management and construction management Trillium is able to execute a tailored strategy for each investment in-house.

Trillium's strategy focuses on value-added investing in the multifamily sector. Value is created through repositioning a property by improving management operations, recapitalization, completing deferred capital expenditures and improving the physical plant through renovations. For more information, go to [www.trilliumventuresmsv.com](http://www.trilliumventuresmsv.com)