

IBS, N.A. Sets Aside \$85MM for Florida CRE Realtors and By-Owner Sellers



CORPORATE FINANCE FOR GROWTH & MATURE COMPANIES

IBS Investment Bank offers institutional investors a distinctive array of qualified investment opportunities through its origination arm Institutional Banking Services, N.A. CORP.

FORT LAUDERDALE, Fla. April 2016— Fort Lauderdale-based private equity firm IBS Investment Bank a division of Institutional Banking Services, N.A. CORP (IBS, N.A.) today announced it has set aside \$85MM for a campaign to invest in the Florida commercial real estate market. The firm expects to support Florida asset owners and real estate agents through the launching of its IBS Seller/Realtor CRE Finance Program.

With access to credit rapidly tightening for buyers of Class ‘B’ and ‘C’ small balance investments real estate assets, IBS, N.A. seized the opportunity to revive this underserved market. The firm has strategically implemented its IBS Realtor/Seller CRE Finance Program to allow owners and selling agents the opportunity to gain property level financing approvals for their CRE properties to further mitigate the risk of extended market exposure due to stalled financing. Through its automated IBS Realtor/Seller Financing Portal™, listing agents and property owners are able to register their CRE assets confidentially, online and receive an approval within 24-48hours. Once an approval has been issued, the listing agents/owners are able to market their properties as assets that are approved for financing. The asset level approvals shorten the acquisition period by roughly 3 weeks while providing prospective buyers with confidence of knowing that the property successfully passed the preliminary due diligence of a national lender.

“We are enthusiastic about providing a tangible solution to the commercial realtors and asset owners in our market. Our program is designed to shorten the exposure time of the average real estate acquisition transaction by offering financing that addresses potential issues which may be affecting the buyer’s ability to execute. Prospective buyers often face issues such the limited availability of equity or the inability to access credit through traditional lending sources. Our automated portal, industry expertise and robust balance sheet proves us as a reliable partner to accommodate these common market shortfalls”, said Jason Jackson, IBS Investment Bank Chief Investment Officer.

After launching its \$225MM SBIR IV Fund in Spring of 2014, IBS has emerged as proven leader in Small Balance Investment Real Estate financing. Without the need of assessing individual or corporate tax returns, the firm was able to provide emerging real estate investors with over \$35MM in small balance financings throughout 2015. With the launching of its IBS Seller/Realtors CRE Finance Program, the firm looks to continue to cement its position as front runner in the investment real estate finance market. .

About IBS, N.A. CORP

Institutional Banking Services North America (IBS, N.A.) is a privately held institutional banking firm dedicated to providing investment advisory, corporate and real estate finance, treasury management and human capital services to its institutional clients. IBS, N.A. also serves as a corporate holding company that manages the group’s interest over its 14 subsidiaries and affiliates. IBS, N.A. affiliate/subsidiary business model allows the group to comply with affiliated business agreement laws while providing a tangible value to its clients.