

## **IBS Investment Bank Provides Cash-Out Refinance on \$4.3MM Retail Building in Plainfield, CT**



**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., August, 2016** — Fort Lauderdale-based IBS Investment Bank a division of Institutional Banking Services, N.A. CORP (IBS, N.A.) today announced it has provided a loan to JM Holdings (JM Holdings), a Connecticut based investment group. The Class ‘B’ multi-tenant retail building containing over +32,000 square feet is located at 20 Excalibur Boulevard, Plainfield, CT. Despite the asset’s low leverage, its tertiary market location and loan amount, did not encourage support from the local banks. In an effort assist the Borrower, Shawntay Nelson, from Bridge Loan Network presented the transaction IBS, N.A. which allowed the borrower to receive an approval within days of submitting the application.

Through its Small Balance Fund, IBS, N.A. provided JM Holdings a credit facility at 50% LTV, 30 year term and 30 year amortization, allowing the company to take advantage of a substantial reduction in monthly debt service and a discounted payoff from their lender. “IBS offers asset-centric financing. In this case, we primarily focused on the assets quality and the strength of the Sponsor, to overcome the lack of comparable data that often presents a challenge in small sub-markets. Small and regional depository banks often face challenges in originating loans for investment properties between \$2MM-\$10MM. This is where IBS, N.A. steps in”, said Jason Jackson, Chief Investment Officer at IBS, N.A.

Earlier in 2016, IBS, N.A. announced its \$85MM campaign to invest in the Florida commercial real estate (CRE) market. Besides providing capital for refinancing, the program allows owners and selling agents the opportunity to gain financing approvals for their listed CRE properties. Once an approval has been issued, the listing agents/owners can market their properties as approved for financing. The asset level approvals issued by IBS, N.A. shorten the acquisition period by roughly 3 weeks, providing all parties with certainty of close. The financing provided to JM Holdings reflects IBS Investment Bank’s dedication to the U.S. commercial real estate 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.

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