

IBS Investment Bank Funnels \$150MM to South Florida Commercial Real Estate Brokers



CORPORATE & REAL ESTATE FINANCE FOR GROWTH COMPANIES

IBS Investment Bank invests in a distinctive array of organically-sourced investment opportunities through its origination arm Institutional Banking Services, N.A. CORP.

FORT LAUDERDALE, Fla., May 2019— Fort Lauderdale-based private equity firm IBS Investment Bank a division of Institutional Banking Services, N.A. CORP (IBS, N.A.) today announced it is allocating \$150MM for partnerships with South Florida Commercial Real Estate Brokers.



The firm's exclusive CRE Power Broker Program was designed to support real estate brokers in expediting typical market sales cycles. Through a web-based portal, the program provides brokerages the opportunity to gain IBS, N.A. pre-financing approvals or all-cash offers for listing or access the firm's portfolio of off-market commercial real estate assets. "We are enthusiastic about our renewed commitment to SFL real estate brokers. Since 2016 we have shifted nearly 60% of our commercial real estate investment activity to the Florida market. Prospective buyers often receive adverse responses from depository banks due to post-closing liquidity, non-resident alien status, historical financials or matters pertaining to the asset class and location of their perspective acquisition. Whether lending, co-investing or acquiring, our investment track-record, market awareness, and robust balance sheet establishes IBS, N.A. as a reliable partner to accommodate most market shortfalls", said Jason Jackson, IBS Investment Bank Chief Investment Officer.

After launching its \$225MM SBIR IV Fund in Spring of 2014, IBS has risen to prominence as a commercial real estate investor and lender. Without the need of assessing individual or corporate tax returns, the firm provided emerging Florida real estate investors with over \$200MM in small balance financings, between \$300k and \$4MM throughout 2019. In addition to its financing efforts the firm functions as a principal owner-operator through its subsidiary IBS Real Estate Investment Co., LLC.

About IBS, N.A. CORP

IBS Investment Bank a division of Institutional Banking Services, North America CORP (IBS, NA®) is a privately held institutional banking firm dedicated to providing investment management, advisory, corporate and real estate finance, asset acquisition and management, and human capital services to its institutional clients. For more information visit www.myinstitutionalbanking.com or www.ibsinvestmentbank.com or www.IBSREICO.com