

Why Depository Banks Send Investment Real Estate Loans to IBS, N.A.



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.

Financing Challenges For Small & Medium Real Estate Investors

Most investment real estate financing requests under \$6MM have simply fallen outside of the parameters for bank financing. Issues such as occupancy, personal net worth or experience tend to stand in between an emerging real estate investor and the capital that they need. The regulatory nature of banks and most finance companies restrict their underwriting capacity to be centered upon quantitative metrics. As a principal buyer, IBS strives to understand the story behind the numbers, providing investors with confidence throughout market cycles. Below are five general contrasts which has encouraged depository banks to refer small balance investment real estate loans to IBS:

IBS Real Estate Underwriting	Depository Bank Underwriting
IBS, N.A. is not an FDIC Chartered Bank and Lends Through Risk-Tolerant Invested Funds Rather Than Deposits	FDIC Chartered Banks Lend Through Deposits, Governed By a Series of Ratios to Protect Risk-Adverse Depositors.
Asset Focused	Personal Credit, Liquidity and Guarantor Experience Focused
Investment Real Estate Structured Underwriting	Owner-Occupied Structured Underwriting
Cash Flow Based Upon Asset	Cash Flow Based Upon a Combination of Personal, Asset and Interrelated Businesses.
Seeking Class ‘B’ and ‘C’ Industrial, Retail, Office and Multifamily	Seeking Class ‘A’ and ‘B’ Multifamily or Owner Occupied assets
30-45 Day Close	60-90 Day Close

IBS Provides Over \$35MM to Small & Medium Commercial Real Estate Investors in 2015

After launching its \$225MM SBIR IV Fund in Spring of 2014, IBS has emerged as proven leader in Small Balance Investment Real Estate financing sector. Without the need of assessing individual or corporate tax returns, IBS was able to provide emerging real estate investors with over \$75MM in financings throughout 2015. Through its IBS Realtor/Seller CRE Finance Program, the company expects to originate over \$100MM in Small Balance Real Investment Estate Loans, throughout 2016.

"Accountants and CPA's should be tax return orientated. As lenders, we are focused on underwriting tangible cashflow, as well as existing and potential asset performance. By solely assessing financial statements, rent rolls and operating statements and valuation reports we have been able to run models that have kept our default rate to under 15% of our total portfolio. After receiving numerous referrals from Depository Banks and High Cost Bridge Lenders, IBS seized the opportunity to occupy such an important and underserved segment of the commercial real estate finance market." said Gino Piompino, IBS, N.A. CRE SVP