

Why Depository Banks Send Investment Real Estate Loans to IBS Investment Bank



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 Emerging Real Estate Investors

Most investment real estate financing requests under \$7MM have simply fallen outside of the parameters for bank financing. Issues such as the assets occupancy or the individual’s personal net worth and experience tend to stand in between emerging real estate investors and the capital they need. The regulatory nature of depository banks restricts their underwriting capacity to be centered upon stringent quantitative metrics. As a CRE owner-operator and private lender, IBS strives to understand the story behind the numbers, providing real estate investors with confidence throughout market cycles. Below are eight 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. |
| Target FICO Score 630 or Above | Target Credit Score 720 or Above |
| Targets U.S. Citizens & Non-Resident Aliens | Targets U.S. Citizens |
| Seeking Class ‘B’ and ‘C’ Industrial, Retail, Office, Single and Multi- family | Seeking Class ‘A’ and ‘B’ Multifamily or Owner Occupied assets |
| 30-45 Day Close | 60-90 Day Close |
| Investment-Focused, considering acquisitions, debt financing or joint ventures. | Loan-Focused |

IBS Provides Over \$120MM to Small Balance Commercial Real Estate Investors in 2018

After launching its \$225MM SBIR IV Fund in Spring of 2014, IBS has emerged as a proven leader in Small Balance Investment Real Estate financing sector. Without the need of assessing individual or corporate tax returns, IBS provided emerging real estate investors with over \$120MM in financings throughout 2018. IBS expects to deploy over \$250MM through acquisitions, co-investments, and asset-based real estate loans, throughout FL in 2018. After receiving numerous referrals from depository banks, we seized the opportunity to occupy such an important and underserved segment of the commercial real estate market. We are genuine real estate investors fueling real estate investors," said J. Jackson, IBS Investment Bank senior member.