

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

IBS Provides Over \$185MM to Small & Medium Commercial Real Estate Investors in 2017

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 Pre-Finance Program, the company expects to originate over \$105MM in small balance real investment estate loans, throughout FL in 2018." By primarily 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 Investment Bank SVP.