

## **IBS, N.A. Group Provides Acquisition Financing for \$1MM Retail Center in Sunrise, FL**



**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., May, 2016** — Fort Lauderdale-based IBS Investment Bank a division of Institutional Banking Services, N.A. CORP (IBS, N.A.) today announced it has provided an acquisition loan to AAPA Properties LLC (AAPA), a Fort Lauderdale based investment group. The Buyer was under contract to purchase the 8500 square foot, Class 'C' retail center located in Sunrise, Florida, prior to engaging IBS, N.A. With their contract nearing expiration, as a result of being delayed by local banks, the Buyers escrow deposit was at risk. To prevent loss to her client, AAPA's Real Estate Broker, Pilar Hacha, of FWC Realty reached out to IBS, N.A. on behalf of her Buyer and received a commitment letter within 5 business days.

Through its Small Balance Fund, IBS, N.A. provided AAPA a credit facility at 70% LTC, 30 year term and 30 year amortization, allowing the company to quickly acquire the asset at a higher leverage than traditional financing. "IBS offers asset-centric financing. In this case, we primarily focused on the cashflow and demand for the asset as opposed to traditional bank financing which requires a myriad of unique, and at times, unrelated factors", said Gino Piompino, SVP at IBS, N.A.

Last week IBS, N.A. announced its \$85MM Seller/Realtor CRE Finance campaign to invest in the Florida commercial real estate market. The program allows owners and selling agents the opportunity to gain property level financing approvals for their CRE properties to mitigate the risk of extended market exposure due to stalled financing. The program boasts the automated IBS Realtor/Seller Financing Portal™, which provides sellers the ability to register their CRE assets online confidentially and receive an asset level approval from IBS Investment Bank within 24-48hours. Once an approval has been issued, the listing agents/owners are able to market their properties as being approved for financing. The asset level approvals issued by IBS, N.A. shorten the acquisition period by roughly 3 weeks and provides all parties with certainty of close. The financing provided to AAPA reflect IBS, N.A.'s dedication to the Florida 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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