

IBS Investment Bank is Actively Deploying CRE Capital

Balance Sheet Lending =No Securitizations =No Surprises

IBS Investment Bank, through its originations arm Institutional Banking Services, N.A. CORP (IBS, N.A) is pleased to announce that it is actively deploying real estate capital throughout the COVID-19 crisis. Founded in 2011, IBS, N.A. has emerged as a proven real estate financier through its completion of landmark transactions.

Financing Terms:

- **Small Balance: \$250k-\$2MM, 5-Year Term, 20-year Amortization**
- **Bridge Capital: \$5MM- \$50MM, 12-36 Month Terms, Interest-Only**
- **Equity Capital: New Equity Commitments Suspended, Pending Market Conditions**

Geographical Focus:

- **Primary: Florida, North Carolina, and Texas**
- **Secondary: All Primary and Secondary Markets East of Arizona Considered**

Property Types:

- **Industrial (Flex Space, Self-Storage, Multi-Tenant and Institutional Single-Tenant)**
- **Multifamily**
- **Mixed-Use**
- **Office**
- **Retail**
- **Hospitality**
- **1-4 Unit Residential (Non-Owner Occupied)**

Investment Structures:

- **Senior Debt**
- **Note Purchase**
- **Sale-Leaseback**

Investment Purpose:

- **Opportunistic Acquisitions**
- **Restructure**
- **Partner Buyout**
- **Value-Add**
- **Recapitalizations (on a select basis)**

Additional Consideration:

- **Recapitalization of equity may result in increased underwriting thresholds, cash-managed accounts, and other precautionary measures.**
- **Valuations for retail and hospitality may be considered on a "dark-value" basis.**

About IBS, N.A.

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 further inquiry contact the IBS Relationship Management Team at RMTTeam@myinstitutionalbanking.com

