

IBS Investment Bank Closes Permanent Financing on Metro Atlanta Single Tenant Office Asset

INSTITUTIONAL CORPORATE & REAL ESTATE CAPITAL SINCE 2011

IBS Investment Bank offers institutional investors a distinctive array of qualified investment opportunities through its origination arm, IBS Institutional Capital

WEST PALM BEACH, FL, October 2024— Palm Beach-based private equity firm IBS Institutional Capital (IBS), an IBS Investment Bank sister company (IBS, N.A.), today announced its financing of an owner-occupied, single-tenant office building owned by Georgia real estate company, PHIA Properties, LLC (Sponsor).

The IBS debt facility provided the Sponsor with financing to retire a bridge loan secured by its property located at 4325 South Lee Street, Buford, GA. The three-story luxury townhomes include a boat dock with ocean access in the prominent Eastern Shores Community. The permanent facility included a fixed rate over a 30-year fully amortizing term without requiring tax returns, blanket liens, or capital reserves.



An emerging national bridge lender referred the transaction to IBS as a part of a strategic participation agreement signed in early 2024. In support of the Sponsor and its partner, the interest rate closed 740 basis points below the terms presented at loan engagement. Additionally, the firm waived key ratios after receiving third-party reports to meet the impending closing date. “Despite falling below our target check size, we are excited about the story behind the deal. This transaction shows our value and purpose in solving meaningful circumstances while under-promising and over-delivering to sponsors,” said Brian Delucia,

Birthered from the 2008 financial crisis, the firm maintains its top rank as one of the most stable private credit providers to lower-middle-market companies and commercial real estate sponsors. “Over the last decade, we’ve witnessed many financial institutions enter and exit the market. We believe patience and intentionality are responsible for fueling our perseverance throughout market cycles,” said Jason Jackson, IBS, N.A. Chief Investment Officer.

About IBS

IBS Institutional Capital, an IBS Investment Bank sister company, is a privately held, national balance sheet lender specializing in direct investments in small—to middle-market businesses and real estate companies. For more information about IBS and its sister companies, visit the links at the bottom of the release.