

IBS Investment Bank Approves South Carolina's Prestigious Village at Sandhill for \$20MM



FORT LAUDERDALE, Fla. January 2018— Fort Lauderdale-based private equity firm IBS Investment Bank a division of Institutional Banking Services, N.A. CORP (IBS, N.A.) today announced the \$20MM approval of The Village at Sandhill under its pre-financing program.

Acquired by IBS, N.A. affiliate Sandhill Center, LLC (Owner) the Class 'A,' open-air lifestyle retail center located at 418 Town Center Place, in northern Columbia, South Carolina is 288,010 square feet, situated on 28.01-acres (Property). The Property boasting institutional-tenants such as Victoria Secret, Books-A-Million, JC Penny, Ann Taylor Loft, Jos. A Banks, Lane Bryant, New York & Co., Bath & Body Works, Sunglass Hut plus a host of other seasoned tenants. Professionally managed, the Owner has completed operational improvements and additional lease-up since acquiring.



Launched initially as an \$85MM commitment in 2016, IBS, N.A. brought its IBS Realtor/Seller CRE Pre-Finance Program to market to support by-owner sellers and listing agents in the expedition of typical market sales cycles. The firm's program provides property-level financing approvals, mitigating the risk of extended market exposure due to stalled financing. "As a passive investor, lender, and owner-operator, IBS understands challenges in securing the timely and reliable financing needed to take advantage of market opportunities. Our pre-financing program was crafted in response to such hurdles," said IBS, N.A. Regional Vice President, C. Gino Piompino.

Property Offering

Owned by IBS, N.A. affiliate Sandhill Center, LLC, The Village at Sandhill is being presented to IBS, N.A. institutional investors and portfolio clients as a closed, off-market offering for sale or joint-venture consideration. For interested buyers, the property is pre-approved for the financing of up to \$20MMUSD, with closing expected to occur within 21-days of receiving an executed contract and financing package. Joint-venture opportunities will be disclosed to well-qualified investors. The soft-offering will close on January 31, 2019.

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