CASE STUDY: SECURITIES-BASED LENDING SOLUTIONS

Renovate to Elevate

Advancing the Timeline for Sizable Home Renovations

A family shared with their advisor their desire to upgrade their primary residence and also begin renovations on a second home. While exploring home equity financing, they realized that given their current levels of home equity, the timeline for these projects was still years away. They started considering the option of liquidating some of their investments to finance the projects.

Their financial advisor introduced an alternative thought—a TriState Capital securities-based line of credit (SBLOC). Unlike home equity lines of credit (HELOCs) that rely on current home value, an SBLOC would use their non-qualified investment portfolio as collateral, offering them immediate access to cash while keeping their assets invested.

Simple and quick loan establishment with no fees.

Access to SBLOC project funding was quickly secured through their advisor. They didn't have to provide additional information for underwriting, and there were no costs to apply or to keep their line open.

Attractive SBLOC rates keep finance costs within budget.

Not only were materials and labor less expensive for them now than they would be in the future, but when combined with the competitive cost of SBLOC borrowing, the overall expenses of the project were also efficiently managed.

Flexibility to control expenditures.

With 24/7 access to TriState Capital's myAccess client portal, the family self-managed cash disbursements and oversaw project expenses and changes with ease. The ability to adapt to changes during the renovation process added to their peace of mind.

Confidence to add assets to investment account over time.

Over time, the SBLOC's flexible liquidity increased the family's comfort level in adding additional assets to their investment account, since they knew they could quickly access cash if needed.

WE MAKE IT HAPPEN.

INNOVATIVE RATE STRUCTURES

Fixed and variable

CUSTOMIZED SOLUTIONS

Meeting clients' objectives

PERSONAL SERVICE

From an experienced, dedicated team

EFFICIENT EXECUTION

Working capital in days

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