

From The Desk Of...

Betting the Ranch? A story in diversification



From The Desk Of is a series that profiles real advisors solving problems for their clients using GS Select.

Life on the ranch can be many things: frenetic and intense but serene, as well. A family with steady ranch and oil income was looking for ways to diversify their quarter-million dollar portfolio of income-producing investments. They knew the builder of a sleek residential development and approached their advisor with the opportunity to purchase one of the model homes and rent the property as a way to diversify their income-producing assets.

The advisor and her clients considered the interest carry, development costs and equity upside at sale once the development was complete. Together, they found it could be a smart investment and looked to secure financing.

That's where we came in.

A securities-based loan was a great alternative to traditional bank financing, such as a home equity line of credit. It came with a competitive interest rate and saved the clients from closing costs and headaches due to its streamlined approval and underwriting process.

GS Select provided the line of credit to purchase the home. We were there to answer the advisor's questions so her clients could dot the i's and cross the t's.

Have a story to tell about your experience with GS Select? Let us know.

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