HOME EQUITY

The HELOC Advantage: What Long Island Homeowners Need to Know Right Now

Coltrain Mortgage Team · September 2026 · 5 min read

If you bought your home more than a couple of years ago, there's a good chance you're sitting on more equity than you realize — and more homeowners are choosing to put it to work without touching their existing mortgage rate. Here's how a HELOC actually works, and why it's become one of the most requested products we offer.

What is a HELOC, in plain English?

A Home Equity Line of Credit (HELOC) lets you borrow against the equity you've built in your home — the difference between what your home is worth and what you still owe. Think of it like a credit card secured by your house: you're approved for a credit line, and you draw from it as you need to, paying interest only on what you actually use.

The appeal right now is simple. If you locked in a low rate on your current mortgage, a full cash-out refinance means giving that rate up entirely. A HELOC sits *alongside* your existing mortgage instead of replacing it — so you keep your rate, and still get access to cash.

- **No Tax Returns Needed**
- **Investment Properties OK**
- **No Appraisal, Most Cases**
- **Two Products to Choose From**

HELOC or HELOAN? The two flavors of home equity

Coltrain offers both, and which one fits depends on how you plan to use the money:

HELOC

A revolving line of credit. Draw what you need, when you need it, pay it down, and draw again — ideal for ongoing or unpredictable expenses like a phased renovation.

Home Equity Loan (HELOAN)

A lump sum upfront with a fixed rate and fixed payment — ideal when you know exactly how much you need, like paying off a specific debt.

Why business owners are especially excited about this

Here's what separates our HELOC program from what you'll find at most banks: **we qualify self-employed borrowers using bank statements instead of tax returns.** If you write off a lot of expenses on paper — the way most business owners legitimately do — your tax returns can understate what you actually bring home. That's historically made it hard for self-employed homeowners to qualify for equity products. We built our program specifically to fix that.

Multiple Ways to Verify Your Income

W2 / Pay Stubs

Bank Statements

Bank Deposits via Plaid

Perfect for most any income scenario — no tax returns required.

Real ways homeowners are using their equity

RENOVATE

Funding a kitchen remodel, addition, or repair project using equity already built up in the home.

CONSOLIDATE

Rolling higher-interest credit card or personal loan debt into one lower-rate monthly payment.

INVEST

Tapping equity in a rental or investment property to fund the next purchase — something most lenders won't touch.

GROW A BUSINESS

Business owners using home equity as working capital, without the paperwork of a traditional business loan.

> **No appraisal, most cases.** A full appraisal can add weeks and hundreds of dollars to the process. In most cases, we're able to close using an automated or desktop valuation instead — no appraiser walking through your home, no scheduling delays.

Is a HELOC right for you?

If you have equity in your home, like your current mortgage rate, and want access to cash without a full refinance, a HELOC or HELOAN is worth a serious look — whether you're W-2, self-employed, or tapping equity in an investment property. The best way to know for sure is a quick conversation about your specific numbers.

Curious how much equity you could access?

Ready to talk it through?
Scan to reach a loan officer, or call (631) 851-4420.
coltrain.com/our-staff

← **Back to all posts**

READY WHEN YOU ARE

Get a free rate quote on your HELOC or HELOAN.

No pressure, no obligation — just a clear answer from a local loan officer.

Call (631) 851-4420 | coltrain.com
