Seamlessly Title and Register Specialty Vehicles

As 2020 unfolded, many lenders went above and beyond to provide their customers with the necessary loan deferrals. However, some lenders were faced with the increase of loans for specialty vehicles.

Borrowers responded to travel restrictions by seeing the country in RVs, getting out on the water, and exploring new hobbies. In fact, Airstream saw a 50% jump in sales in May 2020; June brought a 10% increase in RV sales over the prior year; and there was a 30% increase year-over-year in personal watercraft, saltwater fishing boats, and jet boat sales. The public’s interest in safe outdoor activities and leisure travel boomed.

Our customers trust us with perfecting their consumer and commercial vehicle liens. With many lenders managing increased originations and new responsibilities, often from home offices, the potential for errors or loss of perfection rises. Lien Solutions can support many asset types, including RVs, ATVs, boats, trailers, and handicap vans.

Title and registration of specialty vehicles presents unique challenges. The jurisdictional authority may be the DMV, or in some states can be a Department of Natural Resources or Parks & Recreation. Fees can be seasonal vs. yearly. Boat titling is dependent on boat length and boat trailers on unladen weight. The varying requirements, forms, and fees are a lot to understand and manage, especially over all 50 states.

Turn to the Experts

Wherever your lending business goes, we’ll be there for you. Lien Solutions has added support for specialty asset types so that we can help you do it all. We offer titling and registration support for:

- Recreational Vehicles (RVs) and Trailers
- Boats
- Powersport Vehicles
- Handicapped Equipped Vehicles

No matter the asset, we have you covered:

- Quick and accurate fees and estimates
- Teams 100% dedicated to motor vehicle transactions
- Jurisdictional expertise for specialty assets
- Coverage in all 50 states
- Support for origination volume surges
Perfection in Motion
With one trusted vendor for all assets in all 50 states and jurisdictions, you can handle unfamiliar titling and registration tasks to protect your interest in specialty asset types.

Lien Solutions is known for the state-of-the-art processes and local jurisdictional knowledge that improves the accuracy and efficiency of all types of vehicle transactions. As our customer, you can count on us for:

- **Risk Mitigation**: Avoid loss of perfection from inaccurately filed titles and registrations.
- **Efficiency**: Our streamlined titling and registration for specialty asset types reduces processing times and delivers a smoother experience for borrowers.
- **Expertise**: Know we’re on top of regulatory changes for all asset types in all jurisdictions.
- **Accuracy**: Know your costs upfront with quick estimates and up-to-date fee data.
- **Scalability**: Trained dedicated staff are ready to help you handle origination volume surges.

Your Expert Team on Call
With the growing volume of specialty asset sales, leverage our topflight, customized services to help scale your teams, increase expertise, and address the challenges of handling higher volumes of originations, identifying jurisdictional rules and regulations, and monitoring regulatory changes for these specialty asset types.

Handle specialty assets confidently with Lien Solutions as your copilot. Call 800.833.5778 and choose option 3 or visit www.liensolutions.com.