

Credit Score Analysis | CreditXpert

With Kroll Factual Data's **CreditXpert** services, you can help your applicants improve their credit with advanced tools designed to close more loans. In fact, many lenders using our **CreditXpert** services as an integral part of their loan origination process are closing up to 30% more loans every month.

At Kroll Factual Data, we specialize in supporting all phases of the lending process. Our web-based **CreditXpert** services provide specific, detailed actions your applicants should take – based on their unique credit DNA – to improve their credit.

CreditXpert Essentials™

Instantly determines the best actions to take to maximize an applicant's credit scores by paying down debt, transferring balances, and opening or closing accounts.

CreditXpert What-If Simulator™

Allows you to easily explore how various actions, such as making payments, opening or closing accounts, and transferring balances may impact an applicant's credit scores. It also helps you know when to use our rescoring service - QuickScore - saving you time and money by improving your success rate while managing expectations.

How CreditXpert Works

Within seconds of your online request for our **CreditXpert** services, you will receive a report that empowers you to help your applicants understand, manage, and improve their credit - helping you gain their trust and confidence.

Why CreditXpert?

Now You're the Expert

With **CreditXpert**, you are the consumer's clear, natural choice of who they should do business with. **CreditXpert** makes you their trusted advisor and invaluable resource into their own unique credit DNA – enabling you to close more loans.

Approve More Applicants

Salvage some declines by quickly identifying who can raise their scores enough to qualify.

Have More Offers Accepted

If you're not closing 100% of your approvals, you're leaving money on the table. **CreditXpert** helps you make more compelling offers and build trusting relationships, so you win more business.

Unmask Your Applicant's True Score

Many applicants have credit scores that are artificially lower than they should be due to inaccurate information on their credit files. **CreditXpert** helps you get to the real score, so you can make a more informed and appropriate decision.

Save Time

CreditXpert automates identification of opportunities to raise scores and analysis of credit files while providing consumer-friendly explanations.

Eliminate Guesswork

CreditXpert empowers every individual working with applicants by providing helpful insights, predictions, and analysis. You can quickly explore options, communicate with applicants, and confidently take action.

Contact Us:

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Credit Score Analysis | CreditXpert Case Study

Borrower Situation:

An ARM had adjusted to over 11% which increased the payment by more than \$300.

Mark Haddad from Family First Mortgage Corp wanted to help his client lower her monthly mortgage payment, get the equity out of her home and improve her interest rate. Her mid-score of only 465 didn't offer many options. However, Mark was confident that if he could get her score above 500 she would qualify for a better rate; and if her score was over 520 she would have more loan product choices with better terms.

The borrower had some cash on hand and was willing to pay down debt, but wasn't sure that by doing so it would make a significant impact on her score. Mark assured her that by using CreditXpert they could uncover the best possible steps for her to take to ensure the maximum score improvement. His borrower had already accepted his initial offer, but he wanted to provide her with the best possible loan product.

Solution:

CreditXpert Essentials & CreditXpert What-If Simulator

Through Kroll Factual Data, Mark ran CreditXpert Essentials™ and CreditXpert What-If Simulator™ in an attempt to raise the credit score.

Using CreditXpert Mark learned that paying off a credit card account in full, paying off another collection account and making all other payments on time for one month, the borrower could potentially raise the score to 511. Mark then contacted the borrower and shared this information with her.

They proceeded and the mid-score increased to over 520, which qualified her for a loan with a 2% savings on the rate! This saved the borrower over \$175 per month! Her mortgage payment increase (with the cash out) was only \$125 per month instead of over \$300 per month. Not to mention the customer is very pleased with the service received from Mark and Family First Mortgage Corp - making her more likely to refer friends and family.

"By spending a little time and money, CreditXpert™ allowed me to offer a much better loan - it was a win, win situation!" Mark explained. "She will continue to work with me to pay-down debt; and, at some point we'll get her back into a 30-year fixed mortgage at a great rate. CreditXpert is my new favorite tool!"

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