



OPERATIONAL SERVICES

HARP 2.0 Services

Improve Your Refinancing Retention and Acquisition Efforts

With the recent announcement of changes to the Home Affordable Refinance Program (HARP) guidelines by the Federal Housing Finance Agency (FHFA), your operation is likely to be faced with a deluge of applications and potential refinance opportunities.

As the demand likely will spike quickly and recede rapidly, operations like yours will be faced with a number of decisions. How do you retain performing loans in your portfolio? How do you take advantage of the thousands of potential refinancing acquisitions? How do you manage the volume with staffing and expertise already stretched thin?

CoreLogic® can help you identify, pre-qualify and market to the thousands of potential borrowers shopping for HARP refinance opportunities.

Identify, Plan and Execute

Using proprietary data and predictive analytics, we can help you identify your potential population early, plan for the volume increase accordingly and stratify those opportunities. This enables you to quickly develop appropriate action plans for resource allocation, proactive portfolio retention or strategic loan acquisition.

Strategic resource planning – By scrubbing loan data to identify HARP-eligible loans, we can help you determine your expected volume increase and staff accordingly, including outsourcing functional components of your origination process.

Greater insight into borrower credit – Using CoreScore™, our new credit bureau report, we merge information from other credit bureaus with our supplemental data to provide a more accurate view of borrower risk.

More detail around borrower behavior – Employing CoreLogic analytic models, we can help you determine willingness and capacity to repay refinanced mortgages, strategic-default potential and post-closing default likelihood.

Improved operational execution – Once defined and qualified, we provide strategic origination outsourcing for your underwriting, closing and post-closing functions to better manage pull-through while maintaining quality and oversight.

HARP 2.0 Services enable you to:

- ▶ Identify HARP-eligible prospects early
- ▶ Determine potential volume increases and manage the resulting demand
- ▶ Gauge the likelihood and potential success of imminent refinance
- ▶ Ramp up quickly, often within 30 - 45 days
- ▶ Staff appropriately using transaction-based outsourcing to meet retention and acquisition targets
- ▶ Eliminate HARP-specific hiring challenges and onsite space requirements
- ▶ Improve loan pull-through using experienced outsourcing teams singularly focused on HARP
- ▶ Use internal resources as outsourcing oversight to dynamically expand your origination teams

Segmentation

Our unmatched property, ownership, and borrower databases contain the critical information you need to identify the potential 2.1 million qualified HARP 2.0 borrowers for portfolio retention or strategic acquisition. Adding additional data layers to your portfolio or providing segmented lists for prospecting, we can enable better, more strategic borrower engagement whether reaching out proactively or simply managing the wave of inbound requests.

Retention

Expand what you know about the borrowers and loans within your portfolio, segment and prioritize those lists and build specific engagement plans based on them. Whether you are reaching out proactively or simply keeping up with the deluge of applications, we can help you anticipate and act.

Acquisition

If you see HARP 2.0 as an opportunity to expand your customer base, we can help you spot prospects faster and allocating resources to borrowers who will ultimately fall out. Simply give us the profile of the consumer you want to attract and we'll generate a list of prospective borrowers to match.

Data points include:

- ▶ Subordinate liens – Mortgages, HELOCs, personal notes, and other voluntary encumbrances
- ▶ Involuntary liens – Property tax liens, homeowner's association liens, mechanics' liens and other involuntary encumbrances, such as code violation fines
- ▶ Property taxes – Tax amounts and payment status
- ▶ Occupancy – Owner-occupancy verification
- ▶ Borrower-specific issues – Income and employment verification, personal tax liens, bankruptcies, child support judgments, deficiency judgments, nontraditional lending activity

Operational Outsourcing

Our transactional outsourcing allows you to respond quickly to HARP 2.0 origination volume spikes. By putting our employees to work on HARP refinancing, you gain the agility and processing speed to move from underwriting to closing quickly and easily or manage post-closing with speed and confidence.

Available as staff augmentation or full, component outsourcing, we can supply HARP-specific teams for underwriting, closing and post-closing, as well as back-office origination functions, to streamline the refinancing process and significantly improve pull-through.

Operational outsourcing provides:

- ▶ Custom-fit HARP solutions to fulfill your operational requirements for underwriting/closing and post-closing
- ▶ Flexible staffing models
 - ▼ Fully outsourced model with fulfillment on CoreLogic systems
 - ▼ Staff augmentation model using rapid deployment teams that can be molded to match your operational requirements and work remotely on your system using secure virtual private network (VPN) connections
 - ▼ Experience with Desktop Underwriter (DU) and Loan Prospector (LP)
- ▶ Capacity on demand
 - ▼ Scale or shift staffing resources to meet volume without internal infrastructure investment/cost
 - ▼ Strategically deploy HARP-focused employees who can move rapidly into your production environment
 - ▼ Expedite ramp-up and implementation

FOR MORE INFORMATION, PLEASE CALL 1.800.871.5236
OR VISIT www.corelogic.com/harp2

