



CoreLogic®

Smart Growth

A tailored suite of products to meet the needs and demands of lenders

CoreLogic provides a range of solutions to help lenders manage the loan portfolios. Applying our rich and detailed property data and analytics to an end-to-end view of loan management has enabled the development of a product suite that:

- ▶ Enhances risk management practices
- ▶ Helps with targeted acquisition (focus on where you want to grow)
- ▶ Improves retention of existing customers

Risk Management



- ▶ Analytics to better manage portfolio concentration:
 - ◆ Investment concentration
 - ◆ Exposure in unit dwellings
- ▶ Market dynamics to support credit policy and drive decision making
- ▶ Optimum valuation strategies

Strategy



- ▶ Early insights into mortgage activity
- ▶ Identify areas with high mortgage demand
- ▶ Know where your sales activity is strong or lacking (compared to the market)

Acquisition & Retention



- ▶ Generate new leads in the areas you wish to target in line with risk appetite
- ▶ Know when your customer's properties are listed for sale
- ▶ Target customers with owner occupied mortgages held elsewhere

Market Trends



- ▶ Monitor growth and improve asset management
- ▶ Understand market trends at a suburb or branch level

A smart solution for every discipline to better manage a portfolio of loans through its life cycle

- ▶ Risk management
- ▶ Sales and marketing
- ▶ Product management
- ▶ Loss mitigation
- ▶ Collection strategies
- ▶ Compliance

About Us

- ▶ CoreLogic is the world's largest property data and analytics company
- ▶ Exclusive strategic partnerships with leading industry players
- ▶ Our data is used by governments, banking and finance, property valuers, mortgage brokers and the majority of Australian real estate agents:
 - ◆ 98% of the Australian market covered
 - ◆ Over 4.4 billion decision points that span more than 39 years of property history
 - ◆ Over 650 data sources, including industry leading portals and publications
 - ◆ 95% accuracy of recent sales data

Want to know more

To find out more about how Smart Growth can help your business with managing a lending portfolio, contact your CoreLogic account manager today or call 1300 734 318.

For more information please call 1300 734 318 or email ask@corelogic.com.au

corelogic.com.au

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