Experian℠
RentBureau

Making Rent History Matter

Building credit through the power of rent

2012 IABG Conference

Assets Matter: A Bridge to Economic Security.

November 15, 2012

©2012 Experian Information Solutions, Inc. All rights reserved. Experian and the marks used herein are service marks or registered trademarks of Experian Information Solutions, Inc. Other product and company names mentioned herein are the trademarks of their respective owners. No part of this copyrighted work may be reproduced, modified, or distributed in any form or manner without the prior written permission of Experian.
Experian Public.

Experian RentBureau®

Experian

- Recognized leader in the credit industry
- Data on 220 million consumers
- Operations in more than 65 countries
- Annual sales in excess of $4.1 billion
- Over 12,500 data contributors in North America

Experian RentBureau

- Largest and most widely used rental payment database
- Data on 9 million residents
- Secure and FCRA regulated data repository
- Over 100 property management companies contributing data
- Proprietary technology seamlessly extracts the data
- Now accepts rental payment data from individual landlords through electronic payment processors

Experian℠ RentBureau

First and only major credit bureau with positive rental trades in its credit repository

©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.

Rental payment history data

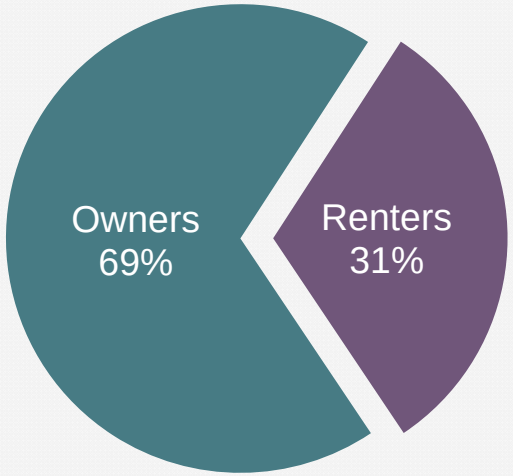
What is it?

- On-time as well as late payments
- Bad checks and/or insufficient funds (NSF)
- Unfulfilled lease terms
- Outstanding balances/write-offs
- Previous collections activity

Why is it important?

- 96 million of 300 million U.S. residents rent
- Rental payments not previously on credit report
- 64 million U.S. consumers insufficient/no credit history
- Consumers rejected with good payment history

United States Population



©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.

Benefits
Residents and property managers

Benefits to residents

- Rental payment history available to future landlords
- Opportunity to establish and rebuild credit

Rental payment data could add a tradeline for up to 64mm underserved consumers

Benefits to property managers/owners

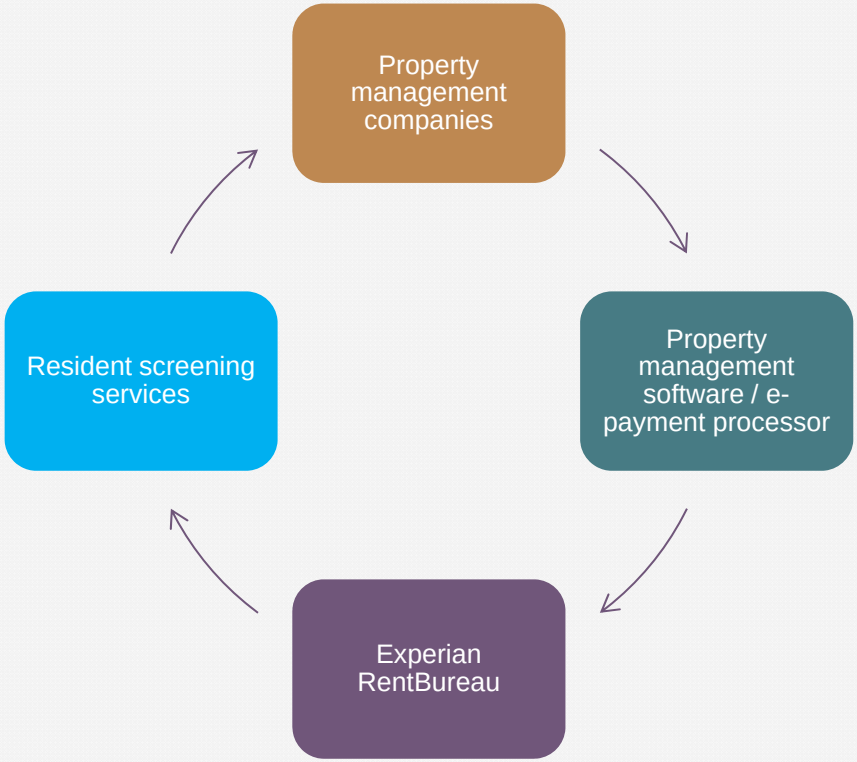
- Incentivize timely payment behavior
- Recognize habitually late paying residents
- Identify residents with good rental history but little/no credit
- Reduce time-consuming manual verifications
- Improve approval turnaround
- Reduce potential of skips and evictions
- Improve bad debt recovery

©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.

Rental payment history data

How does the ecosystem work?

- No new software
- No manual reporting
- Automatically collected every 24 hours
- Collected directly from property management software or e-payment processor
- Secure and FCRA-compliant data repository
- Access data through resident screener



©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.

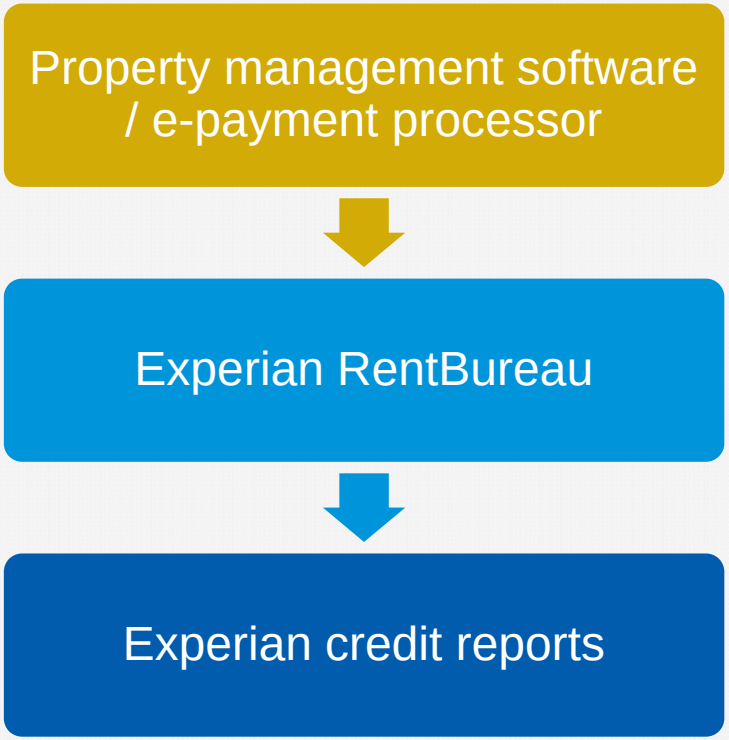
Rental payment data flow

Data pre-certification process

- Upon receipt of data, pre-certification starts
- Ensures that data is represented correctly
- Mapping of database fields
- Interpretation of the general ledger codes

Rental payment updates and data flow

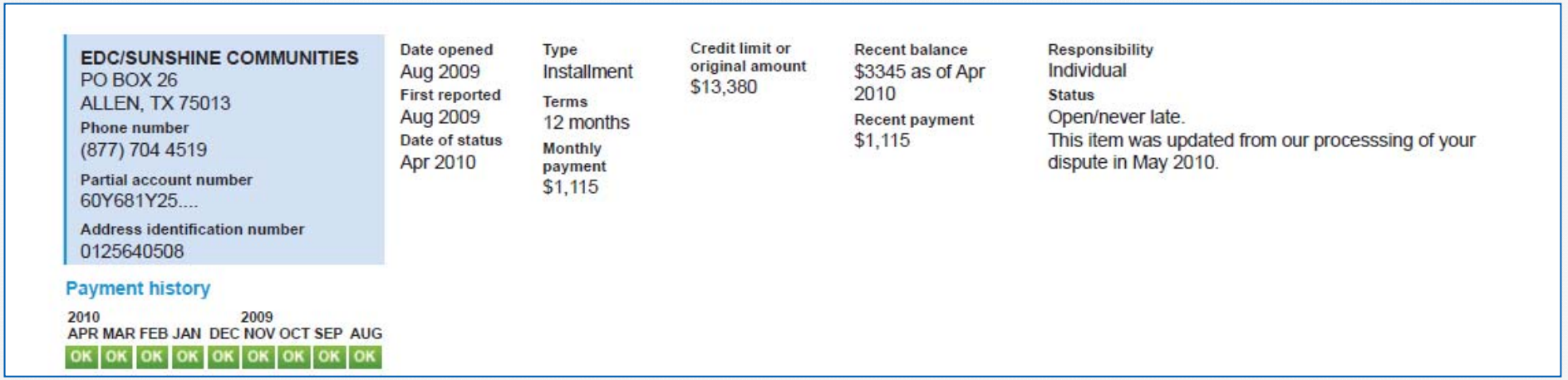
- Daily updates to RentBureau
- Monthly updates to Experian credit reports
- Only positive, on-time payments to credit reports



©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.

Sample rental tradeline

Rental data appears as a standard tradeline on the Experian credit report



EDC/SUNSHINE COMMUNITIES
PO BOX 26
ALLEN, TX 75013
Phone number
(877) 704 4519
Partial account number
60Y681Y25....
Address identification number
0125640508

Date opened
Aug 2009
First reported
Aug 2009
Date of status
Apr 2010

Type
Installment
Terms
12 months
Monthly payment
$1,115

Credit limit or original amount
$13,380

Recent balance
$3345 as of Apr 2010
Recent payment
$1,115

Responsibility
Individual
Status
Open/never late.
This item was updated from our processsing of your dispute in May 2010.

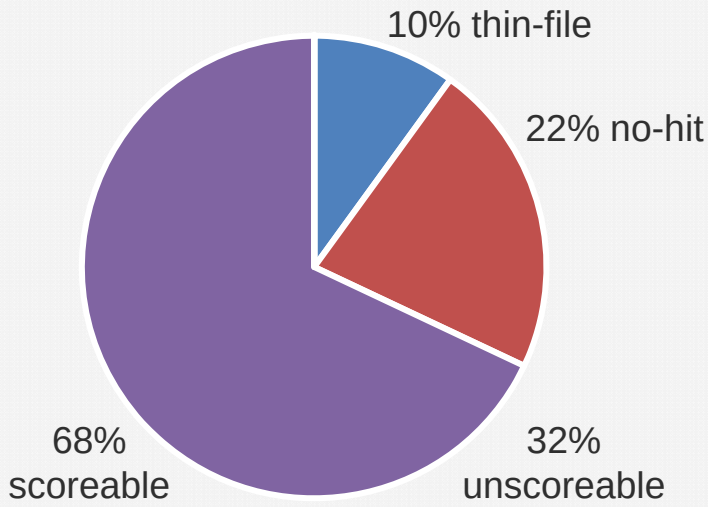
Payment history

2010				2009				
APR	MAR	FEB	JAN	DEC	NOV	OCT	SEP	AUG
OK	OK	OK	OK	OK	OK	OK	OK	OK

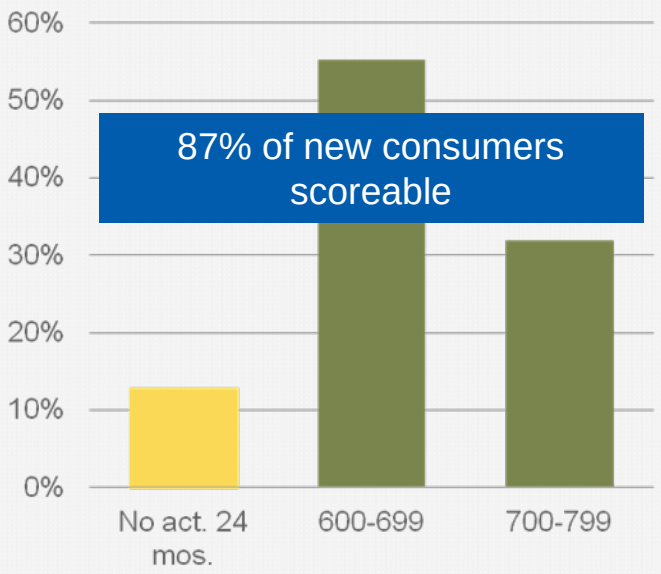
©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.

Establish or rebuild credit history
Impact to VantageScore

RentBureau Consumers



New Consumers

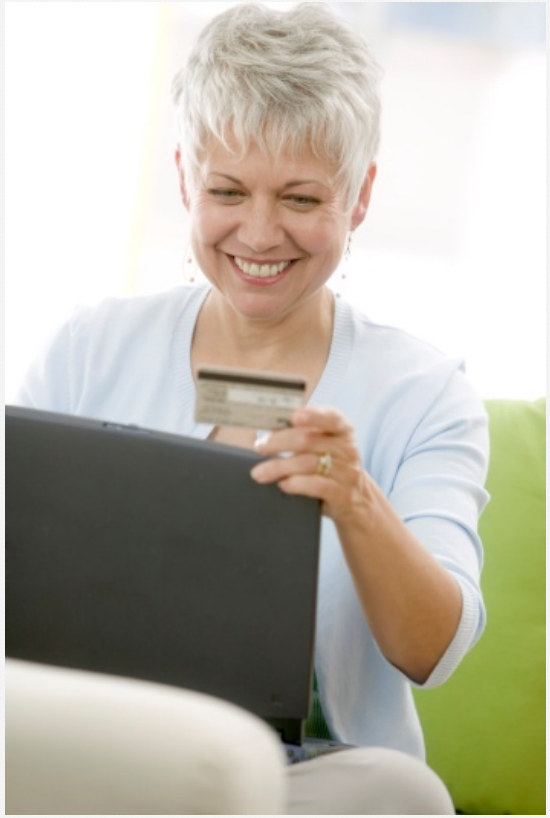


New consumers now more likely to get a valid VantageScore

Study conducted by Experian. A thin-file consumer is defined as one containing insufficient tradeline information to receive a score.

©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.

Resident testimonial



Resident situation

- Long-term hospitalization
- Medical bills and reduced income
- Increasing credit card debt

My Experian score was 71 points higher than both TransUnion & Equifax! The only difference was the rental payment history. In the long run, having a two-year excellent credit line for my rental payments will add value by helping me to potentially receive lower interest rates on a mortgage and car and consumer loans. I may even get a better rate on insurance premiums.

Building credit through the power of rent

©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.

©2012 Experian Information Solutions, Inc. All rights reserved.
Experian Public.