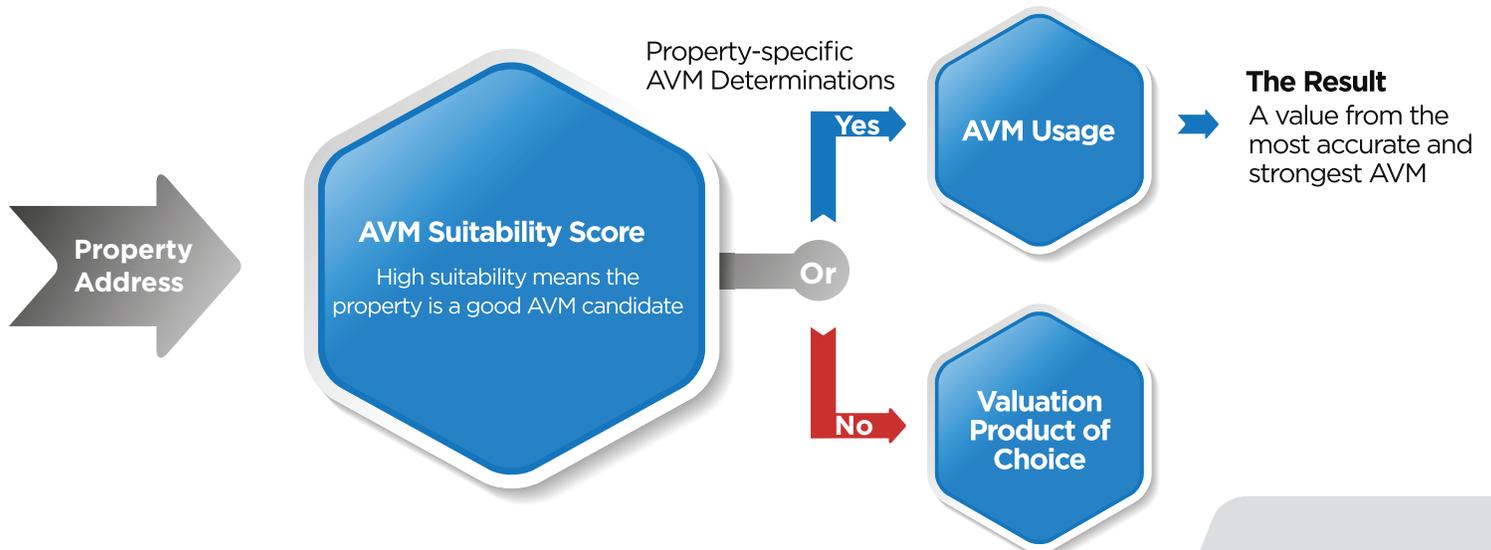




VEROPRECISION™ *The Next-Generation "Cure For The Common Cascade."*

Veros® Real Estate Solutions' new **Valuation Decision Engine** gauges AVM suitability and, when appropriate, runs the industry's top performers, or, when an AVM is not a good fit, orders a desktop valuation or appraisal.



Choosing the right valuation approach for the specific property.

While an AVM is an accurate, economical and efficient choice for most properties, it may not be the right valuation tool for all properties. Thorough testing shows that AVMs are an intelligent valuation choice for approximately 70 to 80 percent of residential properties nationwide. So how does one know which properties are the right properties and then, what does one do with the other 20 to 30 percent?

Now lenders can know in advance if an AVM is right for a specific property, or if a hybrid or traditional valuation is required.

Introducing VeroPRECISIONSM

VeroPRECISIONSM, from **Veros® Real Estate Solutions**, leverages case-based reasoning, data-driven automation and sophisticated data analysis at the property level to generate a Veros AVM Suitability Score.

When **VeroPRECISION** determines that an AVM is an appropriate valuation method, as it is in 70 to 80 percent of cases, it automatically orders the best performing AVMs – including Veros' own **VeroVALUESM** and Collateral Analytics' CA Value MC – then picks the most appropriate valuation for the property using a case-based reasoning Artificial Intelligence (AI) engine. It then promptly delivers a report with full supporting data analysis.

Through **VeroSELECTSM**, there is also instant integration of **VeroPHOTO PlusSM**, which allows a client to set the AVM order to automatically request a property condition report (PCR) when needed to validate the rendered value with digital photographs that verify the subject property's condition.

VEROPRECISION OPERATES ON THESE THREE PRINCIPLES:

1. Not all properties are suitable candidates for AVM use.
2. Eliminating non-suitable properties significantly increases AVM accuracy.
3. Eliminating valuation outliers from the AVM pool increases client satisfaction.

WHEN AN AVM IS NOT THE SOLUTION

Wouldn't it be nice to know upfront when an AVM is not the right fit for a property so there is no charge or delay? Now, with **VeroPRECISION** you can.

Those subject properties that require appraisal or evaluation services can be immediately escalated to one of the following four evaluation options, based on the customer's expressed preference:

- ▶ A desktop valuation performed by a certified appraiser
- ▶ A desktop valuation performed by an analyst
- ▶ A desktop valuation with exterior inspection performed by a certified appraiser
- ▶ A desktop valuation with exterior inspection performed by an analyst

Whether an AVM is best or another valuation method is required – Veros, through its **VeroSELECT** online ordering and management platform, has the right tools and best vendor support to provide complete valuation solutions for this market.

See the back page for a complete overview of the VeroSELECT system valuation tools.

HELP FOR SECOND MORTGAGES AND HOME EQUITY LOANS

Rising interest rates and historically high levels of residential equity have made HELOCs and second mortgages increasingly popular. With a complete, end-to-end solution for home equity and second mortgage lending, **VeroPRECISIONSM** has shown special value for this market segment.

ONGOING DUE DILIGENCE

It doesn't end there.

Veros and our customers work together to ensure **VeroPRECISION's** effectiveness. In quarterly **VeroPRECISION** testing reports sent to customers, we detail hit rates and value accuracy for suitable properties versus non-suitable properties. Customers are encouraged to provide the recently appraised values for their subject properties so that Veros can append **VeroPRECISION** values.

This allows for the comparison of testing performance and actual production performance and is ideal for validating customers' unique footprint and risk tolerances.



"CURE FOR THE COMMON CASCADE"

VeroPRECISION addresses the accuracy disparities and usage suitability concerns within the AVM Cascade usage model. By first identifying those properties suited for AVM use, it removes outliers from the equation and raises AVM accuracy and usability.

Although AVM cascades represented "best in class" thinking for the first decade of this century they don't typically generate a property-specific valuation, but instead use rules and criteria typically generated at a county or state level. Further, these traditional cascades were never intended to address the central problem: *Is the property even appropriate for an AVM?*

By using the AVM brands consistently identified as the most accurate, **VeroPRECISION** delivers the next-generation cascade solution as a "cure for the common cascade."

INDEPENDENT TESTING

There can be significant disparities when comparing AVM performance on purchase transactions versus non-purchase or refinance transactions, in an AVM or any valuation approach. When lenders implement AVMs in production based only on purchase transaction testing, they can get disappointing and inconsistent results for use in HELOC and refinance production. By contrast, **VeroPRECISION** has been tested against both transaction types to ensure that the results in the actual production environment align with those experienced during testing.

Like all **VEROS®** valuation tools,
VeroPRECISIONSM is integrated through
the **VeroSELECTSM** ordering platform.

VeroPRECISIONSM is one of the many innovative valuation-related risk management solutions available through **VeroSELECTSM**, Veros' proprietary centralized online ordering and management platform.

SECURE MANAGEMENT

VeroSELECT is a vendor-agnostic, single-enterprise management platform that provides access to collateral risk solutions from more than 15 vendors designed to help lenders assess values at origination and across existing portfolios.

EASY ORDERING

VeroSELECT provides instant ordering from a full suite of valuation offerings that span the mortgage lifecycle, including Veros' proprietary **VeroVALUESM** AVM, AVM cascades, **VeroBPOSM** Broker Price Opinions (BPOs), **VeroPHOTO PlusSM**, Property Condition Reports (PCRs), full appraisals and evaluation services, and **VeroFORECASTSM**, Veros' proprietary, best-in-class valuation forecasting tool, which forecasts property values 6, 12, 18 and 24 months into the future.



Discover **VeroPRECISION** at
www.veros.com/what-we-offer/tools/veroprecision
or call **866.458.3767** or email communications@veros.com