

# SOON YOU'LL BE ABLE TO SEE THE FOREST THROUGH THE TREES...



WITH **TRENDED  
CREDIT DATA**  
FROM CREDIT PLUS

**Credit reports can sometimes be misleading.** At first glance, your applicant might appear mortgage worthy – or not. Until now, that was the only option available to lenders. But with Fannie Mae's adoption of trended credit data, you'll have a much more accurate picture of your applicant's approach to managing revolving credit over time – which might be the difference between approval and denial.

## ***TRENDED CREDIT DATA – A BETTER WAY TO ANALYZE YOUR BORROWERS***

Trended credit data is a two-year historical perspective on a consumer's utilization of revolving credit accounts, such as credit cards, giving lenders a means to better analyze borrower behavior and extract more meaningful statistics. Fannie Mae is currently incorporating trended credit data into its Desktop Underwriter (DU) Version 10.0 and will be implementing it during the weekend of June 25, 2016. Essentially, for all loans closing after June 26, you must have trended credit reports on file. To prepare for this eventuality and assist Fannie Mae with underwriting testing, beginning April 1, we will give Fannie Mae a trended credit data report for every loan you submit to Fannie Mae and every borrower for which you pull a tri-merge credit report.



**CALL 800.258.3488 OR  
EMAIL [INFO@CREDITPLUS.COM](mailto:INFO@CREDITPLUS.COM)**

**to schedule a consultation on how trended credit data  
can help you make better lending decisions.**

**[CREDITPLUS.COM](http://CREDITPLUS.COM)**

# TRENDED CREDIT DATA FROM CREDIT PLUS

## ***MORE TIME = MORE INSIGHT***

Today's credit reports are just snapshots in time of consumers' credit. They show only the outstanding balance and if the borrower has been on time or delinquent on existing credit accounts (those where a balance can be carried over time or paid off in full, such as credit cards) and installment accounts (those with a set monthly fee that is paid until the account is paid off in full – such as a mortgage or student loan).

But with trended credit data, lenders will have access to the monthly payment amounts that their borrowers have made on these accounts over time. This will allow them to determine things such as if a borrower tends to pay off revolving credit lines each month or if they tend to carry a balance month-to-month while making minimum or other payments. In addition, seasonal and sudden changes in revolving credit behavior will be revealed. With a more comprehensive depiction of a borrower's approach to credit management, lenders will be better equipped to make a more accurate assessment of the applicant's creditworthiness, thereby minimizing their own risk.

## **Trended Credit Reports – The Next Revolution In Credit Reporting**

### **MARK YOUR CALENDAR**

In response to Fannie Mae's new trended data policy, TransUnion and Equifax are requiring the delivery of trended credit reports for all mortgage transactions. And, Experian is expected to follow suit sometime in 2017.

**Therefore, the testing to trended credit reports will begin April 1 to accommodate Fannie Mae's June 25 weekend release.**

We're pleased to announce that Credit Plus is partnering with Equifax and TransUnion to provide comprehensive trended credit data via highly customizable reports. In fact, lenders will be able to choose from almost 100 attributes!

Watch for more information, including helpful webinars, that will review Fannie Mae's new policy and the credit bureaus' responses to it – and how Credit Plus will be delivering trended credit data to help you increase mortgage access and promote home ownership.



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