



DS NEWS PRESENTS: **THE BEST IN PROPERTY VALUATION**

From the trusted loan appraiser armed with credentials, training, and years of experience, to the Big Data aggregators armed with countless data points and proprietary algorithms, the property valuation sector, like the rest of the mortgage industry, is in a state of transition. While some may still be finding their way in this new world of improved technology and timelines, others have embraced the innovations and are serving the industry with speed and accuracy previously unimaginable.

On the next pages, we introduce you to some of the frontrunners of the new property valuation sector.

CLASS VALUATION



KEY PERSONNEL

Mike Detwiler

CEO

Jon Tallinger

Chief Growth Officer

Scot Rose

Chief Innovation Officer

Tim Staudenmaier

Director of Digital Strategy

Vijay Taneja

Chief Data Scientist

CONTACT INFORMATION

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COMPANY DESCRIPTION

Class Valuation is a top nationwide real estate collateral valuation and appraisal management company (AMC) to the residential mortgage industry. The company is committed to combining the best people, products, processes, and technology available to help lenders make more homeownership dreams come true. Class has consistently been ranked highly in client service by several of the nation's top-10 mortgage lenders and has been recognized as a top place to work, along with receiving many other industry awards.

BUSINESS LINES, PRODUCTS & SERVICES

As a top AMC, Class Valuation consistently provides outstanding quality and lasting relationships to every client. Approved in all 50 states, Class Valuation offers a comprehensive product suite and a network of more than 12,000 appraisers nationwide. Its guaranteed pricing options bring further transparency and ease to the process. With Class Valuation, you can expect a partner for your current collateral valuations needs so that you can exceed in the appraisal world of tomorrow.

COMPETITIVE ADVANTAGE

In an industry ripe for innovation, Class Valuation endeavors to be the guiding light, partnering with lenders in all channels, including the growing broker market, borrowers, rating agencies, GSEs, and capital markets, to transform collateral risk valuation and define a future that is better for everyone. No matter what the future holds, Class Valuation's number-one priority remains its clients' success.

Since 2009, Class has remained committed to creating operational efficiencies and providing world-class service to exceed client expectations every step of the way. Because of this, the company has generated a reputation for being the go-to AMC for outstanding transparency, service, and speed.

With the industry mandating changes in valuation modernization, private equity company Narrow Gauge Capital, along with Mike Detwiler, saw a tremendous opportunity to take an already industry-leading AMC like Class and partner with industry stakeholders on modernization efforts. In March of 2018, Class Valuation was acquired by Narrow Gauge Capital with Mike Detwiler

joining as CEO. This additional backing came with a commitment to keeping the bar set high on unbiased transparency, service, and speed while defining Thoughtful Change in the valuation space.

Since the acquisition, Class Valuation has seen monumental growth and change in an effort to lay the groundwork for the most innovative, forward-thinking AMC in the industry. One of the first orders of business was to bolster the leadership team. Now nearly doubled in size, that team is made up of industry veterans who are experts in their fields, helping lead innovation and modernization from the inside out.

Today, Class Valuation is piloting its 3D-imaging technology (powered by InsideMaps), property inspection mobile app (INvision GO), and extensive workflow engine (INvision) to fully digitize the home and create a true digital fingerprint that provides unmatched insights into the property as collateral for a mortgage loan. All components work in harmony to expedite the collection of the data—eliminating the need for rekeying—while ultimately providing greater insight that cannot be provided by the limited data sets historically collected to date. Through the pilot testing, lenders have turned to Class Valuation to bring them into the future of property data collection and valuation products. With their unmatched data collection processes, the company plans on becoming far more sophisticated in how it thinks about differences in properties by running powerful analytics against a broader, more holistic data set.

The goal and vision Class Valuation sees for the industry at large is a world where the lending community can have peace of mind that the data collected on each property is completely accurate and transparent, and that this can be done even quicker with Class Valuation's goal of seeing appraisal orders completed in one business day. All plans ultimately circle back to the company's unwavering vision of providing unbiased transparency, service, and speed to each and every client. Powerful valuation technology and machine learning are just some of the ways the company will continue to support all lenders in the years ahead.



CLASS VALUATION

CONSOLIDATED ANALYTICS



KEY PERSONNEL

Brian Gehl

President

Josh Fuchs

SVP, Product Development and Sales

Devin Demers

VP, Operations

Arvin Wijay

CEO

Rudy Zabran

CRO

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INDUSTRY AWARDS, ACCOLADES & MILESTONES

- » Consolidated Analytics has earned the highest rating given to residential asset managers by MorningStar for four consecutive years.
- » ISO 27001
- » Approved third-party review firm for residential mortgage-backed securities (RMBS) by trusted rating agencies including S&P, KBRA, and MorningStar

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COMPANY DESCRIPTION

Consolidated Analytics provides the real estate finance industry with an end-to-end mortgage services platform that delivers value to its customers, from asset-level analyses to enterprise-wide solutions. By harnessing data and technology—and by tapping into the expert insights of our multidisciplinary team—Consolidated helps forward-thinking companies unlock loan and operational quality, efficiency, and performance.

Consolidated's comprehensive solutions span across the mortgage value chain including property valuation, mortgage loan reviews and due diligence, fulfillment, component services, advisory, and consulting.

BUSINESS LINES, PRODUCTS & SERVICES

Consolidated Analytics offers a full suite of mortgage services to support residential mortgage originators, servicers, GSEs, and capital markets participants including property valuation and collateral risk, loss mitigation, property management, REO asset management, quality control, due diligence, fulfillment, component services, advisory, and consulting.

Property valuation and collateral risk solutions include:

- » Appraisal management
- » Broker price opinions (BPO)
- » Reconciliation reports
- » Automated valuation models (AVM)
- » Desktop appraisals
- » Field inspections
- » Hybrid valuation tools
- » Consolidated collateral analysis (CCA)

KEY FEATURES & BENEFITS

High-Quality, Localized, Responsive Valuations

Consolidated Analytics provides accurate, timely, and responsive valuations from a local market source to ensure clients accurately assess risk while meeting mission-critical timelines. The brokers and appraisers in the network are recruited based on the following: quality, competency, accessibility, timeliness, and local market knowledge.

Comprehensive Controls

Consolidated Analytics' quality control (QC) process leverages automated rule sets, integrated data validation methods, and other technological resources to create scoring metrics that ensure valuation accuracy. Based on scoring outputs, a triage review method is applied, ensuring hands-on review of each valuation by a qualified review analyst and/or certified appraiser.

Compliance at the Forefront

Consolidated Analytics' team of valuation experts consistently monitors federal, state, and local regulations to ensure valuations comply with agency and regulatory standards and satisfy client requirements. As a licensed Appraisal Management Company (AMC), Consolidated Analytics also complies with USPAP requirements and state and federal appraisal independence regulations.

COMPETITIVE ADVANTAGE

Consolidated Analytics' multidisciplinary approach enables clients to tap into a range of expertise, solutions, and services at a moment's notice. Whether you want to evaluate collateral, identify portfolio and loan risk, or explore alternative disposition strategies, Consolidated Analytics provides a complete set of solutions that are aligned with your unique objectives and designed to optimize performance for specific functions and across the enterprise.

ADDED VALUE

Consolidated Analytics offers a range of services that complement property valuation solutions, including:

- » Vendor oversight
- » Title curative
- » Loss mitigation
- » Rental management
- » REO asset management
- » Due diligence
- » Component services



RADIAN REAL ESTATE SERVICES



KEY PERSONNEL

Eric Ray

Senior EVP, Technology and Transaction Services

Katie Brewer

SVP, Real Estate Services Operations

Aviva Bush

SVP, Valuation Services

Michael Dziuba

SVP, Enterprise Sales, Mortgage and Real Estate Services

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COMPANY DESCRIPTION

The Radian family of companies provides the most comprehensive suite of private mortgage insurance, risk management products, and real estate services in the industry.

- » Mortgage Insurance—MI, contract underwriting, secondary marketing, and sales training
- » Real Estate Services—full suite of property valuations, REO asset management, and SFR services
- » Mortgage Services—loan due diligence and securitization services and surveillance
- » Title Services—national title, closing, and settlement services
- » Risk Services—mortgage risk analytics and credit risk services

PRODUCTS

Radian's family of companies provide a variety of real estate services including pricing and valuation products to investors, lenders, and loan servicers.

Automated Valuation Products | Included within the products provided by affiliates of Radian are automated valuation products that can be in the form of interactive pricing products or advanced AVMs, which use multiple modeling frameworks and an astounding amount of data to deliver exceptionally accurate price estimates in real time.

Broker Price Opinion (BPO) | Combining a network of more than 20,000 agents, and quality control on all orders, clients can be confident that the resulting broker price opinions will provide the sweet spot between competitive pricing and maximum profit. An extensive national database of more than 20,000 brokers is scored daily to ensure that your order is routed to the highest-ranked agent in the local market.

Appraisal Products

Radian-affiliated companies provide a full assortment of residential appraisals, including full appraisals and hybrid appraisals, created by a licensed appraiser's use of either a BPO or an inspection performed by a local real estate licensee and other information to determine a market value. In addition, desktop reviews of third-party BPOs or appraisals are available.

COMPETITIVE ADVANTAGE

- » Informed by better data: Our automated products leverage more detailed data than any other provider. Not only do we have the best national coverage, but our data is also refreshed in most markets every 15 minutes.
- » More accurate estimates, more confident decisioning: The unparalleled breadth of data used in our automated valuation products, BPOs, and hybrid appraisal products results in higher-quality estimates that give you full confidence in the value of the property and your decisioning.
- » A reliable partner: Our services are backed by the trusted reputation and financial strength of Radian.

TESTIMONIAL

"I would argue that, without using [the interactive pricing product] to help establish a marketing strategy, we would be leaving money on the table by listing properties too low."

—AVP, Single-Family REO

radian
real estate services

USRES



KEY PERSONNEL

Keith Guenther

Founder/CEO

Michael Bull

CFO

Angela Hurst

SVP, Business Development

Rida Sharaf

SVP, Real Estate Operations

CONTACT INFORMATION

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BUSINESS LINES, PRODUCTS & SERVICES:

USRES offers clients a wide variety of valuation services including origination and default appraisals, BPOs, rental analysis reports. Over the past 25 years, the company has developed a reliable vendor network who are held to rigorous standards to ensure clients receive the highest quality product available. To further enhance their service offerings, USRES has integrated with numerous third-party technology partners including Realview, Platinum Data, UCDP, and Collateral Analytics.

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COMPANY DESCRIPTION

Founded in 1992, USRES has become a leader in valuation and REO disposition services by providing agile operations with a focus on customer service. Through its decades of experience USRES has learned to adjust and serve the needs of any customer quickly. Regardless of their individual requirements, all USRES customers benefit from the company's use of in-house certified appraisers who use the latest QC tools to ensure accuracy on every valuation.

KEY FEATURES & BENEFITS

Broker Price Opinions | USRES maintains a select group of licensed agents geared towards serving the BPO market, while consistently adhering to both quality and delivery specifications. USRES is committed to accuracy and maintains its place in the industry by partnering with a panel of vetted REO listing agents. Broker price opinions are then scrutinized by USRES's in-house staff of licensed appraisers and third-party analytic tools. This process ensures every BPO goes through a comprehensive audit for content and accuracy. From assignment to delivery, every BPO is overseen by USRES's experienced staff to ensure pinpoint accuracy in every order.

Origination Appraisals | As a nationally licensed AMC, USRES is integrated with UCDP and leading QC tools and can deliver timely and accurate appraisals through a variety of order/delivery methods. USRES seeks out and retains a robust network of licensed appraisers dedicated to their trade. Each file is assigned to a vetted member of their robust appraiser network by their professional staff who maintains contact with the appraiser through to submission.

Default Appraisals | All valuations are reviewed and audited by both an in-house team of appraisers and integrated QC functionality giving USRES's clients the perfect blend of technology and personal oversight. In this way, the company ensures customers receive an end product that is completed on time without sacrificing accuracy. USRES's unparalleled technology solution provides a secure and seamless experience for clients, appraisers, and borrowers alike.

Rental Analysis Reports | The USRES rental analysis report is a timely response to rentals becoming a viable revenue source for mortgage bankers pursuing NPL acquisitions. This product is completed by the company's network of vetted agents who personally inspect each property. When paired with other valuation products, the rental analysis report provides clients with the necessary data for selecting the most profitable strategy for every file. Through varied offerings in this and other niche segments, USRES has made a name for itself as a provider of end-to-end servicer solutions.

COMPETITIVE ADVANTAGE

USRES is known for its unique blend of technology and personal oversight. The company employs licensed and certified appraisers who, along with the aid of third-party tools, perform comprehensive QC reviews on every valuation. USRES also utilizes its proprietary Valuation Portal to constantly monitor performance, run grades & reports, and analyze each prospective agent and appraiser to ensure the best candidate is always on the job. Through this combination of experienced professionals and cutting-edge technology the company is able to provide accurate and timely value assessments for investors making asset management and bulk-purchase decisions.

More recently, the company has furthered its commitment to creative solutions by experimenting with bifurcated valuations. These new products often combine the expertise of professionals in the field with the online tools and resources of in office staff to deliver new insights to clients. Just as this new approach was seamlessly integrated into USRES's existing structure, the company's flexibility will continue to serve them well regardless of what the next real estate cycle brings.

