



How do your tenants measure up?

Pick out problem renters before they move in and find them after they leave.

LexisNexis® Resident Screening

LexisNexis® Resident Screening offers one of the most comprehensive resident screening and collections services available for the multi-family market. We enable property owners and managers to effectively evaluate residents during the application phase, monitor them after move-in and locate them, if necessary, after they've moved out. With our resident screening solutions, you'll quickly turn qualified applicants into residents and help protect your property from problem renters. And, as a result, you can avoid financial losses and limit your property's exposure to liability.

Our customers agree: A top resident screening provides unique services to meet your needs

LexisNexis® recently won Multi-Housing News' Technology Choice Award as a top resident screening provider for the fourth time in the past five years. The award, presented by Multi-Housing News, "recognizes those firms that stand apart from the rest and deserve to be celebrated as the industry's very best." Thousands of Multi-Housing News readers, including our customers and peers, cast their votes according to strict criteria, to determine the top technology providers in each of 10 categories. LexisNexis was recognized in the Resident Screening category.

Our extensive collection of public and proprietary data sources enable you to identify problem residents who otherwise might not be found through traditional searches.

- Using our proprietary eviction database, we recently found that approximately 77 percent of the applicants we identified with an eviction record did not have one on record in their credit file.
- Since its inception, our proprietary Skipped Resident Database has identified more than 12,700 unqualified applicants who had applied for residence at other properties serviced by LexisNexis.
- The LexisNexis® National Criminal File has more than 250 million criminal records, representing more than 100 million individuals, and approximately 6,000 records are added daily.

"We can go straight to the LexisNexis Resident Screening interface, enter the data and get a response within about five minutes. The only time it goes beyond that is when certain red flags pop up because of a past criminal history or evictions. This quick response helps us qualify an applicant on the spot, which prevents them from going down the street to a competitor."

— **Greg Lozinak**
Executive Vice President and Chief
Operating Officer
Waterton Residential

"The new quarterly reports are extremely valuable and helps us determine trends in the demographics of our properties."

— Creekstone Management

"The nationwide criminal checks from LexisNexis® Resident Screening provide very comprehensive data—including details on any offenses—which helps us make informed decisions about applicant eligibility. Not only are the results more widespread, they're also faster. In most cases, we get our results in less than five minutes. And if an applicant doesn't pass the background check, we don't pay to run the credit check, which is an important cost-saving measure, too."

— **Stacy Norgard**
Regional Manager
DEI Communities

Screening, your way

Resident screening solutions from LexisNexis are unlike most screening services because we give you choices, allowing customization down to the property level.

- Customize the screening process to suit your application review process with more than 40 criteria.
- Establish immediate rejection criteria for each application, such as eviction data, utility or landlord debt, a criminal record or an apartment collection file.
- Apply more than 100 overrides to your criteria requirements.
- Set rules based on the individual needs of each property.

Decisions, decisions

You can make the decisions, or we can assist you by applying your rules. Based on your preference, LexisNexis will either return a summary of results for you to evaluate or give you a straightforward leasing recommendation based on your rules: approved, approved with conditions or declined.

More timely eviction data

According to RentBureau, the multi-family industry loses \$159 every second to bad debts, skips and evictions. To assist you in your efforts to protect yourself and your property from these losses, LexisNexis has an extensive and growing proprietary database of eviction data. Our eviction searches help you identify unqualified applicants who might not be found through credit searches, since many evictions are not properly reported to credit agencies.

- In 2008 we uncovered eviction histories on more than 29,000 applicants.
- Data is updated daily with initial filings, possessions and judgments gathered nationwide.

The most comprehensive criminal file available

As a leading background screening provider conducting more than eight million courthouse searches per year, LexisNexis is able to offer our clients one of the most comprehensive criminal files available.

Our National Criminal File and sex offender databases help in your efforts to protect your property and residents by locating more criminal records associated with potential residents, even if they falsify their address history.

- Databases include more than 250 million criminal records from all 50 states, representing more than 100 million individuals.
- Results are returned in an easy-to-read format in as little as 30 seconds.

Thorough credit checks

Understandably, one of your biggest concerns is finding reliable residents who can be counted on to pay their rent. This is why access to credit and eviction data is so important. With LexisNexis Resident Screening, you can select credit reports from any of the three major bureaus. And, we are the only provider that offers manual credit report reviews to locate landlord or utility debt.

Ongoing screening with LexisNexis® Monthly Resident Monitoring

A resident approved at the time an application is submitted could become a liability months later. LexisNexis uses the same powerful criminal, sex offender and eviction data used during the initial screening to automatically continue monitoring each resident throughout the life of the lease.

- Assists you in identifying potential non-renewals earlier, so you can fill vacancies sooner.
- Helps in your efforts to improve safety for your apartment community and minimize your exposure to risk.
- Established at the time of application, searches occur automatically every 30 days, requiring virtually no ongoing effort from property managers and owners.

Properties helping properties with our skipped resident database

There are no allies in the multi-family community business more powerful than fellow property owners and managers. Through our Skipped Resident Database, property managers and owners from more than one million units nationwide share information about tenants who allegedly have violated leases, continuously pay late, skip out on amounts owed or falsify information.

Unparalleled service to support your success

Offered to LexisNexis customers free of charge, this proprietary database helps identify unqualified applicants who otherwise might not be found through traditional services. Since its inception, our Skipped Resident Database has identified more than 12,700 unqualified applicants who had applied at other properties serviced by LexisNexis.

Collecting debts

Our resident screening solutions offer fully integrated screening and collections services, enabling us to provide better screening data and ensure stronger resident accountability. The power of this integration assists in identifying unqualified applicants who might otherwise slip through the cracks.

In 2008, we saved our customers approximately \$6 million by identifying unqualified applicants through our proprietary collections database.

Our resident screening solutions offer:

- A partner that specializes in skip tracing former residents, rental contract disputes and debt resolution.
- Constant online access to the status of your placements at the management and community levels.
- Quarterly and monthly reports for your review.

Reporting that supports decision-making

With LexisNexis, you'll have unlimited online access to comprehensive management reports that will help you manage your properties more effectively, including:

- Portfolio, regional and property-level reports.
- Applicant credit score statistics.
- Demographic trend analysis, including an applicant's ZIP code, income and credit quality over time.

- Application traffic trends and rates.
- And many more.

At your service

LexisNexis Resident Screening is about more than offering the most powerful collections and screening services to the multi-family industry. It's also about standing by our customers every step of the way. LexisNexis assigns each customer a dedicated customer care representative who is familiar with your account and ready to address your unique needs. And, customer service personnel are standing by seven days a week to assist properties and applicants with records disputes.

Vast, extensive data for informed decisions

As a LexisNexis service, our resident screening solutions are backed by a leader in identification and credential verification services. What does that mean to you? It means we're able to offer you access to some of the most comprehensive data available.

For more information:

**Call 800.590.8535 (U.S.)
or +1 561.999.8624 (international),
email screening@lexisnexis.com or
visit lexisnexis.com/screening**

About LexisNexis Risk Solutions

LexisNexis Risk Solutions (www.lexisnexis.com/risk) is a leader in providing essential information that helps customers across all industries and government predict, assess and manage risk. Combining cutting-edge technology, unique data and advanced scoring analytics, we provide products and services that address evolving client needs in the risk sector while upholding the highest standards of security and privacy. LexisNexis Risk Solutions is part of Reed Elsevier, a leading publisher and information provider that serves customers in more than 100 countries with more than 30,000 employees worldwide.

Our screening solutions assist employers, non-profits and multi-family housing managers with making quicker and more confident applicant selections based on industry-leading background checks and drug testing.

