Is Your CRE Underwriting Process Built on Shaky Foundation?

In your commercial real estate (CRE) underwriting process, you’re doing your best to satisfy due diligence. But there are factors at play that may be missed in your due diligence that could be exposing you to unnecessary risk. Such as...

Incomplete or inaccurate data on a borrower’s application
There are a lot of pieces to verify on the submitted application… not to mentioned what they may have failed to disclose:

Unidentified business associations
Even if you’re looking at the most current sources, it’s not enough if you’re not identifying and vetting every associated party, including:

Waiting to conduct due diligence
DO IT EARLY IN YOUR UNDERWRITING PROCESS TO

Have visibility into the true scope of due diligence required

Decline applications upfront that don’t meet your risk criteria

OTHERWISE, THIS CAUSES...

Wasted time, revenue, and resources
Ending a deal halfway through – which is not uncommon due to discrepancies found during due diligence

Not going directly to the source for due diligence data

YOUR DUE DILIGENCE NEEDS TO COVER ALL GROUNDS, OR ELSE...

RELYING ON SUBSCRIPTION SERVICES COULD =

REGULATORY RISK INCREASES as regulators notice a loosening of underwriting standards

Strengthen your due diligence and stay competitive with the insights you need to make informed decisions. Building a solid CRE underwriting process starts now.

Learn more at lexisnexisrisk.com/BAR