

Auto Refinance: Speed Up Loan Decisioning with Digital Income and Employment Verifications



By leveraging The Work Number® from Equifax, lenders can obtain a borrower's latest income and employment details in seconds, helping them better understand loan affordability and make more informed decisions.

In a competitive market, auto lenders must be more efficient in their loan decisioning process to capture borrowers interested in new purchases or refinances.

For auto lenders, keeping up with consumer trends and understanding what motivates them to find better loan terms are critical to staying competitive. As such, it's important to understand why some borrowers choose to refinance an existing auto loan, which can greatly affect lender success rates. Uncovering key insights into why a consumer might refinance and loan affordability can help lenders meet borrower demands, while delivering greater returns.

With The Work Number, lenders can obtain a borrower's latest income and employment details quickly and easily, giving them a more comprehensive picture of their financial situation and making it easier to approve auto loan refinancing applications.

19.6%

Lenders who leveraged income and employment verification data were able to provide lower interest rates or better loan terms to borrowers across all credit bands when compared to lenders who did not use these resources, and saw an estimated 19.6 percent increase in profit from growing their loan portfolios.²

20%

Nearly 20 percent of all consumers with a subprime credit score today are considered financially durable; in fact, among consumers with a modest 580 credit score, 10 percent have estimated total household income over \$178,000 —pointing to an untapped market of potentially attractive customers.¹

35.5%

By incorporating employment and income data from The Work Number®, loan originations increased by 35.5% on average with a much greater increase for borrowers in the subprime and deep subprime categories. And, interest rates on these loans were only 2-4% higher.²

Learn more about how instant verifications from The Work Number can benefit your business and consumers today. Visit [theworknumber.com](https://www.theworknumber.com).

The Work Number®

¹ Equifax internal data study, 2022.

² "Improving Loan Conversion Rates With Data"; Equifax white paper report; August 2022.