

### Cracking Down on Synthetic Fraud

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## Today's Agenda

Fraud Facts

- Synthetic Fraud Defined
- Detecting Fraud
- Best Ways to Reduce Fraud







#### **POLL QUESTION**

Have you experienced renter fraud?

Yes

No



## **Fraud Facts**

## Risk By The Numbers



Of apartment companies say they require residents to buy insurance



Of management companies have experienced fraud



Of property management companies experience difficulties identifying, mitigating or preventing fraud











Source: MRI Software



#### The traditional view of what fraud looks like



## This is what FRAUD looks like today!







#### **Apartment Approval Packages**

#### Apartment Approval Package Don't Settle For Denials!

- Evictions
- Broken Leases
- Background Problems
- Credit Problems
- Self-Employment

You can still be approved!



#### RENTAL APPROVALS

#### STANDARD APARTMENT PACKAGE | \$550

Blank credit profile that will pass background and credit checks! You pick the apartment and move in date! Once payment is received your profile will be ready to use 72 hours later. From there I will do the application for the apartment of your choice as well as submit income verification. You will be responsible for any application and holding deposit fees required to submit application. \*deposits may be higher due to limited credit history with this

#### GOLD APARTMENT PACKAGE | \$850

The apartment plus package includes everything in the standard apartment package with a tradeline. Tradelines boost your credit profile score as well as give you more credit history which will lower your deposit for the apartment! Tradelines take 3-4 weeks to post to your profile depending on which day it reports to the credit bureaus.

#### PRIVATE OWNER PACKAGE | \$1.150

The private owner package will get you into a privately owned house, townhouse or condo. This package includes a credit profile with a premium tradeline that will provide you with extensive credit history making your approval simple and your deposit lower. As mentioned above tradelines take 3-4 weeks to post to your profile depending on which day it reports to the credit bureaus.

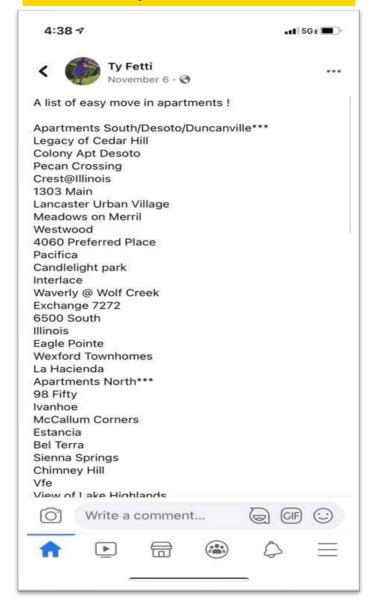
. all packages include income verification from our sister company (3 stubs) and assistance finding a place in your budget and desired area.





Confidential | Internal use only

#### Easy to Move Into!



#### Cost of Personal Information on the Dark Web

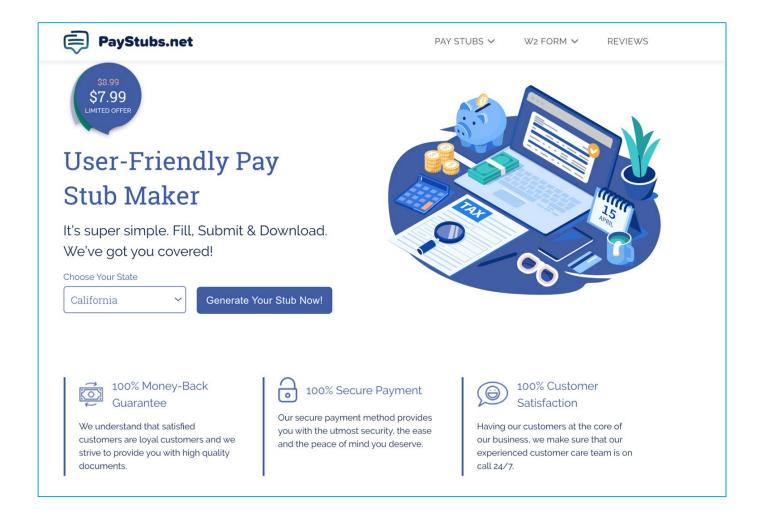
Most sold on the dark web is credit card numbers

Product	Avg. Dark Web Price
Mastercard with PIN	\$15*
AMEX with PIN	\$35*
VISA with PIN	\$25*
Stolen online bank logins	\$35*
US drivers license	\$70 - \$550*
US Passport	\$1500*
Social Security Card	\$2 - \$5**
Birth Certificate	\$240**
Hacked Facebook Account	\$75*
Hacked Gmail Account	\$156*

Source: \* privacyaffairs.com \*\*safetydetectives.com



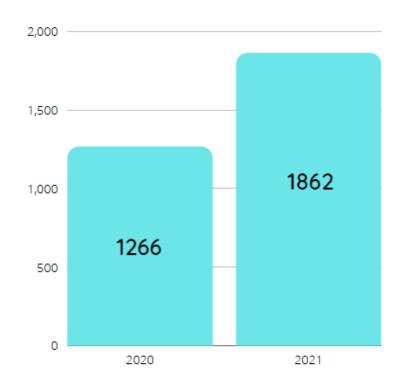
# Online example of income verification fraud

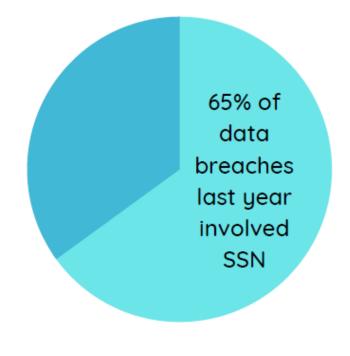




## **SSN Fraud**

Data Compromises Since Covid-19











## Synthetic Fraud

## Synthetic Fraud Defined

#### Synthetic Identity Fraud

- Purposeful creation of new fabricated identities
- Uses mix of real and fictitious data to create a new credit profile
- Skilled fraudsters groom the identity for prime scores then "bust out"

#### Synthetic Identity Fraud has doubled since 2012

- More than \$1 billion in outstanding balances
- No third party victim to report the fraud and help stop it early
- Credit scores can be deceiving as synthetic fraudsters masquerade as good prospects to improve their credit



## Synthetic Fraud

## Combination of real and fabricated information to evade screening services

- Purchase pre-paid phone
- Purchase a stolen SSN from the internet using a money transfer app
- Apply for loans, credit, and other transactions through stolen SSN
- Pay a call center to vet your employment, history and character
- Purchase an identity package on Craigslist.
   Includes credit lines, forged address track record, forged pay stubs and a forged ID





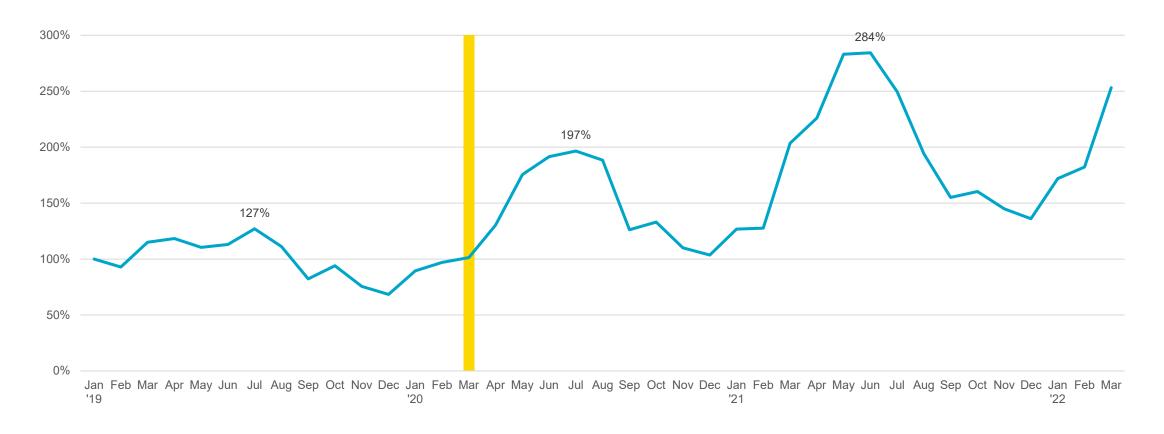




## **Detecting Fraud**

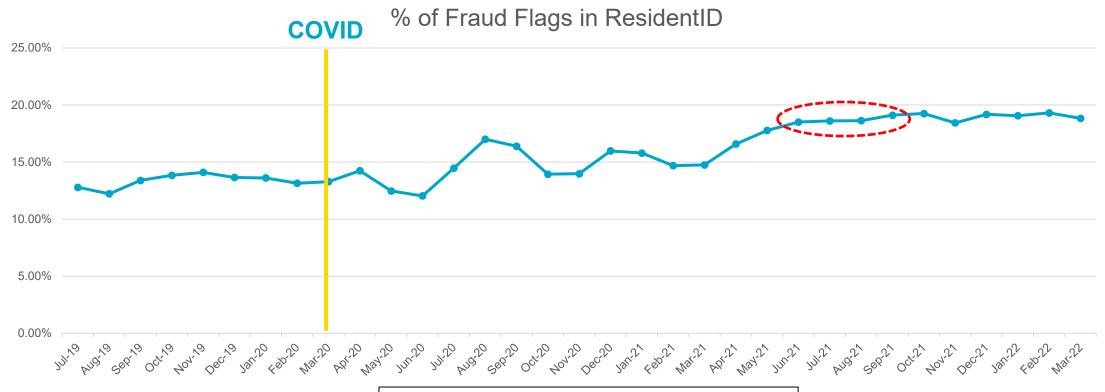
## Online application volume

#### Technology adoption acceleration





## The Rise of Rental Applications with Fraud Flags



#### Change in % Fraud Alerts

- June 2020 June 2021 = 4% increase
- June 2021 on leveling off of higher risk levels





## Best Ways to Reduce Fraud



#### **POLL QUESTION**

Do you use a fraud mitigation technology tool/service?

Yes

No



- Use technology to fight technology
- Build a proactive and robust fraud management strategy
- Verify identification
- Enhance screening procedures through the integration of fraud technology
- Use a multi-layered solution

## What should I look for in a fraud solution?

#### A Multi-Layered Solution is Best

#### Identity Verification

- Verify that the applicant is who they say they are
- Credit data used to match PII information and alert to any mismatches

#### Device Verification

- Explore digital behavior of applicants device for red flags
- Check that IP address is valid
- Check browser history for fraudulent activity

#### Authentication

- Provide applicant with a one time pass code
- Provide applicant with out of wallet questions to authenticate identity

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