

Our Client

The Client is one of the largest German financial institutions. The client focuses on private client business and corporate banking, customer-related capital market and Wealth Management.

The Challenge

The client offers retail customers real estate financing at premium price. To differentiate in quality and product diversity, the client wanted to provide an appreciable value added service. The client aimed at the introduction of a complete ecosystem for real estate acquisition, financing and ownership. The portal should on the one hand provide the customer with a search engine for real estates and on the other hand help him to make a deal for procurement and financing on one single platform which integrates procurement and financing of a real estate.

- Increasing penetration in real estate lifecycle value chain
- Retaining and increasing mortgage and additional loan sales to customers
- Compliance across multiple marketing and tech departments
- Fulfill high requirements for IT-Security and data privacy.

Our solution

We built a platform that covers the process of real estate search, acquisition and financing. The platform offers the customer a wide range of added value in all phases. Based on a frontend, Fincite built the data connection to various portals delivering potential real estate, matching this data with a real-time-evaluation of the financial situation of the customer as well an evaluation of the real estate based on a multi-variate pricing estimate. We used mathematics for approximation for the value of a real estate based on multiple data sources and linkage to the customers risk-bearing capacity as well as the financing conditions of the bank. The following Fincite Core modules have been used:

- Fincite.Connect
- Fincite.Interact
- Fincite.Save

