Curriculum Vitae of
Edwin Escher Johansson IV

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Overview

Since 2003, I have gained specialized knowledge of credit reports and credit scores mainly through assisting my clients to understand them. I work with mainly consumers—most of whom are referred by loan originators, bankers, or attorneys—who have been denied credit (usually a mortgage) or offered credit only at higher cost. My work focuses on analyzing individual credit scores, correcting or removing erroneous report data, and rescoring the consumer's credit to predict how the corrections would affect the FICO scores.

I have completed more than 7,500 structured consultations with consumers, helping consumers understand exactly how and why the data set forth on their credit report led to their particular negative outcome. I have analyzed more than 20,000 mortgage merged credit reports, which contain Equifax, TransUnion and Experian data, Fair Isaac Corp (FICO) credit scores, and FICO Reason Codes. Reason Codes provide the top four reasons a consumer did not receive a higher score.

Based on that analysis, I use my expertise to predict whether correction of credit report errors or other changes would allow a consumer to qualify for the credit they are seeking. This "predictive rescoring" is a critical aspect of my work. Studies have shown that seventy percent (70%) of credit reports have errors, with fifty percent (50%) having errors sufficiently serious to allow a lender to deny credit or offer it only at a higher cost. However, consumers are rarely successful in fixing this themselves, while my colleagues and I are more successful.

Thus since 2003 I have been analyzing mortgage specific credit reports that have a certain FICO mid-score and predicting what that mid-score would be if changes, such as reducing current account balances, settling debts, or correcting or deleting inaccurate data, were made to the Credit Reporting Agency Report(s).

My work is accurate because I understand every type of debt, every type of creditor reporting, and all the data fields within that reporting. By knowing how debts are reported and scored I can and do accurately predict how changes to the data will affect the FICO scores.

Specifically, I have learned that credit report scoring cannot be fully understood from the simple meaning of the Reason Codes, but only in the context of their hierarchy in the report, their relationship to each other, and their relationship to the FICO scorecard for the particular report. The individual debts shown in the credit report, the scores, the Reason Codes and the relevant scorecards together form a complex, inter-relational construct that I have learned how to analyze and interpret.

In addition, I have been able to trace in detail the effects of each bureau's use of a different version of the FICO model, and I have identified several key insights into the scoring models by carefully reading virtually every published comment by FICO relating in any way to scoring methods.

My expertise includes my ability to identify which accounts, and which of the hundreds of data fields contained in those accounts, are influencing the credit score and to what extent. This is far from a straightforward task. For example:

Recency: Most credit professionals know that recency is important to credit scores, the more recent the derogatory event, the more damage to the Scoring Models. However few know which of the many date fields contained in a credit account is cuing "recency" to the scoring algorithm, I do.

Derogatories: Most credit professionals know that removing inaccurate derogatory accounts from a credit report will increase credit scores, but very few can predict the amount of the increase. I can. Very few credit professionals know under what circumstances removing derogatory accounts will decrease credit scores, or that such a thing is even possible. It is, and I know when it will happen. Very few credit professionals can determine if removing one of three inaccurate collections on a credit report will increase the scores to the desired level, or if two need to be removed, or all three. I can.

Account Balances: Most credit professionals understand that credit card accounts and their balances are important to scores, but erroneously believe that only open accounts are important. I know that closed revolving accounts as well as charged-off revolving accounts can be critical to scores and I can identify when this is happening and how to fix it. Most credit professionals believe that paying off all revolving accounts will maximize the score increase. I know that this is not correct, and I can explain why.

Hidden Data: Most credit professionals believe that all the data that is affecting the credit score is shown on the mortgage tri-merge report, which consists of reporting from Experian, Equifax and TransUnion account data. My experience has taught me that this is far from true. Often critical data affecting scores is not shown on these reports at all and must be found elsewhere. I know when this is true and where to find the data.

My ability to make the above determinations and much more is not an academic exercise or a game played for bragging rights. It is critical to how I make my living. My ability to accurately analyze four or five credit reports per a day is how I help mortgage professionals get their clients qualified for a mortgage they would otherwise not be able to obtain.

Is the false and inaccurate data, or accounts that should not be there, preventing the consumer from having the credit score required to obtain a loan? Or are the inaccuracies essentially harmless to scores? I can answer that question and explain my answer in detail in layman terms: that is what makes my expertise valuable.

I have been able to sustain and grow this business over the years because my expertise allows me to make accurate predictions to the satisfaction of my customers. Were my analyses and predictions faulty or inaccurate, I would not have survived in the competitive marketplace.

Relevant Experience

President, Escher Group LLC, 2006 to present
2245 Keller Way
Suite 320
Carrollton, Texas 75006

President, Credit Security Group, 2004 to present
2245 Keller Way
Suite 320
Carrollton, Texas 75006

History of Litigation Support/Expert Witness Experience:

Washington v. LVNV Funding, LLC   2015

Case No. 4:15-CV-1046, U.S. District Court for the Southern District of Texas, Houston Division

Nature of Case: Civil suit for damages under the Fair Credit Reporting Act (FCRA) arising out of creditor's inaccurate reporting of derogatory credit information that lowered Plaintiff's credit score.

Participation: Designated as Plaintiff's expert and wrote an expert report.

Macik v. Chase, Equifax and TransUnion   2014

Case No. 3:14-CV-44, U.S. District Court for the Southern District of Texas, Houston Division

Nature of Case: Civil suit for damages under the Fair Credit Reporting Act (FCRA) arising out of inaccurate reporting of derogatory credit information that ruined Plaintiff's credit score and caused her to be denied a home loan.

Participation: Designated as Plaintiff's expert and expect to testify at trial, which is set for DATE.

Hart v. Equifax Information Services   2014

Case No. 4:14-CV-670, U.S. District Court for the Northern District of Texas

Nature of Case: Civil suit for damages under the Fair Credit Reporting Act (FCRA) arising out of Defendant's inaccurate reporting of credit information that lowered Plaintiff's credit score.

Participation: Designated as Plaintiff's expert, submitted an Expert Report, and gave a deposition.

Toliver vs. LVNV Funding, LLC, Experian Information Solutions Inc., et al.   2012

Case No. 4:12-CV-2436, U.S. District Court for the Southern District of Texas, Houston Division

Nature of Case: Civil suit for damages under the Fair Credit Reporting Act (FCRA) and Fair Debt Collection Act (FDCA) arising out of creditor's inaccurate reporting of derogatory credit information that lowered Plaintiff's credit score and caused her to lose a mortgage.

Participation: Designated as Plaintiff's expert, submitted an Expert Report and separate Expert Affidavit, and gave a deposition. The Court (Judge Sim Lake), in its ruling denying Defendants' motion for summary judgment, quoted the Affidavit approvingly and relied upon it in part in reaching its decision.

Billups v. Credit Bureau of Greater Shreveport et al.   2012

Case No. 4:12-CV-624, U.S. District Court for the Eastern District of Texas, Sherman Division

Nature of Case: Civil suit for damages under the Fair Debt Collection Act (FDCA) arising out of creditor's inaccurate reporting of derogatory credit information that lowered Plaintiff's credit score.

Participation: Designated as Plaintiff's expert and submitted an Affidavit in Opposition to Defendant's motion for summary judgment.

Pool v. Santander Consumer USA, Inc. et al.   2012

Case No. 4:11-CV-894, U.S. District Court for the Northern District of Texas, Ft. Worth Division

Nature of Case: Civil suit for damages under the Fair Credit Reporting Act (FCRA) arising out of creditor's inaccurate reporting of derogatory credit information that lowered Plaintiff's credit score.

Participation: Designated as Plaintiff's expert and submitted an Expert Report.

Smith v. Santander Consumer USA   2011

Case No. 1:10-CV-202, U.S. District Court for the Western District of Texas, Austin Division

Nature of Case: Civil suit for damages under the Fair Credit Reporting Act (FCRA), Fair Debt Collection Act (FDCA), and common law defamation arising out of creditor's inaccurate reporting of derogatory credit information that ruined Plaintiff's credit score.

Participation: Designated as Plaintiff's expert and testified at trial as an expert witness.

Professional Presentations

Texas Real Estate Commission

Since 2007 I have been a certified instructor for TREC, the state agency that governs real estate practices in the state of Texas. I have taught my course on FICO Scoring, which is TREC certified for mandatory continuing professional education, to literally hundreds of realtors over the past nine years, for which they receive credits required to maintain their state license.

Independent Bankers Association of Texas

Since 2009 I have been a regular speaker for IBAT, the organization of Texas community banks that is the largest state community banking organization in the nation, with more than 2,000 banks and branches in 700 Texas communities and combined assets statewide of nearly $165 billion. Several times a year, I have trained hundreds of bankers on FICO Scoring. Seminar titles have included "Do You Know Credit? Beyond the Numbers: How FICO Credit Scoring Really Works," and "FICO 101."

Public Presentations

I have served as a credit expert answering consumers' questions for broadcast media, appearing on numerous radio shows, including KLIF (570 AM) Houston; KTSA (550 AM) San Antonio; KLBJ (590 AM), Austin; and KSKY The Answer (660 AM), Dallas.

I have provided expert advice on issues involving consumer credit scores and lending to news organizations such as KDFW Fox 4, Dallas; KTVT 11 CBS, Dallas; ABC News Radio; Forbes.com (*see,* Anna Vander Broek, "How To Raise Your Credit Score," online at: www.forbes.com/2009/03/19/raise-credit-score-markets-fico.html) and to other business journals and financial publications.

Education, Certifications, and Licensing

B.A., Business Administration, 2000
Stephen F. Austin State University
Nacogdoches, Texas

Publication

"Solving the Dispute Wording Problem in Mortgage Applications," (©2011).

Professional Organizations

National Association of Mortgage Brokers

North Texas Association of Mortgage Professionals