

## Bellevue's DepotPoint set to launch home foreclosure service in California

Puget Sound Business Journal (Seattle) - June 22, 2007

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DepotPoint Inc., which provides loan-management technology and a foreclosure-tracking service, is set to launch operations in California, the first step in an aggressive plan to take the Bellevue company nationwide next year.

The brainchild of InfoSpace veteran Prakash Kondepudi, DepotPoint provides information-management technology that helps lenders manage home loans at risk of default. The company also runs **ForeclosurePoint.com**, which property investors use to track and value homes scheduled for foreclosure.

The company opened in the Puget Sound region last spring and, with the nation's ongoing housing slump sparking a surge in foreclosures, Southern California will be its first outside stop.

Kondepudi, DepotPoint's president and chief executive officer, said he considers that area to be "probably the hub of the real estate industry," making it a natural expansion point.

The company's business is generally divided into two arms. One side is devoted to "default management," a system that helps lenders analyze loan markets, determine the likelihood that particular borrowers will default on their home loans, and make decisions about how to manage those at-risk loans.

The second arm is ForeclosurePoint, which delivers information to investors trying to capitalize on the foreclosure boom by buying homes at below-market prices. The site tells users which houses are scheduled to be auctioned off and when those auctions will occur, and also estimates the homes' values.

The site's basic information is free. Subscribers pay \$80 a month for access to additional information, including property photos and estimates of the amount owed on the property.

Kondepudi and Chris Matty, DepotPoint's chief marketing officer, did not disclose the exact number of clients and users, other than to say that more than 20 Realtor groups use the system, and that "a few thousand people a month" use the site.

According to Kondepudi, 46 foreclosed properties were auctioned off in King County in May, while 23 were auctioned in Pierce County and 18 in Snohomish County. Kondepudi said "a good chunk of those" were purchased by investors using ForeclosurePoint's information.

Kondepudi would not disclose the company's revenues or profit projections.

The company's track record and growth prospects were strong enough to win it a recent, \$4 million capital infusion by Trident Capital, a Palo Alto, Calif.-based investment firm.

Kondepudi said Trident's funding has "provided quite adequate capitalization at this point," and should deliver enough money to fuel the nationwide expansion. Kondepudi and Matty expect DepotPoint to be up and running in all major U.S. markets by the middle of next year.

Southern California's ongoing real estate slump is sparking large numbers of foreclosures, Kondepudi said, and DepotPoint's first push includes counties surrounding San Diego and Los Angeles.

According to Matty, the Southern California system is already up and running, but is now being tested in-house. Matty said it would likely be made available to the public by June 29.

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