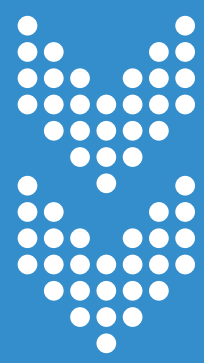


2020 VISION



EXPERTS FORECAST THE NEXT HOUSING DOWNTURN



***1/2** Experts Surveyed Expect Recession in **2020**

EXPERTS PREDICT THE CAUSE

MONETARY
Score:

137

TRADE POLICY
Score:

71

STOCK MARKET
CORRECTION
Score:

69

HIGHER-THAN-EXPECTED
INFLATION
Score:

68

FISCAL POLICY
Score:

64

GEOPOLITICAL
EVENTS
Score:

26



Score: 17

Housing Market Crisis Ranked 9th On Experts' List of Possible Recession Triggers

*WHEN WILL THE NEXT RECESSION OCCUR?

2018

Says **4%**

2019

Says **24%**

2020

Says **48%**
Including **22%** says Q1

2021

Says **14%**

2022

Says **9%**

51%

Say Today's Mortgage Underwriting Standards are Right on the Money (Not Too Tight, Not Too Loose)



TIGHTER CREDIT: WHAT THE EXPERTS SEE NOW

84% Tighter for Low-Credit Scores

75% Tighter for Low-Down-Payment Borrowers

70% Same or Looser for Prime Borrowers

50% Tighter for Less-than-Stellar Scores

HOME VALUES: WHAT THE EXPERTS FORECAST

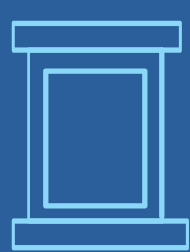
4.1%

See slowing down by the end of 2019

2.9%
by 2020

2.8%
by 2022

2.6%
by 2021



*Source: Zillow Home Price Expectations Survey (ZHPE), a quarterly survey of 100+ U.S. real estate experts and economists sponsored by Zillow, conducted by Pulsenomics



5

TRAIN AGENTS TO ADOPT CHANGE

Prepare for the future by rolling out new tech with training protocols, feature demos and apps that let agents and admins transact on the go.

4

ADD TRUSTED SERVICE PROVIDERS TO YOUR DOTLOOP PROFILE

Increase capture rates and broker margins by introducing mortgage, title and home warranty services to your dotloop transactions.

3

STREAMLINE TECH

Consolidate multiple platforms into 1 contract-to-close transaction management system to cut overhead, enhance agent mobility and economize productivity.

2

REVIEW OPERATIONAL COSTS

Look at everything from staffing and transaction management to travel expenses.

1

MAKE A PLAN

Prepare your team by establishing a plan of action now.



STEPS YOU CAN TAKE**

dot loop

**dotloop Trusted Service Provider Data