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College of Business Administration
Center for Real Estate

WELCOME!

9TH ANNUAL WISCONSIN RESIDENTIAL REAL ESTATE SYMPOSIUM

Monday, March 15, 2021

AGENDA

1:30	Welcome		
1:35	WRA Update		Michael Theo President and CEO <i>Wisconsin REALTORS® Association</i>
1:45	Market Economic Update		David Clark, PhD Professor of Economics and Executive Associate Dean <i>Marquette University</i>
2:00	Capitol Update: Top 3 Priorities		Tom Larson Executive Vice President of Legal and Public Affairs <i>Wisconsin REALTORS® Association</i>
2:15	Keynote Fireside Chat		Mike DelPrete Global Real Estate Tech Strategist; Property Portals Expert; Researcher
2:45	Q&A		
3:00	Conclusion		



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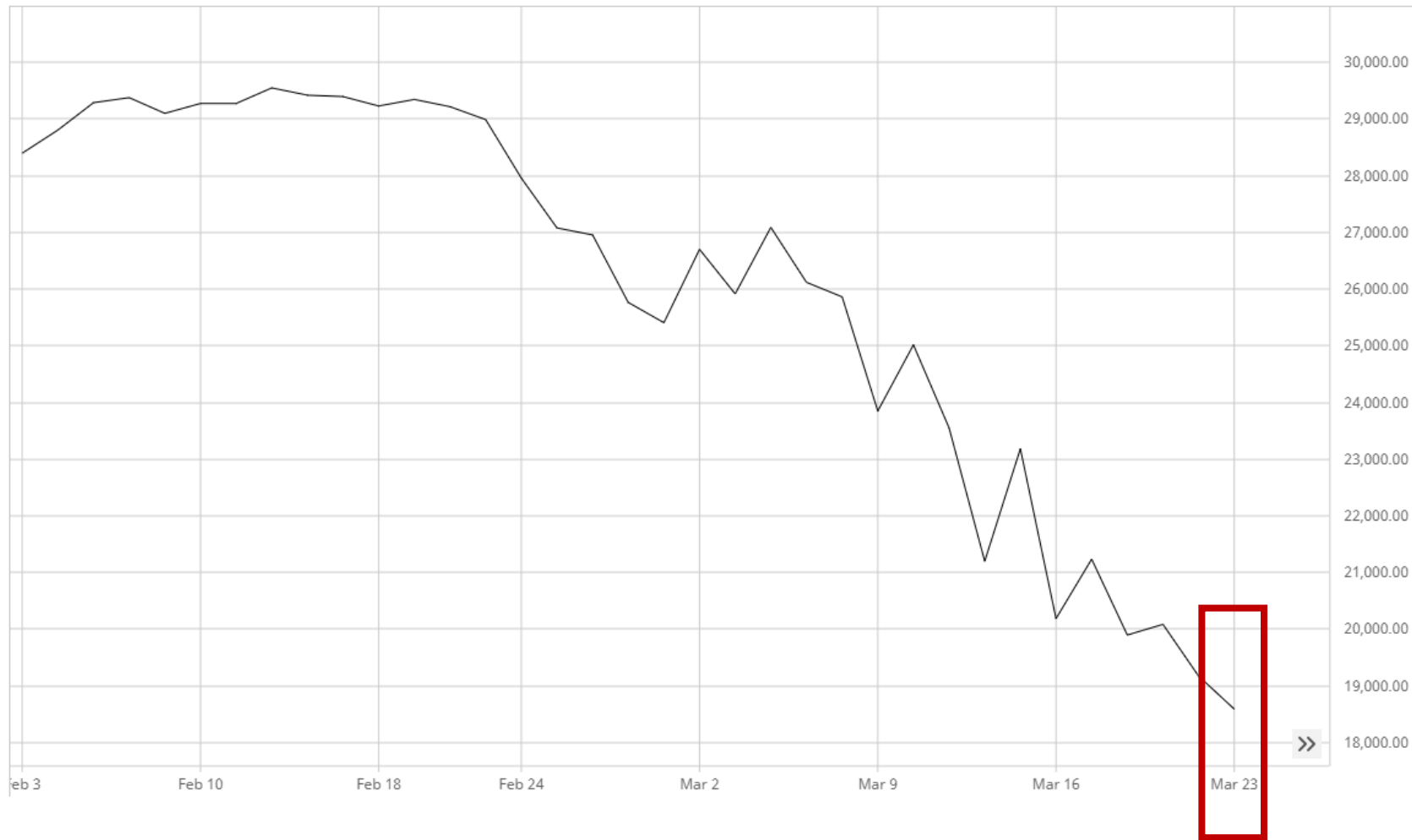
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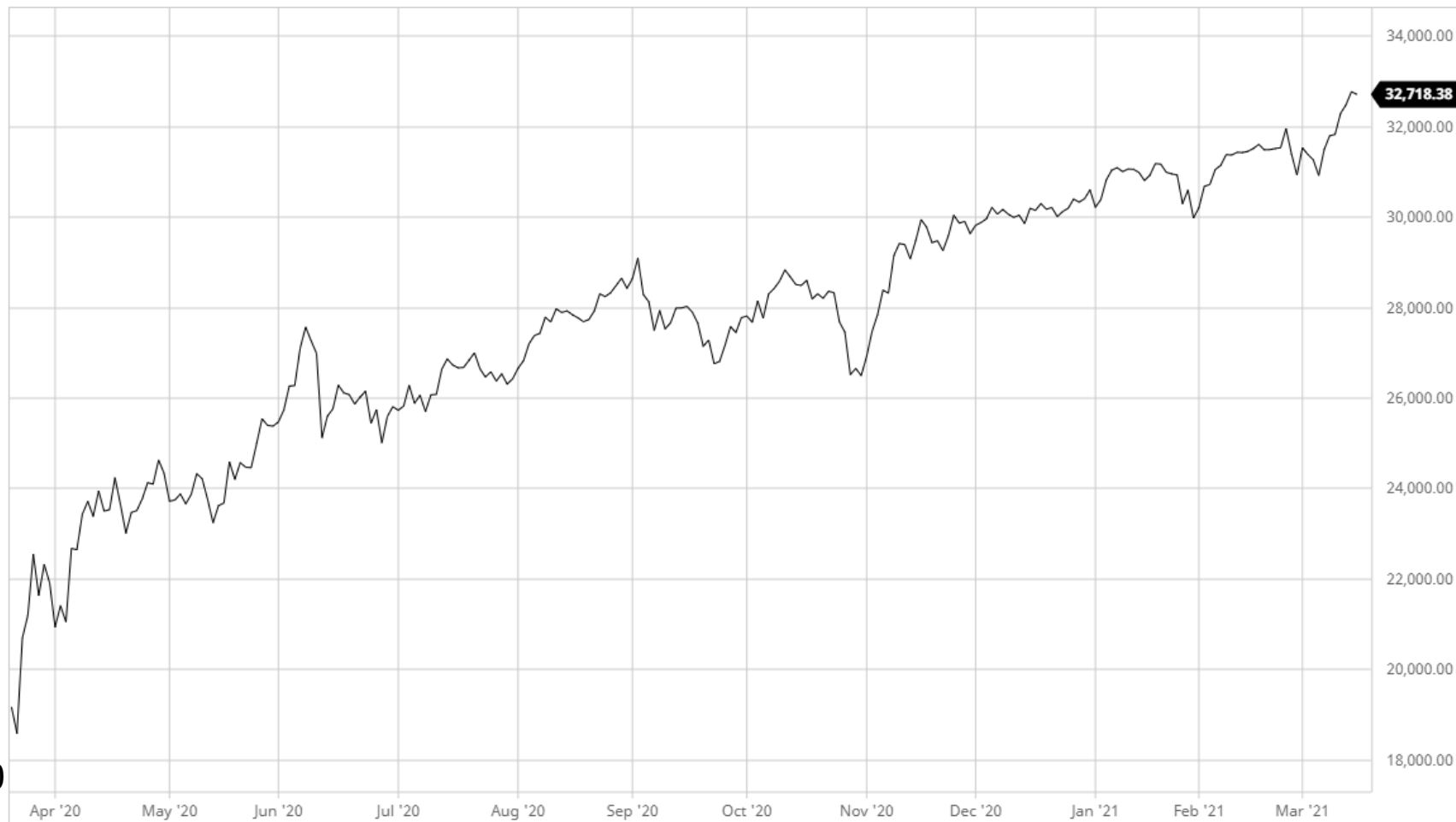
DJIA February 1 – March 23, 2020



March 23, 2020
(Last Year's Conference)

DJIA Bottoms Out at
18,591

DJIA Since Last Year



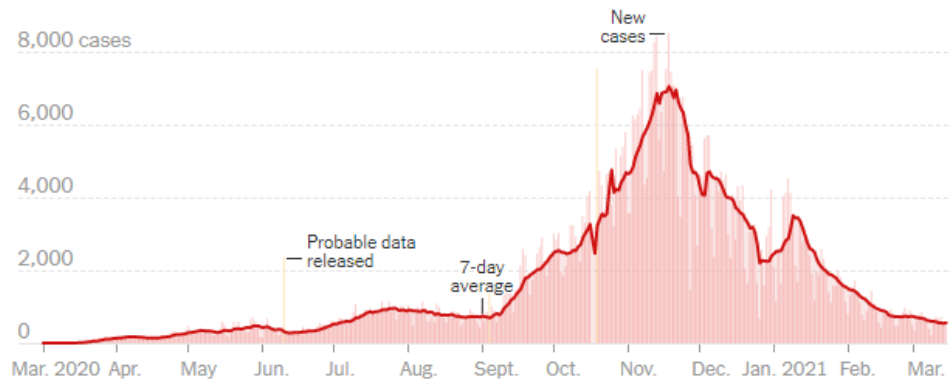
March 15, 2021
(Today)

March 23, 2020
(Last Year's
Conference)

Positive Signs

Wisconsin Coronavirus Map and Case Count

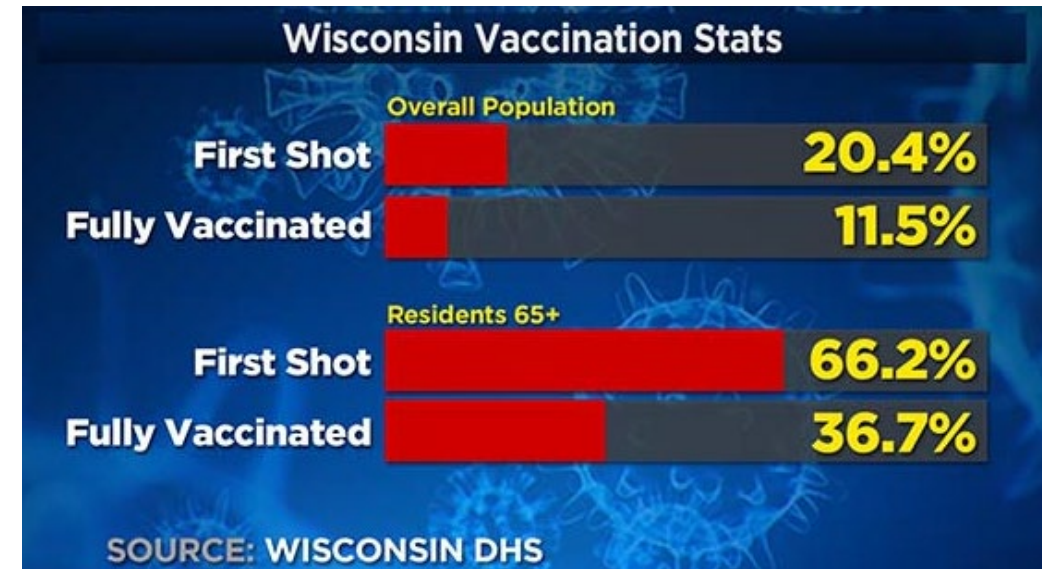
As of March 15, 2021



	TOTAL REPORTED	ON MARCH 14	14-DAY CHANGE
Cases	625,556	511	-24% ↘
Deaths	7,178	—	-44% ↘
Hospitalized		304	-25% ↘

■ Day with reporting anomaly. Hospitalization data from the U.S. Department of Health and Human Services; 14-day change trends use 7-day averages.

Source: New York Times



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Positive Signs

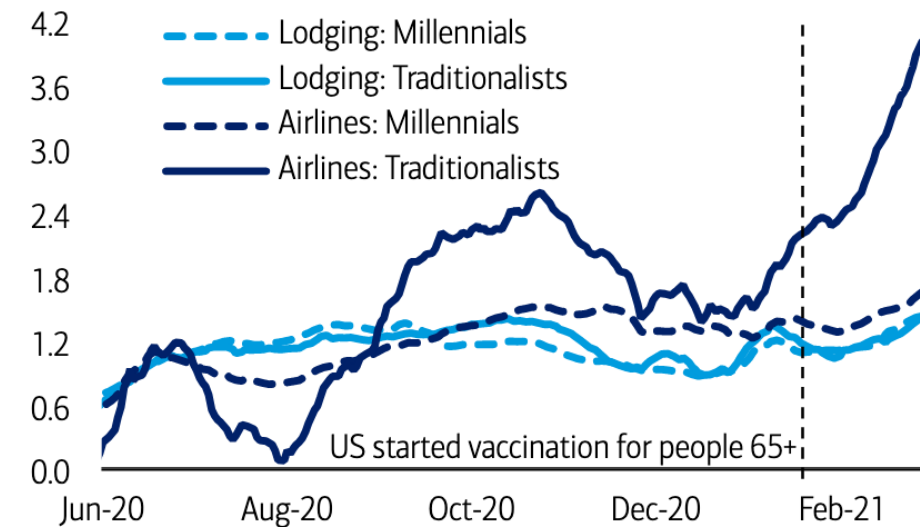
THE WALL STREET JOURNAL.

Biden Tells States to Make All Adults Eligible for Covid-19 Vaccine by May 1

The president sets July 4 goal for small gatherings during his first prime-time address

Exhibit 8: Traditionalists vs. Millennials: airline and lodging spending

Index, June 2020 average =1 for each demographic group, 14-day moving average



Source: BAC internal data

BofA GLOBAL RESEARCH



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KEYNOTE FIRESIDE CHAT



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KEYNOTE FIRESIDE CHAT



Mike DelPrete

Global Real Estate Tech Strategist
Property Portals Expert
Researcher

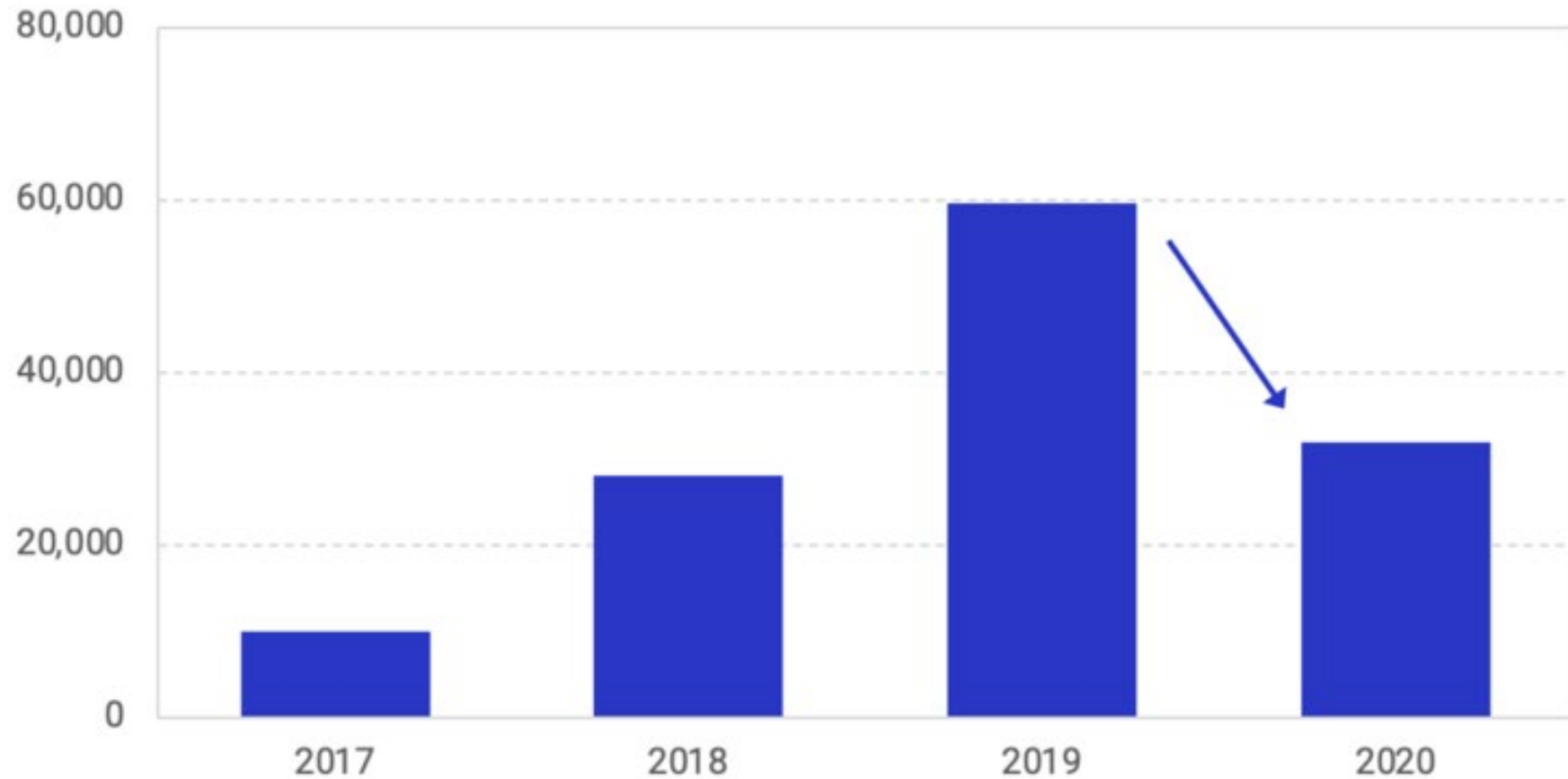
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iBuyer Transaction Volumes



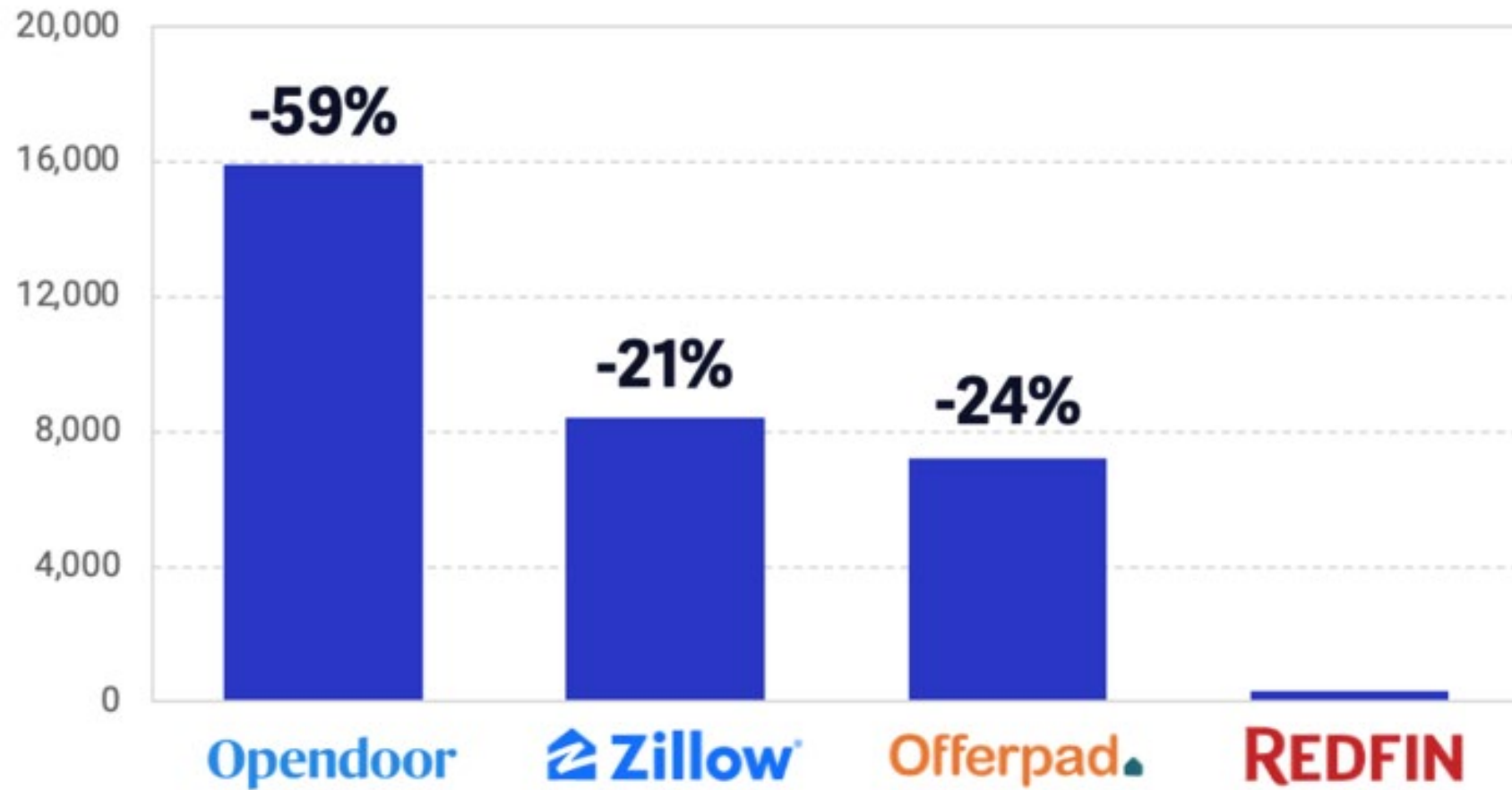
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Total Transactions (2020)



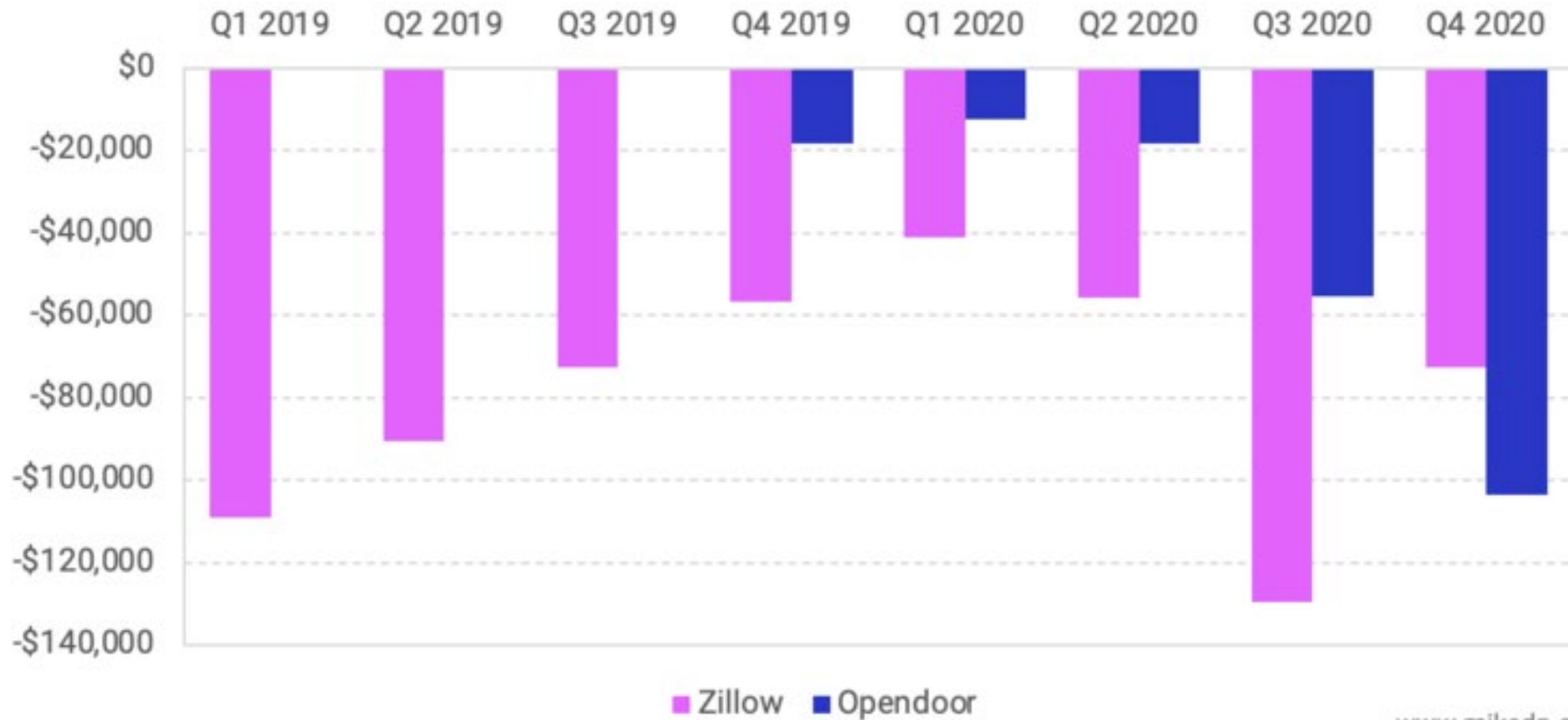
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Zillow and Opendoor Net Loss Per Home



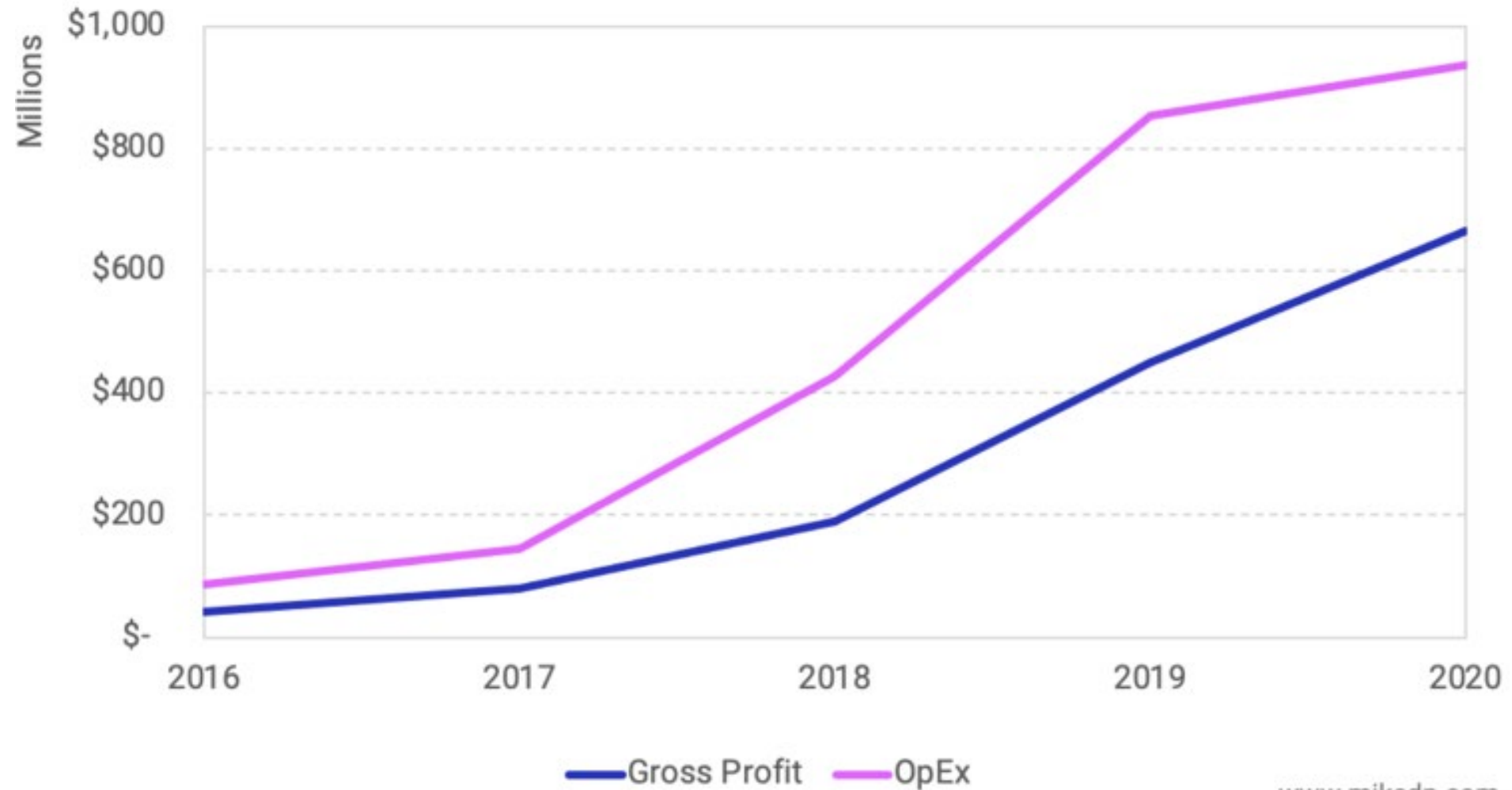
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Compass' Financials



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Q&A with Mike



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THANK YOU!



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