



REAL Update

Keith Robinson, Chief Strategy Officer

Our Strategy



Mon 12:00 pm PDT
NextHome **REAL** Update
Weekly update. Touch of motivation.

Tue 12:00 pm PDT
Virtual Open House
Expert tips for a success virtual
home buying experience.

Wed 10:00 am PDT [Invite your clients!](#)
John O'Leary
Renowned speaker and author.
How to overcome and stay positive.

Thu 10:00 am PDT
New Offers from SmartZip
New ways to stay in touch with your
community. Plus, special offers.

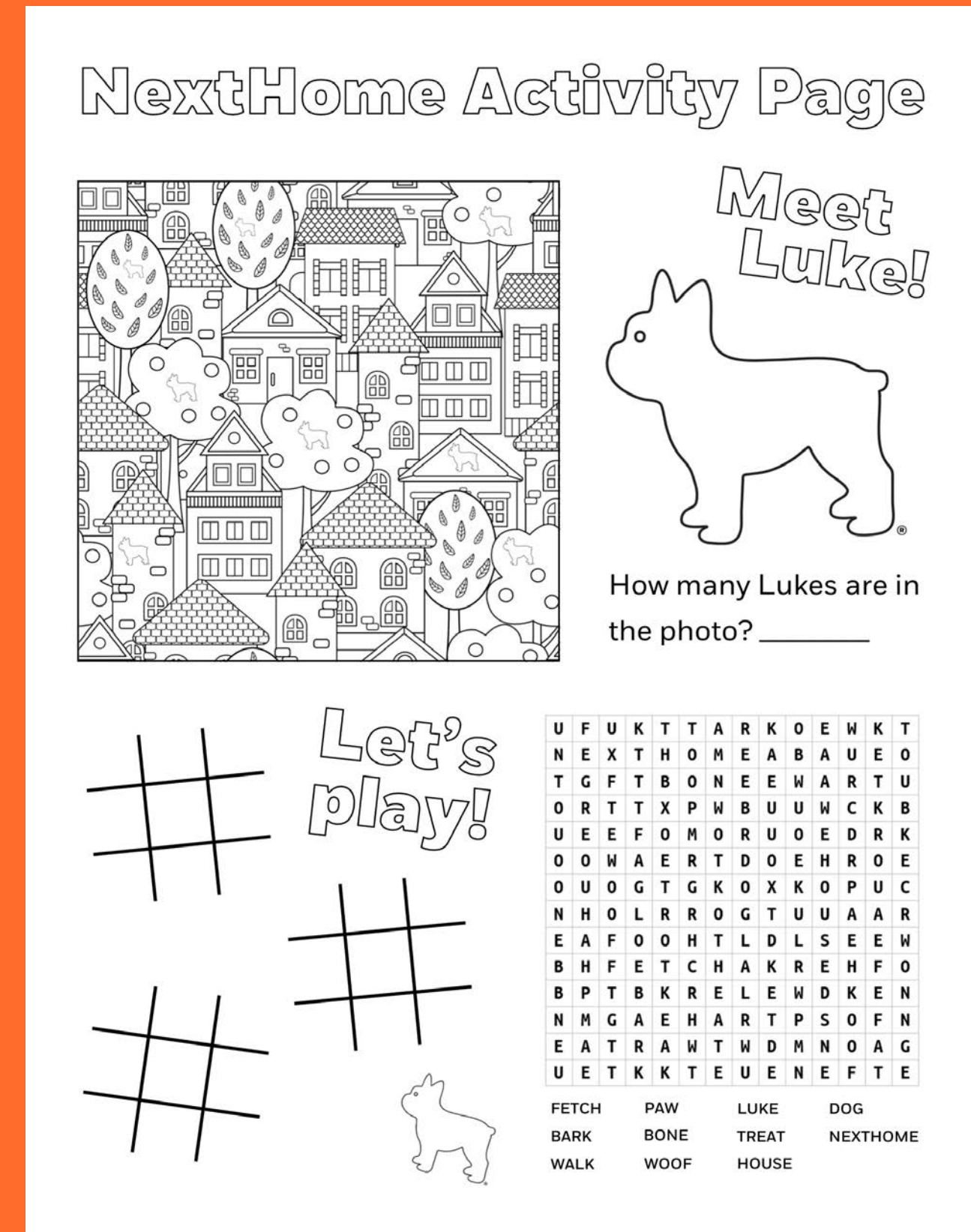
Fri 10:00 am PDT [Invite your clients!](#)
Economic Impact: COVID-19
Update on where we are and where
we see things headed.



Share Your Ideas

Resources

- Luke's Activity Page
- Daily Market Activity
- Virtual Home Buying Process
- Instagram Story
- COVID-19 Reminders
- Kid Activities & more





PLEASANTON DAILY MARKET ACTIVITY

Information from ____ Market Watch XX.XX.2020



New Listings

156



New Contracts

117



New Closings

72

Sharmaine Tabo | 925.202.2808 | sharmaine@nexthome.com | Lic # 12345678

Each office is independently owned and operated.

Homes Sales in the Last 24 Hours

Information from ____ Market Watch XX.XX.2020



NEW CONTRACTS

117



NEW CLOSINGS

72



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NextHome Virtual Home Buying Process

During these times, it's important to know options for the home buying process. We're here help and inform buyers about this safe and convenient option.

1

Virtual Buyer Consultation

Our sales agents will meet with you virtually to review all steps.

2

Emailed Property Search Results

We will email you all available homes within your criteria.

3

Facetime/Video Home Tours

When you find a home that you like, we will show you it via FaceTime or send a video.

4

Electronically Sign Documents

When it's time to make an offer, we will electronically complete all home buying documents.

5

Transfer All Funds by Bank Wires

When you find a home that you like, we will show you it via FaceTime or send a video.

6

Email Inspection Reports

When it's time to make an offer, we will electronically complete all documents.

7

Mobile Notary Service

When you find a home that you like, we will show you it via FaceTime or send a video.

8

Key Delivery Service

When it's time to make an offer, we will electronically complete all home buying documents.

[NextHome] 

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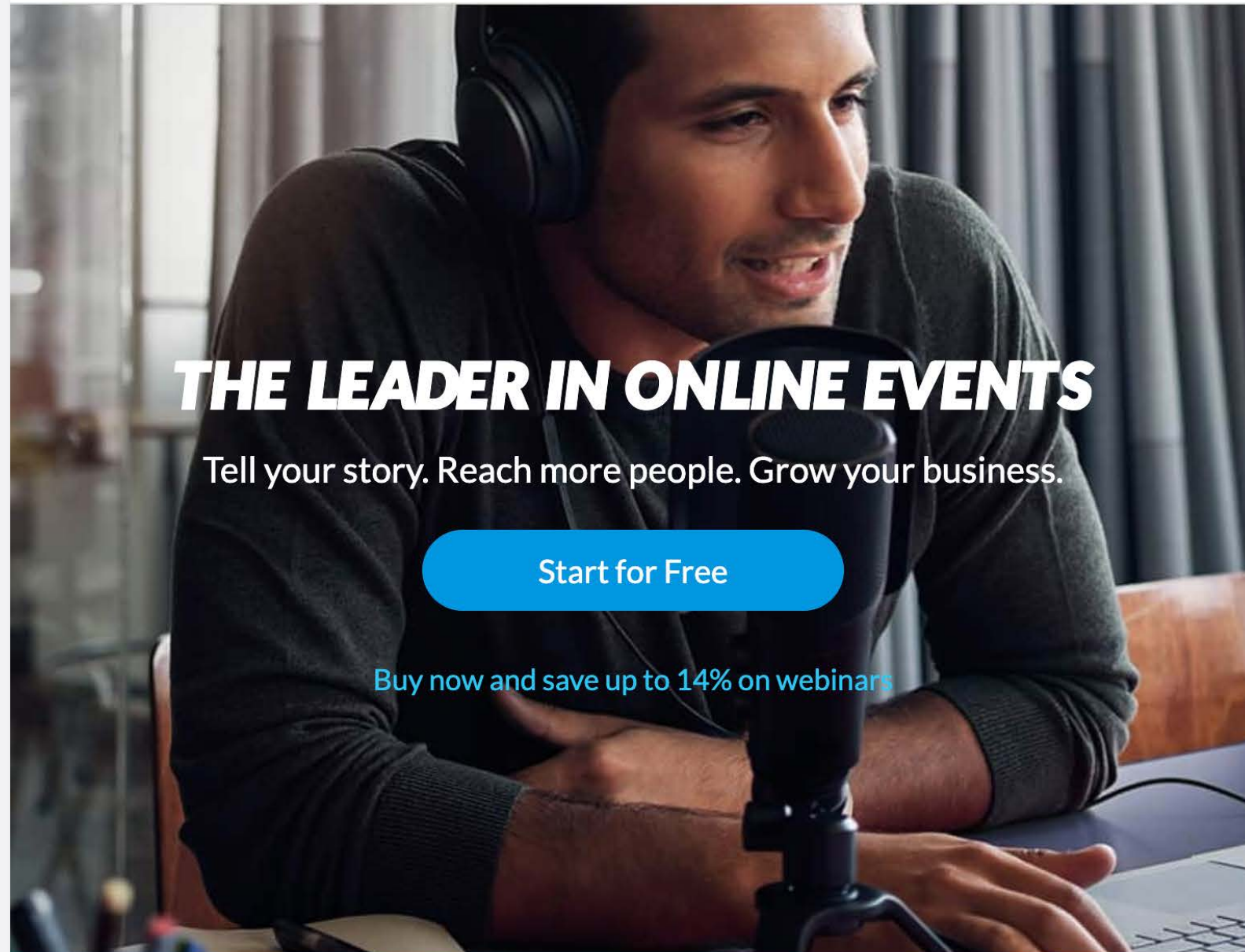
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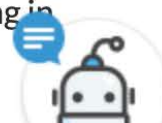
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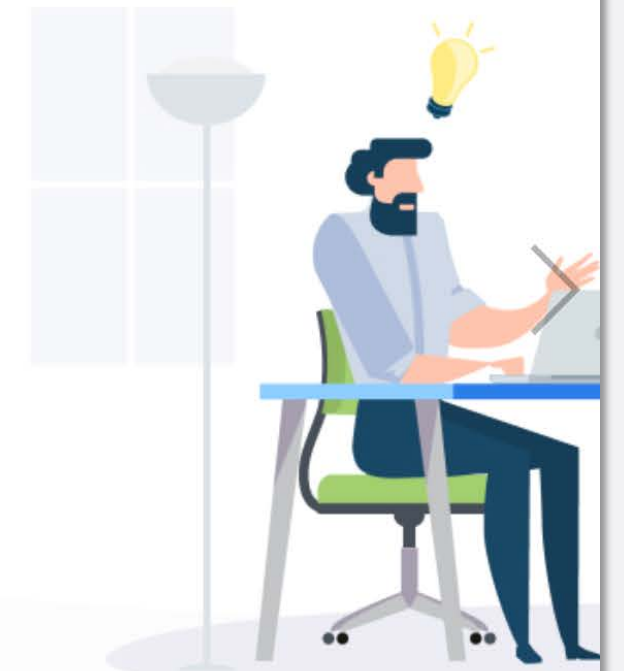
VS

We have developed resources to help you through this challenging time. [Click here to learn more.](#)

How to adapt to remote working

Tools, tips, and information to help you stay connected and productive in a remote work environment

Start Working Remote



One Consistent Enterprise Experience.



Meetings



Video Webinar



Conference Rooms



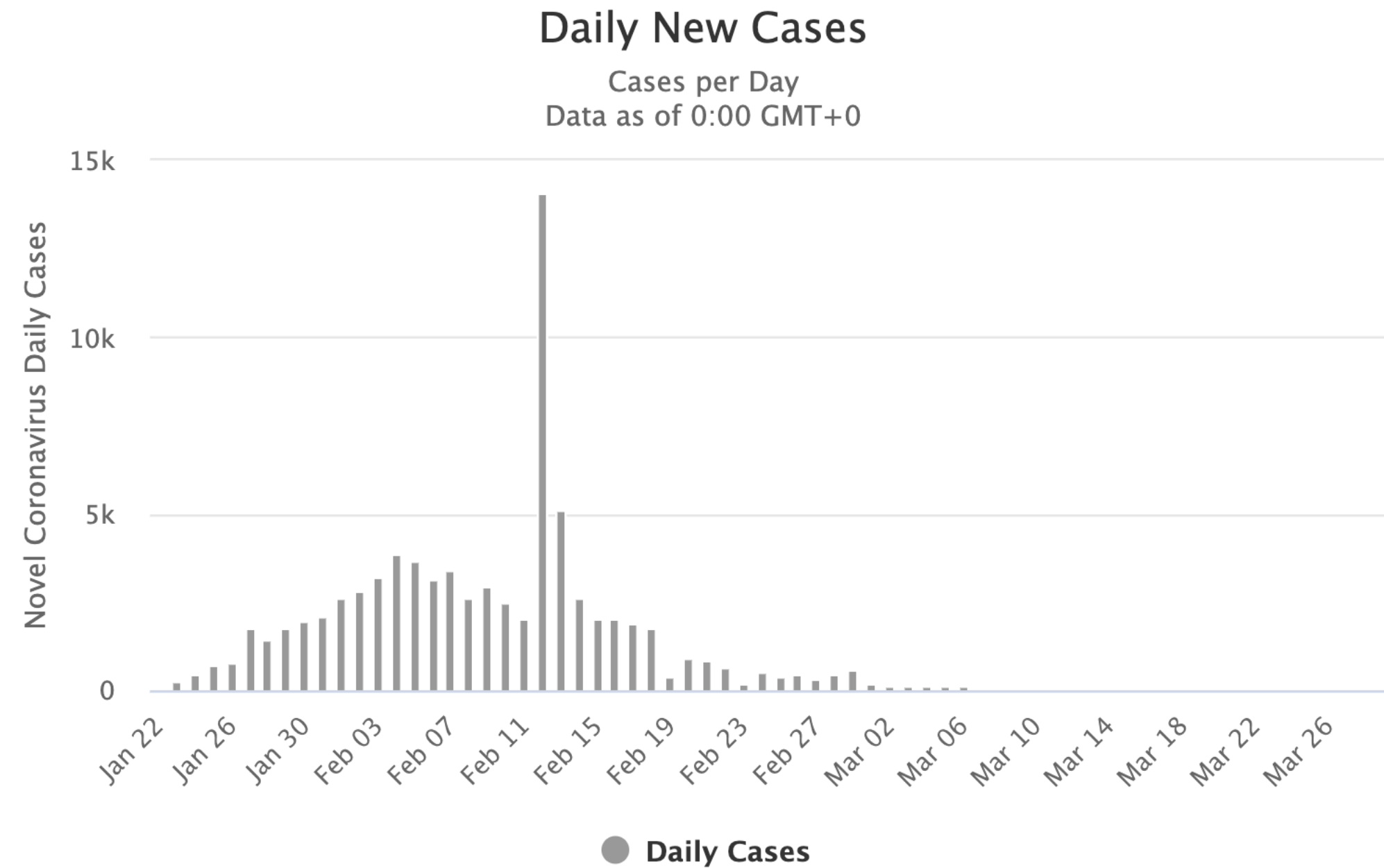
Phone System



Help

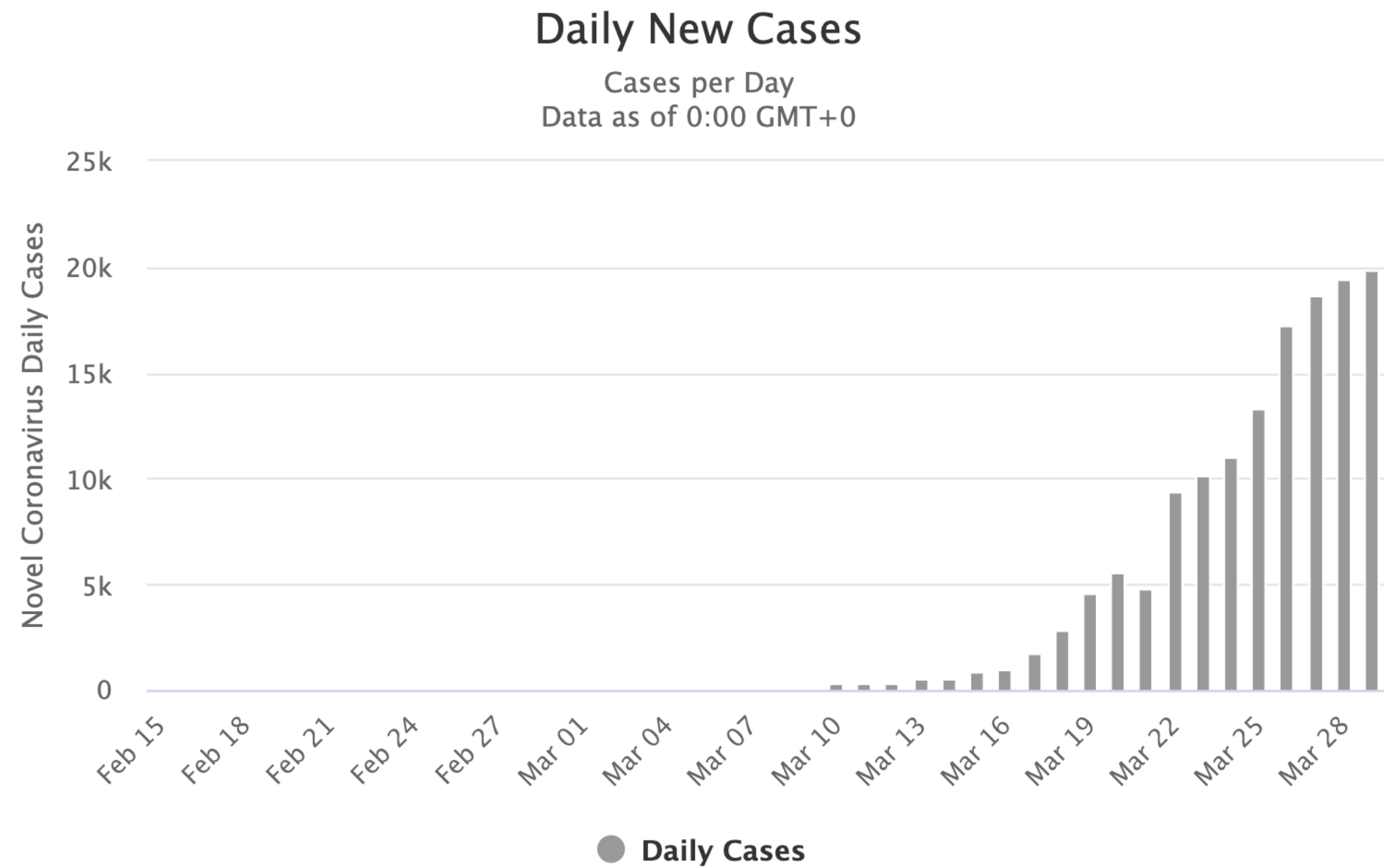
China

Daily new cases in China



United States

Daily new cases in the U.S.





State of the Industry

EVICTIO N LAB UPDATES

March 19, 2020

COVID-19 and Changing Eviction Policies Around the Nation



The Eviction Lab
Princeton University



As the world seeks to contain the COVID-19 pandemic, policymakers across the U.S. are responding to the heightened insecurity so many face.

This new table details where municipalities, states, and the federal government have taken action. We will be continually updating the table as we build a larger map to house this information, and **welcome tips** regarding what your community is putting into place.

Policymakers across America are implementing a wide range of supports, from placing a moratorium on all evictions, to more limited moratoria for residents who can demonstrate lost wages due to coronavirus.

Trump gives people with student loans a break amid coronavirus

PUBLISHED FRI, MAR 13 2020•10:54 AM EDT | UPDATED FRI, MAR 13 2020•5:32 PM EDT

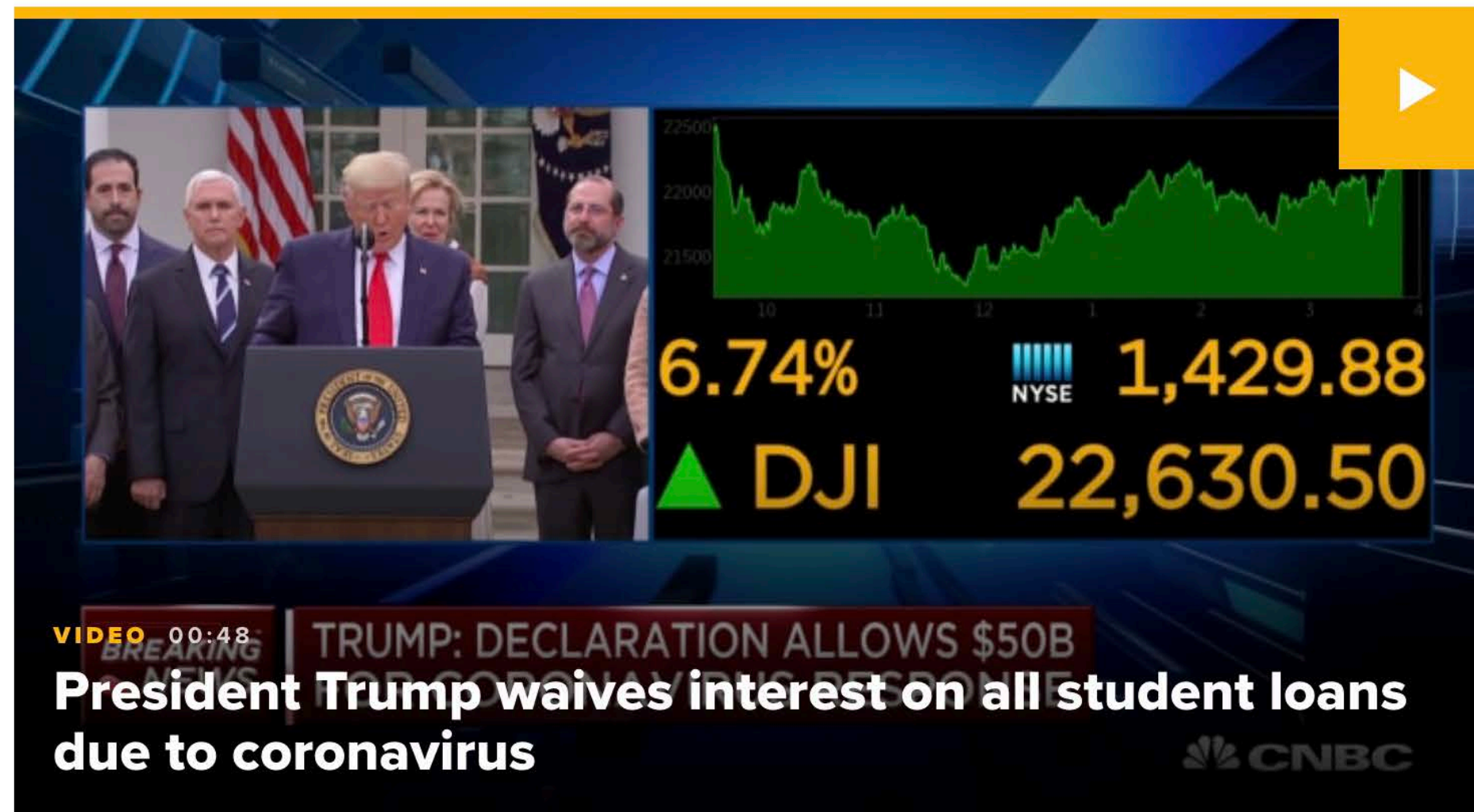


Annie Nova
@ANNIEREPORTER

SHARE    

KEY POINTS

- Trump said people with student debt won't have to pay interest on their loans amid the coronavirus.
- That means borrowers could put their payments on pause without any penalty.



Homeowners may delay mortgage payments up to 1 year due to virus

The move by Fannie Mae and Freddie Mac came days after President Trump announced that delayed mortgage payments may be an option for borrowers amidst the coronavirus pandemic



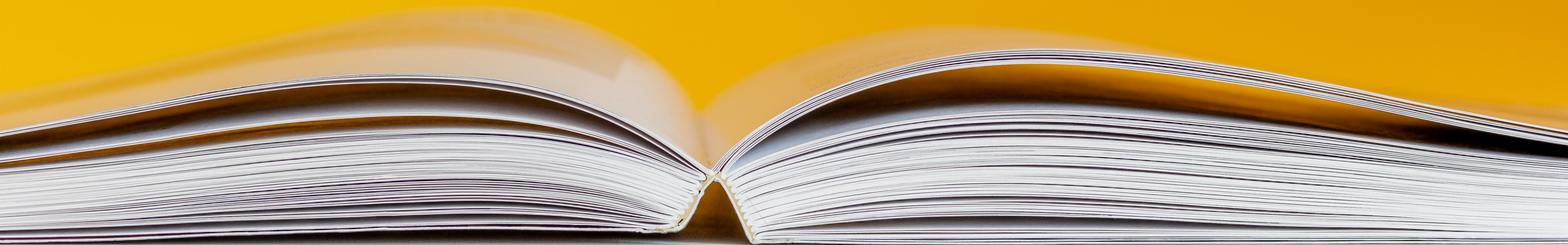
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Liquidity issues



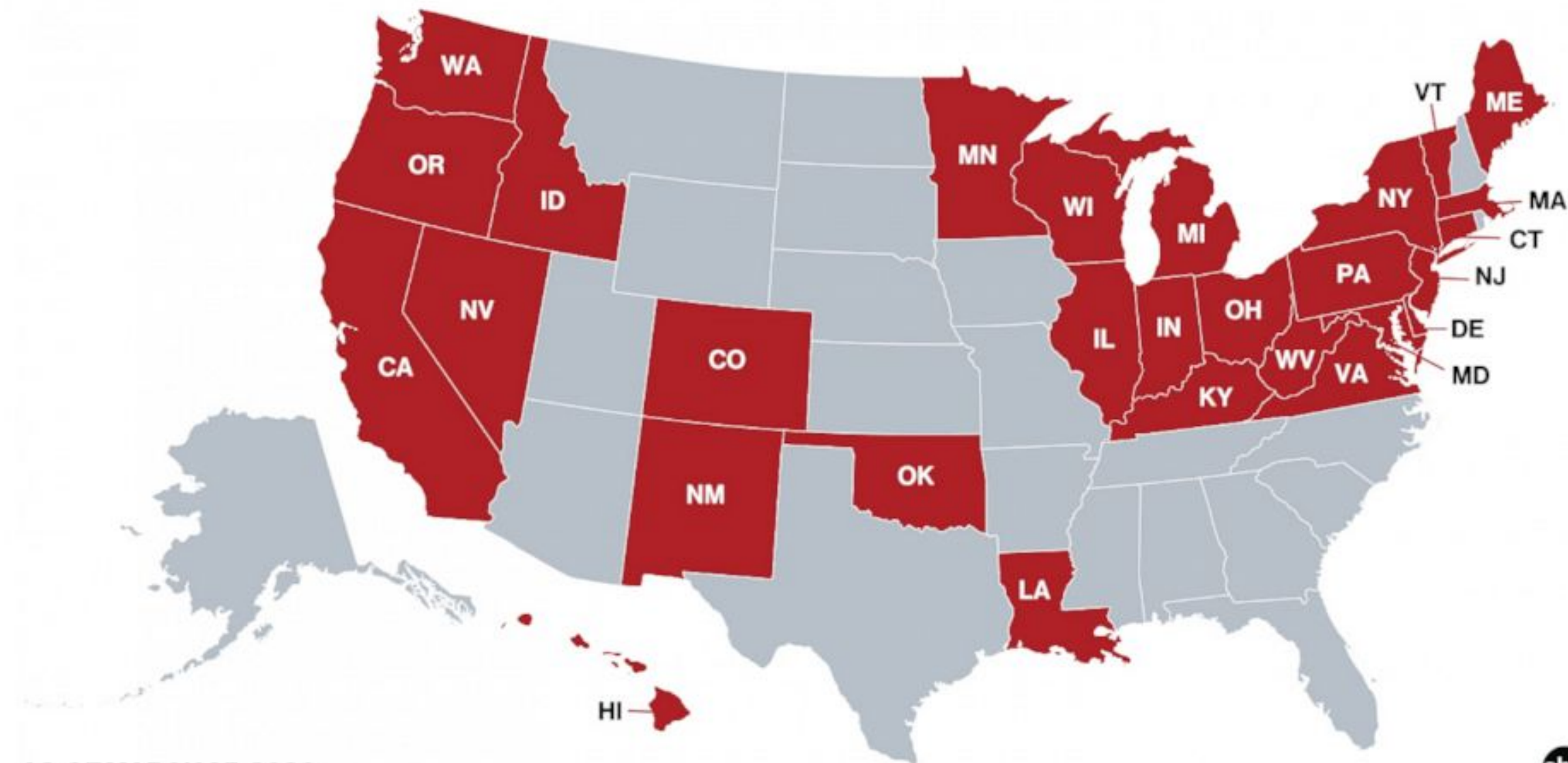


Stimulus Package (Keith's CliffsNotes)



Essential vs non-essential

STATES WITH STATEWIDE NONESSENTIAL BUSINESS CLOSURES



AS OF MARCH 25, 2020

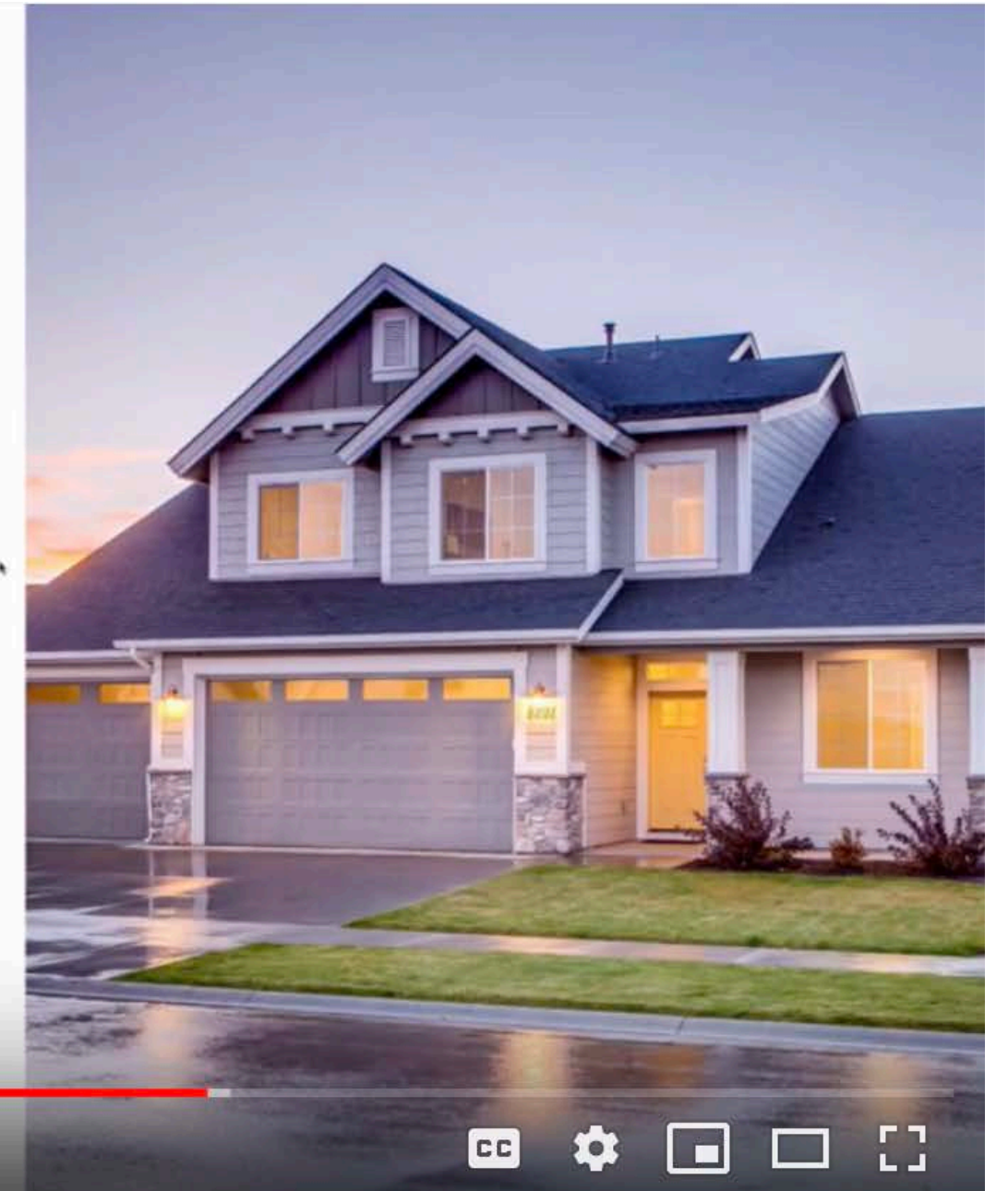
Sphere of Influence

Marketing Basics

What's the impact
on **home values**?

NextHome

40:37 / 1:03:46



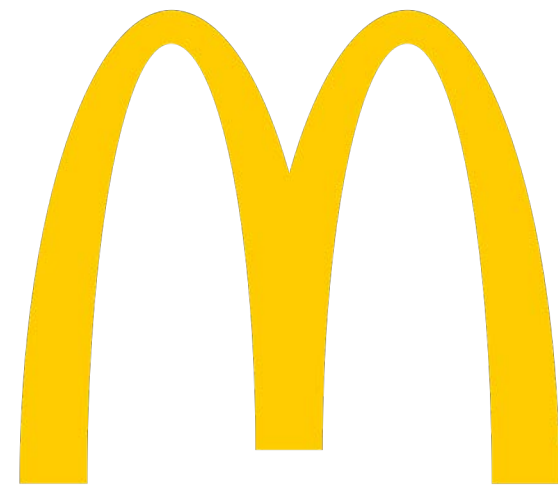
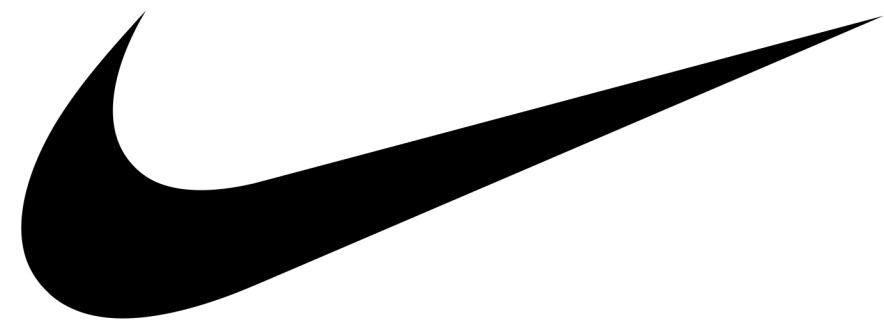
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Simple Solution

7x7 and twice
a month...

forever

Database

- Not database
 - The world
 - Farm
- Database
 - Recognize
 - Advocates
 - Influencers





Database: Grow It

You know **more people** than you think you do.

Seek to **add 10 people per day** until you have 1,000.

Quick 3

- Newsletter
- “Did you get” call
- Card





Simple Solution

7x7 and twice
a month...

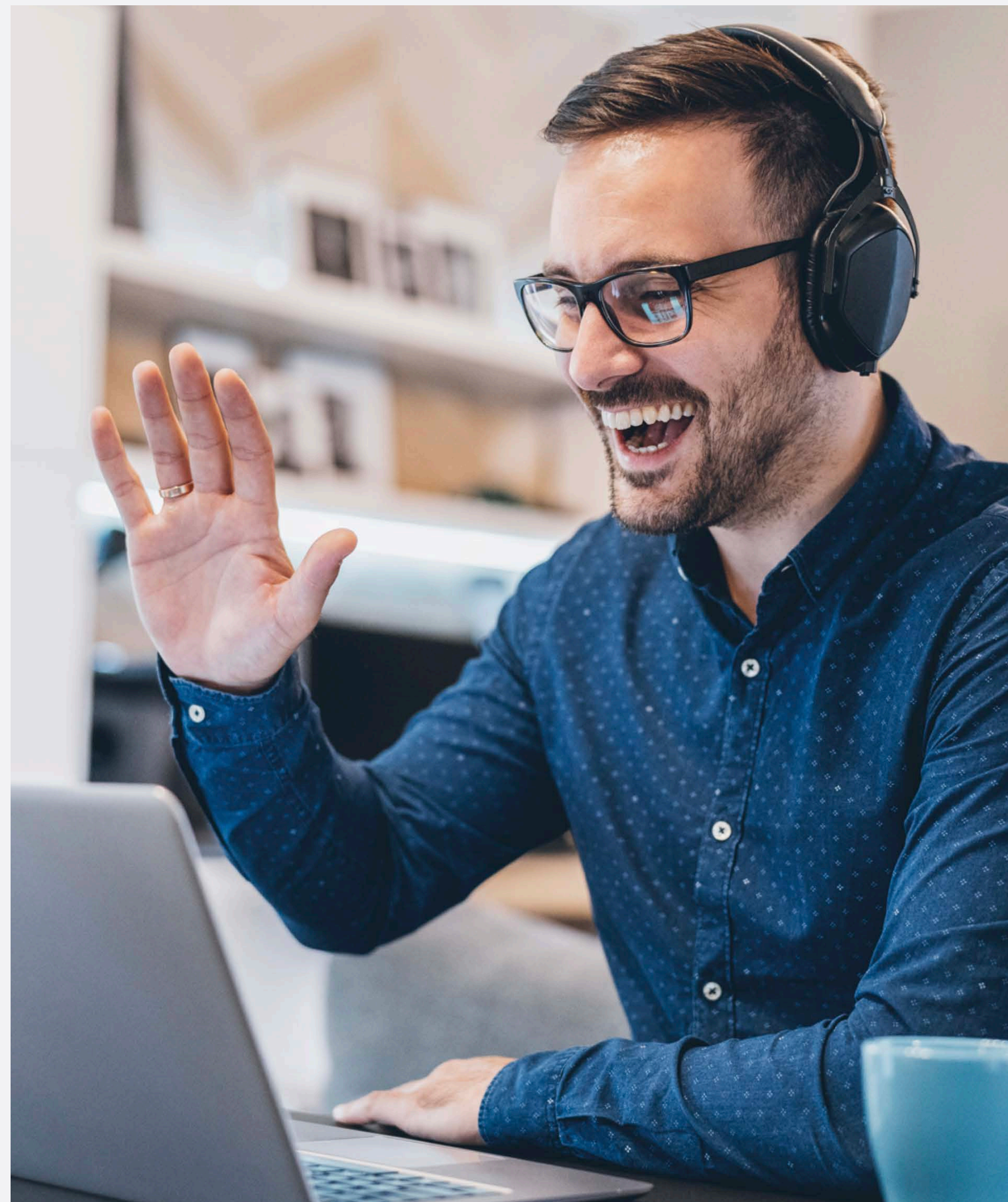
forever



Database (Exercise)



VS



Thank you