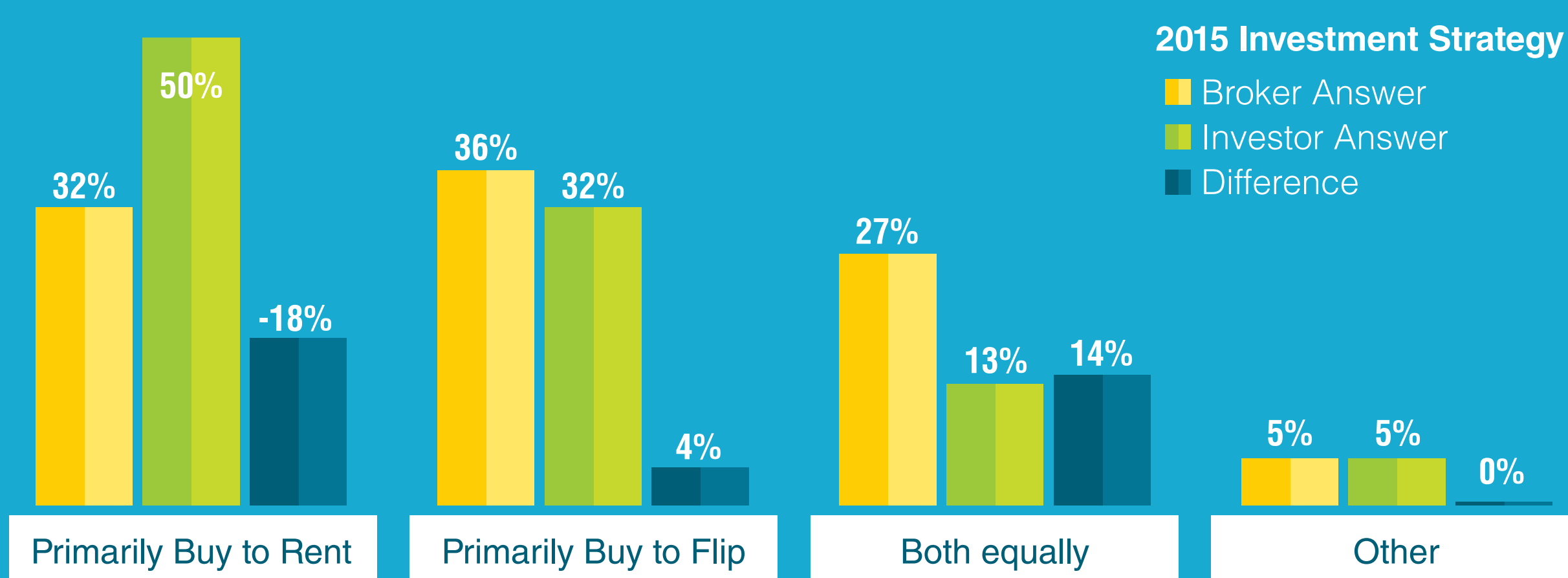


# VISIO'S 2016 REAL ESTATE INVESTOR SURVEY

## Mortgage Brokers & How They Work



### Broker Clients are More Flip-Focused

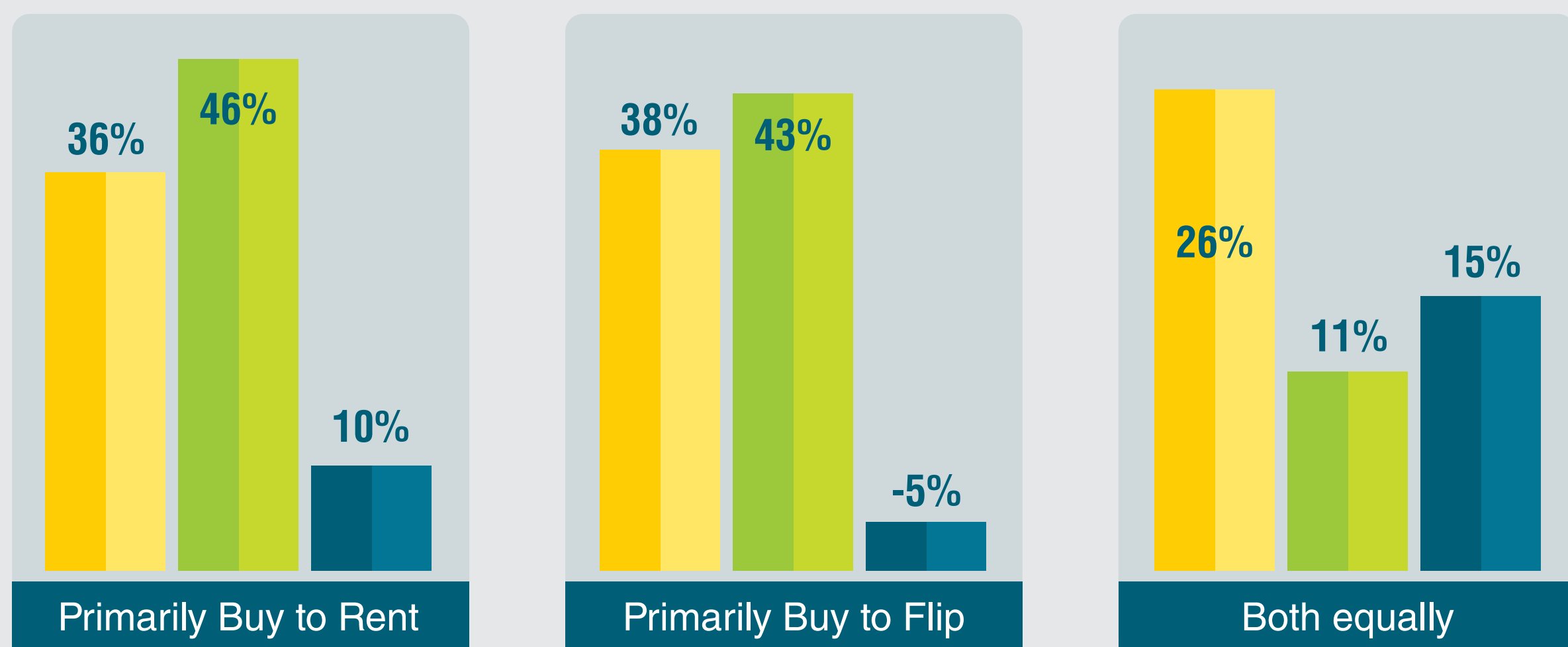


### Brokers Expect Investors to Diversify This Year

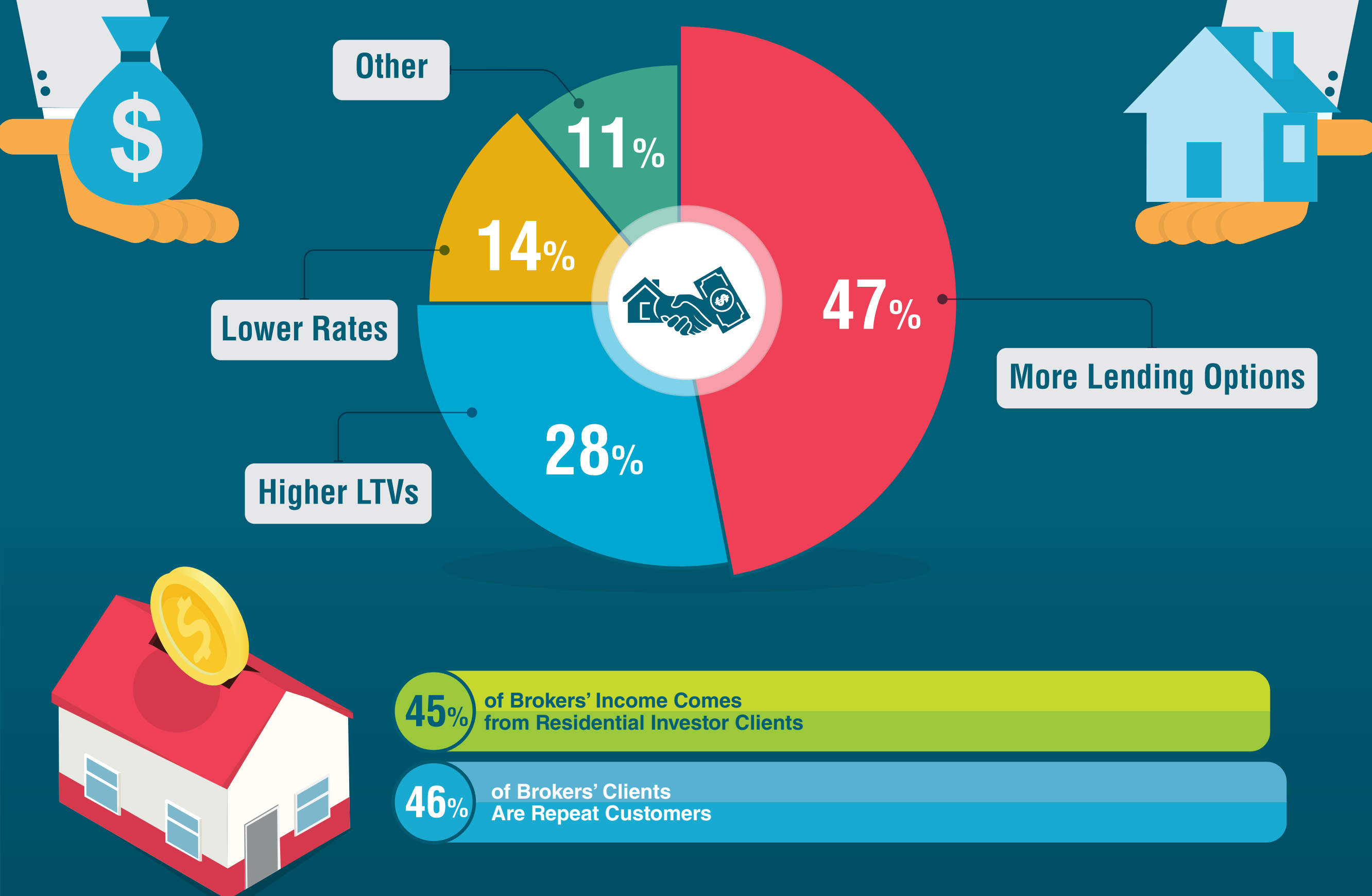


#### 2016 Expected Investment Strategy

Broker Answer Investor Answer Difference



### What Would Most Help Brokers Grow Their Businesses



### Brokers Find Investors Through

