

Our **Playbook** is designed to share our quarterly views in a visual presentation with comments providing context to what we believe are the pertinent issues of the most recent quarter and what we see moving forward.



UNITED STATES Politics

ALAY



UNITED STATES Politics

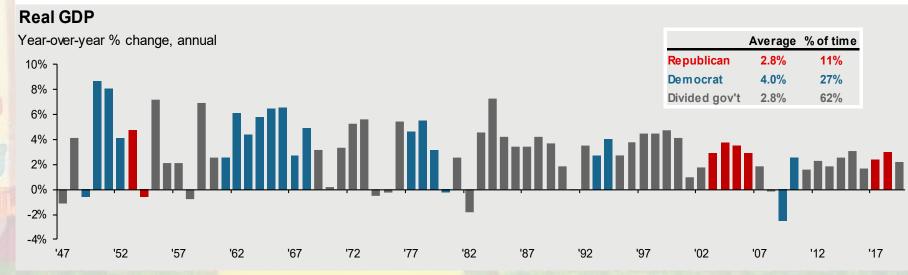
S&P 500 Price Index Calendar year returns Average % of time 12.9% 60% Republican 9.8% Democrat 40% 7.8% Divided gov't 20% 0% -20%



11%

27%

62%



A Recap

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The equity market recovery continued through the third quarter. Emerging Markets and U.S. Growth **+13.2%** led the way with big boosts provided by Technology and Consumer stocks.





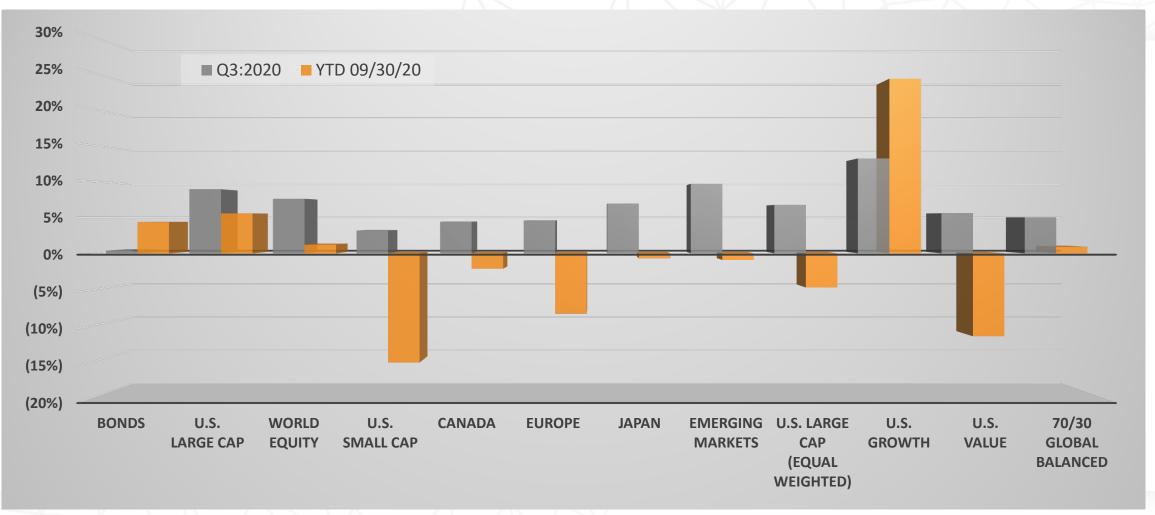
Global stocks eked into positive territory for the year at **1.2%**. Emerging Markets jumped **9.7%** in Q3.



Bonds continued to hold their own adding 4.4% for the year, while providing the ballast we expect during rough markets.

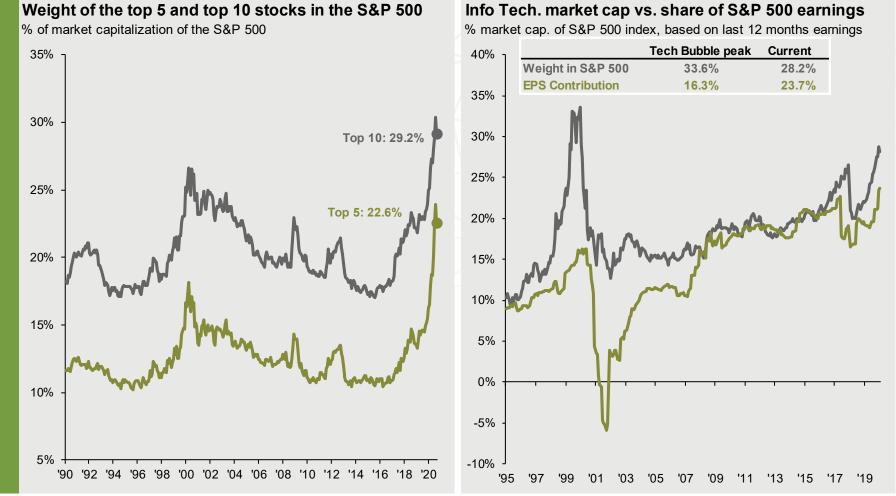


Stocks Continue Rally





Tech Drives the Market



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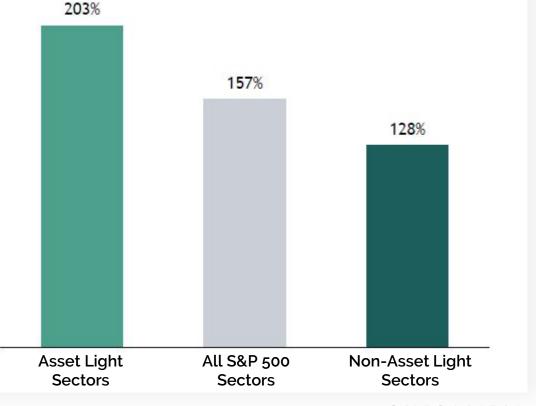
Structural Shift in U.S. Economy

ASSET LIGHT MODELS

Proportion of S&P 500 Market Cap

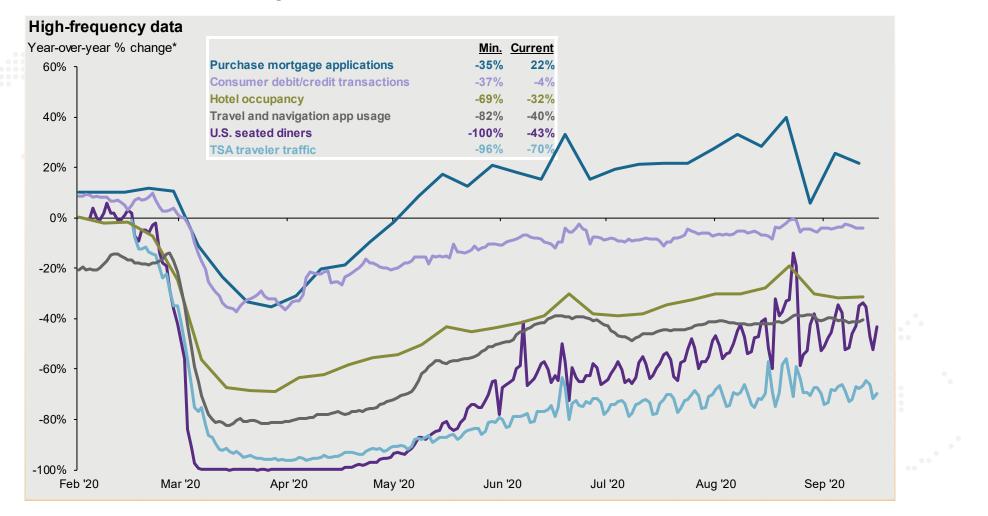
70% **Asset Light** 60% 50% Non-Asset Light 40% 30% 2012 2013 2014 2015 2016 2017 2018 2019 2010 2011

Cumulative Performance (2010 – 2019)



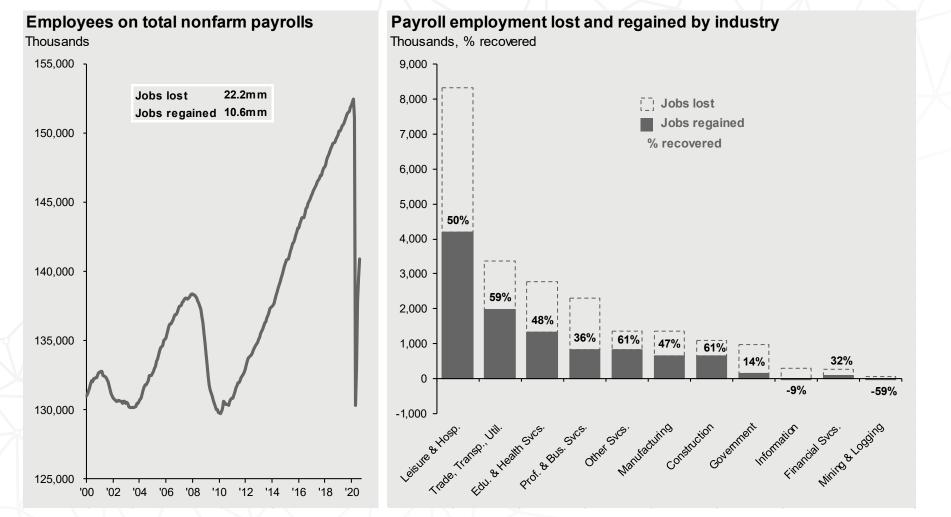


Economic Activity Continues to Rise





Getting Back to Work

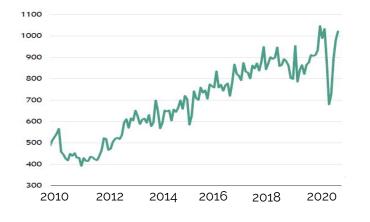


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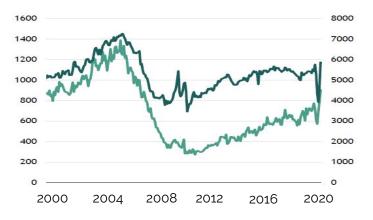
Suburban Flight

Single-Family Home Starts

(thousands, SAAR)

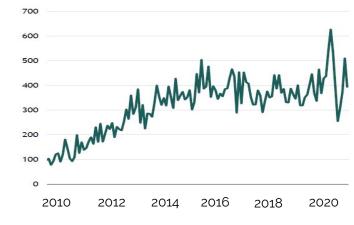


New and Existing Home Sales (thousands, SAAR)



Multifamily Home Starts

(thousands, SAAR)



NAHB housing Market Index

(expectations for sales of new homes)

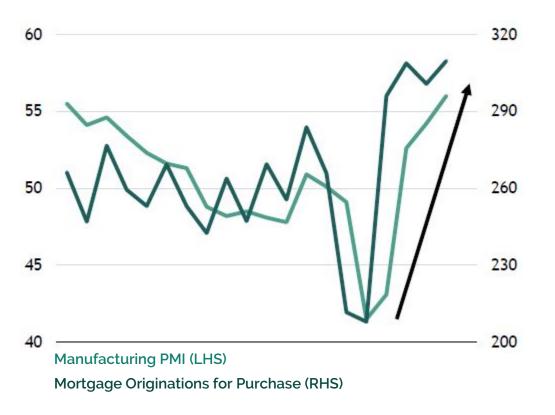




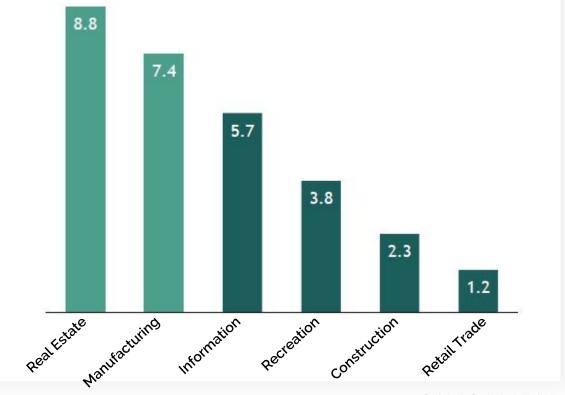
Multiplier Effect

HOUSING AND MANUFACTURING

Manufacturing and Housing Indices



Employment Multipliers (Total number of indirect jobs created per direct job)



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Key Takeaways

Green shoots continue to grow

Federal Support, the key driver in countering the economic effects of the pandemic, must continue

The recession and bear market are over, and a new economic cycle has begun

The pace of recovery will depend on the virus and our ability to contain it, Back to Normal will need to wait until 2022



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