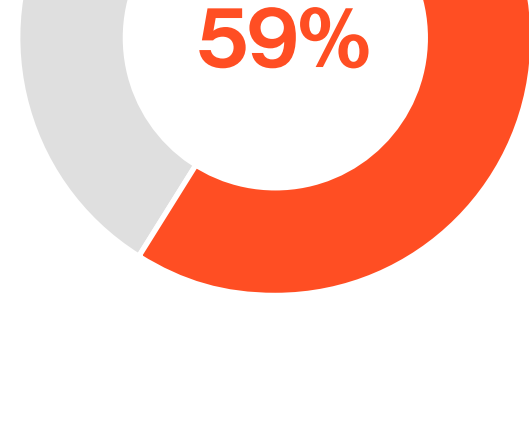


As home buyers move online, lenders have no choice but to go digital

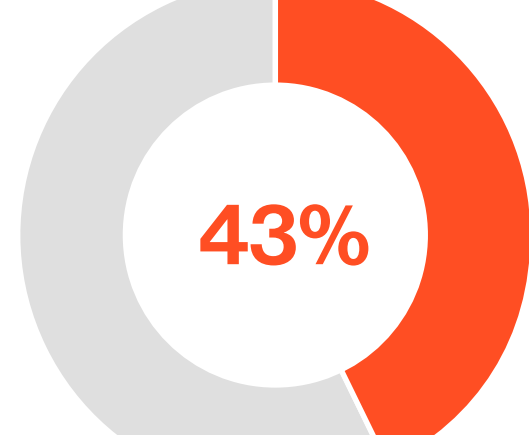
Tech-savvy competitors and borrower expectations are forcing lenders to offer digital mortgages—and fast.

A typical buyer's first stop? The internet.

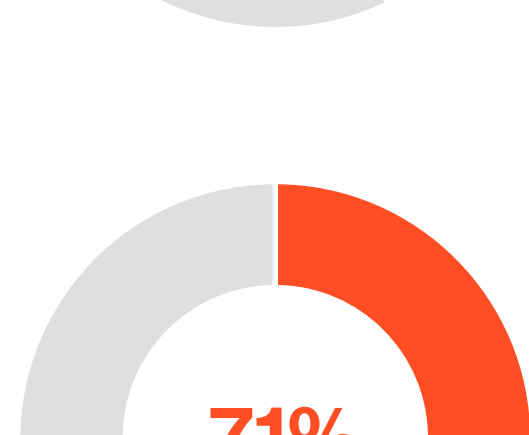
From baby boomers to Gen Z, people are **going online** throughout the mortgage process...



...to compare loan options



..to begin the loan process



...to use a lender's online portal to share documents

Competitors are winning online.

Nonbank lenders like Rocket Mortgage are outcompeting traditional lenders.

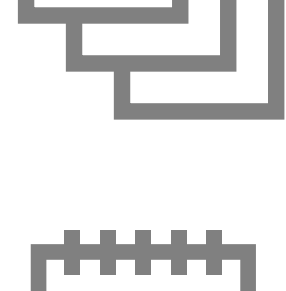
Their secret? Digital tools.

51% more than half of U.S. mortgages originate from nonbank lenders.²

And they move fast.

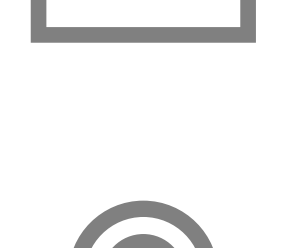
20% faster mortgage application processing than traditional lenders.³

Lenders can't compete using paper or legacy tech.



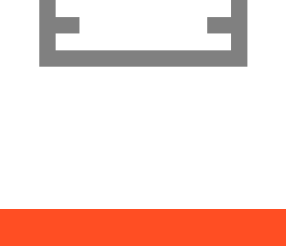
Document overload

280 pages of documents for every mortgage transaction.⁴



Multiple parties, long waits

On average 45 days to close a home purchase loan.⁵



Regulatory red tape

Complex mix of federal, state, and local regulations.

Faster digital alternatives



42 U.S. states allow some form of e-notarization.⁶

Digital agreements are smart business.

Paperwork and inefficient processes are frustrating—and costly.

\$8,611

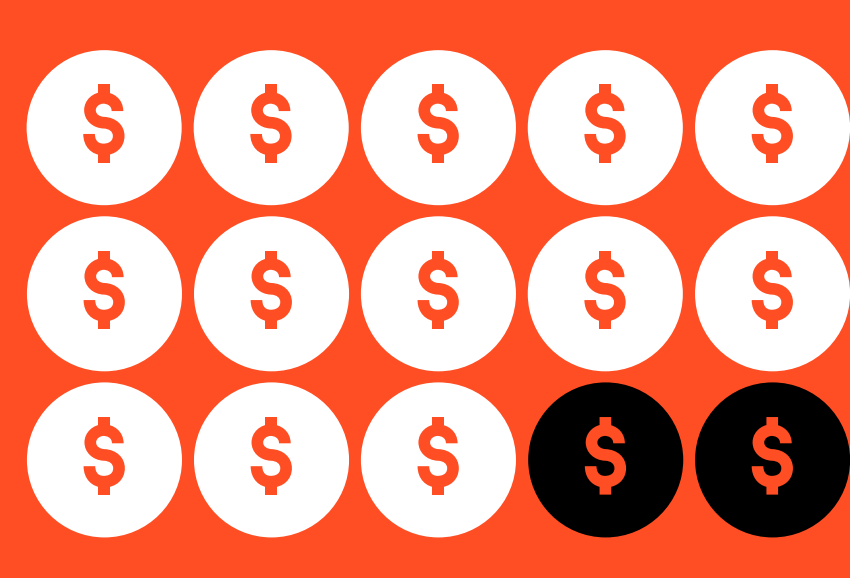
Average production cost per loan.⁷

-\$1,100

Amount that can be saved per loan with digital mortgages.⁸

DocuSign Agreement Cloud for Mortgage can help.

With DocuSign, lenders provide digital mortgages and manage paper easily (when required).



Trusted by 13 of the top 15 U.S. financial services companies.

Features lenders need:



eSignature

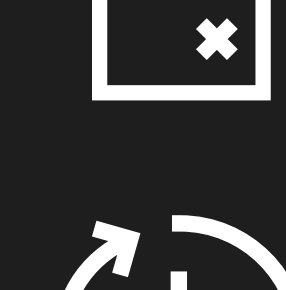


eNotary



Rooms for Mortgage

With DocuSign ...



RPM Mortgage reduced manual loan processing time by 90%.



Sierra Pacific Mortgage cut mortgage approvals from days to hours.

No matter the back-office tools you use today—or your digital transformation goals—DocuSign can help cut costs, save time, and improve the mortgage experience.

Learn more about the DocuSign Agreement Cloud for Mortgage.

Sources
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