ShowingTime® Showing Index™

May 2017

About

ShowingTime

ShowingTime is the leading market stats and showing management technology provider to the residential real estate industry. Its MarketStats division provides interactive tools and easy-to-read market reports for MLSs, associations, brokers and other real estate companies. Its showing products and services take the inefficiencies out of the appointment scheduling process for real estate professionals, buyers and sellers, resulting in more showings, more feedback and quicker sales. The ShowingTime mobile app equips users to schedule showings, review appointments, generate reports and more. ShowingTime products are used by 190+ MLSs and associations representing more than 900,000 real estate professionals across the U.S. and Canada.

For more information, visit www.showingtime.com.

ShowingTime Showing Index

The ShowingTime Showing Index tracks the average number of buyer showings on active residential properties on a monthly basis. Our national and regional indices are computed based on approximately 110,000 listings from 25 local markets across the U.S. Our methodology focuses on properties listed by agents subscribing to ShowingTime's full appointment management solutions at the agent and office levels. It includes all buyer showing appointments requested or logged across all ShowingTime systems, including ShowingTime for the MLS, ShowingTime Front Desk and ShowingTime Appointment Center.

For inquiries, contact research@showingtime.com.

The ShowingTime Showing Index tracks the average number of buyer showings on active residential properties on a monthly basis.

ShowingTime Research Team

Daniil Cherkasskiy

Chief Analytics Officer

Daniil manages the company's internal analytics systems, data warehousing and data product development. Prior to joining ShowingTime Daniil worked as a quantitative analyst designing trading strategies for the derivative markets. Daniil graduated summa cum laude from the University of Illinois at Chicago and is pursuing a graduate degree in predictive analytics at Northwestern University.

Michael Lane

President

Michael leads sales and marketing at ShowingTime. A founding management team member, he works directly with many of ShowingTime's 190+ MLS customers and many of the largest real estate companies throughout North America. Previously he served as a management consultant with A.T. Kearney and as a naval officer aboard nuclear submarines. Michael has an MBA from the Kellogg Graduate School of Management, a Masters of Engineering Management from Northwestern University and is a distinguished graduate of the U.S. Naval Academy.

Scott Woodard

Founder & Chief Executive Officer

Scott is an active leader in the Chicago technology community. His previous company, ZyLAB, developed the first PC search engine. Scott has expertise in voicemail technology, having developed one of the first automated voice delivery and notification systems. He is a founding board member of the Information Technology Association of Illinois and formerly served on the board of directors of Woodard Development Corporation, a real estate development firm. He holds several patents in real estate technology and other areas. Scott has a Ph.D. in Electrical Engineering from the University of Illinois.

Table of Contents

United States Showing Index.....5

Northeast Region Report.....6

South Region Report.....7

Midwest Region Report.....8

West Region Report.....9

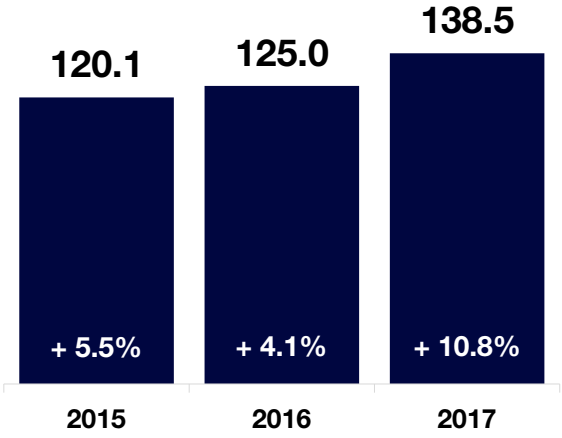
ShowingTime™ Showing Index™

United States Report

Methodology: The ShowingTime Showing Index™ measures showing traffic per residential property for sale by agents and brokers utilizing ShowingTime solutions for property-access management. A higher number means that an average home receives more buyer visits in a given month. All index values are scaled relative to initial index value set to 100 for January 2014.

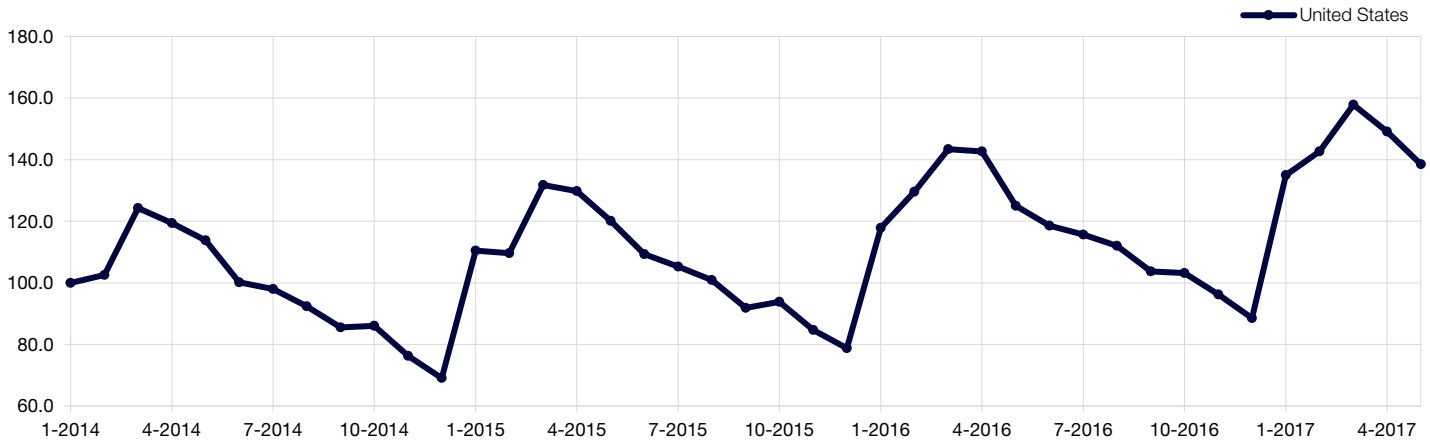
Summary	May 2017	April 2017	May 2016	Percent Change
The national index was up 10.8% over last year. Year-over-year gains are expected to continue.	**138.5**	**149.1**	**125.0**	**+10.8%**

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2016	118.6	109.3	+8.5%
July 2016	115.7	105.2	+10.0%
August 2016	112.0	100.9	+11.0%
September 2016	103.7	91.8	+13.0%
October 2016	103.1	93.8	+9.9%
November 2016	96.2	84.7	+13.6%
December 2016	88.5	78.8	+12.3%
January 2017	135.0	117.9	+14.5%
February 2017	142.7	129.6	+10.1%
March 2017	157.8	143.4	+10.0%
April 2017	149.1	142.7	+4.5%
May 2017	**138.5**	**125.0**	**+10.8%**
12-Month Average	121.7	110.3	+10.3%

National Historical ShowingTime Showing Index by Month



National ShowingTime Showing Index

138.5

United States

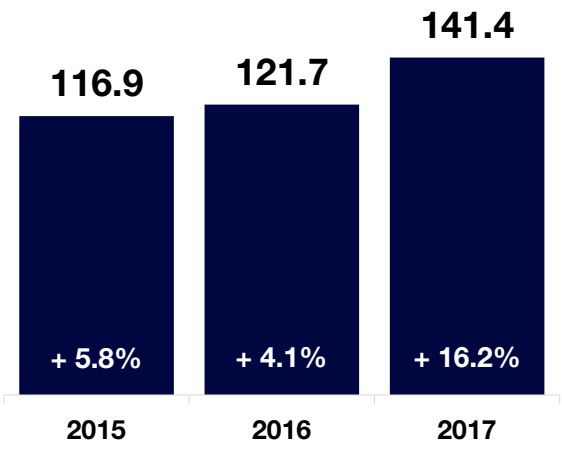
ShowingTime™ Showing Index™

Methodology: The ShowingTime Showing Index™ measures showing traffic per residential property for sale by agents and brokers utilizing ShowingTime solutions for property-access management. A higher number means that an average home receives more buyer visits in a given month. All index values are scaled relative to initial index value set to 100 for January 2014.

Northeast Region Report

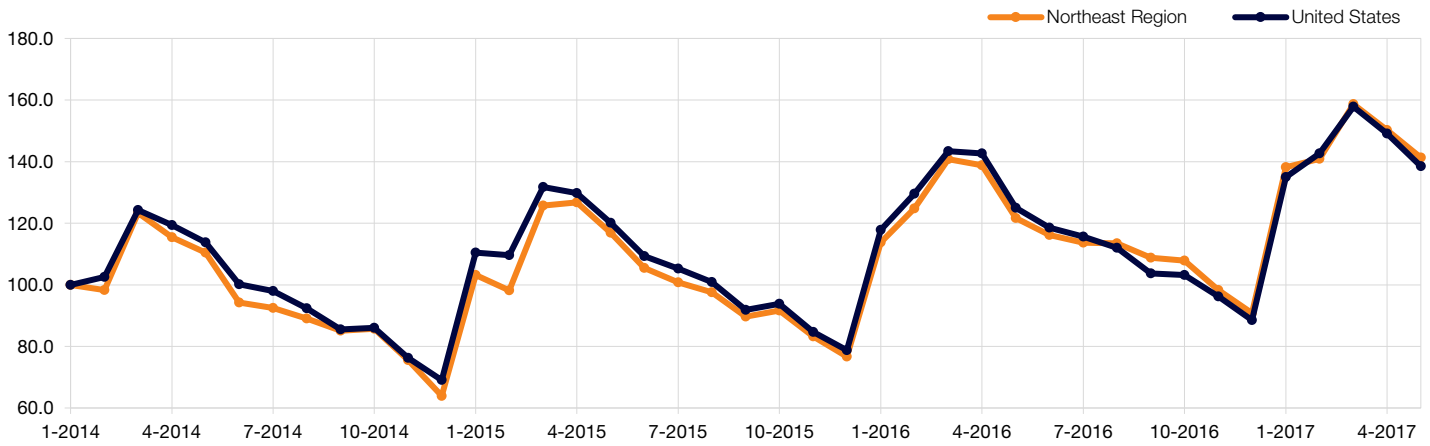
Summary	May 2017	April 2017	May 2016	Percent Change
The Northeast Region index continues its growth, up 16.2% from last year.	**141.4**	**150.3**	**121.7**	**+16.2%**

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2016	116.1	105.5	+10.0%
July 2016	113.7	100.7	+12.9%
August 2016	113.5	97.5	+16.4%
September 2016	108.8	89.7	+21.3%
October 2016	107.9	91.7	+17.7%
November 2016	98.3	83.2	+18.1%
December 2016	90.8	76.7	+18.4%
January 2017	138.2	113.8	+21.4%
February 2017	140.9	124.7	+13.0%
March 2017	158.6	140.8	+12.6%
April 2017	150.3	138.8	+8.3%
May 2017	**141.4**	**121.7**	**+16.2%**
12-Month Average	123.2	107.1	+15.0%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

141.4

Northeast Region

National ShowingTime Showing Index

138.5

United States

ShowingTime™ Showing Index™

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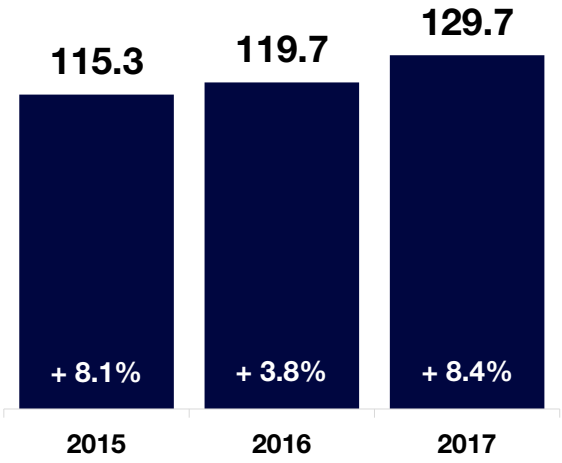
South Region Report

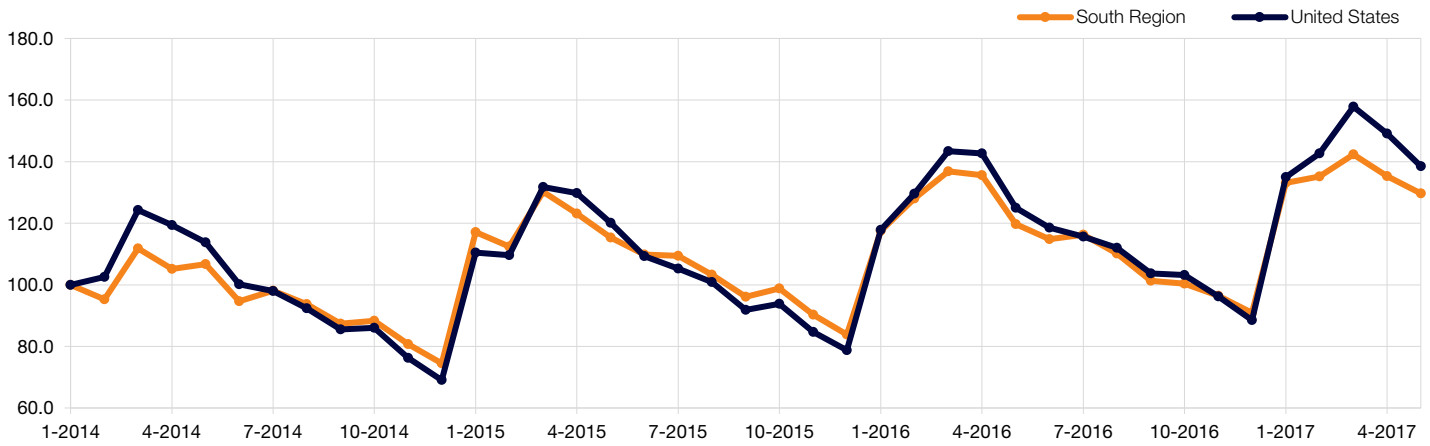
Summary	May 2017	April 2017	May 2016	Percent Change
Buyers remain active, as the South Region index is up 8.4% over last year.	129.7	135.3	119.7	+8.4%

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2016	114.8	109.8	+4.6%
July 2016	116.3	109.4	+6.3%
August 2016	110.1	103.3	+6.6%
September 2016	101.3	96.1	+5.4%
October 2016	100.4	98.9	+1.5%
November 2016	96.4	90.3	+6.8%
December 2016	91.0	83.8	+8.6%
January 2017	133.1	117.6	+13.2%
February 2017	135.2	128.0	+5.6%
March 2017	142.3	136.8	+4.0%
April 2017	135.3	135.6	-0.2%
May 2017	**129.7**	**119.7**	**+8.4%**
12-Month Average	117.2	110.8	+5.8%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

129.7

South Region

National ShowingTime Showing Index

138.5

United States

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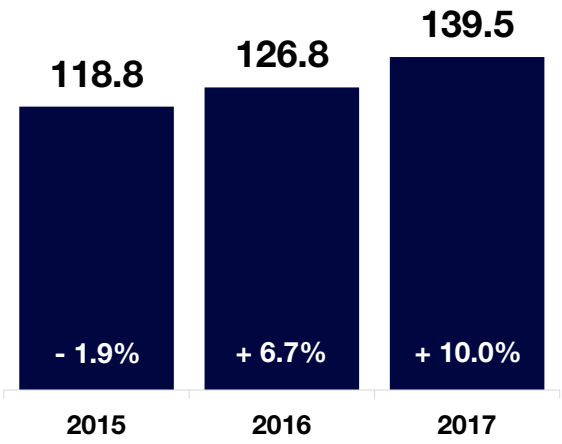
Midwest Region Report

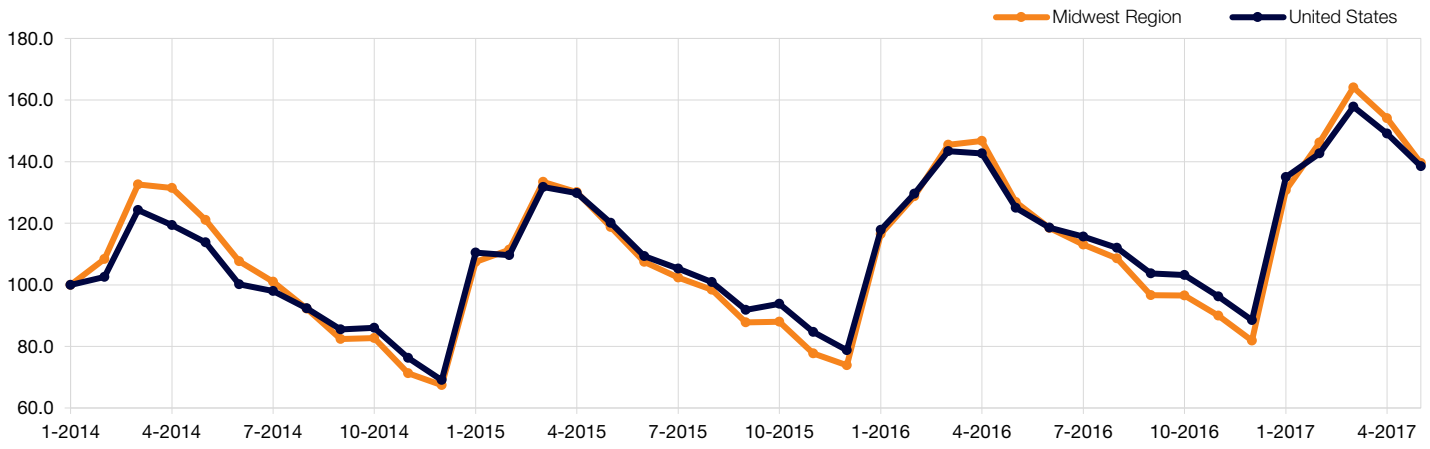
Summary	May 2017	April 2017	May 2016	Percent Change
The Midwest Region index indicates a busy month, up 10.0% over this time last year.	**139.5**	**154.0**	**126.8**	**+10.0%**

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2016	118.5	107.4	+10.3%
July 2016	113.0	102.3	+10.5%
August 2016	108.6	98.4	+10.4%
September 2016	96.6	87.8	+10.0%
October 2016	96.6	88.0	+9.8%
November 2016	89.9	77.7	+15.7%
December 2016	81.9	73.9	+10.8%
January 2017	130.7	116.4	+12.3%
February 2017	146.2	128.7	+13.6%
March 2017	164.1	145.4	+12.9%
April 2017	154.0	146.7	+5.0%
May 2017	**139.5**	**126.8**	**+10.0%**
12-Month Average	120.0	108.3	+10.8%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

139.5

Midwest Region

National ShowingTime Showing Index

138.5

United States

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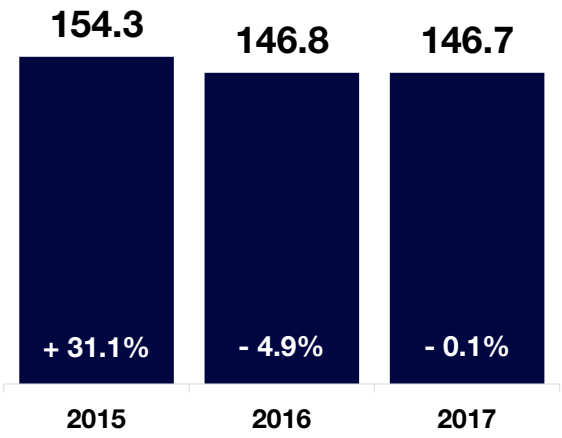
West Region Report

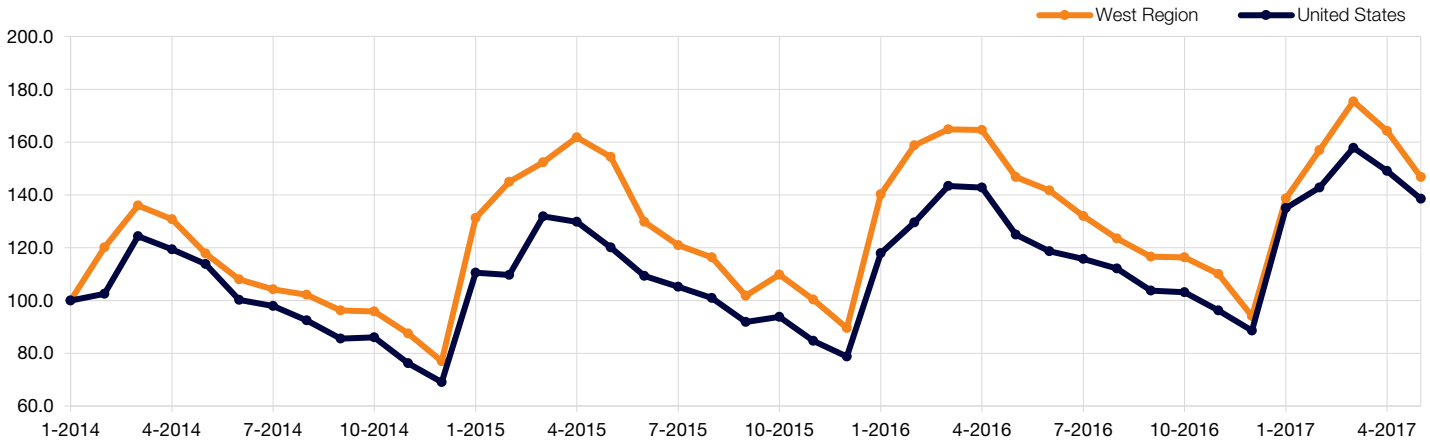
Summary	May 2017	April 2017	May 2016	Percent Change
The West Region index saw a minimal decline, down 0.1% compared to last year at this time.	**146.7**	**164.2**	**146.8**	**-0.1%**

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2016	141.6	129.8	+9.1%
July 2016	132.0	120.9	+9.2%
August 2016	123.4	116.3	+6.1%
September 2016	116.6	101.7	+14.7%
October 2016	116.3	109.8	+5.9%
November 2016	110.0	100.3	+9.7%
December 2016	94.1	89.5	+5.1%
January 2017	138.6	140.2	-1.1%
February 2017	157.0	158.7	-1.1%
March 2017	175.4	164.7	+6.5%
April 2017	164.2	164.6	-0.2%
May 2017	**146.7**	**146.8**	**-0.1%**
12-Month Average	134.7	128.6	+4.7%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

146.7

West Region

National ShowingTime Showing Index

138.5

United States