A person's hands are shown holding a tablet computer. The screen displays a real estate market monitoring application. At the top, there are several filter tabs and dropdown menus. Below these, there is a line graph titled "Showings Per Listing" which shows three data series: a brown line at the top, a blue line in the middle, and a red line at the bottom. All three lines show an overall upward trend over time. The background of the image is a blurred outdoor setting.

**ShowingTime<sup>®</sup> Showing Index<sup>™</sup>**  
**June 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](http://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](mailto: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.

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## **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.

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## **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.

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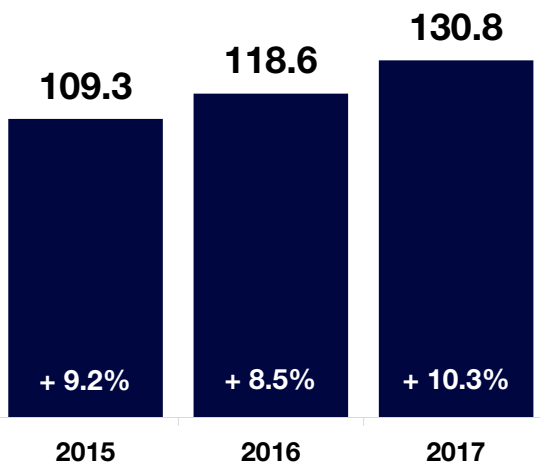
# ShowingTime Showing Index™

## 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	June 2017	May 2017	June 2016	Percent Change
The national index was up 10.3% over last year. Year-over-year gains are expected to continue.	<b>130.8</b>	<b>137.7</b>	<b>118.6</b>	<b>+10.3%</b>

### June



ShowingTime Showing Index	Prior Year	Percent Change
July 2016	105.2	+10.0%
August 2016	100.9	+11.0%
September 2016	91.8	+13.0%
October 2016	93.8	+9.9%
November 2016	84.7	+13.6%
December 2016	78.8	+12.3%
January 2017	117.9	+14.5%
February 2017	129.6	+10.1%
March 2017	143.4	+10.0%
April 2017	142.7	+4.5%
May 2017	125.0	+10.2%
<b>June 2017</b>	<b>118.6</b>	<b>+10.3%</b>
12-Month Average	111.0	+10.5%

### National Historical ShowingTime Showing Index by Month



### National ShowingTime Showing Index

**130.8**  
United States



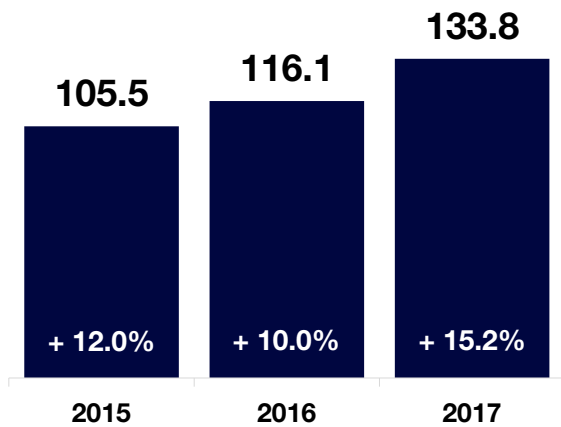
# ShowingTime Showing Index™

## Northeast Region 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.

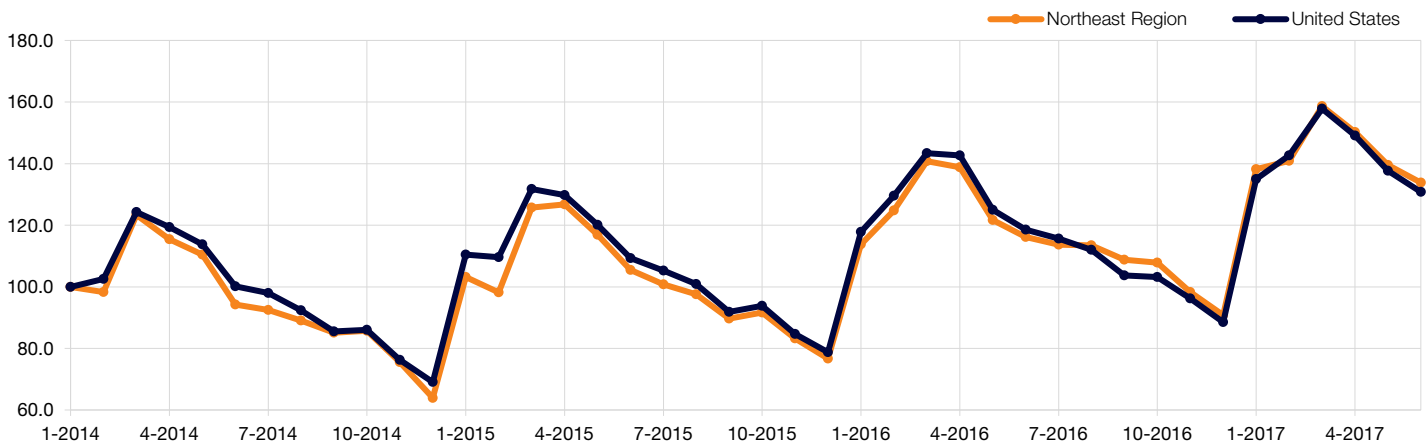
Summary	June 2017	May 2017	June 2016	Percent Change
The Northeast Region index indicates that 2017 remains busier than 2016. June showed a 15.2% year-over-year increase	<b>133.8</b>	<b>139.6</b>	<b>116.1</b>	<b>+15.2%</b>

### June



ShowingTime Showing Index	Prior Year	Percent Change
July 2016	100.7	+12.9%
August 2016	97.5	+16.4%
September 2016	89.7	+21.3%
October 2016	91.7	+17.7%
November 2016	83.2	+18.1%
December 2016	76.7	+18.4%
January 2017	113.8	+21.4%
February 2017	124.7	+13.0%
March 2017	140.8	+12.6%
April 2017	138.8	+8.3%
May 2017	121.7	+14.7%
<b>June 2017</b>	<b>116.1</b>	<b>+15.2%</b>
12-Month Average	108.0	+15.3%

### Regional Historical ShowingTime Showing Index by Month



### Regional ShowingTime Showing Index

**133.8**  
Northeast Region



### National ShowingTime Showing Index

**130.8**  
United States



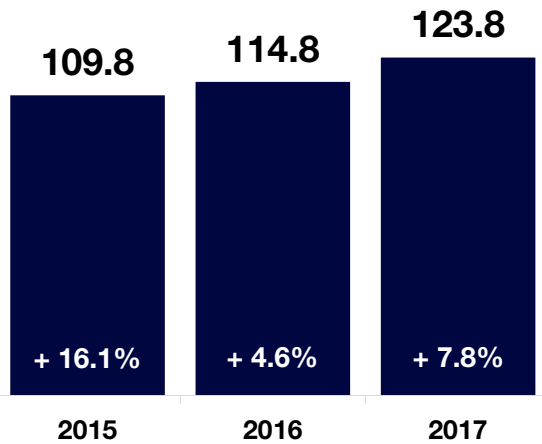
# ShowingTime Showing Index™

## South Region 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.

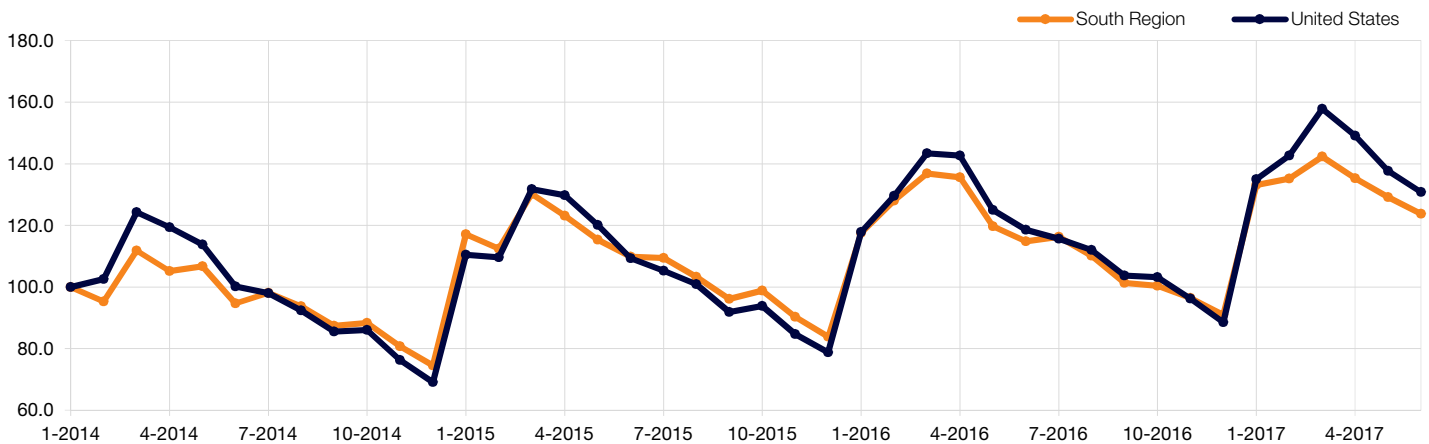
Summary	June 2017	May 2017	June 2016	Percent Change
Buyers remain active, as the South Region index is up 7.8% over last year.	<b>123.8</b>	<b>129.2</b>	<b>114.8</b>	<b>+7.8%</b>

### June



ShowingTime Showing Index	Prior Year	Percent Change
July 2016	109.4	+6.3%
August 2016	103.3	+6.6%
September 2016	96.1	+5.4%
October 2016	98.9	+1.5%
November 2016	90.3	+6.8%
December 2016	83.8	+8.6%
January 2017	117.6	+13.2%
February 2017	128.0	+5.6%
March 2017	136.8	+4.0%
April 2017	135.6	-0.2%
May 2017	119.7	+7.9%
<b>June 2017</b>	<b>114.8</b>	<b>+7.8%</b>
12-Month Average	111.2	+6.0%

### Regional Historical ShowingTime Showing Index by Month



### Regional ShowingTime Showing Index

**123.8**  
South Region



### National ShowingTime Showing Index

**130.8**  
United States



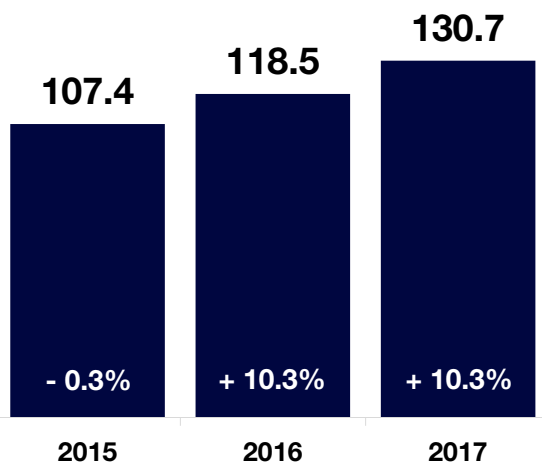
# ShowingTime Showing Index™

## Midwest Region 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.

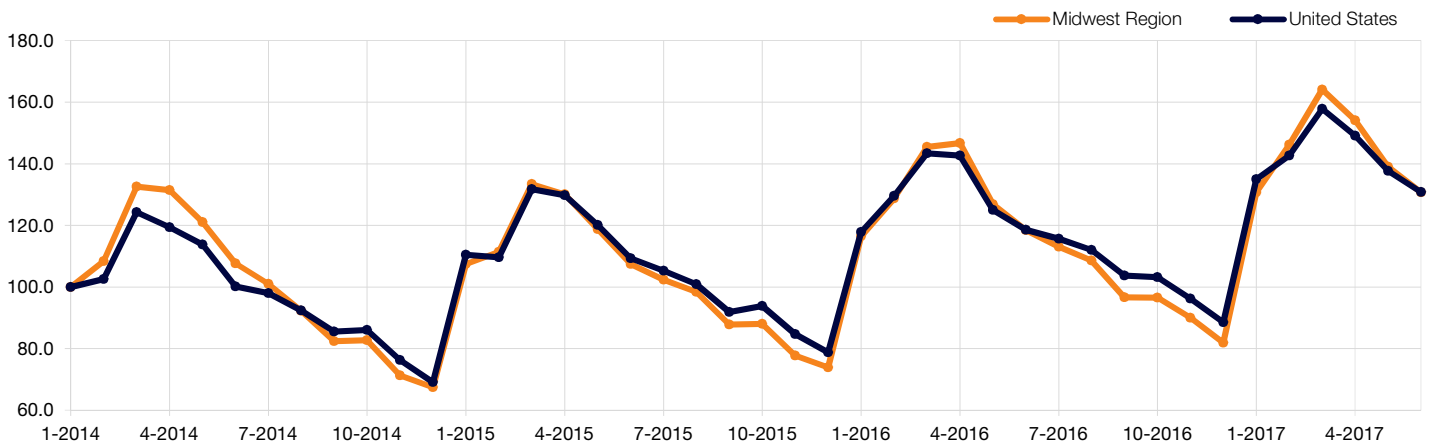
Summary	June 2017	May 2017	June 2016	Percent Change
The Midwest Region index indicates a busy month, up 10.3% over this time last year.	<b>130.7</b>	<b>139.0</b>	<b>118.5</b>	<b>+10.3%</b>

### June



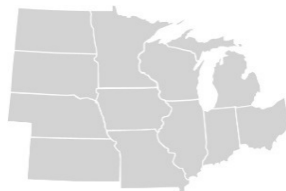
ShowingTime Showing Index	Prior Year	Percent Change
July 2016	102.3	+10.5%
August 2016	98.4	+10.4%
September 2016	87.8	+10.0%
October 2016	88.0	+9.8%
November 2016	77.7	+15.7%
December 2016	73.9	+10.8%
January 2017	116.4	+12.3%
February 2017	128.7	+13.6%
March 2017	145.4	+12.9%
April 2017	146.7	+5.0%
May 2017	126.8	+9.6%
<b>June 2017</b>	<b>118.5</b>	<b>+10.3%</b>
12-Month Average	109.2	+10.7%

### Regional Historical ShowingTime Showing Index by Month



### Regional ShowingTime Showing Index

**130.7**  
Midwest Region



### National ShowingTime Showing Index

**130.8**  
United States





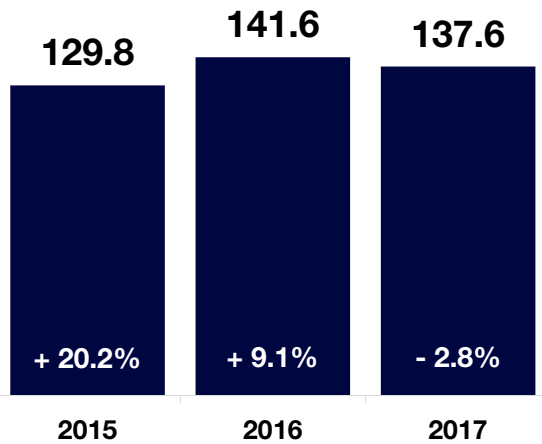
# ShowingTime Showing Index™

## West Region 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.

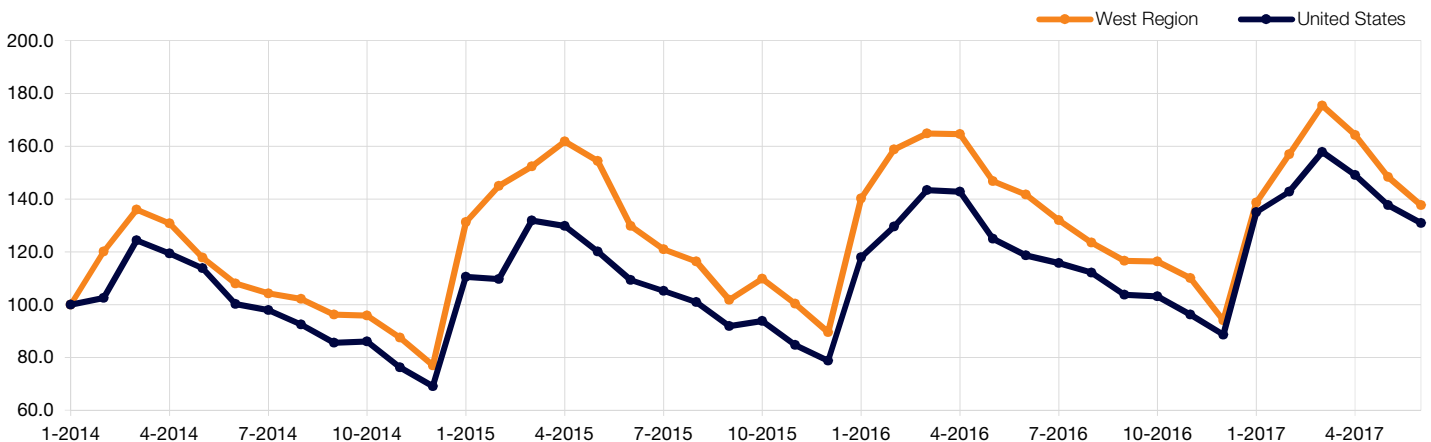
Summary	June 2017	May 2017	June 2016	Percent Change
The West Region index saw a slight decline, down 2.8% compared to last year at this time.	<b>137.6</b>	<b>148.3</b>	<b>141.6</b>	<b>-2.8%</b>

### June



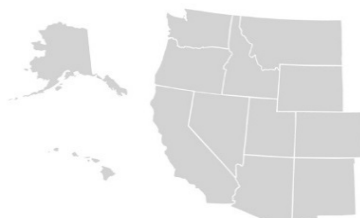
ShowingTime Showing Index	Prior Year	Percent Change
July 2016	120.9	+9.2%
August 2016	116.3	+6.1%
September 2016	101.7	+14.7%
October 2016	109.8	+5.9%
November 2016	100.3	+9.7%
December 2016	89.5	+5.1%
January 2017	140.2	-1.1%
February 2017	158.7	-1.1%
March 2017	164.7	+6.5%
April 2017	164.6	-0.2%
May 2017	146.8	+1.0%
<b>June 2017</b>	<b>141.6</b>	<b>-2.8%</b>
12-Month Average	129.6	+3.8%

### Regional Historical ShowingTime Showing Index by Month



### Regional ShowingTime Showing Index

**137.6**  
West Region



### National ShowingTime Showing Index

**130.8**  
United States

