A person's hands are shown holding a tablet computer. The screen displays a real estate market monitoring application. The interface includes a header with the title 'MarketMonitor' and several filter tabs. Below the filters, there is a line graph titled 'Showings Per Listing' with three data series in blue, red, and green. The graph shows an overall upward trend in showings over time. The background is a blurred outdoor setting.

ShowingTime Showing Index[®]

October 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.

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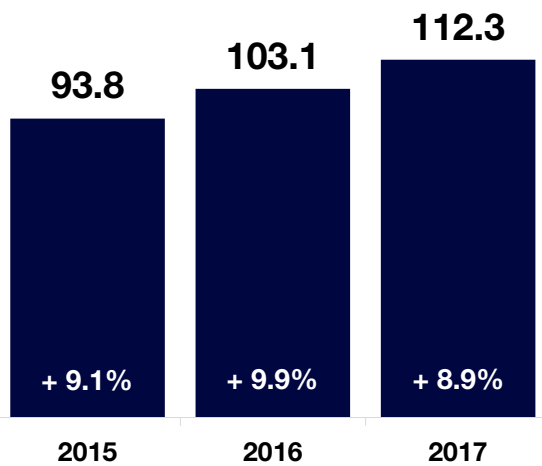
ShowingTime Showing Index®

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.

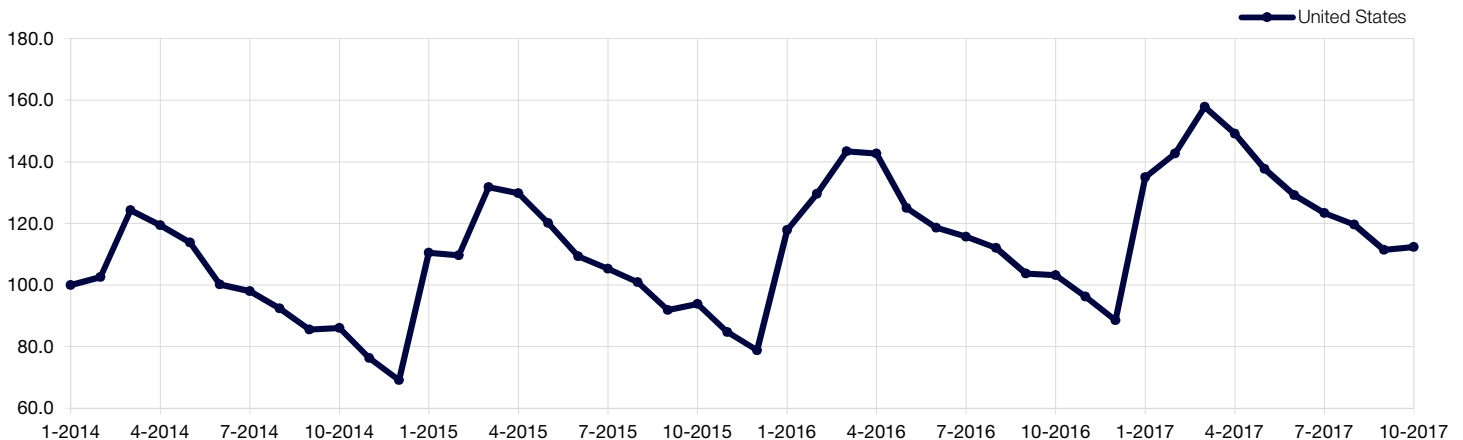
Summary	October 2017	September 2017	October 2016	Percent Change
The national index was up 8.9% over last year for yet another positive year-over-year result.	112.3	111.3	103.1	+8.9%

October



ShowingTime Showing Index	Prior Year	Percent Change	
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	137.7	125.0	+10.2%
June 2017	129.1	118.6	+8.9%
July 2017	123.4	115.7	+6.7%
August 2017	119.6	112.0	+6.8%
September 2017	111.3	103.7	+7.3%
October 2017	112.3	103.1	+8.9%
12-Month Average	125.2	114.6	+9.2%

National Historical ShowingTime Showing Index by Month



National ShowingTime Showing Index

112.3
United States



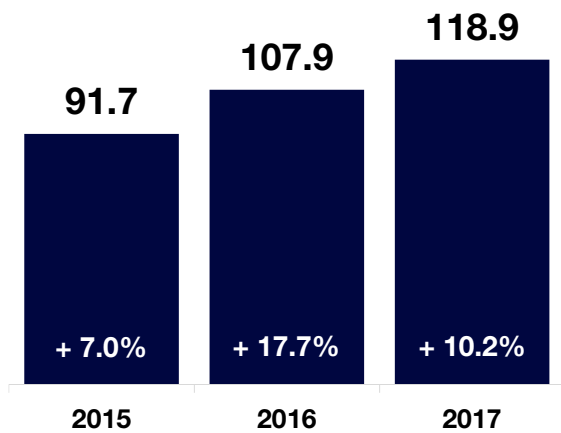
ShowingTime Showing Index®

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.

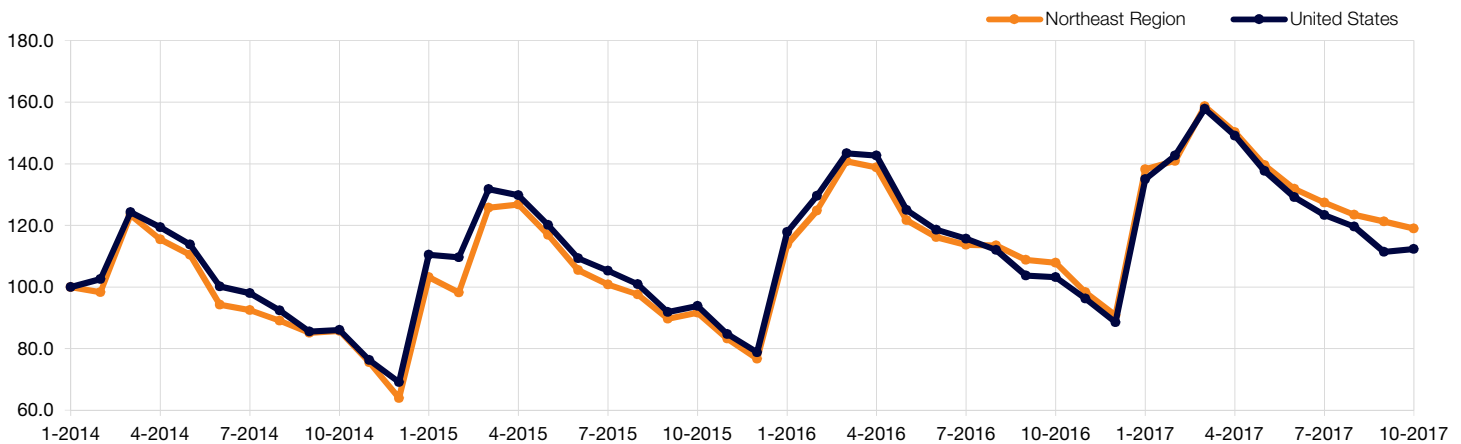
Summary	October 2017	September 2017	October 2016	Percent Change
The Northeast Region index was up 10.2% from last year, as showings remain strong into autumn.	118.9	121.3	107.9	+10.2%

October



ShowingTime Showing Index	Prior Year	Percent Change
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%
June 2017	116.1	+13.6%
July 2017	113.7	+12.0%
August 2017	113.5	+8.7%
September 2017	108.8	+11.5%
October 2017	107.9	+10.2%
12-Month Average	113.3	+13.2%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

118.9
Northeast Region



National ShowingTime Showing Index

112.3
United States



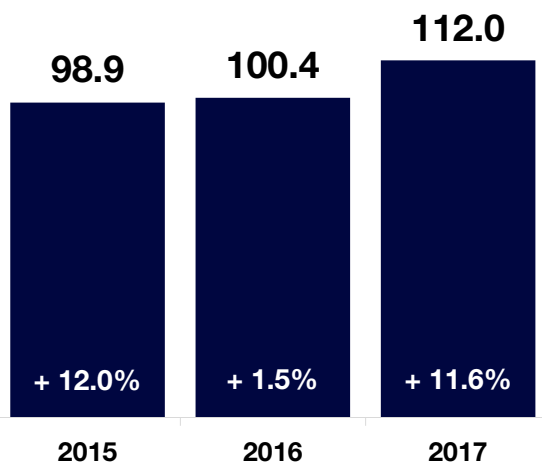
ShowingTime Showing Index®

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.

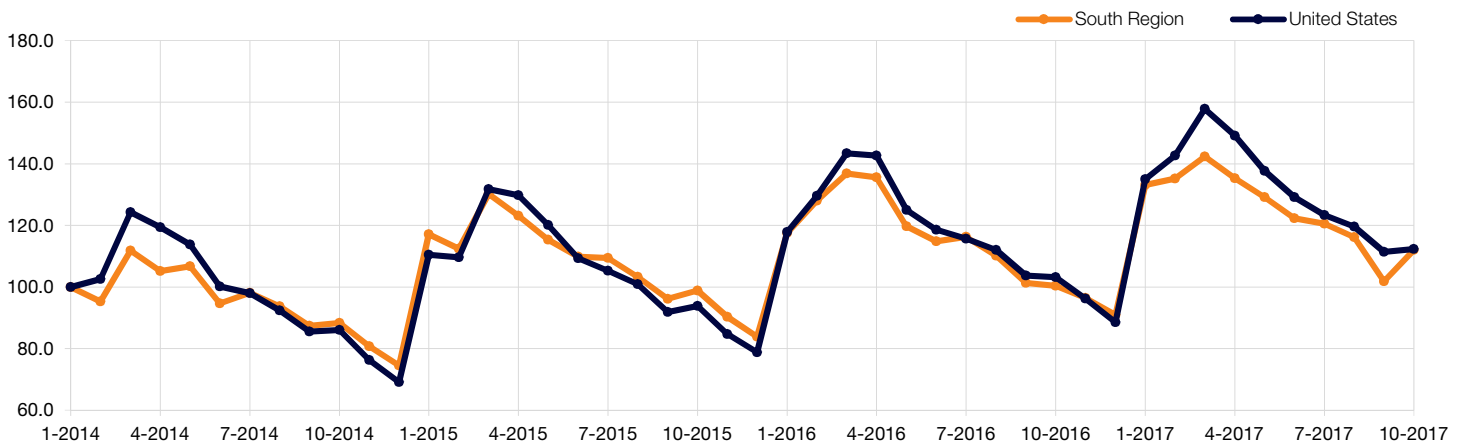
Summary	October 2017	September 2017	October 2016	Percent Change
The South Region index was up 11.6% for another month of year-over-year improvement.	112.0	101.8	100.4	+11.6%

October



ShowingTime Showing Index	Prior Year	Percent Change	
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	129.2	119.7	+7.9%
June 2017	122.3	114.8	+6.5%
July 2017	120.5	116.3	+3.6%
August 2017	116.2	110.1	+5.5%
September 2017	101.8	101.3	+0.5%
October 2017	112.0	100.4	+11.6%
12-Month Average	119.6	112.9	+5.9%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

112.0
South Region



National ShowingTime Showing Index

112.3
United States



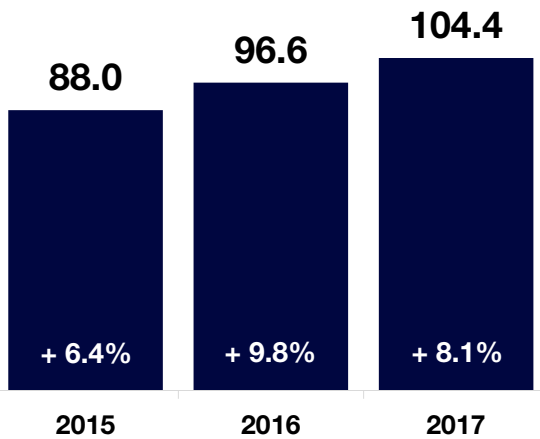
ShowingTime Showing Index®

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.

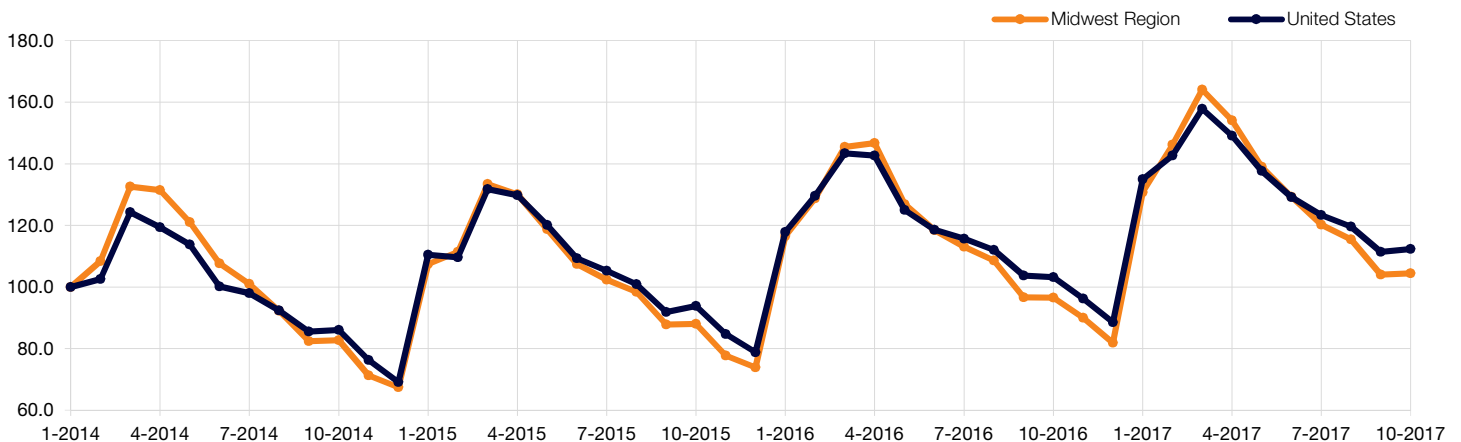
Summary	October 2017	September 2017	October 2016	Percent Change
The Midwest Region index was up 8.1%, as buyers remain active in their home searches.	104.4	104.0	96.6	+8.1%

October



ShowingTime Showing Index	Prior Year	Percent Change	
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	139.0	126.8	+9.6%
June 2017	129.2	118.5	+9.0%
July 2017	120.2	113.0	+6.4%
August 2017	115.4	108.6	+6.3%
September 2017	104.0	96.6	+7.7%
October 2017	104.4	96.6	+8.1%
12-Month Average	123.3	112.4	+9.7%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

104.4
Midwest Region



National ShowingTime Showing Index

112.3
United States



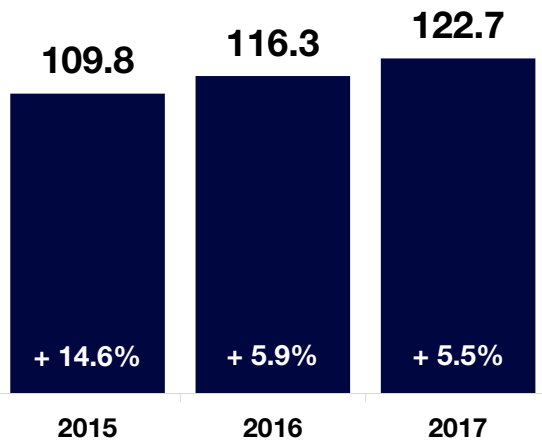
ShowingTime Showing Index®

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.

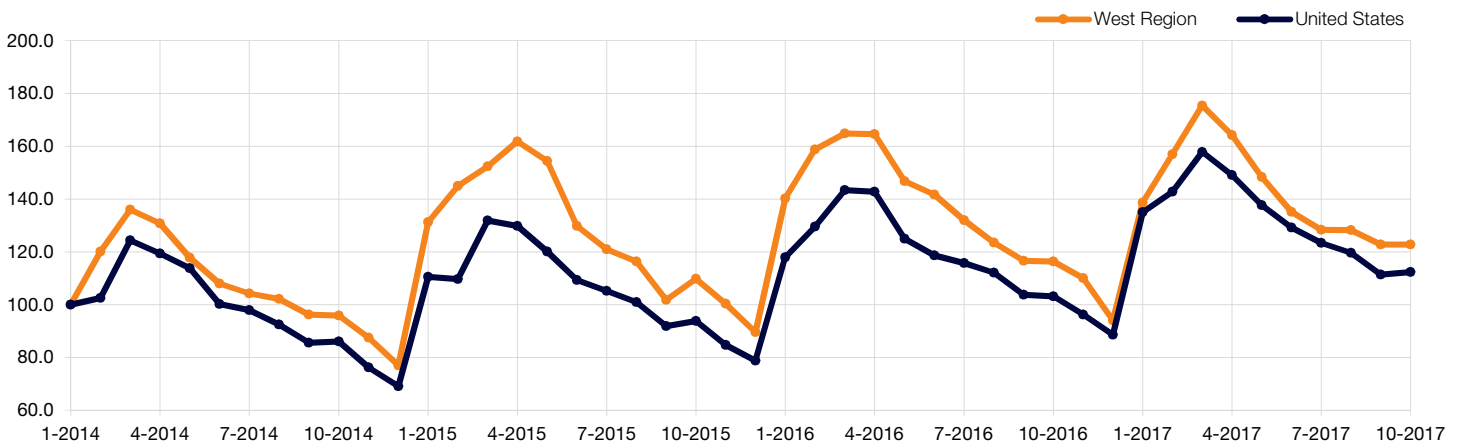
Summary	October 2017	September 2017	October 2016	Percent Change
The West Region index continued its trend of increased activity, up 5.5% over last year.	122.7	122.8	116.3	+5.5%

October



ShowingTime Showing Index	Prior Year	Percent Change
November 2016	110.0	+9.7%
December 2016	94.1	+5.1%
January 2017	138.6	-1.1%
February 2017	157.0	-1.1%
March 2017	175.4	+6.5%
April 2017	164.2	-0.2%
May 2017	148.3	+1.0%
June 2017	135.1	-4.6%
July 2017	128.3	-2.8%
August 2017	128.2	+3.9%
September 2017	122.8	+5.3%
October 2017	122.7	+5.5%
12-Month Average	135.4	+1.9%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

122.7
West Region



National ShowingTime Showing Index

112.3
United States

