A person's hands are holding a tablet computer. The screen displays a real estate market monitoring application. The interface includes a header with "MarketMonitor" and various 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 of the image is a blurred outdoor setting.

ShowingTime® Showing Index®
March 2018

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

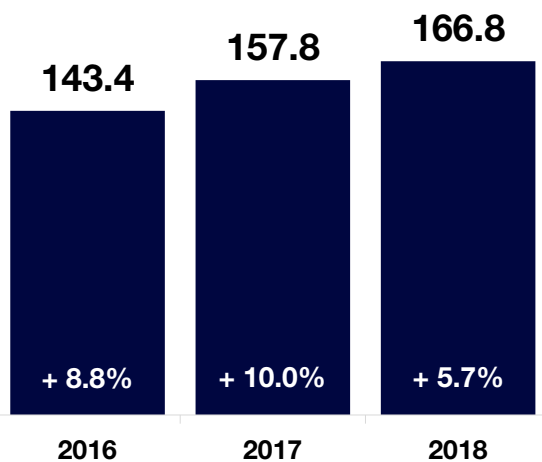
ShowingTime Showing Index®

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.

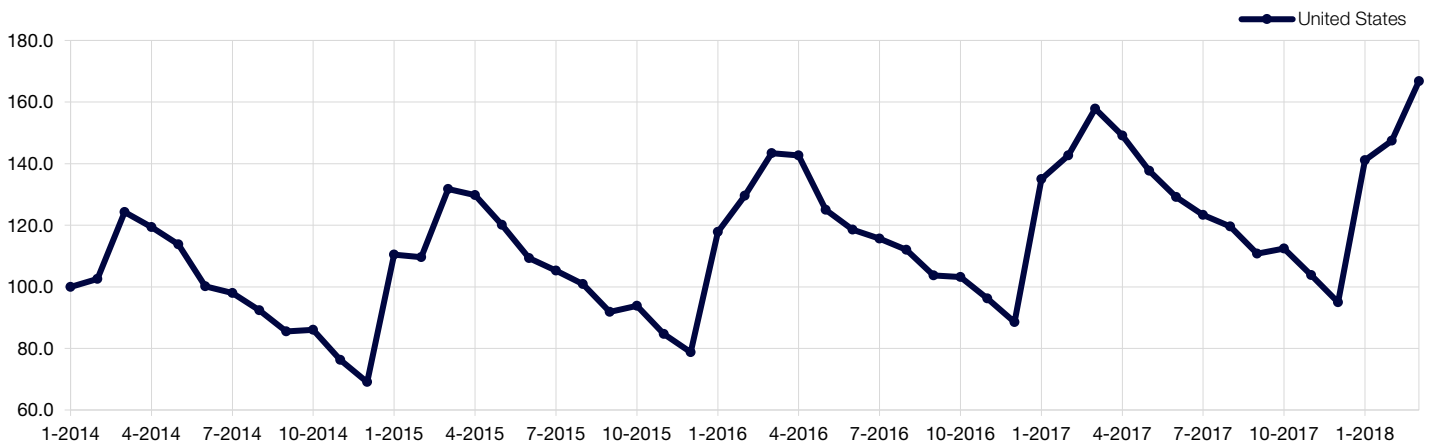
| Summary | March 2018 | February 2018 | March 2017 | Percent Change |
|--|--------------|---------------|--------------|----------------|
| The national index rose by 5.7% compared to last year and has stayed positive for three years. | 166.8 | 147.4 | 157.8 | +5.7% |

March



| ShowingTime Showing Index | Prior Year | Percent Change |
|---------------------------|--------------|----------------|
| April 2017 | 142.7 | +4.5% |
| May 2017 | 125.0 | +10.2% |
| June 2017 | 118.6 | +8.9% |
| July 2017 | 115.7 | +6.7% |
| August 2017 | 112.0 | +6.8% |
| September 2017 | 103.7 | +6.8% |
| October 2017 | 103.1 | +9.0% |
| November 2017 | 96.2 | +7.9% |
| December 2017 | 88.5 | +7.3% |
| January 2018 | 135.0 | +4.5% |
| February 2018 | 142.7 | +3.3% |
| March 2018 | 157.8 | +5.7% |
| 12-Month Average | 120.1 | +6.6% |

National Historical ShowingTime Showing Index by Month



National ShowingTime Showing Index

166.8
United States



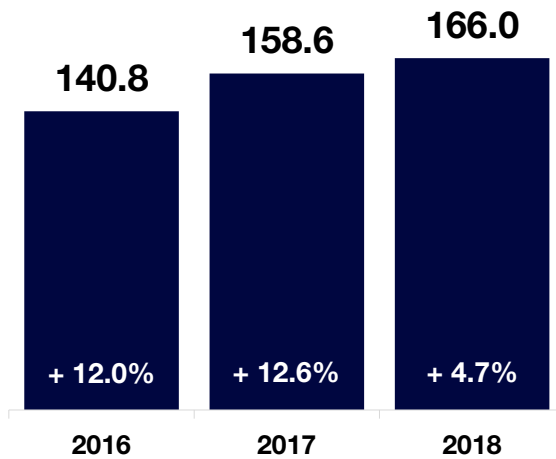
ShowingTime Showing Index®

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.

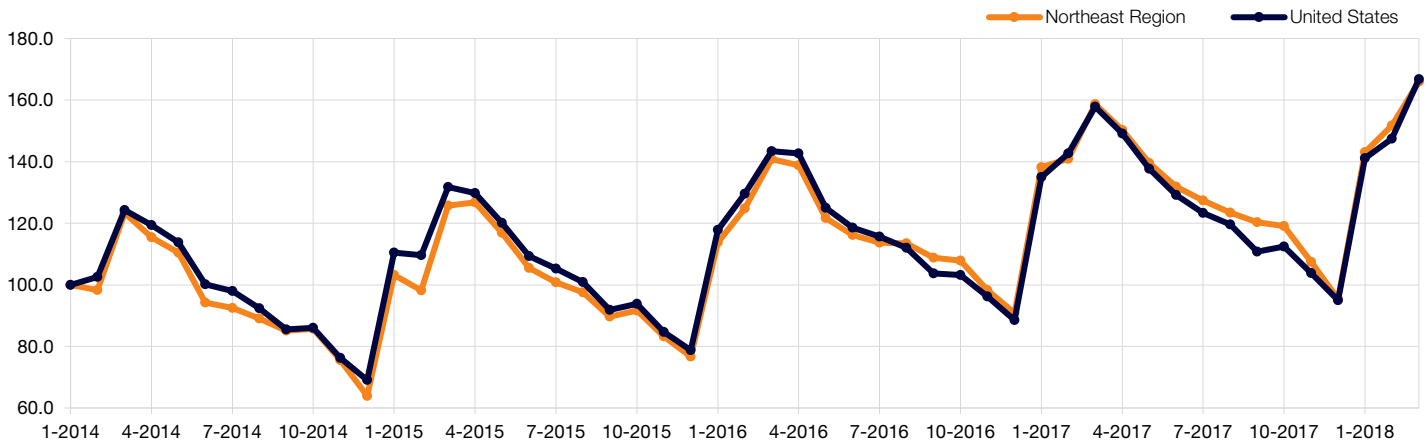
| Summary | March 2018 | February 2018 | March 2017 | Percent Change |
|---|--------------|---------------|--------------|----------------|
| The Northeast Region index increased by 4.7% over March 2017, maintaining a positive trend. | 166.0 | 151.7 | 158.6 | +4.7% |

March



| ShowingTime Showing Index | Prior Year | Percent Change |
|---------------------------|--------------|----------------|
| 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 | +10.6% |
| October 2017 | 107.9 | +10.3% |
| November 2017 | 98.3 | +9.3% |
| December 2017 | 90.8 | +5.1% |
| January 2018 | 138.2 | +3.5% |
| February 2018 | 140.9 | +7.7% |
| March 2018 | 158.6 | +4.7% |
| 12-Month Average | 120.6 | +8.9% |

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

166.0
Northeast Region



National ShowingTime Showing Index

166.8
United States



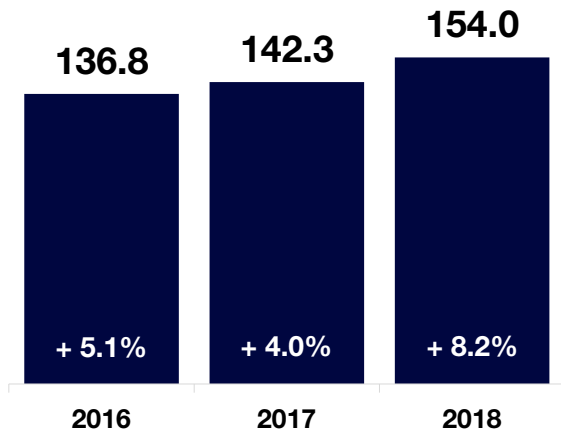
ShowingTime Showing Index®

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.

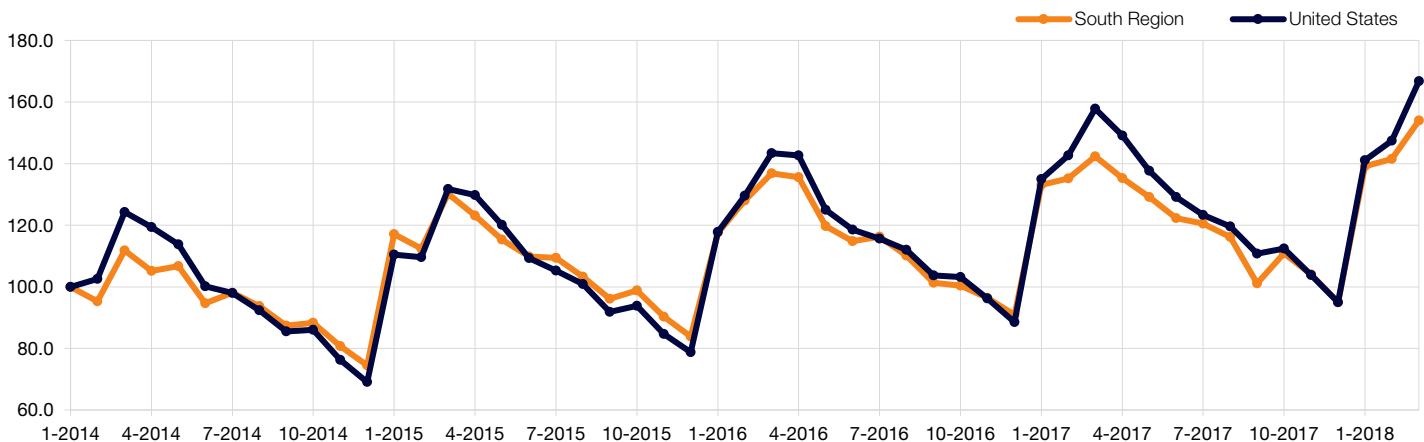
| Summary | March 2018 | February 2018 | March 2017 | Percent Change |
|---|--------------|---------------|--------------|----------------|
| The South Region index was up 8.2%, the best regional mark in the nation. | 154.0 | 141.5 | 142.3 | +8.2% |

March



| ShowingTime Showing Index | Prior Year | Percent Change | |
|---------------------------|--------------|----------------|--------------|
| 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 | 101.1 | 101.3 | -0.2% |
| October 2017 | 110.9 | 100.4 | +10.5% |
| November 2017 | 104.0 | 96.4 | +7.9% |
| December 2017 | 95.0 | 91.0 | +4.4% |
| January 2018 | 139.1 | 133.1 | +4.5% |
| February 2018 | 141.5 | 135.2 | +4.7% |
| March 2018 | 154.0 | 142.3 | +8.2% |
| 12-Month Average | 122.4 | 116.4 | +5.2% |

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

154.0
South Region



National ShowingTime Showing Index

166.8
United States



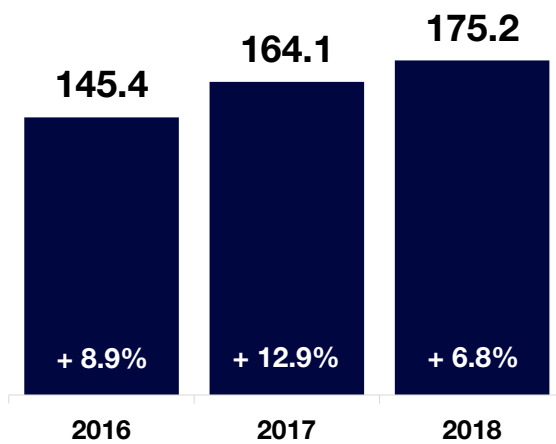
ShowingTime Showing Index®

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.

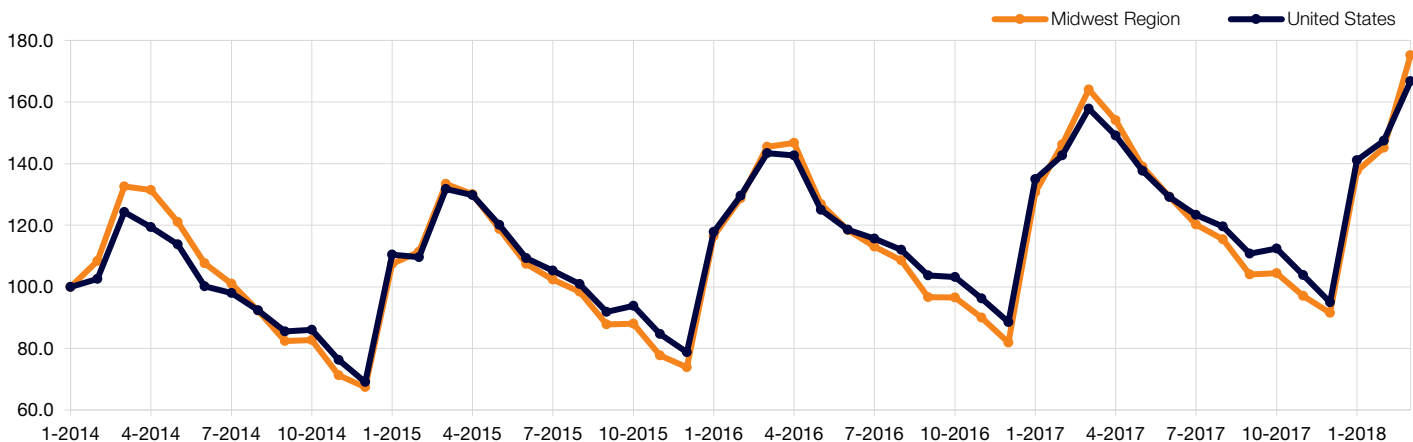
| Summary | March 2018 | February 2018 | March 2017 | Percent Change |
|---|--------------|---------------|--------------|----------------|
| The Midwest Region index was up 6.8%, reversing a one-month year-over-year decline. | 175.2 | 145.1 | 164.1 | +6.8% |

March



| ShowingTime Showing Index | Prior Year | Percent Change |
|---------------------------|--------------|----------------|
| April 2017 | 146.7 | +5.0% |
| May 2017 | 126.8 | +9.6% |
| June 2017 | 118.5 | +9.0% |
| July 2017 | 113.0 | +6.4% |
| August 2017 | 108.6 | +6.3% |
| September 2017 | 96.6 | +7.7% |
| October 2017 | 96.6 | +8.2% |
| November 2017 | 89.9 | +8.0% |
| December 2017 | 81.9 | +11.8% |
| January 2018 | 130.7 | +5.3% |
| February 2018 | 146.2 | -0.8% |
| March 2018 | 164.1 | +6.8% |
| 12-Month Average | 118.3 | +6.6% |

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

175.2
Midwest Region



National ShowingTime Showing Index

166.8
United States



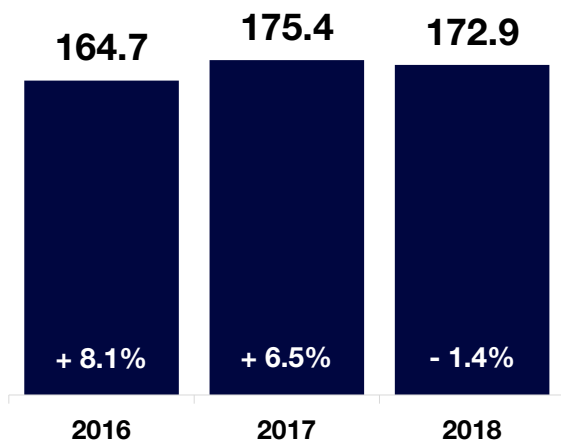
ShowingTime Showing Index®

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.

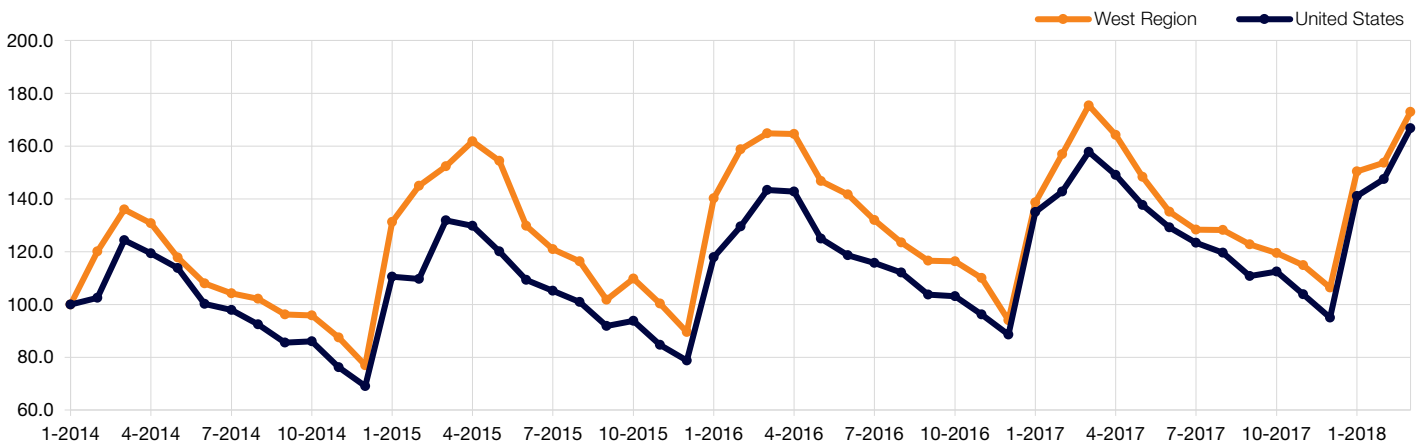
| Summary | March 2018 | February 2018 | March 2017 | Percent Change |
|--|--------------|---------------|--------------|----------------|
| The West Region index was down -1.4% compared to last year at this time. | 172.9 | 153.7 | 175.4 | -1.4% |

March



| ShowingTime Showing Index | Prior Year | Percent Change | |
|---------------------------|--------------|----------------|--------------|
| April 2017 | 164.2 | 164.6 | -0.2% |
| May 2017 | 148.3 | 146.8 | +1.0% |
| June 2017 | 135.1 | 141.6 | -4.6% |
| July 2017 | 128.3 | 132.0 | -2.8% |
| August 2017 | 128.2 | 123.4 | +3.9% |
| September 2017 | 122.8 | 116.6 | +5.3% |
| October 2017 | 119.5 | 116.3 | +2.8% |
| November 2017 | 114.9 | 110.0 | +4.5% |
| December 2017 | 106.4 | 94.1 | +13.1% |
| January 2018 | 150.4 | 138.6 | +8.5% |
| February 2018 | 153.7 | 157.0 | -2.1% |
| March 2018 | 172.9 | 175.4 | -1.4% |
| 12-Month Average | 137.1 | 134.7 | +1.8% |

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

172.9
West Region



National ShowingTime Showing Index

166.8
United States

