



# **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.

# **Showing Time 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** 

Director, Analytics, ShowingTime

Daniil manages the company's data products, data warehousing and internal analytics systems. 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 holds a master's degree in data science from Northwestern University.



#### **Michael Lane**

VP and GM, ShowingTime

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, earned a Master of Engineering Management from Northwestern University and is a distinguished graduate of the U.S. Naval Academy.

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**United States** Report

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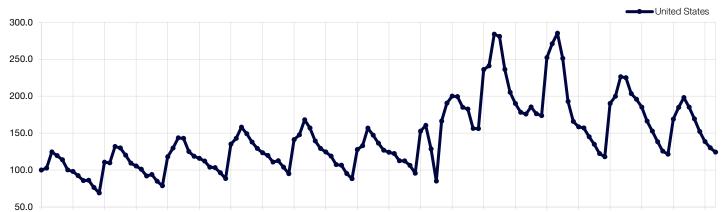
Summary	September 2024	August 2024	September 2023	Percent Change
The Showing Index was 124.2 for September. This was 18.6 percent lower when compared to this time last year.	124.2	130.0	152.6	-18.6%

# 152.6 145.0 124.2 - 17.5% + 5.2% - 18.6% 2022 2023 2024

**September** 

ShowingTime Showing	Index	Prior Year	Percent Change
October 2023	138.2	134.7	+2.6%
November 2023	125.4	122.2	+2.6%
December 2023	121.4	117.9	+3.0%
January 2024	168.8	189.9	-11.1%
February 2024	184.5	199.6	-7.6%
March 2024	198.0	226.0	-12.4%
April 2024	185.0	224.8	-17.7%
May 2024	169.2	203.4	-16.8%
June 2024	152.2	195.7	-22.2%
July 2024	138.3	185.0	-25.2%
August 2024	130.0	166.1	-21.7%
September 2024	124.2	152.6	-18.6%
12-Month Average	152.9	176.5	-13.4%

### **National Historical ShowingTime Showing Index by Month**



1-2014 7-2014 1-2015 7-2015 1-2016 7-2016 1-2017 7-2017 1-2018 7-2018 1-2019 7-2019 1-2020 7-2020 1-2021 7-2021 1-2022 7-2022 1-2023 7-2023 1-2024 7-2024

**National Showing Time Showing Index** 

**124.2** 

**United States** 



**Northeast** Region **Report** 

Methodology: The Showing Time 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.

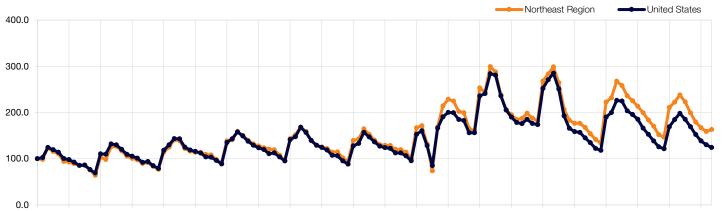
Summary	September 2024	August 2024	September 2023	Percent Change
The Northeast Region Index was the highest of the four regions at 163.1. However, this was still a year-over-year drop of 11.3 percent.	163.1	158.8	183.9	-11.3%

167.5	183.9	163.1
- 10.4%	+ 9.8%	- 11.3%
2022	2023	2024

**September** 

ShowingTime Showing	Index	Prior Year	Percent Change
October 2023	170.3	153.9	+10.7%
November 2023	151.8	141.5	+7.3%
December 2023	146.3	133.7	+9.4%
January 2024	210.6	222.6	-5.4%
February 2024	222.4	231.6	-4.0%
March 2024	237.9	267.7	-11.1%
April 2024	222.9	258.2	-13.7%
May 2024	199.3	236.1	-15.6%
June 2024	179.3	225.3	-20.4%
July 2024	166.8	213.4	-21.8%
August 2024	158.8	199.4	-20.4%
September 2024	163.1	183.9	-11.3%
12-Month Average	185.8	205.6	-9.6%

# **Regional Historical Showing Time Showing Index by Month**



1-2014 7-2014 1-2015 7-2015 1-2016 7-2016 1-2017 7-2017 1-2018 7-2018 1-2019 7-2019 1-2020 7-2020 1-2021 7-2021 1-2022 7-2022 1-2023 7-2023 1-2024 7-2024

#### **Regional ShowingTime Showing Index**

163.1 **Northeast Region** 



**National Showing Time Showing Index** 

124.2

**United States** 



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.

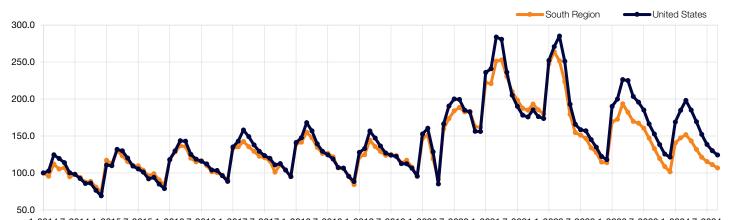
Summary	September 2024	August 2024	September 2023	Percent Change
The Showing Index in the South Region decreased by 19.7 percent, making it the largest year-over-year decline among the four regions.	106.7	111.2	132.8	-19.7%

# 134.0 132.8 106.7 - 27.4% - 0.9% - 19.7% 2022 2023 2024

**September** 

ShowingTime Showing	Index	Prior Year	Percent Change
October 2023	119.5	127.6	-6.3%
November 2023	108.5	114.7	-5.4%
December 2023	101.4	113.7	-10.8%
January 2024	140.4	169.3	-17.1%
February 2024	147.4	172.5	-14.6%
March 2024	151.7	193.5	-21.6%
April 2024	143.1	181.9	-21.3%
May 2024	131.8	169.7	-22.3%
June 2024	121.1	167.3	-27.6%
July 2024	115.2	160.2	-28.1%
August 2024	111.2	147.2	-24.5%
September 2024	106.7	132.8	-19.7%
12-Month Average	124.8	154.2	-19.1%

## **Regional Historical Showing Time Showing Index by Month**



1-2014 7-2014 1-2015 7-2015 1-2016 7-2016 1-2017 7-2017 1-2018 7-2018 1-2019 7-2019 1-2020 7-2020 1-2021 7-2021 1-2022 7-2022 1-2023 7-2023 1-2024 7-2024

#### **Regional Showing Time Showing Index**

106.7 South Region



**National Showing Time Showing Index** 

**124.2** United States

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.

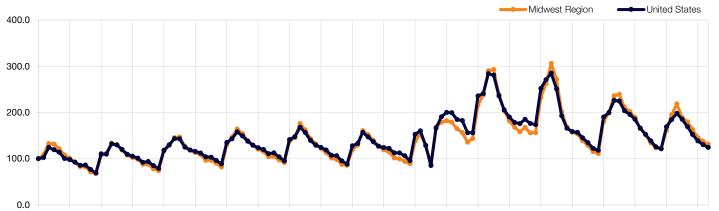
Summary	September 2024	August 2024	September 2023	Percent Change
The Showing Index in the Midwest Region was 131.2 for September. This was a decrease of 13.6 percent when compared to this time last year.	131.2	137.2	151.9	-13.6%

139.2	151.9	131.2
- 11.9%	+ 9.1%	- 13.6%
2022	2023	2024

**September** 

ShowingTime Showing	Index	Prior Year	Percent Change
October 2023	134.1	128.7	+4.2%
November 2023	123.3	115.3	+6.9%
December 2023	121.5	111.1	+9.4%
January 2024	160.7	180.6	-11.0%
February 2024	194.6	198.5	-2.0%
March 2024	218.5	236.1	-7.5%
April 2024	189.0	239.0	-20.9%
May 2024	179.6	210.9	-14.8%
June 2024	162.9	201.9	-19.3%
July 2024	145.8	189.4	-23.0%
August 2024	137.2	165.1	-16.9%
September 2024	131.2	151.9	-13.6%
12-Month Average	158.2	177.4	-10.8%

## **Regional Historical Showing Time Showing Index by Month**



 $1-2014\,7-2014\,1-2015\,7-2015\,1-2016\,7-2016\,1-2017\,7-2017\,1-2018\,7-2018\,1-2019\,7-2019\,1-2020\,7-2020\,1-2021\,7-2021\,1-2022\,7-2022\,1-2023\,7-2023\,1-2024\,7-2024\,1-2023\,1-2023\,$ 

#### **Regional Showing Time Showing Index**

131.2

Midwest Region



**National Showing Time Showing Index** 

124.2

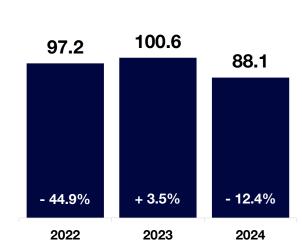
**United States** 



West Region Report

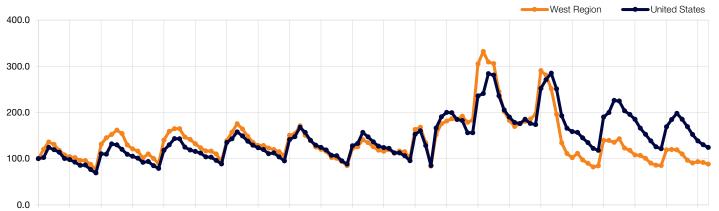
Methodology: The ShowingTime Showing Index® measures showing traffic per residential property for sale by agents and brokers utilizing ShowingTime solutions for property-access management. A higher number means that an average home receives more buyer visits in a given month. All index values are scaled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

Summary	September 2024	August 2024	September 2023	Percent Change
In September, the Showing Index for the West Region was recorded at 88.1, indicating a 12.4 percent drop from the previous year.	88.1	91.6	100.6	-12.4%
September	ShowingTime Showing	g Index	Prior Year	Percent Change
	October 2023	90.4	89.8	+0.7%



ShowingTime Showing Index		Prior Year	Percent Change
October 2023	90.4	89.8	+0.7%
November 2023	85.6	81.8	+4.6%
December 2023	85.2	84.3	+1.1%
January 2024	119.0	139.5	-14.7%
February 2024	119.6	139.5	-14.3%
March 2024	118.9	135.4	-12.2%
April 2024	110.0	142.9	-23.0%
May 2024	96.5	122.8	-21.4%
June 2024	90.7	117.9	-23.1%
July 2024	93.2	107.9	-13.6%
August 2024	91.6	107.0	-14.4%
September 2024	88.1	100.6	-12.4%
12-Month Average	99.1	114.1	-13.1%

# **Regional Historical Showing Time Showing Index by Month**



 $1-2014\,7-2014\,1-2015\,7-2015\,1-2016\,7-2016\,1-2017\,7-2017\,1-2018\,7-2018\,1-2019\,7-2019\,1-2020\,7-2020\,1-2021\,7-2021\,1-2022\,7-2022\,1-2023\,7-2023\,1-2024\,7-2024\,1-2023\,1-2023\,$ 

#### **Regional Showing Time Showing Index**

88.1 West Region



**National Showing Time Showing Index** 

**124.2** United States