



ShowingTime® Showing Index®
June 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 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
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, earned a Master 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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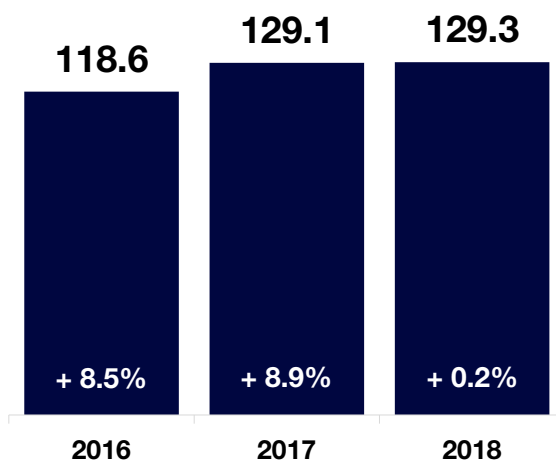
ShowingTime Showing Index®

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.

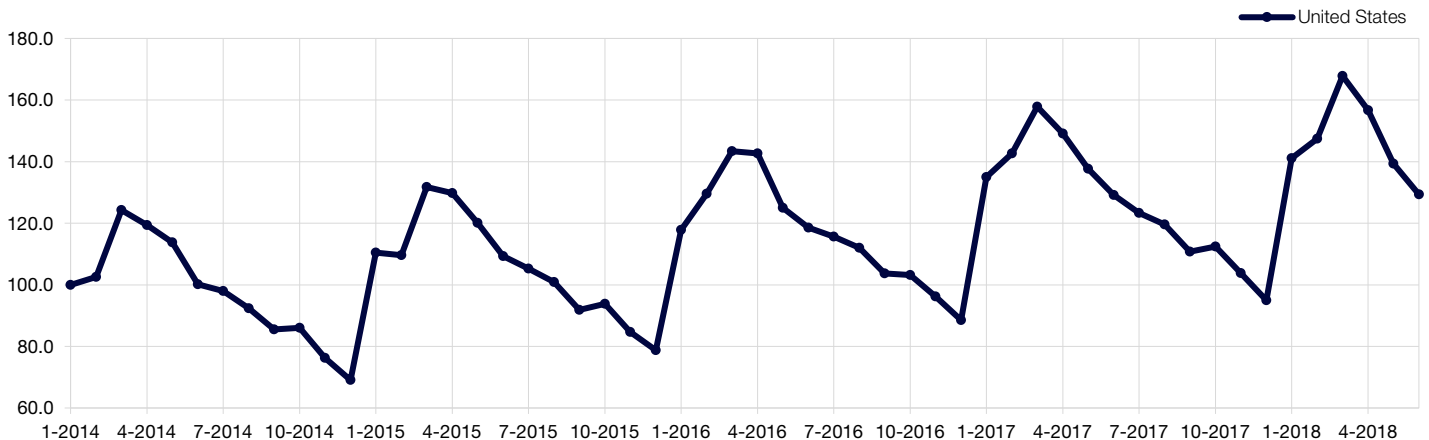
Summary	June 2018	May 2018	June 2017	Percent Change
The national index was up 0.2%, holding on to a slight year-over-year positive.	129.3	139.3	129.1	+0.2%

June



ShowingTime Showing Index	Prior Year	Percent Change
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	+6.3%
April 2018	149.1	+5.1%
May 2018	137.7	+1.2%
June 2018	129.1	+0.2%
12-Month Average	122.6	+5.1%

National Historical ShowingTime Showing Index by Month



National ShowingTime Showing Index

129.3
United States



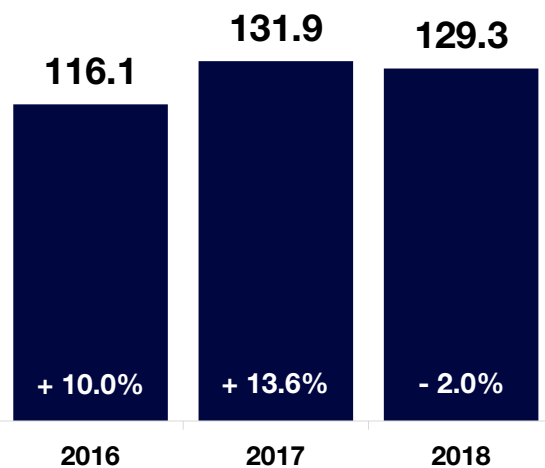
ShowingTime Showing Index®

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.

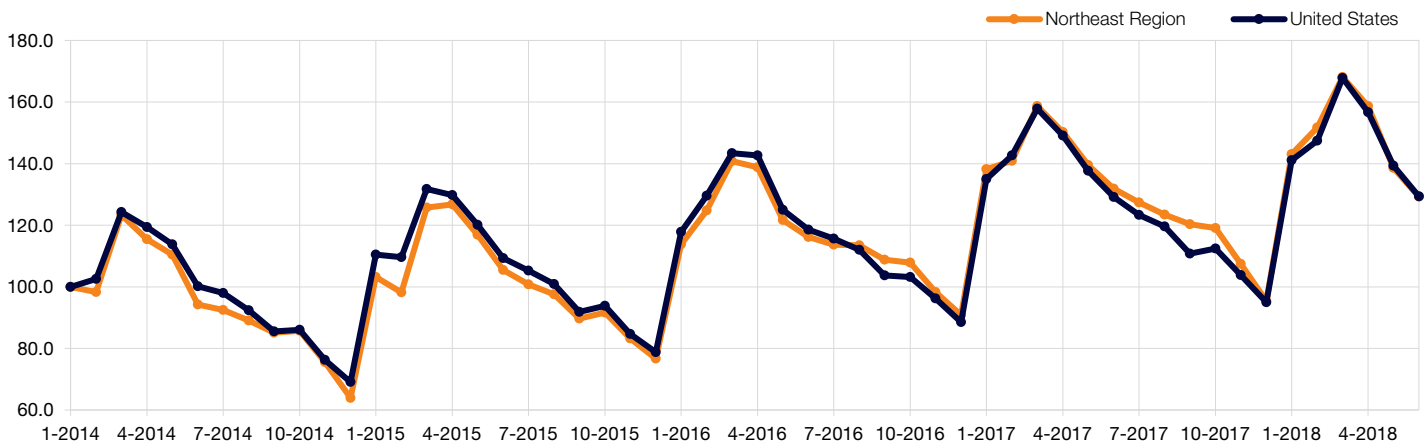
Summary	June 2018	May 2018	June 2017	Percent Change
The Northeast Region index was down 2.0%, echoing the changes of the national index.	129.3	138.6	131.9	-2.0%

June



ShowingTime Showing Index	Prior Year	Percent Change
July 2017	127.4	+12.0%
August 2017	123.4	+8.7%
September 2017	120.3	+10.6%
October 2017	119.0	+10.3%
November 2017	107.4	+9.3%
December 2017	95.4	+5.1%
January 2018	143.1	+3.5%
February 2018	151.7	+7.7%
March 2018	168.1	+6.0%
April 2018	158.7	+5.6%
May 2018	138.6	-0.7%
June 2018	129.3	-2.0%
12-Month Average	131.9	+6.0%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

129.3
Northeast Region



National ShowingTime Showing Index

129.3
United States



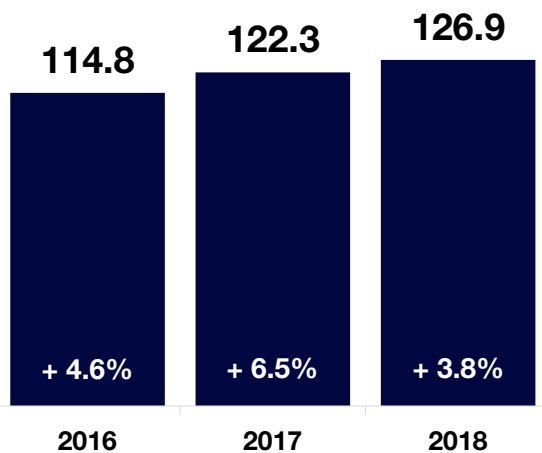
ShowingTime Showing Index®

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.

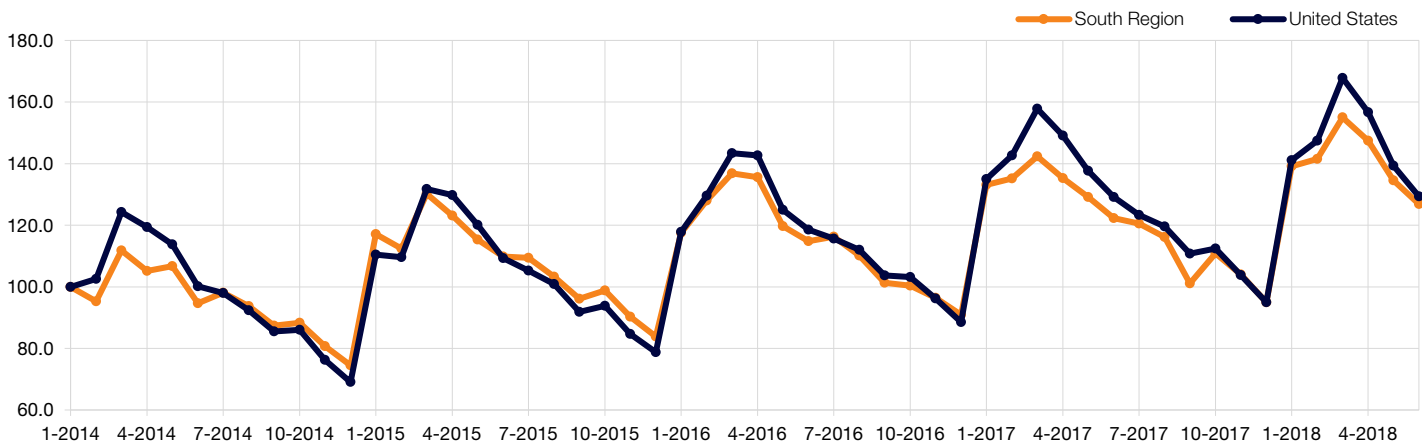
Summary	June 2018	May 2018	June 2017	Percent Change
The South Region index was up 3.8%, remaining ahead of the June 2017 mark.	126.9	134.6	122.3	+3.8%

June



ShowingTime Showing Index	Prior Year	Percent Change
July 2017	116.3	+3.6%
August 2017	110.1	+5.5%
September 2017	101.3	-0.2%
October 2017	100.4	+10.5%
November 2017	96.4	+7.9%
December 2017	91.0	+4.4%
January 2018	133.1	+4.5%
February 2018	135.2	+4.7%
March 2018	142.3	+8.9%
April 2018	135.3	+8.9%
May 2018	129.2	+4.2%
June 2018	122.3	+3.8%
12-Month Average	117.7	+5.6%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

126.9
South Region



National ShowingTime Showing Index

129.3
United States



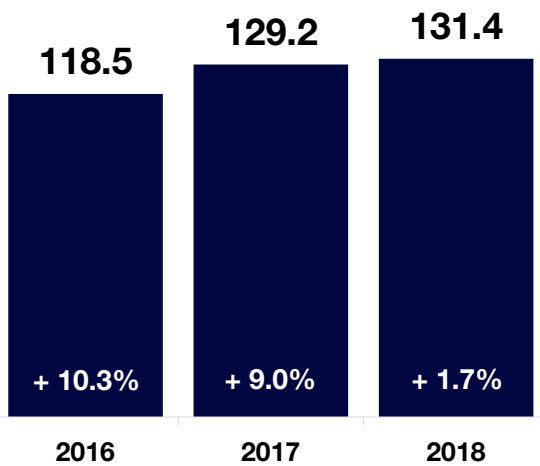
ShowingTime Showing Index®

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.

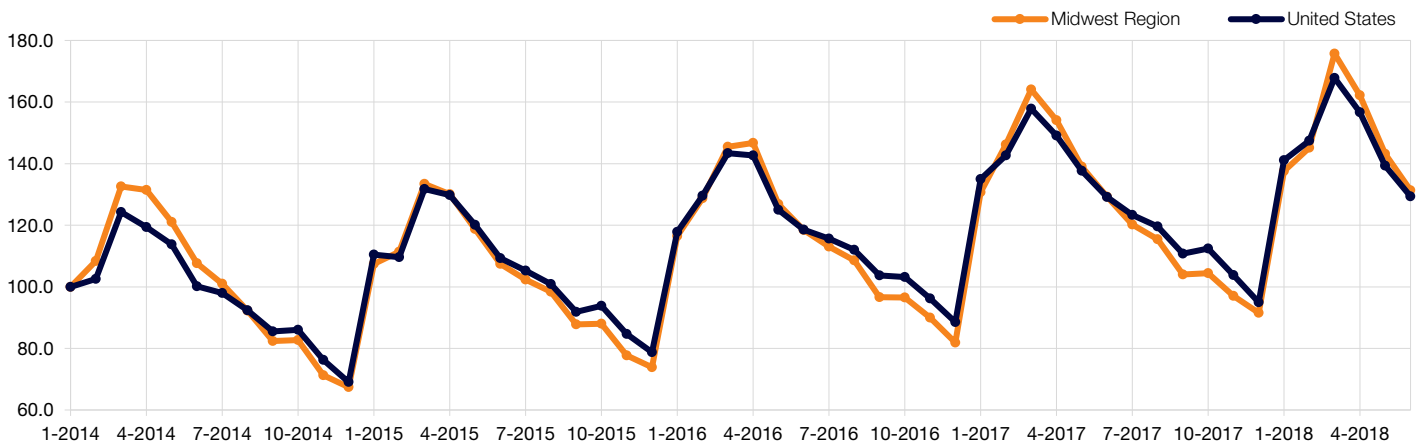
Summary	June 2018	May 2018	June 2017	Percent Change
The Midwest Region index was up 1.7% in a comparison to last year at this time.	131.4	143.2	129.2	+1.7%

June



ShowingTime Showing Index	Prior Year	Percent Change
July 2017	120.2	+6.4%
August 2017	115.4	+6.3%
September 2017	104.0	+7.7%
October 2017	104.5	+8.2%
November 2017	97.1	+8.0%
December 2017	91.6	+11.8%
January 2018	137.6	+5.3%
February 2018	145.1	-0.8%
March 2018	175.7	+7.1%
April 2018	162.2	+5.3%
May 2018	143.2	+3.0%
June 2018	131.4	+1.7%
12-Month Average	127.3	+5.4%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

131.4
Midwest Region



National ShowingTime Showing Index

129.3
United States



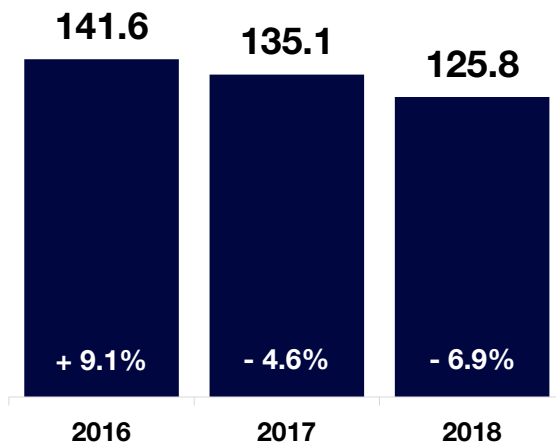
ShowingTime Showing Index®

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.

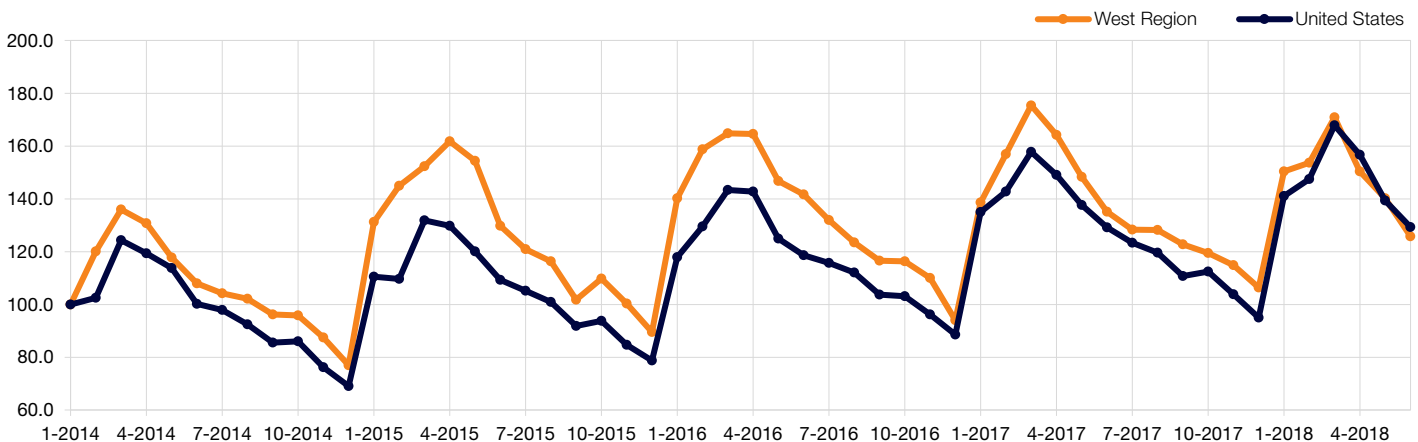
Summary	June 2018	May 2018	June 2017	Percent Change
The West Region index was down 6.9%, the fifth straight month of year-over-year declines.	125.8	140.2	135.1	-6.9%

June



ShowingTime Showing Index	Prior Year	Percent Change
July 2017	128.3	-2.8%
August 2017	128.2	+3.9%
September 2017	122.8	+5.3%
October 2017	119.5	+2.8%
November 2017	114.9	+4.5%
December 2017	106.4	+13.1%
January 2018	150.4	+8.5%
February 2018	153.7	-2.1%
March 2018	170.8	-2.6%
April 2018	150.4	-8.4%
May 2018	140.2	-5.5%
June 2018	125.8	-6.9%
12-Month Average	134.3	+0.1%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

125.8
West Region



National ShowingTime Showing Index

129.3
United States

