

A person's hands are holding a tablet computer. The screen displays a real estate market monitoring application. The interface includes a top navigation bar with "Market Monitor" and "New Search" buttons. Below this, there are several filter panels for "Price Range" (with options like "\$100,000 or Less", "\$100,000 to \$150,000", "\$150,000 to \$200,000", "\$200,000 or More"), "Property Type" (with options like "All Property Types", "Single Family", "Townhouse/Condo", "Manufactured Home"), "Construction Type" (with options like "All Construction Types", "New Construction", "Previously Owned"), "Max Price" (with options like "All Sales", "1,000 sq ft or less", "1,001 to 2,000 sq ft", "2,001 to 3,000 sq ft", "3,001 sq ft or more"), "Bedrooms" (with options like "All Bedrooms", "1 Bedroom or less", "2 Bedrooms", "3 Bedrooms", "4 Bedrooms or more"), and "Bathrooms" (with options like "All Bathrooms", "1 Bathroom or less", "2 Bathrooms", "3 Bathrooms", "4 Bathrooms or more"). The main area of the screen is dominated by a line graph with 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[®] Showing Index[®]
October 2021

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.

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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.

Table of Contents

- United States Showing Index.....5**

- Northeast Region Report.....6**

- South Region Report.....7**

- Midwest Region Report.....8**

- West Region Report.....9**

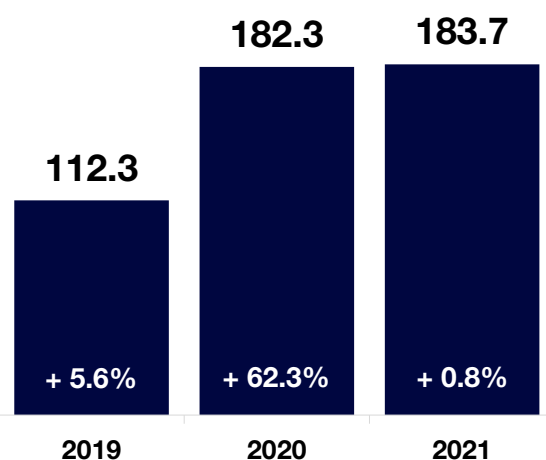
ShowingTime Showing Index®

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	October 2021	September 2021	October 2020	Percent Change
Real estate showings remained steady over last year, up just 0.8 percent over last October.	183.7	175.7	182.3	+0.8%

October



ShowingTime Showing Index	Prior Year	Percent Change
November 2020	106.2	+47.1%
December 2020	95.5	+63.4%
January 2021	152.5	+54.6%
February 2021	160.4	+50.1%
March 2021	128.4	+121.0%
April 2021	84.9	+230.6%
May 2021	166.2	+42.1%
June 2021	190.5	+7.7%
July 2021	200.0	-5.0%
August 2021	199.2	-10.6%
September 2021	184.7	-4.9%
October 2021	182.3	+0.8%
12-Month Average	154.2	+36.3%

National Historical ShowingTime Showing Index by Month



National ShowingTime Showing Index

183.7
United States



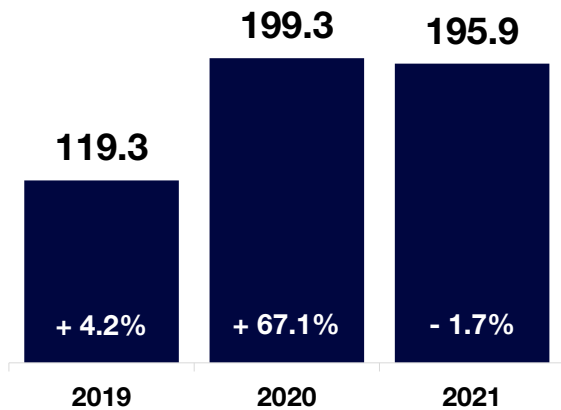
ShowingTime Showing Index®

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.

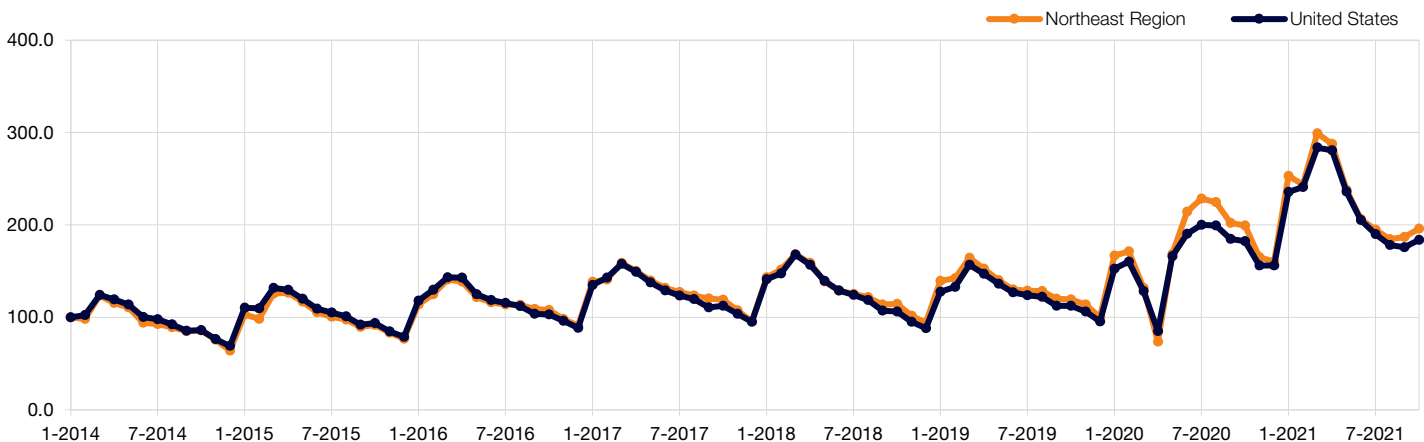
Summary	October 2021	September 2021	October 2020	Percent Change
Showings were up slightly from September, with the index rising to 195.9, down just 1.7% over this time last year.	195.9	187.0	199.3	-1.7%

October



ShowingTime Showing Index	Prior Year	Percent Change
November 2020	113.8	+45.1%
December 2020	99.9	+60.4%
January 2021	166.9	+51.7%
February 2021	171.4	+42.1%
March 2021	131.8	+126.9%
April 2021	73.6	+291.0%
May 2021	168.3	+41.5%
June 2021	214.3	-3.8%
July 2021	228.3	-14.7%
August 2021	224.5	-17.9%
September 2021	202.2	-7.5%
October 2021	199.3	-1.7%
12-Month Average	166.2	+31.1%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

195.9
Northeast Region



National ShowingTime Showing Index

183.7
United States



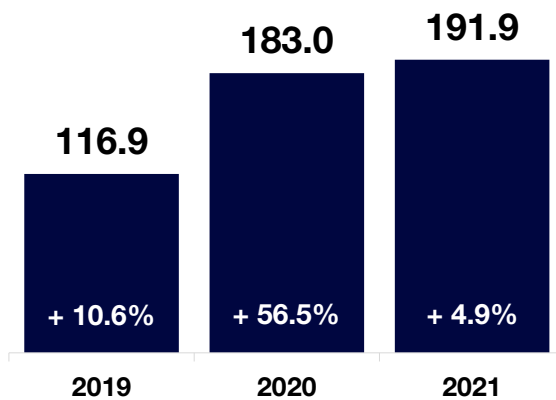
ShowingTime Showing Index®

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.

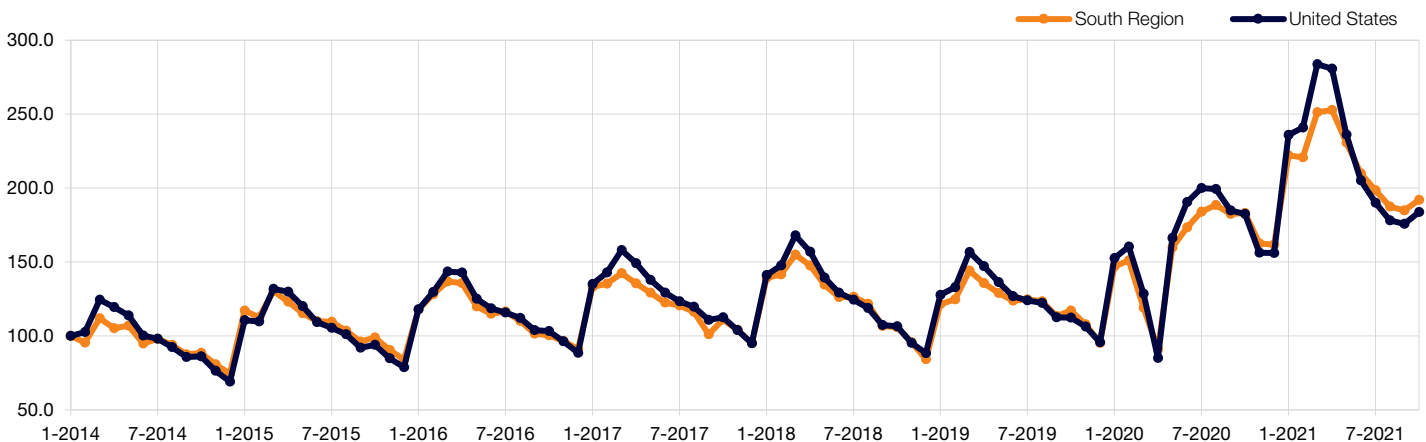
Summary	October 2021	September 2021	October 2020	Percent Change
The South region saw a healthy increase in showing activity, up 4.9 percent over last year to 191.9.	191.9	184.7	183.0	+4.9%

October



ShowingTime Showing Index	Prior Year	Percent Change
November 2020	107.6	+51.1%
December 2020	95.1	+69.9%
January 2021	146.8	+51.2%
February 2021	151.0	+46.2%
March 2021	119.0	+111.1%
April 2021	91.0	+177.8%
May 2021	159.6	+44.5%
June 2021	173.3	+21.1%
July 2021	183.9	+7.9%
August 2021	188.5	-0.6%
September 2021	182.4	+1.3%
October 2021	183.0	+4.9%
12-Month Average	148.5	+38.8%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

191.9
South Region



National ShowingTime Showing Index

183.7
United States



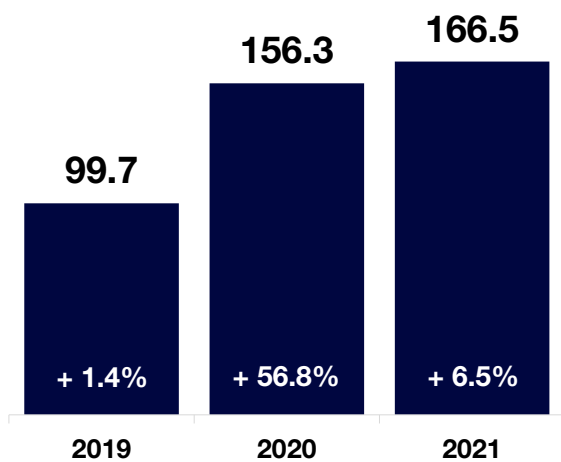
ShowingTime Showing Index®

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.

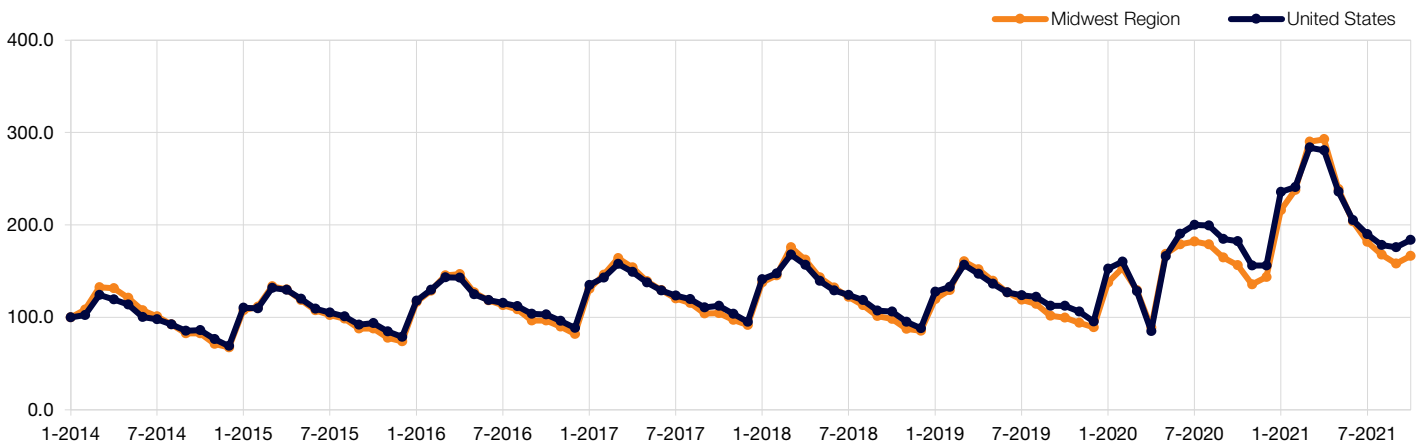
Summary	October 2021	September 2021	October 2020	Percent Change
Midwest showing activity was active well into October, up 6.5% to 166.5 over this time last year.	166.5	158.0	156.3	+6.5%

October



ShowingTime Showing Index	Prior Year	Percent Change
November 2020	94.1	+44.1%
December 2020	89.3	+60.6%
January 2021	137.8	+56.6%
February 2021	153.4	+55.1%
March 2021	129.2	+124.5%
April 2021	89.0	+229.0%
May 2021	168.7	+41.7%
June 2021	178.8	+13.9%
July 2021	182.2	-0.3%
August 2021	179.0	-6.2%
September 2021	164.7	-4.1%
October 2021	156.3	+6.5%
12-Month Average	143.5	+41.3%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

166.5
Midwest Region



National ShowingTime Showing Index

183.7
United States



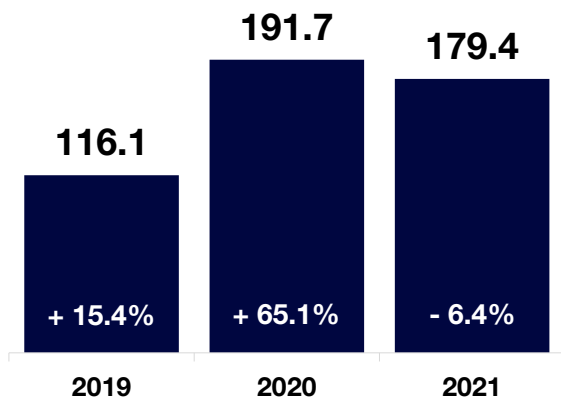
ShowingTime Showing Index®

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.

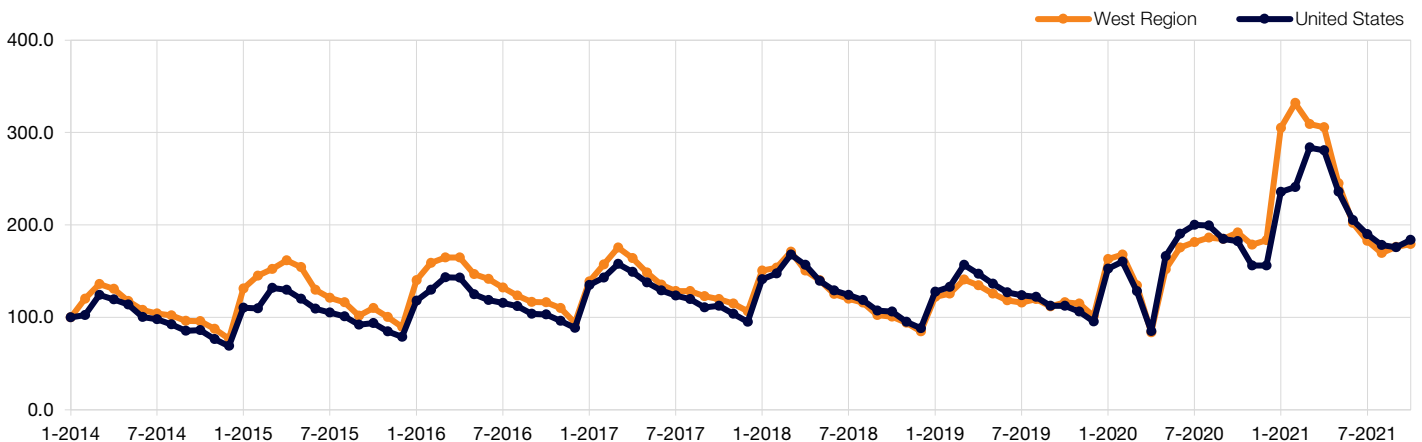
Summary	October 2021	September 2021	October 2020	Percent Change
Real estate showing activity in the West slowed a little compared to last year. Showing activity was down 6.4 percent to 179.4 versus last October.	179.4	176.3	191.7	-6.4%

October



ShowingTime Showing Index	Prior Year	Percent Change	
November 2020	178.6	114.7	+55.7%
December 2020	183.5	101.3	+81.1%
January 2021	305.1	162.8	+87.4%
February 2021	332.0	167.8	+97.9%
March 2021	309.1	134.4	+130.0%
April 2021	305.5	83.6	+265.4%
May 2021	245.0	151.8	+61.4%
June 2021	202.2	175.4	+15.3%
July 2021	182.6	181.4	+0.7%
August 2021	169.4	186.1	-9.0%
September 2021	176.3	184.8	-4.6%
October 2021	179.4	191.7	-6.4%
12-Month Average	230.7	153.0	+50.8%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

179.4
West Region



National ShowingTime Showing Index

183.7
United States

