

A person's hands are shown holding a tablet computer. The screen displays a real estate market monitoring application. The interface includes a top navigation bar with the title 'MarketMonitor' and several filter tabs. Below the navigation, there are various filter options such as 'All Price Ranges', 'All Property Types', and 'All Construction Types'. A line chart is visible on the screen, showing three data series: a blue line, a red line, and a brown line. The blue line shows a steady upward trend, while the red and brown lines show more fluctuation. The text 'ShowingTime® Showing Index®' and 'September 2018' is overlaid on the chart area in a large, white, bold font.

**ShowingTime® Showing Index®**  
**September 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](http://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](mailto: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.

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**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.

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**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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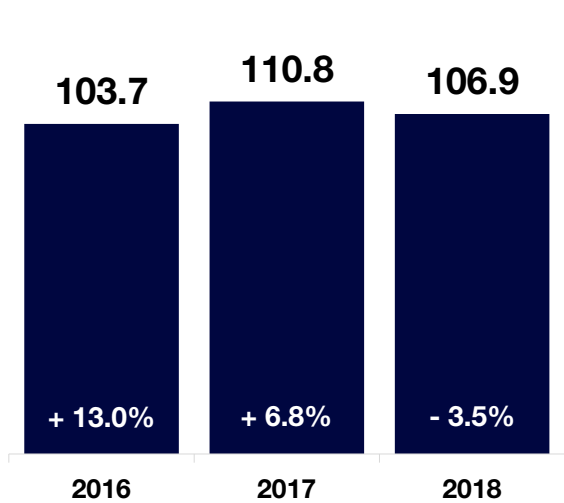
# ShowingTime Showing Index®

## 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.

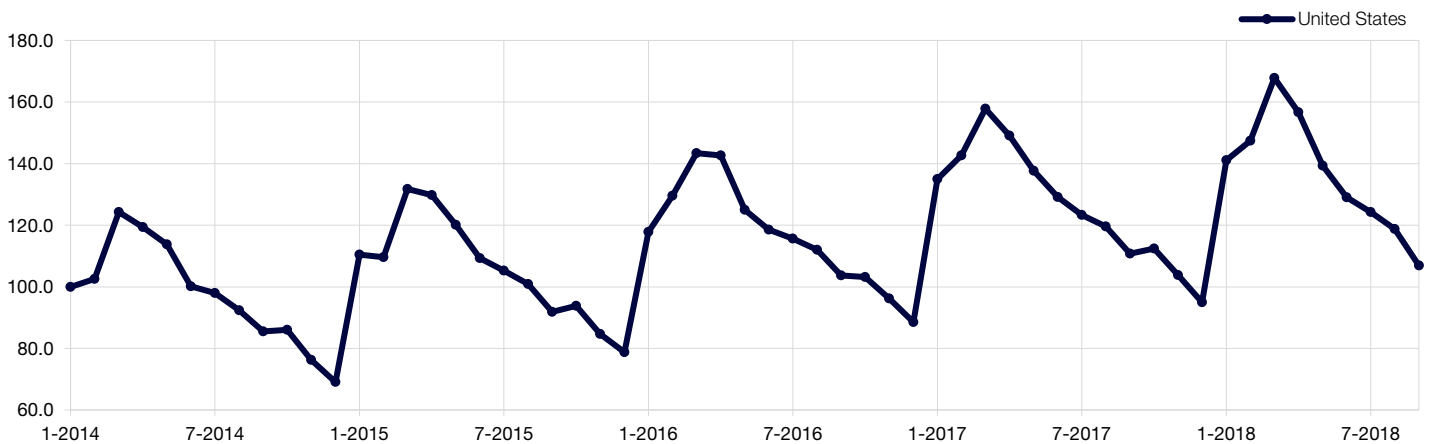
Summary	September 2018	August 2018	September 2017	Percent Change
The national index declined 3.5%, moving the year-over-year trend in a new direction.	<b>106.9</b>	<b>118.8</b>	<b>110.8</b>	<b>-3.5%</b>

### September



ShowingTime Showing Index	Prior Year	Percent Change
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	0.0%
July 2018	123.4	+0.7%
August 2018	119.6	-0.7%
<b>September 2018</b>	<b>110.8</b>	<b>-3.5%</b>
12-Month Average	124.4	+3.4%

### National Historical ShowingTime Showing Index by Month



### National ShowingTime Showing Index

**106.9**  
United States



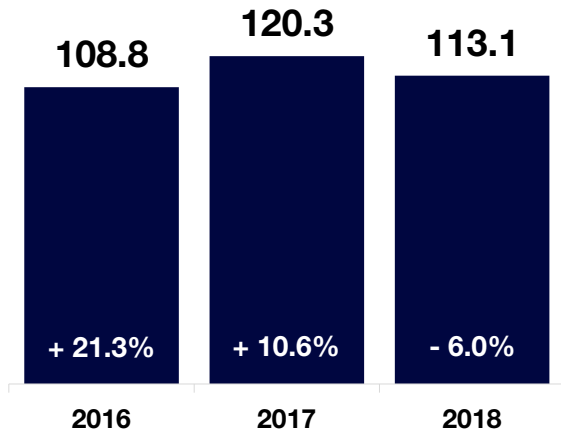
# ShowingTime Showing Index®

## 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.

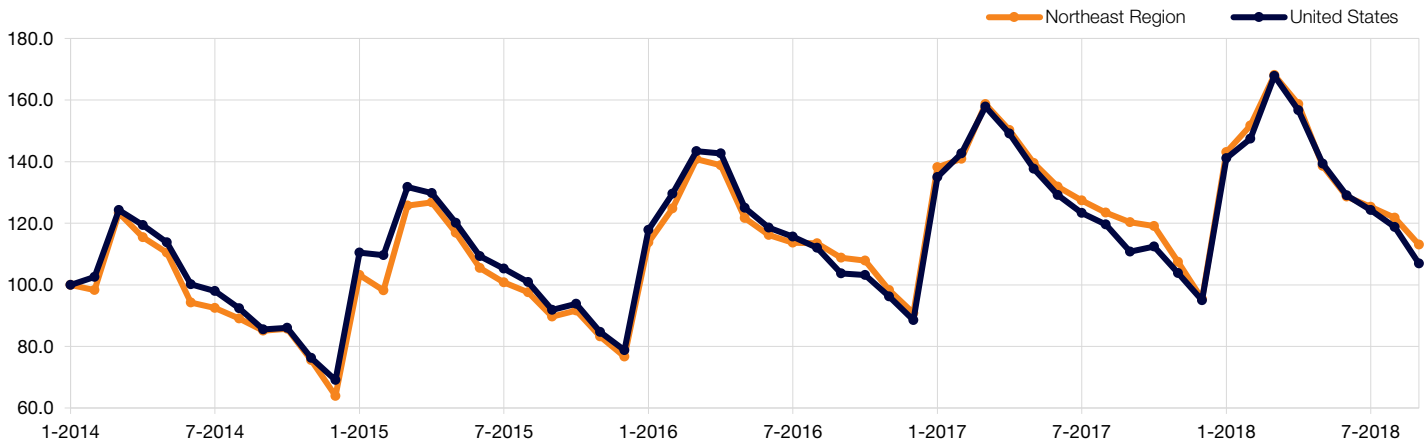
Summary	September 2018	August 2018	September 2017	Percent Change
The Northeast Region index was down 6.0% for a fifth consecutive month of showing declines.	<b>113.1</b>	<b>121.8</b>	<b>120.3</b>	<b>-6.0%</b>

### September



ShowingTime Showing Index	Prior Year	Percent Change
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	+6.0%
April 2018	150.3	+5.6%
May 2018	139.6	-0.7%
June 2018	131.9	-2.4%
July 2018	127.4	-1.6%
August 2018	123.4	-1.3%
<b>September 2018</b>	<b>120.3</b>	<b>-6.0%</b>
12-Month Average	127.3	+2.8%

### Regional Historical ShowingTime Showing Index by Month



### Regional ShowingTime Showing Index

**113.1**  
Northeast Region



### National ShowingTime Showing Index

**106.9**  
United States



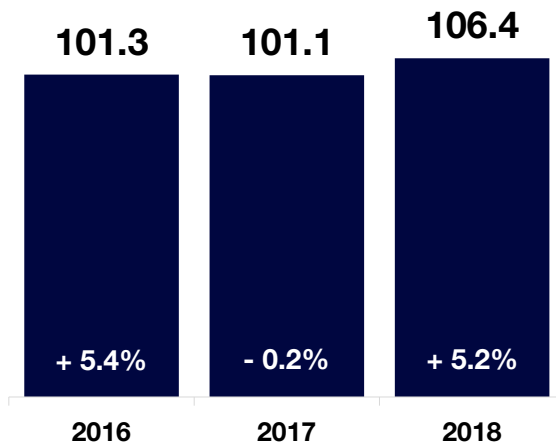
# ShowingTime Showing Index®

## 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.

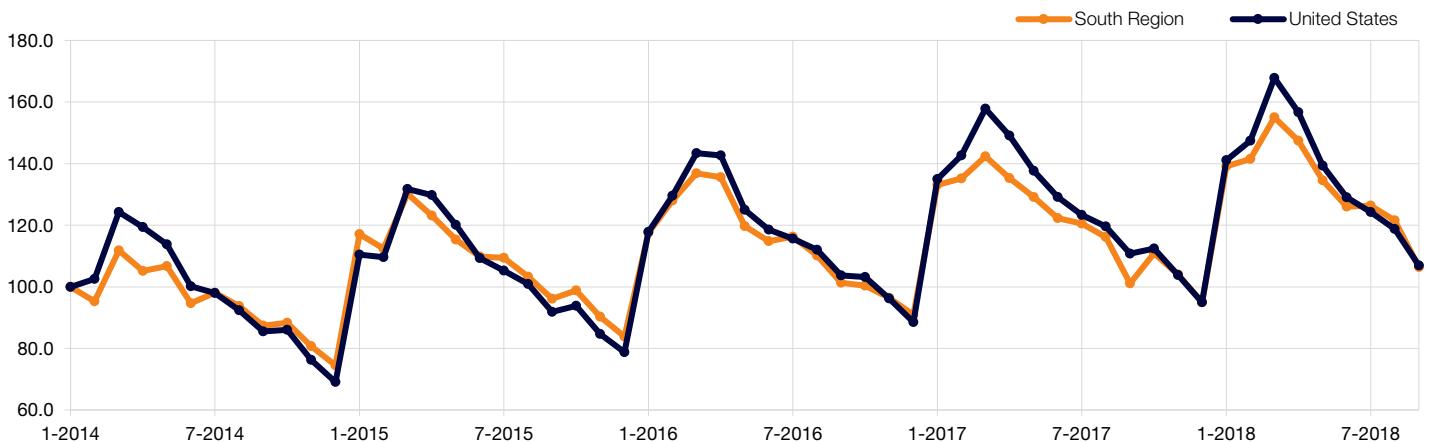
Summary	September 2018	August 2018	September 2017	Percent Change
The South Region index was up 5.2%, and is the lone region with an increase in showings.	<b>106.4</b>	<b>121.6</b>	<b>101.1</b>	<b>+5.2%</b>

### September



ShowingTime Showing Index	Prior Year	Percent Change
October 2017	110.9	+10.5%
November 2017	104.0	+7.9%
December 2017	95.0	+4.4%
January 2018	139.1	+4.5%
February 2018	141.5	+4.7%
March 2018	155.0	+8.9%
April 2018	147.4	+8.9%
May 2018	134.6	+4.2%
June 2018	126.1	+3.1%
July 2018	126.4	+4.9%
August 2018	121.6	+4.6%
<b>September 2018</b>	<b>106.4</b>	<b>+5.2%</b>
12-Month Average	125.7	+6.0%

### Regional Historical ShowingTime Showing Index by Month



### Regional ShowingTime Showing Index

**106.4**  
South Region



### National ShowingTime Showing Index

**106.9**  
United States



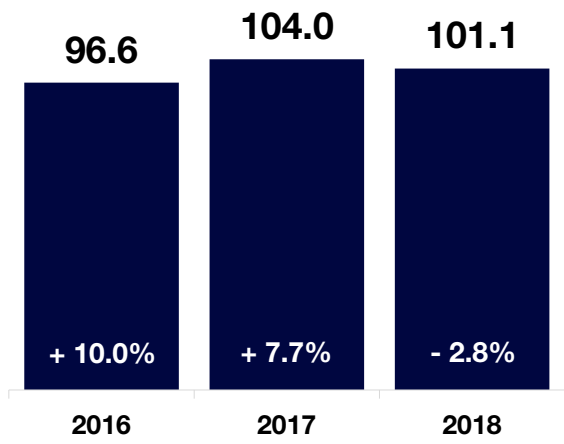
# ShowingTime Showing Index®

## 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.

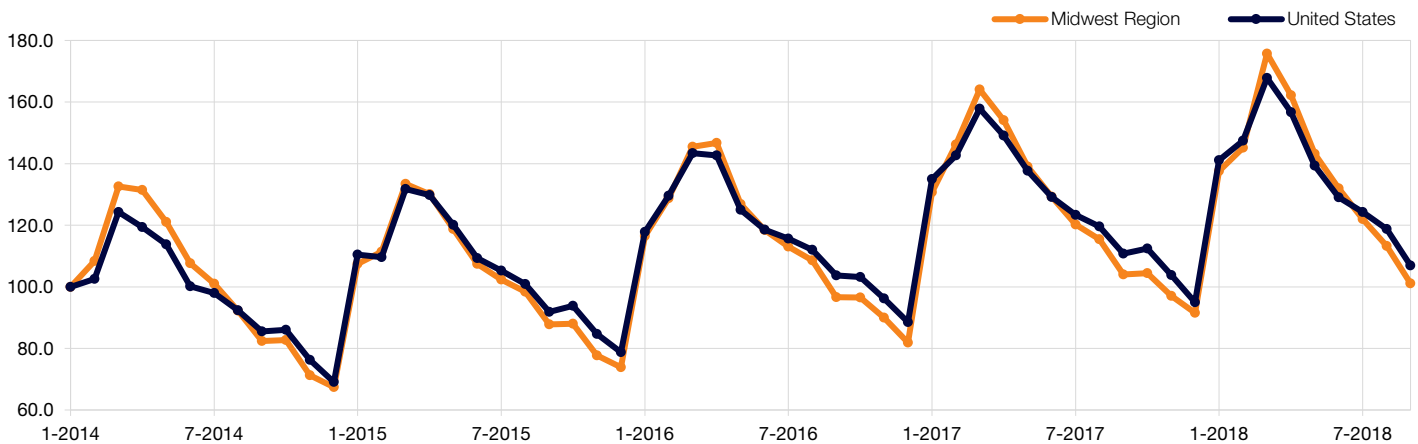
Summary	September 2018	August 2018	September 2017	Percent Change
The Midwest Region index was down 2.8%, further entrenching a trend shift.	<b>101.1</b>	<b>113.2</b>	<b>104.0</b>	<b>-2.8%</b>

### September



ShowingTime Showing Index	Prior Year	Percent Change
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	+7.1%
April 2018	154.0	+5.3%
May 2018	139.0	+3.0%
June 2018	129.2	+2.2%
July 2018	120.2	+1.5%
August 2018	115.4	-1.9%
<b>September 2018</b>	<b>104.0</b>	<b>-2.8%</b>
12-Month Average	122.6	+3.7%

### Regional Historical ShowingTime Showing Index by Month



### Regional ShowingTime Showing Index

**101.1**  
Midwest Region



### National ShowingTime Showing Index

**106.9**  
United States





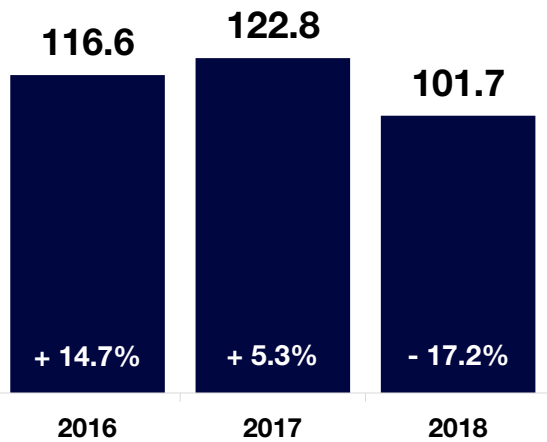
# ShowingTime Showing Index®

## 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.

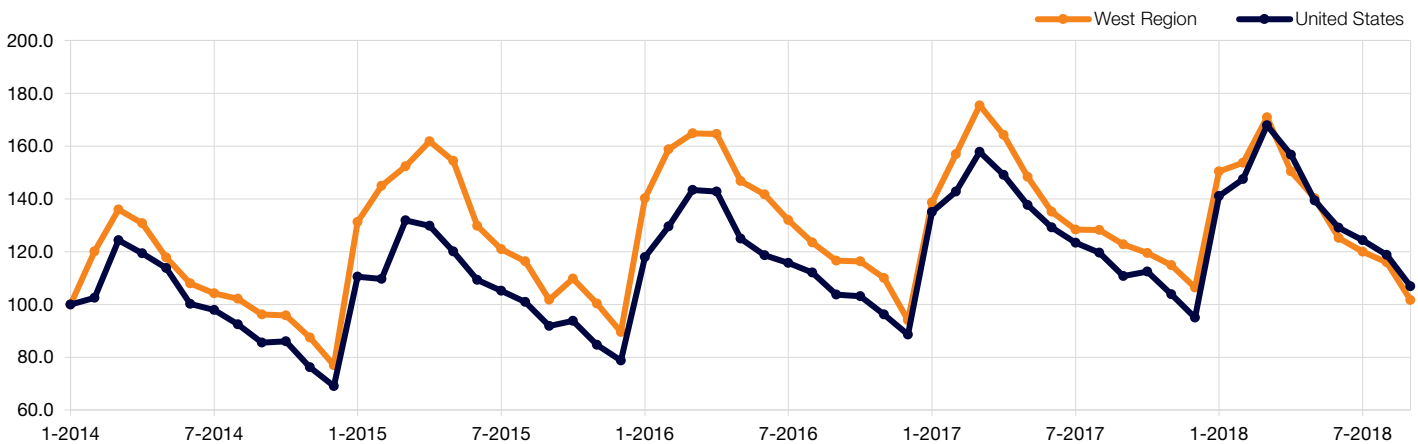
Summary	September 2018	August 2018	September 2017	Percent Change
The West Region index was down 17.2%, which is the highest decline on record.	<b>101.7</b>	<b>115.9</b>	<b>122.8</b>	<b>-17.2%</b>

### September



ShowingTime Showing Index	Prior Year	Percent Change
October 2017	116.3	+2.8%
November 2017	110.0	+4.5%
December 2017	94.1	+13.1%
January 2018	138.6	+8.5%
February 2018	157.0	-2.1%
March 2018	175.4	-2.6%
April 2018	164.2	-8.4%
May 2018	148.3	-5.5%
June 2018	135.1	-7.3%
July 2018	128.3	-6.5%
August 2018	128.2	-9.6%
<b>September 2018</b>	<b>122.8</b>	<b>-17.2%</b>
12-Month Average	134.8	-3.0%

### Regional Historical ShowingTime Showing Index by Month



### Regional ShowingTime Showing Index

**101.7**  
West Region



### National ShowingTime Showing Index

**106.9**  
United States

