ShowingTime®

ShowingTime® Showing Index®

May 2020

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.

Table of Contents

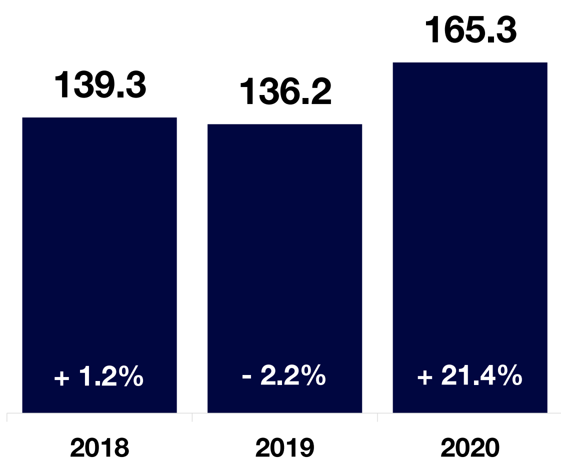
ShowingTime Showing Index®

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.

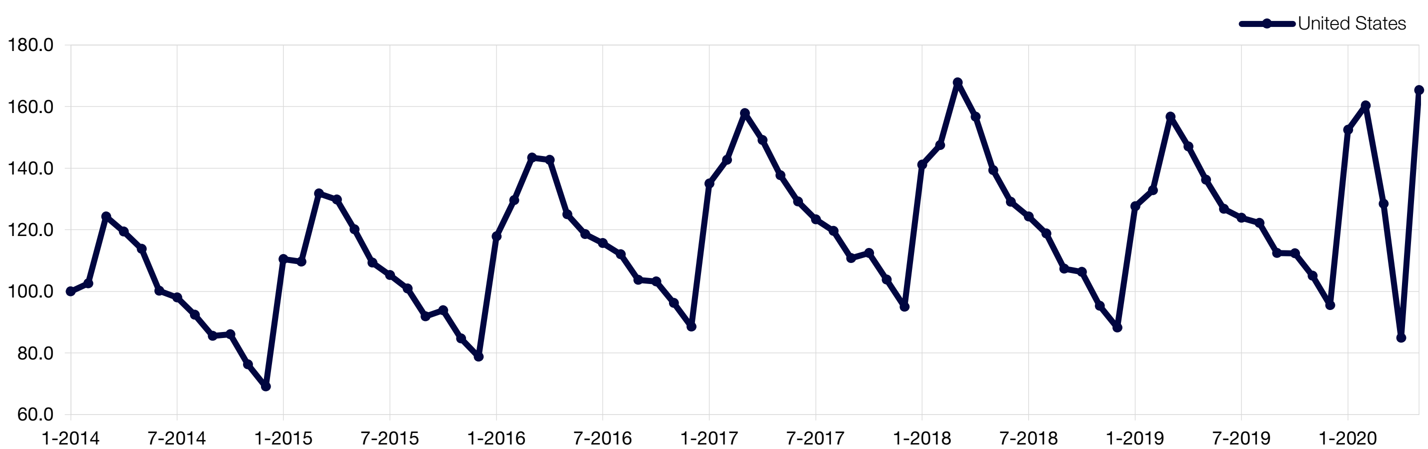
Summary	May 2020	April 2020	May 2019	Percent Change
Showings in the United States were up 21.4 percent over last year, and up 94.7 percent since last month.	165.3	84.9	136.2	+21.4%

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2019	126.8	129.1	-1.8%
July 2019	123.8	124.3	-0.4%
August 2019	122.2	118.8	+2.9%
September 2019	112.4	107.3	+4.8%
October 2019	112.3	106.3	+5.6%
November 2019	105.0	95.2	+10.3%
December 2019	95.5	88.2	+8.3%
January 2020	152.5	127.6	+19.5%
February 2020	160.4	132.8	+20.8%
March 2020	128.4	156.7	-18.1%
April 2020	84.9	147.1	-42.3%
May 2020	**165.3**	**136.2**	**+21.4%**
12-Month Average	124.1	122.5	+1.3%

National Historical ShowingTime Showing Index by Month



National ShowingTime Showing Index

165.3

United States

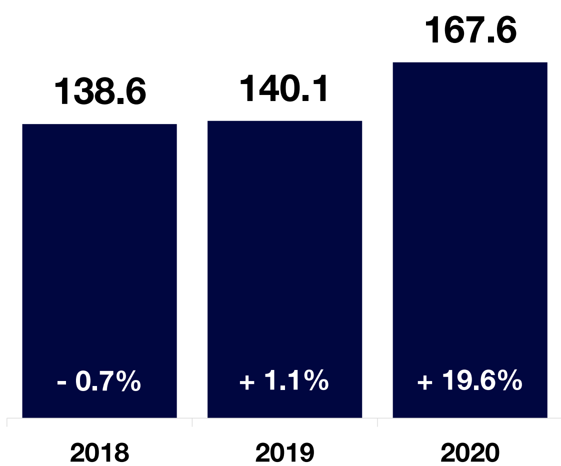
ShowingTime Showing Index®

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.

Northeast Region Report

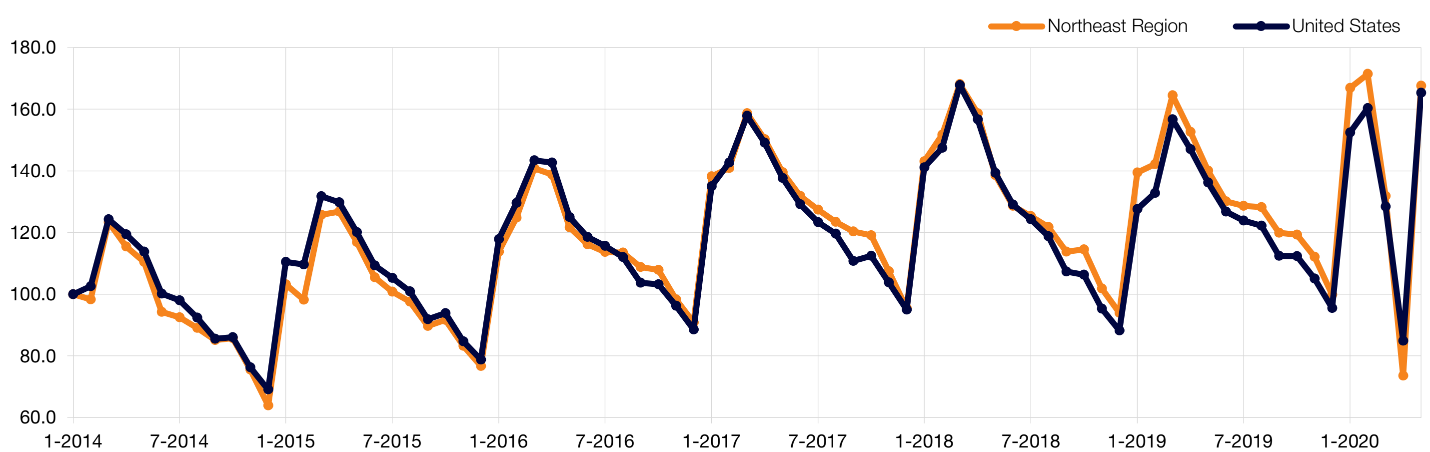
Summary	May 2020	April 2020	May 2019	Percent Change
The Northeast Region index increased 19.6 percent since last year, and was up 127.7 percent since last month.	167.6	73.6	140.1	+19.6%

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2019	130.1	128.7	+1.1%
July 2019	128.6	125.3	+2.6%
August 2019	128.3	121.8	+5.3%
September 2019	119.9	113.7	+5.5%
October 2019	119.3	114.5	+4.2%
November 2019	112.1	101.8	+10.1%
December 2019	99.9	93.9	+6.4%
January 2020	166.9	139.5	+19.6%
February 2020	171.4	142.2	+20.5%
March 2020	131.8	164.5	-19.9%
April 2020	73.6	152.6	-51.8%
May 2020	167.6	140.1	+19.6%
12-Month Average	129.1	128.2	+0.7%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

167.6

Northeast Region

National ShowingTime Showing Index

165.3

United States

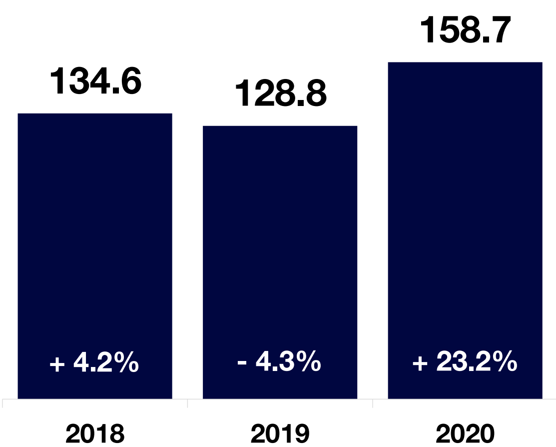
ShowingTime Showing Index®

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.

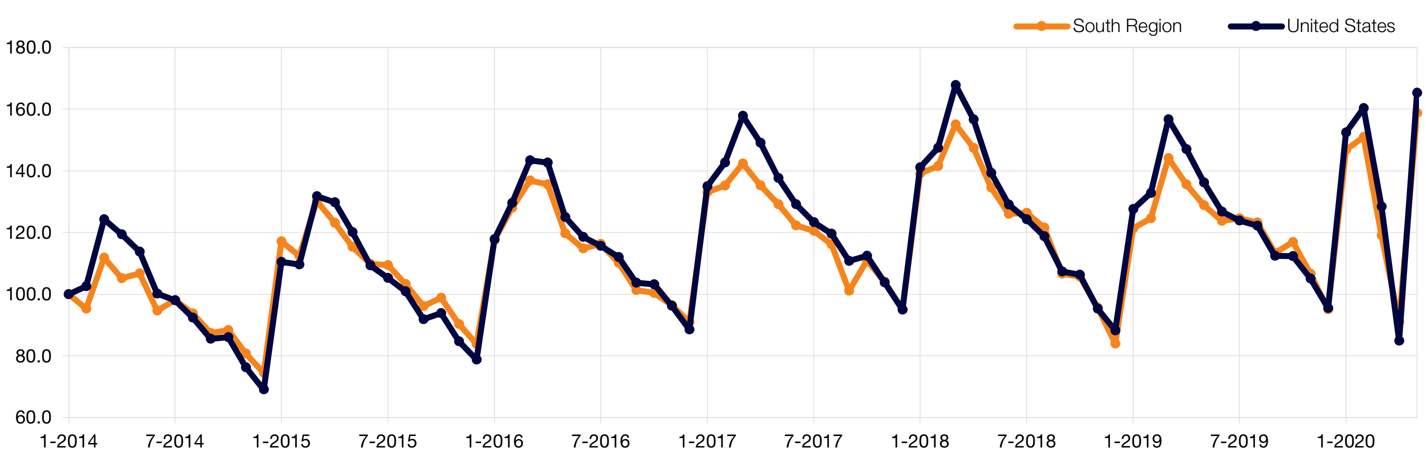
Summary	May 2020	April 2020	May 2019	Percent Change
The South Region index increased 158.7 percent since last year, and was down 74.4 percent since last month.	158.7	91.0	128.8	+23.2%

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2019	123.7	126.1	-1.9%
July 2019	124.6	126.4	-1.4%
August 2019	123.2	121.6	+1.3%
September 2019	113.4	106.6	+6.4%
October 2019	116.9	105.7	+10.6%
November 2019	106.6	95.6	+11.5%
December 2019	95.1	84.0	+13.2%
January 2020	146.8	121.4	+20.9%
February 2020	151.0	124.6	+21.2%
March 2020	119.0	144.2	-17.5%
April 2020	91.0	135.6	-32.9%
May 2020	**158.7**	**128.8**	**+23.2%**
12-Month Average	122.5	118.4	+3.5%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

158.7

South Region

National ShowingTime Showing Index

165.3

United States

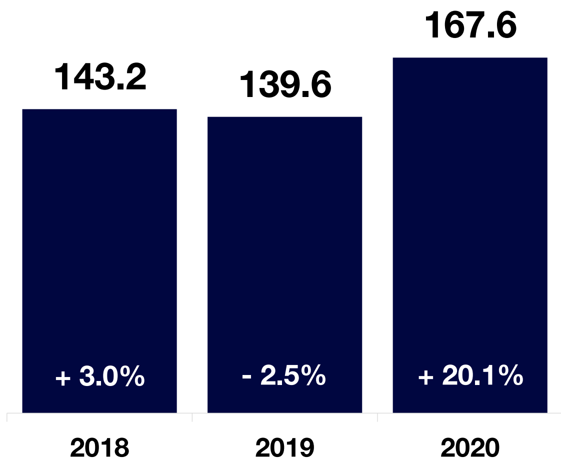
ShowingTime **Showing Index®**

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.

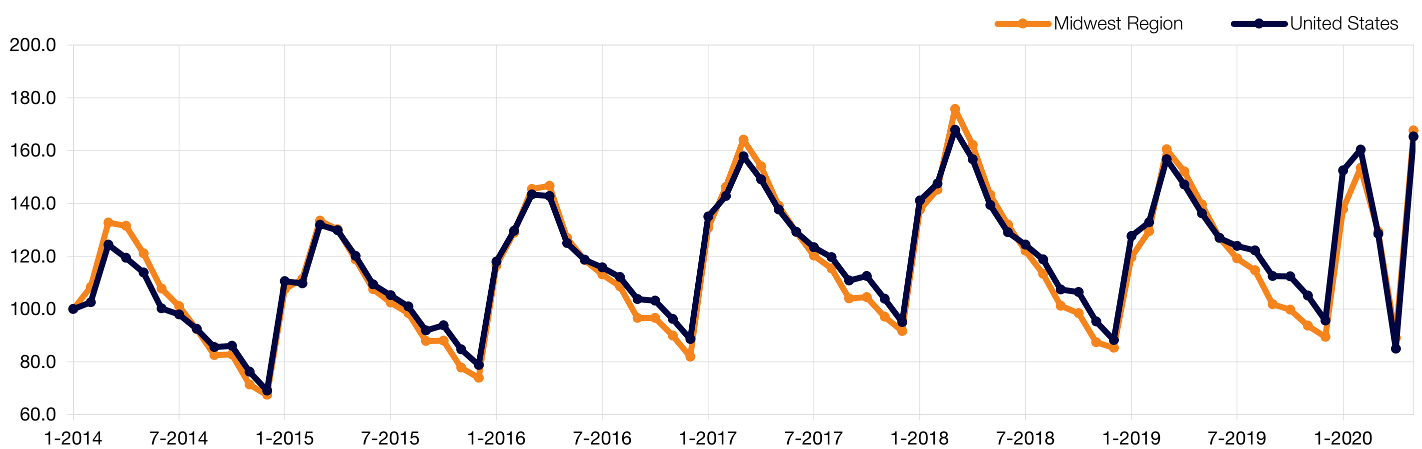
Summary	May 2020	April 2020	May 2019	Percent Change
The Midwest Region index increased 167.6 percent since last year, and was up 88.3 percent since last month.	**167.6**	**89.0**	**139.6**	**+20.1%**

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2019	127.0	132.0	-3.8%
July 2019	119.1	122.0	-2.4%
August 2019	114.6	113.2	+1.2%
September 2019	101.8	101.2	+0.6%
October 2019	99.7	98.3	+1.4%
November 2019	93.6	87.3	+7.2%
December 2019	89.3	85.2	+4.8%
January 2020	137.8	119.6	+15.2%
February 2020	153.4	129.4	+18.5%
March 2020	129.2	160.5	-19.5%
April 2020	89.0	152.1	-41.5%
May 2020	**167.6**	**139.6**	**+20.1%**
12-Month Average	118.5	120.0	-1.3%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

167.6

Midwest Region

National ShowingTime Showing Index

165.3

United States

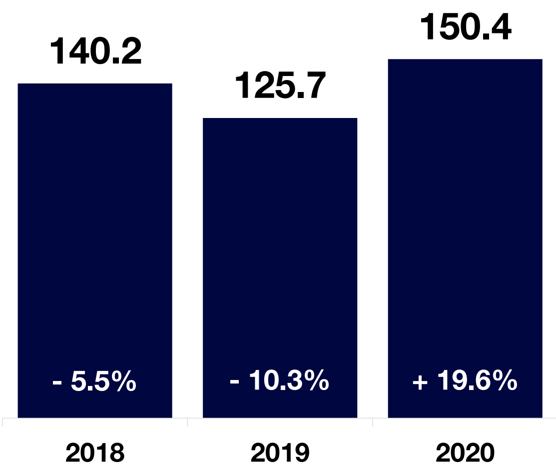
ShowingTime Showing Index®

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.

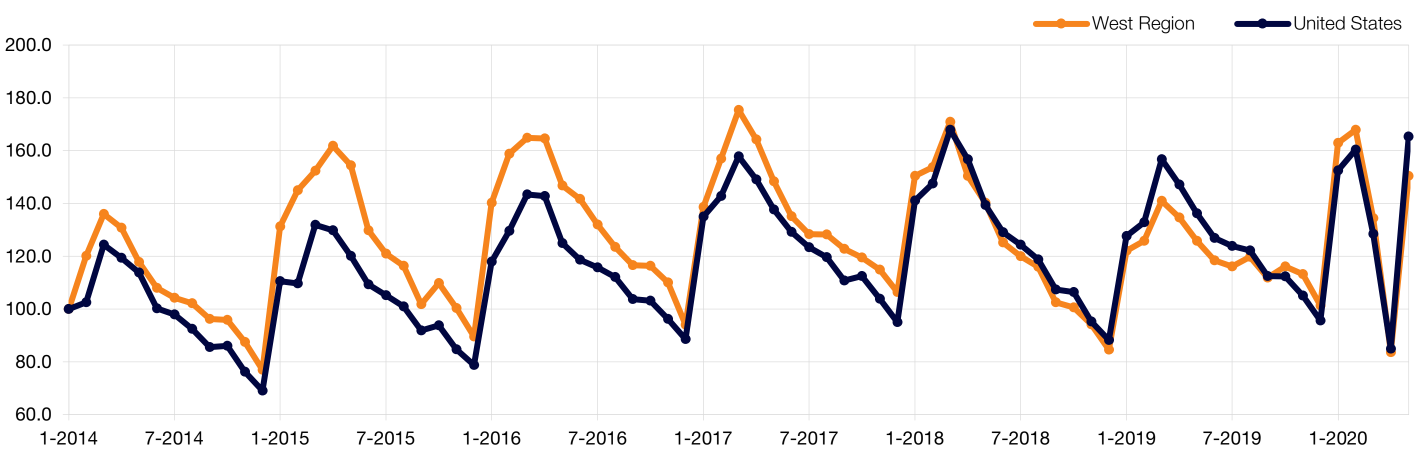
Summary	May 2020	April 2020	May 2019	Percent Change
The West Region index increased 150.4 percent since last year, and was down 80.3 percent since last month.	**150.4**	**83.6**	**125.7**	**+19.6%**

May



ShowingTime Showing Index		Prior Year	Percent Change
June 2019	118.4	125.2	-5.4%
July 2019	116.0	119.9	-3.3%
August 2019	119.7	115.9	+3.3%
September 2019	111.9	102.4	+9.3%
October 2019	116.1	100.6	+15.4%
November 2019	113.1	94.1	+20.2%
December 2019	101.3	84.6	+19.7%
January 2020	162.8	122.1	+33.3%
February 2020	167.8	125.7	+33.5%
March 2020	134.4	140.9	-4.6%
April 2020	83.6	134.6	-37.9%
May 2020	**150.4**	**125.7**	**+19.6%**
12-Month Average	124.6	116.0	+7.4%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

150.4

West Region

National ShowingTime Showing Index

165.3

United States