ShowingTime Showing Index
April 2017

ShowingTime

ShowingTime is a 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. A mobile app equips users to schedule showings, review appointments, generate reports and more. ShowingTime products are used by organizations representing more than 900,000 real estate professionals across the United States 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 a large sample of approximately 110,000 listings from 25 local markets across the United States. 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.

The ShowingTime Showing Index tracks the average number of buyer showings on active residential properties on a monthly basis.

For inquiries, contact research@showingtime.com.

Daniil Cherkasskiy | Chief Analytics Officer

Daniil manages the company's internal analytics systems, data warehousing and data product development. 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 is pursuing a graduate degree in predictive analytics at 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, a Masters 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, which was then sold to a publicly held company. 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. Scott has a Ph.D. in Electrical Engineering from the University of Illinois.

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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.

Summary	April 2017	March 2017	April 2016	Percent Change
The national index was up 5.0% over last year. Most regional indices were up year over year, too.	149.9	157.8	142.7	+5.0%

April 2017

	2015	2016	2017
Index	129.7	142.7	149.9
	+ 8.6%	+ 10.0%	+ 5.0%
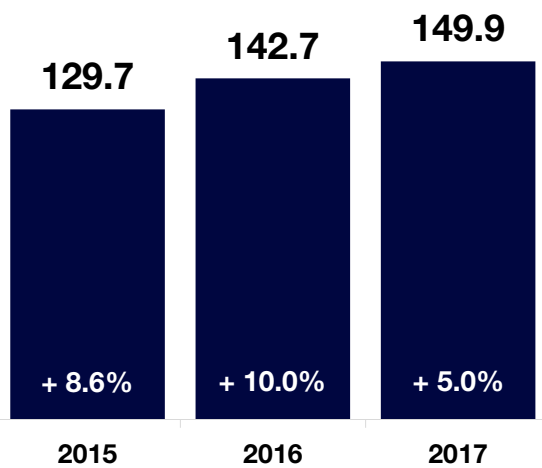
ShowingTime Showing Index		Prior Year	Percent Change
May 2016	125.0	120.1	+4.1%
June 2016	118.6	109.3	+8.5%
July 2016	115.7	105.2	+10.0%
August 2016	112.0	100.9	+11.0%
September 2016	103.7	91.8	+13.0%
October 2016	103.1	93.8	+9.9%
November 2016	96.2	84.7	+13.6%
December 2016	88.5	78.8	+12.3%
January 2017	135.0	117.9	+14.5%
February 2017	142.7	129.6	+10.1%
March 2017	157.8	143.4	+10.0%
April 2017	149.9	142.7	+5.0%
12-Month Average	120.7	109.8	+9.9%

Local Historical ShowingTime Showing Index by Month

United States

National ShowingTime Showing Index

149.9

United States

ShowingTime™ Showing Index™

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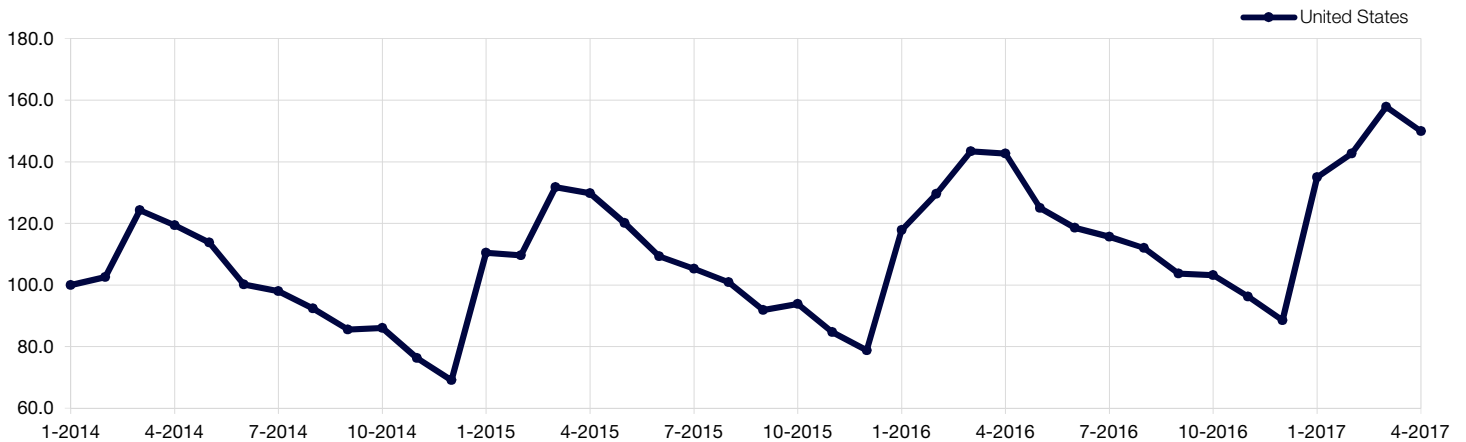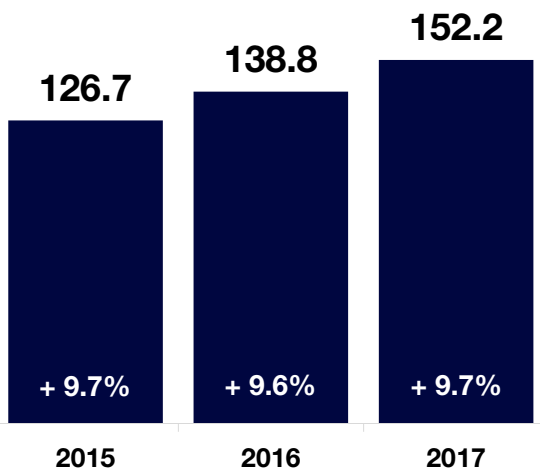
Summary	April 2017	March 2017	April 2016	Percent Change
The Northeast Region index increased by 9.7% compared to last year at this time.	152.2	158.6	138.8	+9.7%

April 2017

	126.7	138.8	152.2
	+ 9.7%	+ 9.6%	+ 9.7%
	2015	2016	2017

ShowingTime Showing Index		Prior Year	Percent Change
May 2016	121.7	116.9	+4.1%
June 2016	116.1	105.5	+10.0%
July 2016	113.7	100.7	+12.9%
August 2016	113.5	97.5	+16.4%
September 2016	108.8	89.7	+21.3%
October 2016	107.9	91.7	+17.7%
November 2016	98.3	83.2	+18.1%
December 2016	90.8	76.7	+18.4%
January 2017	138.2	113.8	+21.4%
February 2017	140.9	124.7	+13.0%
March 2017	158.6	140.8	+12.6%
April 2017	152.2	138.8	+9.7%
12-Month Average	121.7	106.7	+14.1%

Local Historical ShowingTime Showing Index by Month

Legend: ● Northeast Region ● United States
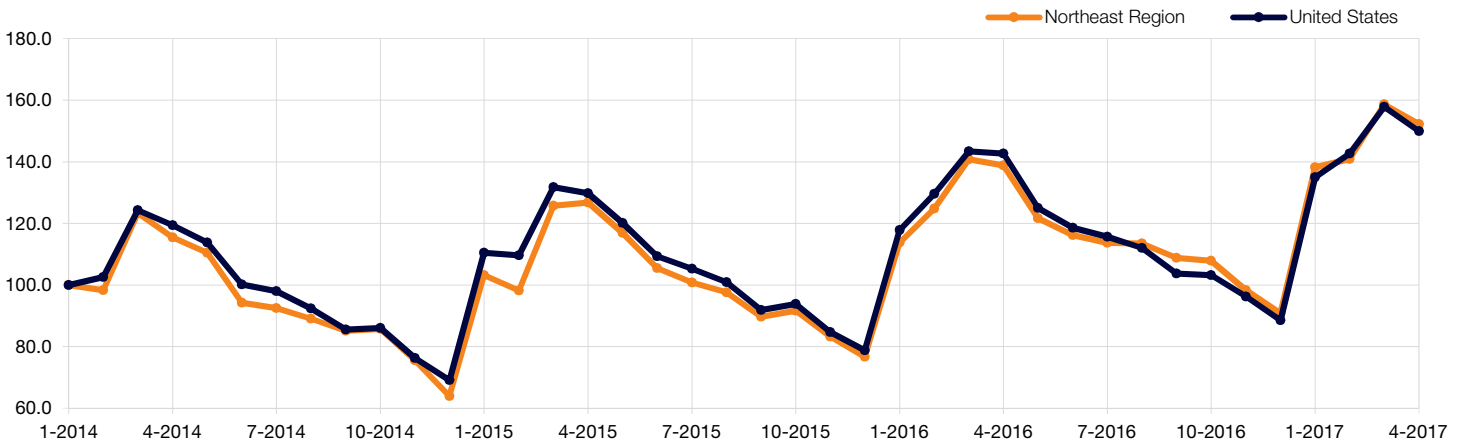
Regional ShowingTime Showing Index

152.2
Northeast Region

National ShowingTime Showing Index

149.9
United States

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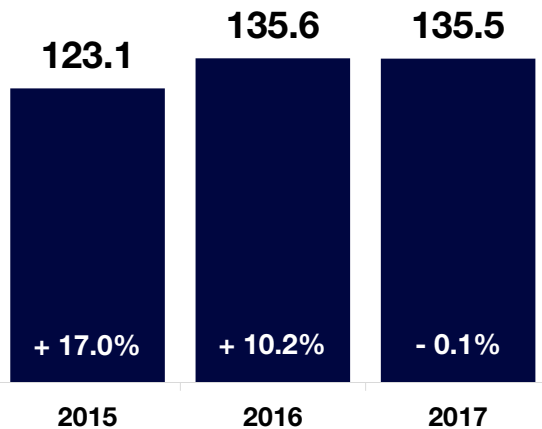
Summary	April 2017	March 2017	April 2016	Percent Change
The South Region index was down 0.1% compared to last April.	**135.5**	142.3	135.6	-0.1%

April 2017

123.1	135.6	135.5
+ 17.0%	+ 10.2%	- 0.1%
2015	2016	2017

ShowingTime Showing Index		Prior Year	Percent Change
May 2016	119.7	115.3	+3.8%
June 2016	114.8	109.8	+4.6%
July 2016	116.3	109.4	+6.3%
August 2016	110.1	103.3	+6.6%
September 2016	101.3	96.1	+5.4%
October 2016	100.4	98.9	+1.5%
November 2016	96.4	90.3	+6.8%
December 2016	91.0	83.8	+8.6%
January 2017	133.1	117.6	+13.2%
February 2017	135.2	128.0	+5.6%
March 2017	142.3	136.8	+4.0%
April 2017	135.5	135.6	-0.1%
12-Month Average	116.3	110.4	+5.3%

Local Historical ShowingTime Showing Index by Month

Legend: South Region, United States
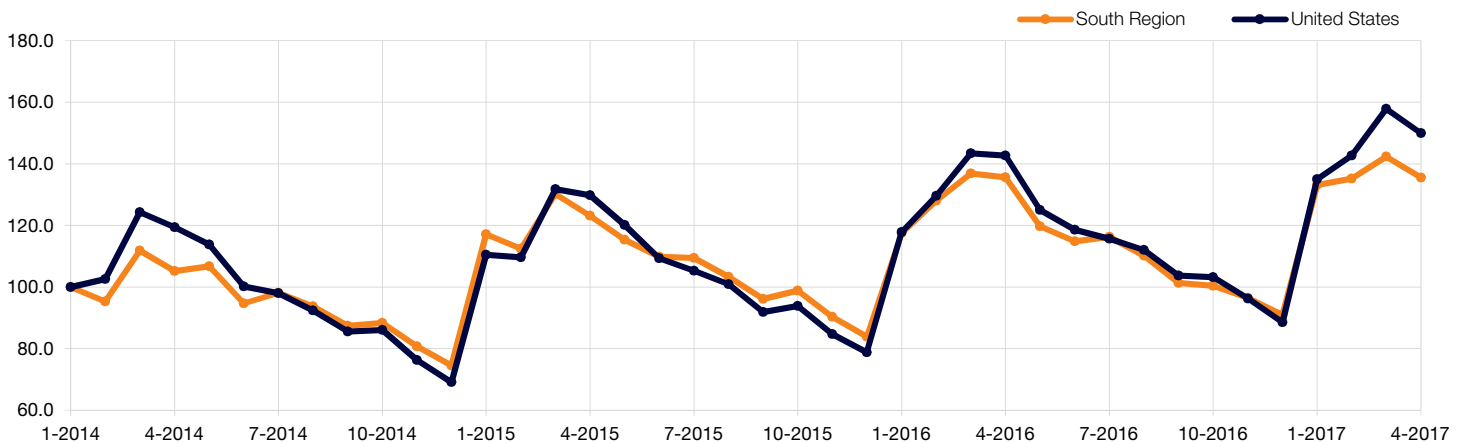
Regional ShowingTime Showing Index

135.5
South Region

National ShowingTime Showing Index

149.9
United States

ShowingTime™ Showing Index™

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Summary	April 2017	March 2017	April 2016	Percent Change
The Midwest Region index was up 4.8% compared to last year.	**153.8**	**164.1**	**146.7**	**+4.8%**

April 2017

130.1	**146.7**	**153.8**
- 1.0%	+ 12.8%	+ 4.8%
2015	2016	2017
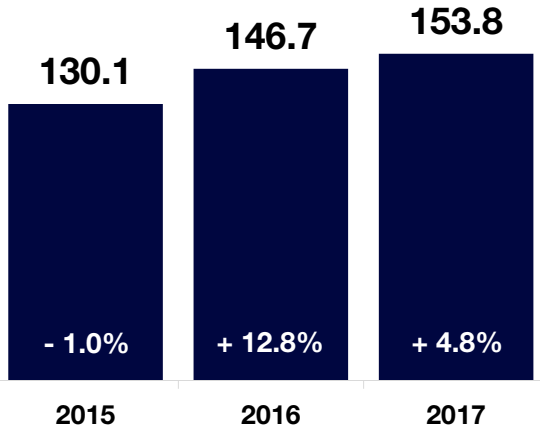
ShowingTime Showing Index		Prior Year	Percent Change
May 2016	126.8	118.8	+6.7%
June 2016	118.5	107.4	+10.3%
July 2016	113.0	102.3	+10.5%
August 2016	108.6	98.4	+10.4%
September 2016	96.6	87.8	+10.0%
October 2016	96.6	88.0	+9.8%
November 2016	89.9	77.7	+15.7%
December 2016	81.9	73.9	+10.8%
January 2017	130.7	116.4	+12.3%
February 2017	146.2	128.7	+13.6%
March 2017	164.1	145.4	+12.9%
April 2017	153.8	146.7	+4.8%
12-Month Average	118.9	107.6	+10.5%

Local Historical ShowingTime Showing Index by Month

Legend: Midwest Region, United States
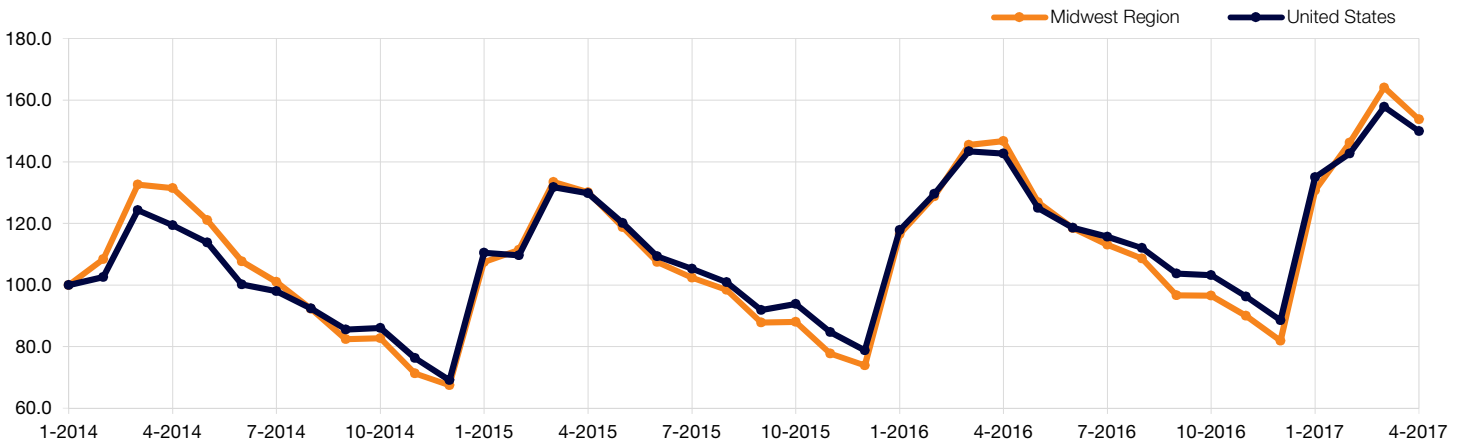
Regional ShowingTime Showing Index

153.8
Midwest Region

National ShowingTime Showing Index

149.9
United States

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Summary	April 2017	March 2017	April 2016	Percent Change
The West Region index was up 1.2% from last year, continuing the high marks for this region.	**166.6**	**175.4**	**164.6**	**+1.2%**

April 2017

	161.7	164.6	166.6
	+ 23.7%	+ 1.8%	+ 1.2%
	2015	2016	2017
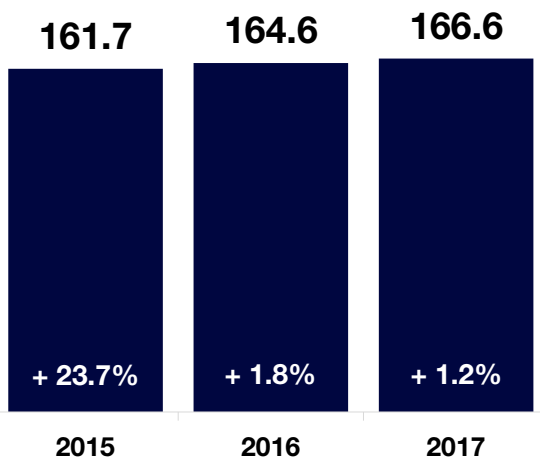
ShowingTime Showing Index		Prior Year	Percent Change
May 2016	146.8	154.3	-4.9%
June 2016	141.6	129.8	+9.1%
July 2016	132.0	120.9	+9.2%
August 2016	123.4	116.3	+6.1%
September 2016	116.6	101.7	+14.7%
October 2016	116.3	109.8	+5.9%
November 2016	110.0	100.3	+9.7%
December 2016	94.1	89.5	+5.1%
January 2017	138.6	140.2	-1.1%
February 2017	157.0	158.7	-1.1%
March 2017	175.4	164.7	+6.5%
April 2017	**166.6**	**164.6**	**+1.2%**
12-Month Average	134.9	129.2	+4.4%

Local Historical ShowingTime Showing Index by Month

Legend: West Region, United States
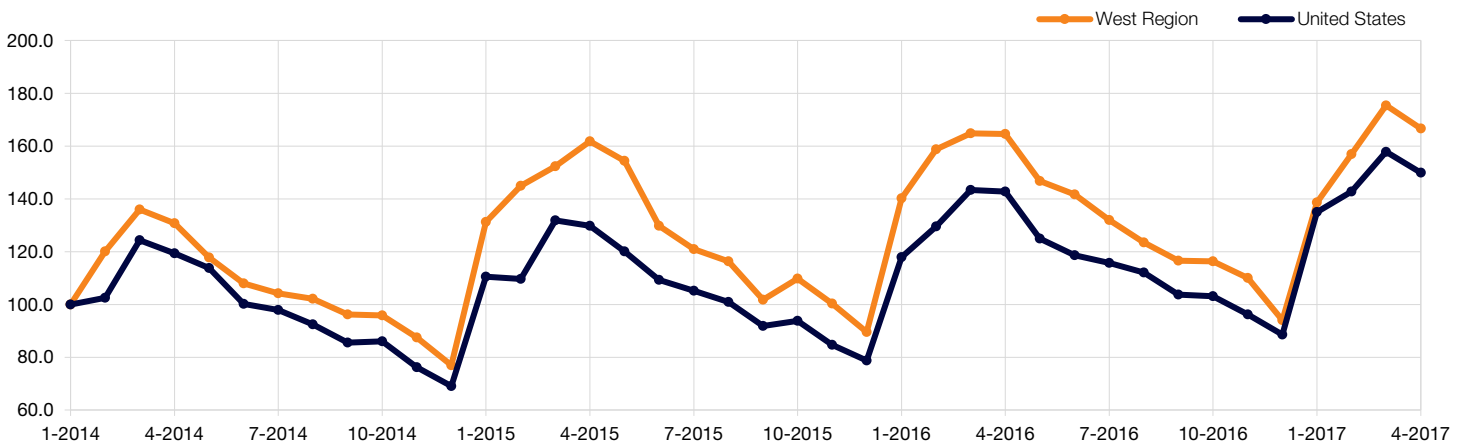
Regional ShowingTime Showing Index

166.6
West Region

National ShowingTime Showing Index

149.9
United States