

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 data points and a line chart showing trends over time. The chart has three lines in brown, blue, and red, all showing an upward trend. The text 'ShowingTime® Showing Index® September 2020' is overlaid on the chart area in a large, white, bold font.

**ShowingTime® Showing Index®
September 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.

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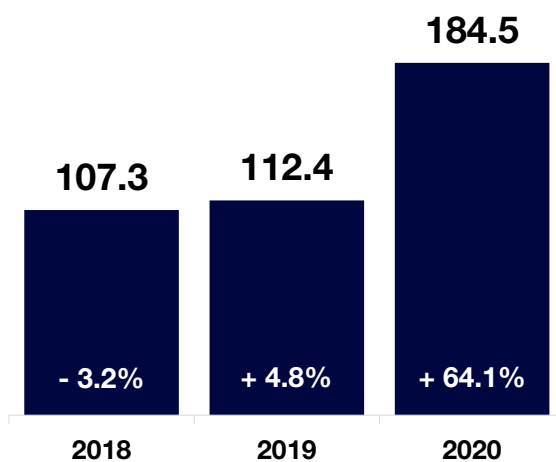
ShowingTime Showing Index®

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 2020	August 2020	September 2019	Percent Change
Showings in the United States were up 64.1 percent over last year, the largest year-over-year increase to date.	184.5	199.2	112.4	+64.1%

September



ShowingTime Showing Index	Prior Year	Percent Change
October 2019	112.3	+5.6%
November 2019	105.0	+10.3%
December 2019	95.5	+8.3%
January 2020	127.6	+19.5%
February 2020	132.8	+20.8%
March 2020	156.7	-18.1%
April 2020	84.9	-42.3%
May 2020	166.2	+22.0%
June 2020	190.5	+50.2%
July 2020	200.0	+61.6%
August 2020	199.2	+63.0%
September 2020	184.5	+64.1%
12-Month Average	148.3	+20.7%

National Historical ShowingTime Showing Index by Month



National ShowingTime Showing Index

184.5
United States



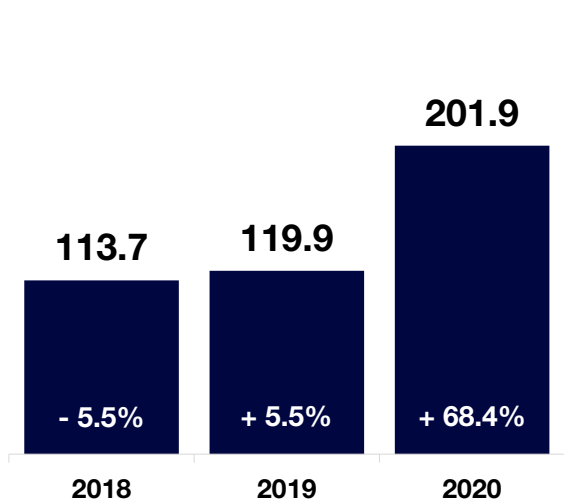
ShowingTime Showing Index®

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.

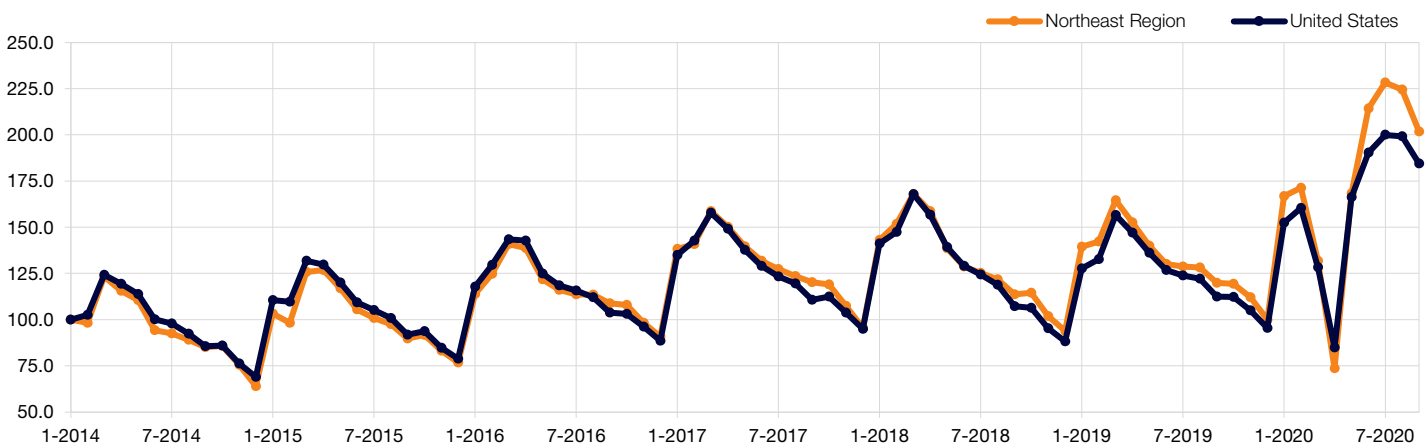
Summary	September 2020	August 2020	September 2019	Percent Change
The Northeast Region index increased 68.4 percent since last year, an all-time high for the month of September	201.9	224.5	119.9	+68.4%

September



ShowingTime Showing Index	Prior Year	Percent Change	
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	168.3	140.1	+20.1%
June 2020	214.3	130.1	+64.7%
July 2020	228.3	128.6	+77.5%
August 2020	224.5	128.3	+75.0%
September 2020	201.9	119.9	+68.4%
12-Month Average	159.4	129.7	+22.9%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

201.9
Northeast Region



National ShowingTime Showing Index

184.5
United States



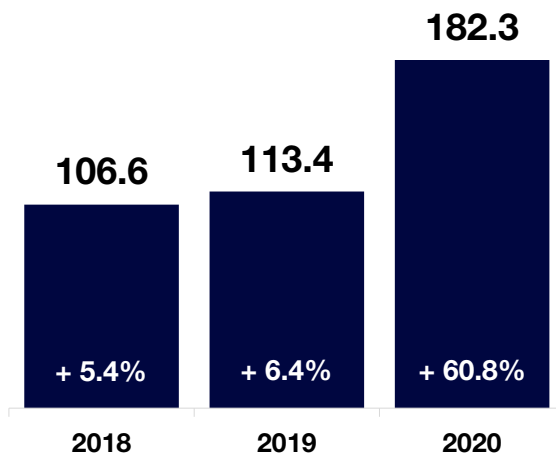
ShowingTime Showing Index®

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.

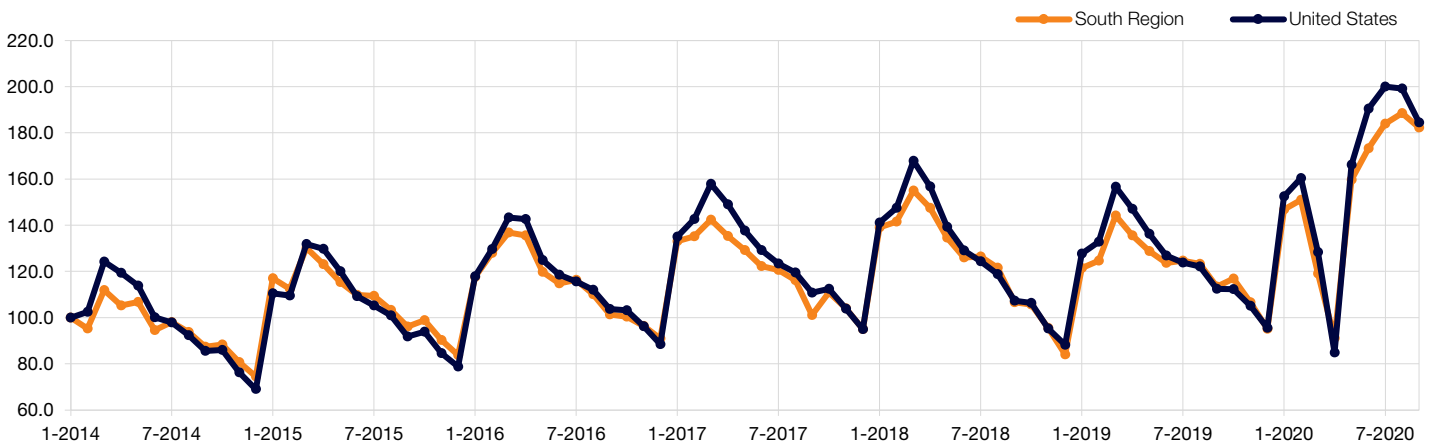
Summary	September 2020	August 2020	September 2019	Percent Change
The South Region index increased 60.8 percent since last year, a new record for September.	182.3	188.5	113.4	+60.8%

September



ShowingTime Showing Index	Prior Year	Percent Change
October 2019	116.9	+10.6%
November 2019	106.6	+11.5%
December 2019	95.1	+13.2%
January 2020	146.8	+20.9%
February 2020	151.0	+21.2%
March 2020	119.0	-17.5%
April 2020	91.0	-32.9%
May 2020	159.6	+23.9%
June 2020	173.3	+40.1%
July 2020	183.9	+47.6%
August 2020	188.5	+53.0%
September 2020	182.3	+60.8%
12-Month Average	142.8	+20.3%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

182.3
South Region



National ShowingTime Showing Index

184.5
United States



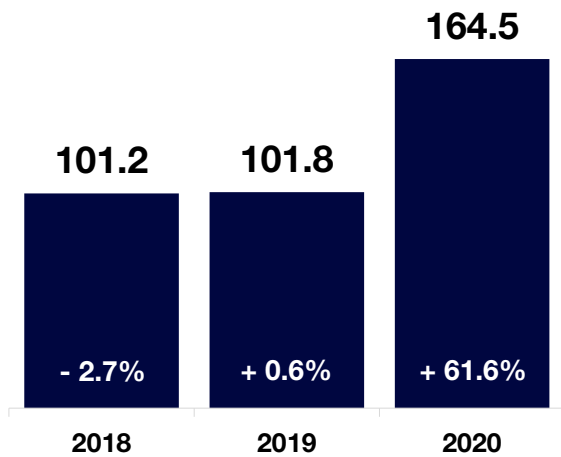
ShowingTime Showing Index®

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.

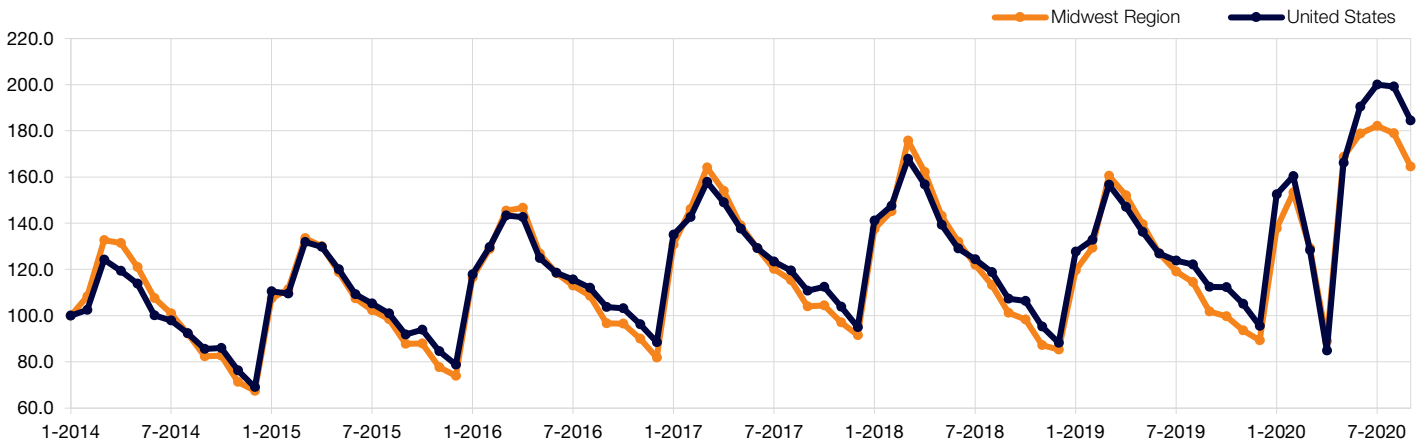
Summary	September 2020	August 2020	September 2019	Percent Change
The Midwest Region index increased 61.6 percent since last year, a new record for the month of September.	164.5	179.0	101.8	+61.6%

September



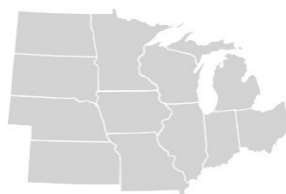
ShowingTime Showing Index	Prior Year	Percent Change	
October 2019	99.7	98.3	+1.4%
November 2019	93.6	87.3	+7.2%
December 2019	89.3	85.2	+4.8%
January 2020	137.8	119.6	+15.2%
February 2020	153.4	129.4	+18.5%
March 2020	129.2	160.5	-19.5%
April 2020	89.0	152.1	-41.5%
May 2020	168.7	139.6	+20.8%
June 2020	178.8	127.0	+40.8%
July 2020	182.2	119.1	+53.0%
August 2020	179.0	114.6	+56.2%
September 2020	164.5	101.8	+61.6%
12-Month Average	138.8	119.5	+16.2%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

164.5
Midwest Region



National ShowingTime Showing Index

184.5
United States



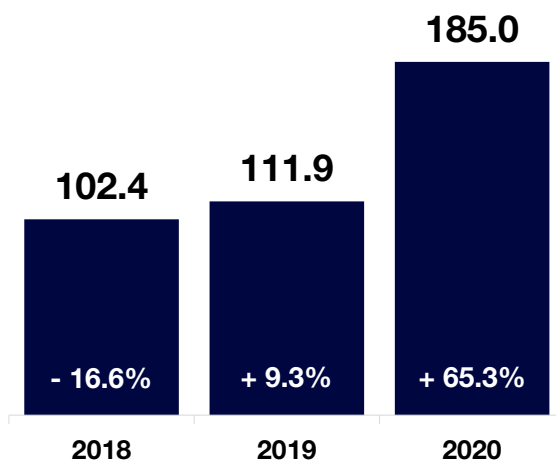
ShowingTime Showing Index®

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.

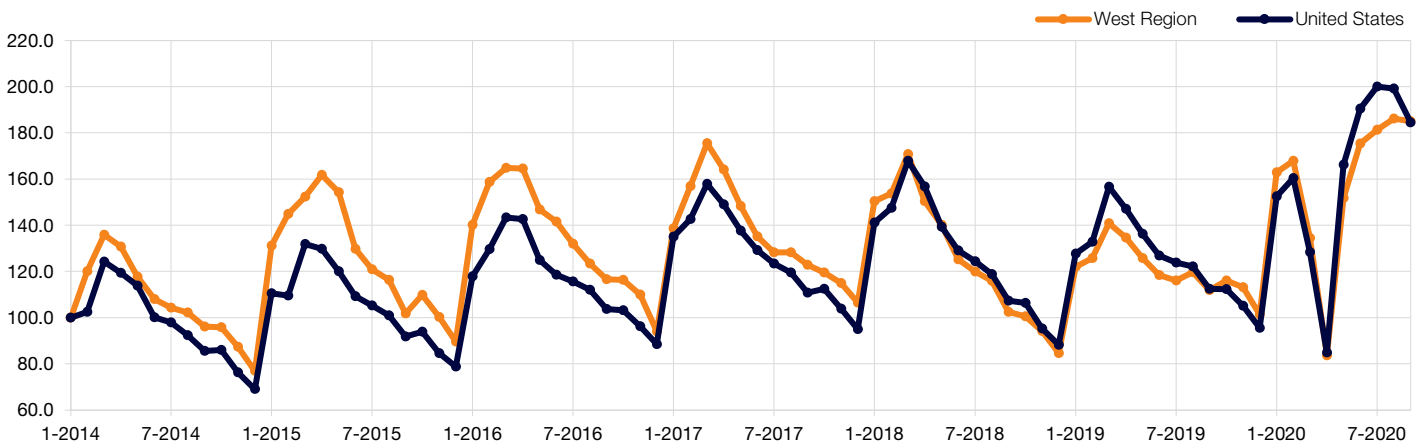
Summary	September 2020	August 2020	September 2019	Percent Change
The West Region index increased 65.3 percent since last year, a new record for the month of September.	185.0	186.1	111.9	+65.3%

September



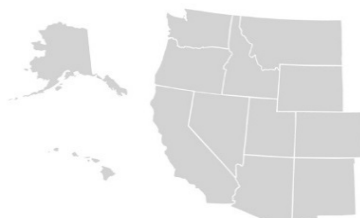
ShowingTime Showing Index	Prior Year	Percent Change
October 2019	100.6	+15.4%
November 2019	94.1	+20.2%
December 2019	84.6	+19.7%
January 2020	122.1	+33.3%
February 2020	125.7	+33.5%
March 2020	140.9	-4.6%
April 2020	134.6	-37.9%
May 2020	125.7	+20.8%
June 2020	118.4	+48.1%
July 2020	116.0	+56.4%
August 2020	119.7	+55.5%
September 2020	111.9	+65.3%
12-Month Average	116.2	+26.2%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

185.0
West Region



National ShowingTime Showing Index

184.5
United States

