Summary

- Nationally, SentriLock home showings were down 20% year-over-year. Showings declined in every region: Northeast region (-53%), Midwest (-29%), West (-20%), and South (-12).

- The number of cards, a measure of the number of REALTORS® showing homes, decreased 2% on a year-over-year basis.

- Showings per card, a measure of the intensity of demand and buyer competition, decreased 19% year-over-year.
United States

Showings Down 20% Y/Y in June
June 2022 U.S. showings were down 20% year-over-year with 769,325 showings, according to data from SentriLock, LLC., a lockbox company. Showings trends changed in June, showing activity pace declined at a smaller rate than last month June 2022.

SentriLock Cards Fell 2% Y/Y
Total U.S. SentriLock cards fell 2% year-over-year to 217,313. SentriLock cards, comprised of SentriKey® and SentriCard®, allow REALTORS® to access the Sentrilock® lockbox and is an indicator of the number of REALTORS® who conduct the showing.

Showings Per Card Decreased 19% Y/Y
The number of showings per card reflects the strength of buyer interest per listed property. At a national level, showings per card decreased 19% year-over-year in June.

www.nar.realtor/research-and-statistics
Regional

All Four Regions Saw Y/Y Showings Decrease

All four regions saw a decrease in showings on a year-over-year basis in June: Northeast region (-53%), Midwest (-29%), West (-20%), and the South (-12%)

Y/Y SentriLock Cards Increased in Two of the Four Regions

Cards on a y/y basis were up in the South (13%), followed by the West (3%). Cards were down in the Northeast (-70%), followed by the Midwest, which was down (-10). Only one region y/y percent change in cards inclined from the prior month (South). The West was unchanged, and the Midwest and the Northeast declined.

Showings Per Card Decreased Three of the Four Regions On A Y/Y Basis

All regions saw a year-over-year decrease in showings per card, except the Northeast in June. While all regions saw a decline on a year-over-year basis, only the Northeast (56%) saw positive showings and was up from the prior month (45%).

www.nar.realtor/research-and-statistics
Midwest Region Showings Decreased 29% Y/Y

Midwest Region showings declined y/y in June. The June 2022 figure represents a decrease of -29% year-over-year. The Midwest totaled 198,382 showings. Midwest Region Sentrilock cards increased to 61,839. Showings per card declined to 3.2. Year-over-year percent change in showings per card decreased -21%.
NE Region showings decreased y/y in June. NE region showings decreased by -53% year-over-year. The Northeast totaled 6,662 showings in June. Northeast Region Sentrilock cards increased to 3,247. Showings per card fell to 2.1. Year-over-year percent change in showings per card increased by 56%.
South Region

South Region Showings Decreased 12% Y/Y

Showings in the Southern Region decreased in June 2022 by 12% from the same period a year ago. The South totaled 285,556 showings in June. South Region Sentrilock cards increased to 75,609. Showings per card decreased to 3.8 but remained higher than the national level. Year-over-year percent change in showings per card declined by -22%.

South Showings

<table>
<thead>
<tr>
<th>Year</th>
<th>South Showings</th>
<th>US Showings</th>
<th>South Cards</th>
<th>US Cards</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010-01</td>
<td>2010-04</td>
<td>2010-07</td>
<td>2010-10</td>
<td>2010-13</td>
</tr>
<tr>
<td>2012-01</td>
<td>2012-04</td>
<td>2012-07</td>
<td>2012-10</td>
<td>2012-13</td>
</tr>
<tr>
<td>2016-01</td>
<td>2016-04</td>
<td>2016-07</td>
<td>2016-10</td>
<td>2016-13</td>
</tr>
<tr>
<td>2017-01</td>
<td>2017-04</td>
<td>2017-07</td>
<td>2017-10</td>
<td>2017-13</td>
</tr>
<tr>
<td>2020-01</td>
<td>2020-04</td>
<td>2020-07</td>
<td>2020-10</td>
<td>2020-13</td>
</tr>
<tr>
<td>2021-01</td>
<td>2021-04</td>
<td>2021-07</td>
<td>2021-10</td>
<td>2021-13</td>
</tr>
</tbody>
</table>

www.nar.realtor/research-and-statistics
West Region

West Region Showings Decreased 20% Y/Y

West Region showings decreased y/y in June year-over-year. The West totaled 278,725 showings. Showings decreased by 20% in June. West Region Sentrilock cards decreased to 76,618. Showings per card were down from the prior month at 3.6 behind the South which had the highest showings amongst regions. Y/Y percent change in showings per card was -22%.

West Showings

West Cards

West Showings Per Card

West Y/Y Change in Showings

West Y/Y Change in Cards

West Y/Y Change in Showings Per Card

www.nar.realtor/research-and-statistics
SentriLock is the official lockbox solution for NAR. As the leading electronic lockbox manufacturer and provider of property access management solutions, SentriLock operates in support of REALTORS® and the industry, offering an easy to use, reliable and secure system. Fundamental core values guide every action and decision to provide the best service and experience for your benefit.

The SentriLock Bluetooth® REALTOR® Lockbox is the most secure, durable, and versatile within the industry. SentriLock’s reliable, multiple key access method, including via mobile app or keycard, helps to efficiently gain property access.

Every month SentriLock, LLC. provides NAR with data on the number of properties shown by a REALTOR®. SentriLock Lockboxes are used in roughly a third of home showings across the nation. Foot traffic has a strong correlation with future contracts and home sales, so it can be viewed as a peek ahead at sales trends two to three months into the future.

Showings Definition: a scheduled appointment with a REALTOR® where a potential buyer of a property toured a home.

Card Definition: the number of accesses to SentriLock Lockboxes a REALTOR® inserts their SentriCard® into or uses their SentriKey® to gain access to properties.

Showings Per Card Definition: the average showings per card

SentriCard®: contains authorization data that allows you to access lockbox key compartments,

SentriKey®: lockbox system app that contains authorization data that allows REALTORS® to access lockbox key compartments. Most lockbox accesses are via the SentriKey® smart phone app.

The number of showings reflects the number of properties, viewed, the number of potential buyers viewing the property, and the number of views by a potential buyer on a property. The increase in showings and cards can also reflect increasing market coverage of Sentrilock.

NAR Sentrilock Home Showings Project Team

Lawrence Yun, PhD, Chief Economist and Senior Vice President of Research
Michael Hyman, Research Data Specialist
Meredith Dunn, Research Manager
The National Association of REALTORS®, “The Voice for Real Estate,” is America’s largest trade association, representing over 1.5 million members, including NAR’s institutes, societies and councils, involved in all aspects of the real estate industry. NAR membership includes brokers, salespeople, property managers, appraisers, counselors and others engaged in both residential and commercial real estate.

The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics.

Working for America’s property owners, the National Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

**NATIONAL ASSOCIATION OF REALTORS® RESEARCH GROUP**

The Mission of the National Association of REALTORS® Research Group is to collect and disseminate timely, accurate and comprehensive real estate data and to conduct economic analysis in order to inform and engage members, consumers, and policymakers and the media in a professional and accessible manner.

**NATIONAL ASSOCIATION OF REALTORS®**

Research Group
500 New Jersey Avenue, NW
Washington, DC 20001
202-383-1000
data@nar.realtor

©2022 National Association of REALTORS®
All Rights Reserved.
May not be reprinted in whole or in part without permission of the National Association of REALTORS®.
For reprint information, contact data@nar.realtor

www.nar.realtor/research-and-statistics