

# NAR SentiLock Home Showings Report April 2024

National Association of REALTORS®  
Research Group



NATIONAL  
ASSOCIATION OF  
REALTORS®

# NAR SentiLock Home Showings Report

## Summary

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- ❖ Nationally, Sentrilock home showings were up 3% year-over-year. Showings increased in three of the four regions: The Midwest had the only decline (-4%). The Northeast had the biggest increase (26%), followed by the South (9%). The West had the smallest increase (2%).
- ❖ The number of cards, a measure of the number of REALTORS® showing homes, increased by 2% on a year-over-year basis.
- ❖ Showings per card, a measure of the intensity of demand and buyer competition, increased by 1% year-over-year.

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# NAR SentiLock Home Showings Report

## United States

### Showings up 3% Y/Y in April

April 2024 U.S. showings were up 3% year-over-year, with 771,878 showings, according to data from SentiLock, LLC., a lockbox company. The pace of showing activity has inclined compared to last month, March 2024.

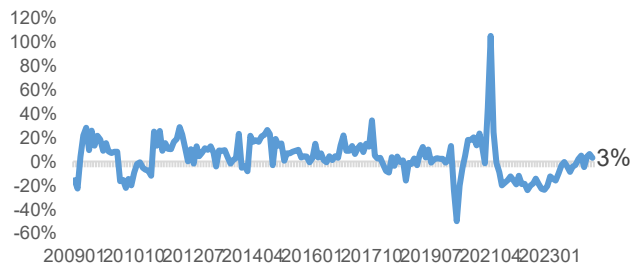
### SentiLock Cards Inclined 2% Y/Y

Total U.S. SentiLock cards rose 2% year-over-year to 229,252. SentiLock cards, comprised of SentiKey® and SentiCard®, allow REALTORS® to access the Sentrilock® lockbox and are an indicator of the number of REALTORS® who conduct the showing.

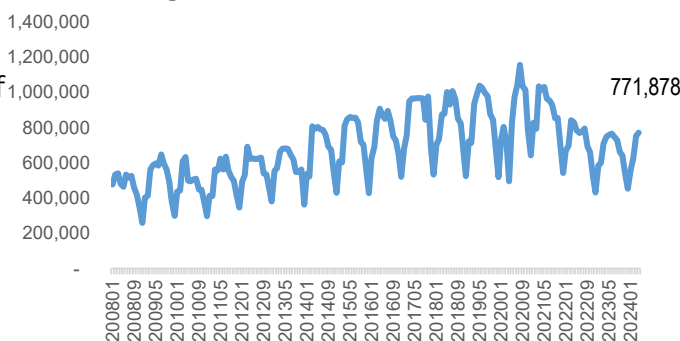
### Showings Per Card Increased by 1% Y/Y

The number of showings per card reflects the strength of buyer interest per listed property. At a national level, showings per card increased 1% year-over-year in April.

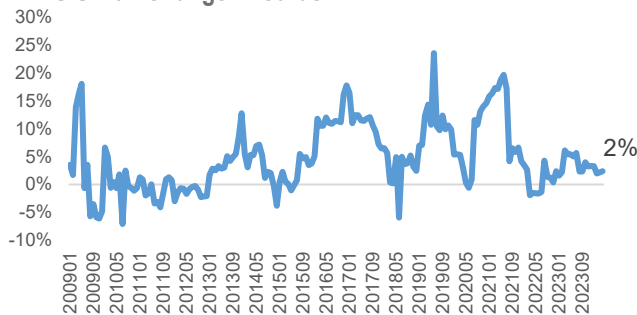
U.S. Y/Y Change in Showings



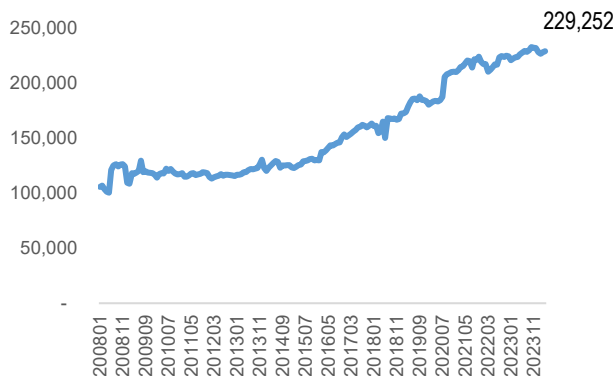
U.S. Showings



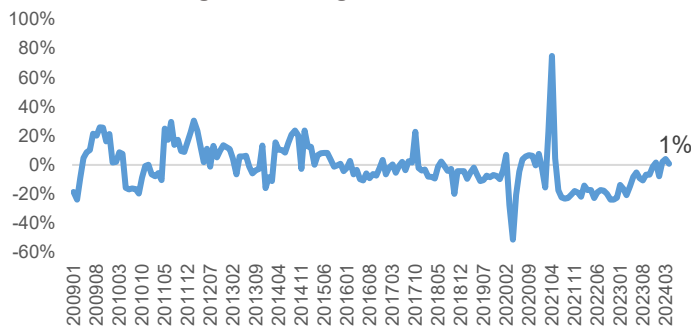
U.S. Y/Y Change in Cards



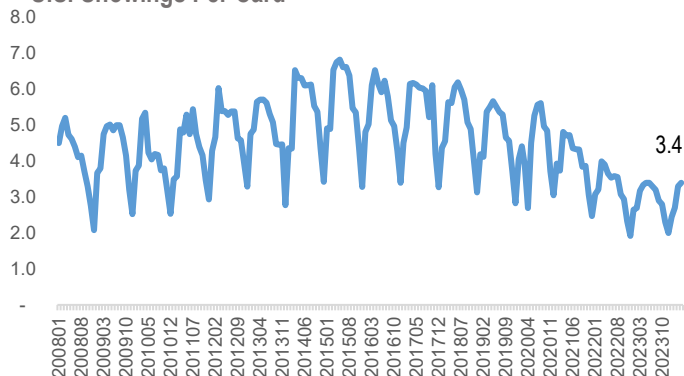
U.S. Cards



U.S. Y/Y Change in Showings Per Card



U.S. Showings Per Card



# NAR SentiLock Home Showings Report

## Regional

### Three of the four Regions Saw Y/Y Showings Increase

Three of the four regions saw an increase in showings on a year-over-year basis in April: The Northeast had the biggest gain (26%), followed by the South (9%). The West had the smallest increase (2%). Showings were down in the Midwest (-4%).

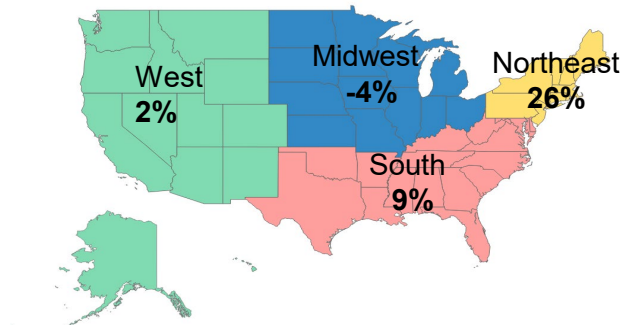
### Y/Y SentiLock Cards Decreased In Two of the four Regions

Cards were up in the South (9%) and the Northeast (4%) on a year-over-year basis. The Midwest fell (-2%), followed by the West (-1%), which had the smallest decline.

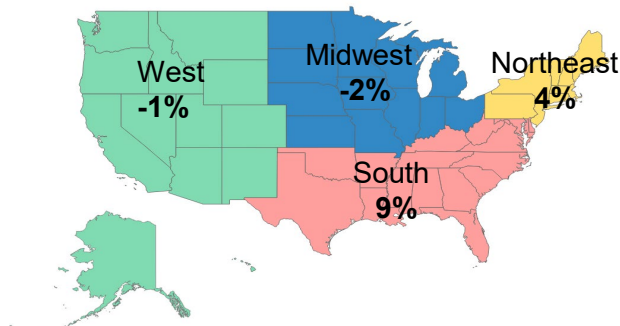
### Showings Per Card Increased In Two of the Four Regions On A Y/Y Basis

Two of the four regions saw year-over-year increases in showings per card in April. The Northeast had the biggest increase (21%) followed by the West (3%). The South fell (-1%) followed by the Midwest region, which declined (-2%).

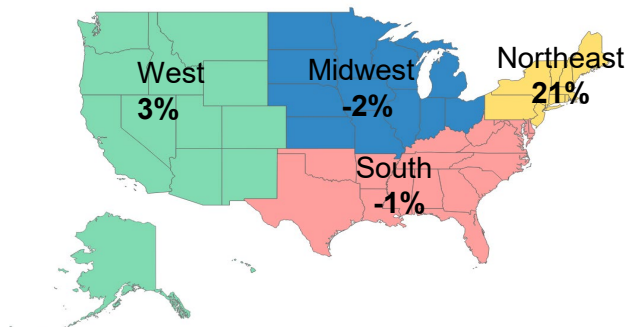
Regional Y/Y Change in Showings



Regional Y/Y Change in Cards



Regional Y/Y Change in Showings Per Card



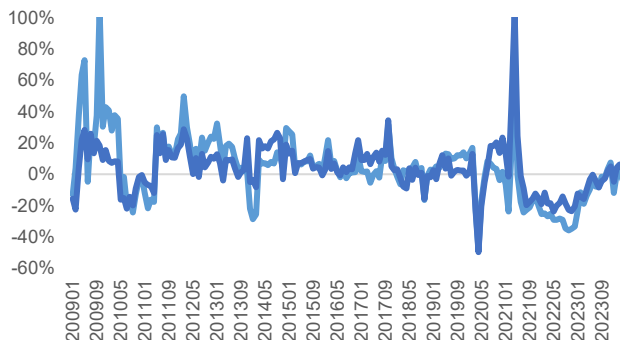
# NAR SentiLock Home Showings Report

## Midwest

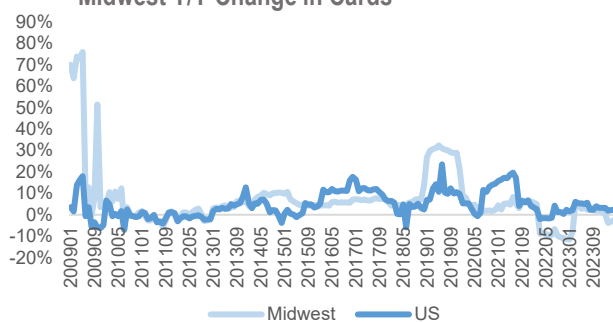
### MW Region Showings down 4% Y/Y

Midwest showings were down 4% y/y in April. The Midwest totaled 176,851 showings. Midwest region Sentrilock cards increased from last month to 62,038. Showings per card inclined to 2.9. Year-over-year percent change in showings per card decreased by 2%.

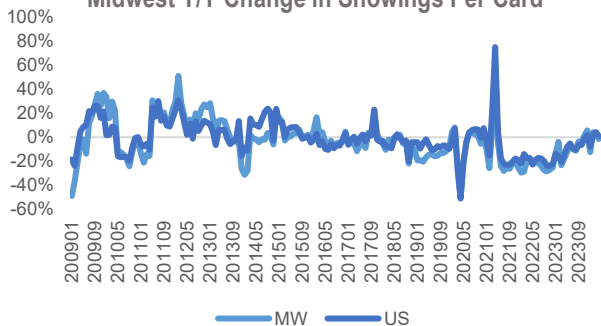
Midwest Y/Y Change in Showings



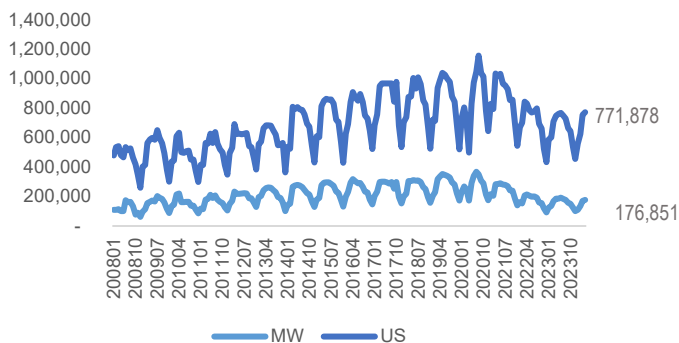
Midwest Y/Y Change in Cards



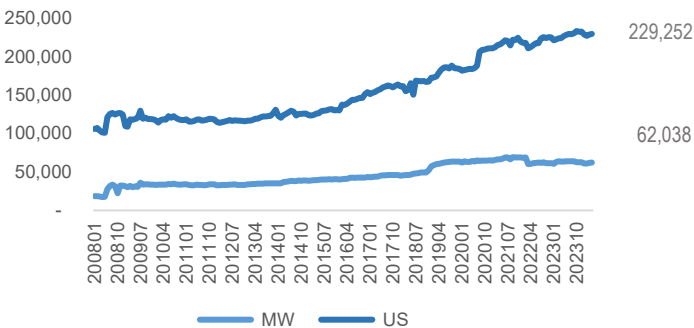
Midwest Y/Y Change in Showings Per Card



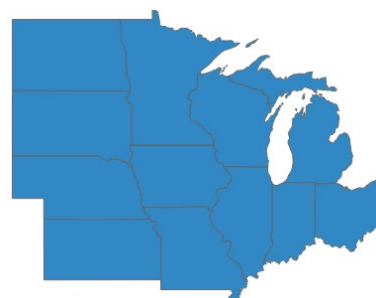
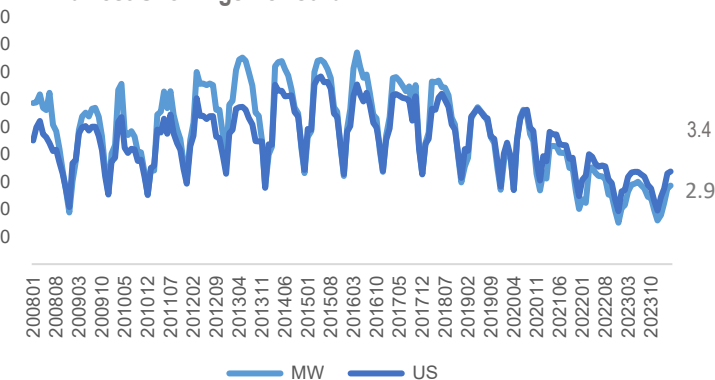
Midwest Showings



Midwest Cards



Midwest Showings Per Card



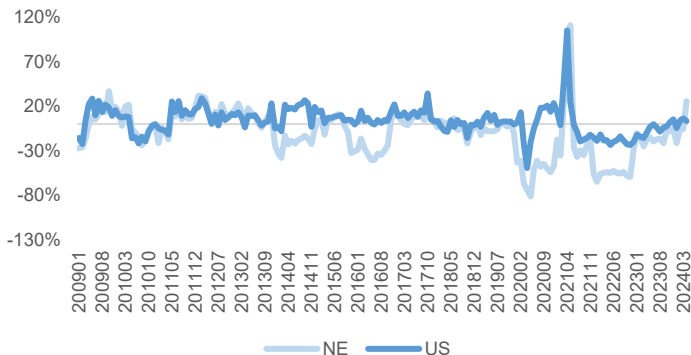
# NAR SentiLock Home Showings Report

## Northeast

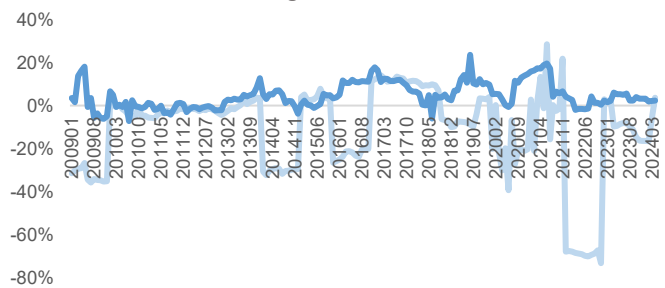
### NE Region Showings Increased 26 % Y/Y

Northeast region showings increased 26% year-over-year in April. The Northeast totaled 7,194 showings in April. Northeast Region SentiLock cards increased from last month to 3,174. Showings per card rose to 2.3. Year-over-year percent change in showings per card showed an increase of (21%).

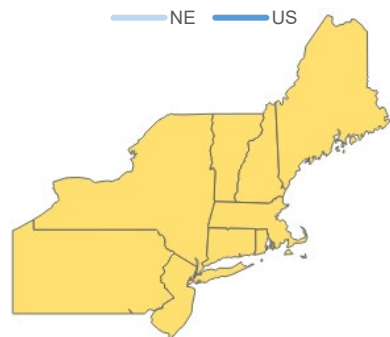
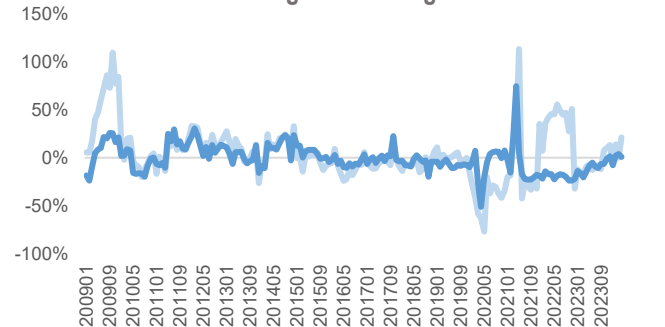
Northeast Y/Y Change in Showings



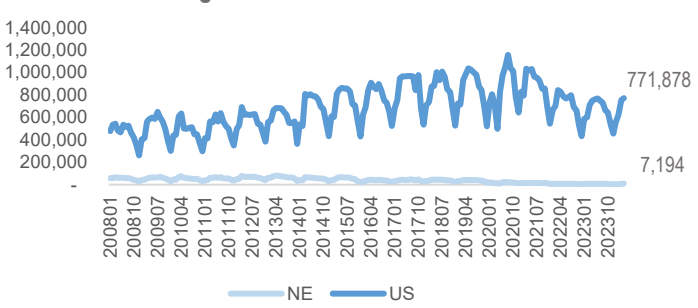
Northeast Y/Y Change in Cards



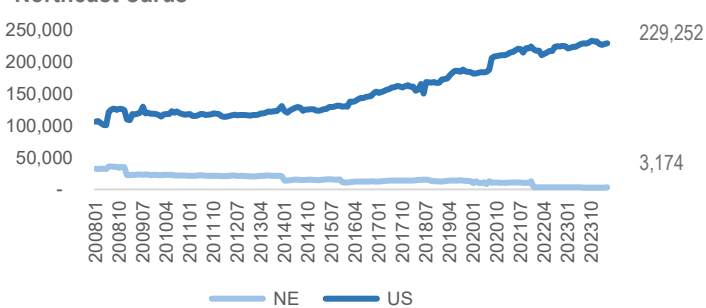
Northeast Y/Y Change in Showings Per Card



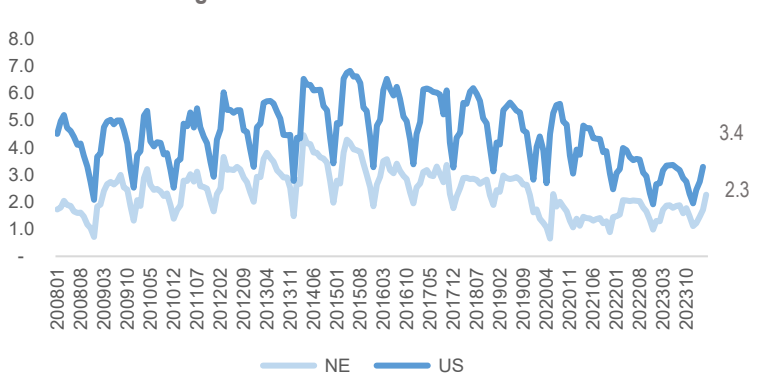
Northeast Showings



Northeast Cards



Northeast Showings Per Card



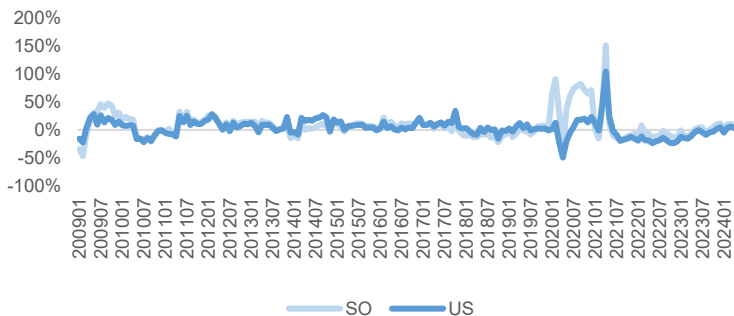
# NAR SentiLock Home Showings Report

## South

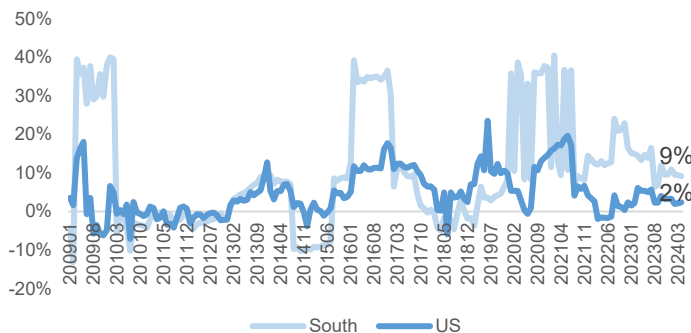
### SO Region Showings Inclined 9% Y/Y

Showings in the South increased by 9% in April 2024 compared to the same period a year ago. The South totaled 322,556 showings in April. The South region SentiLock cards increased to 92,015. Showings per card totaled 3.5, above the national level. Year-over-year percent changes in showings per card were down -1%.

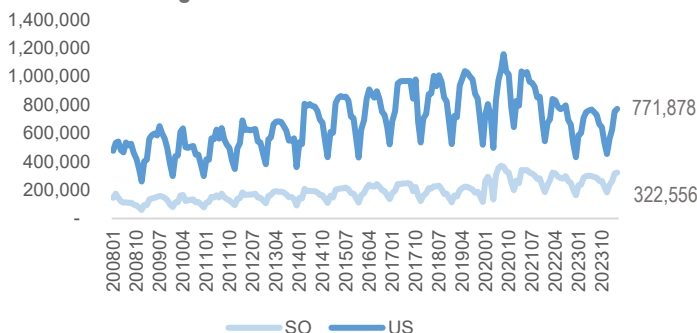
South Y/Y Change in Showings



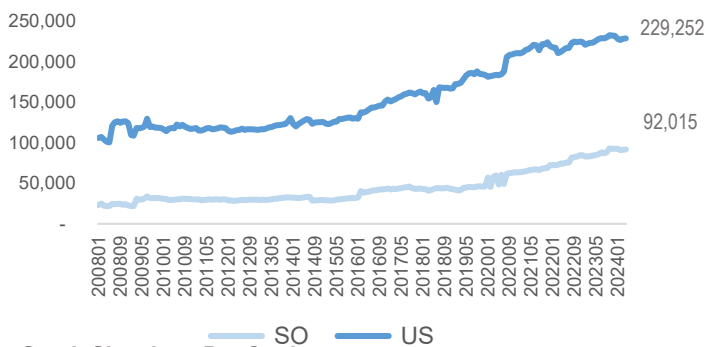
South Y/Y Change in Cards



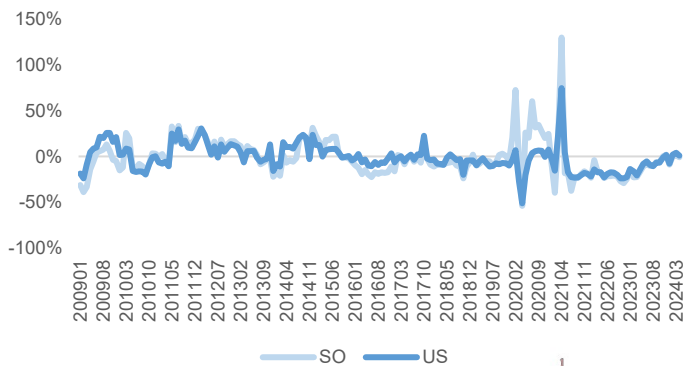
South Showings



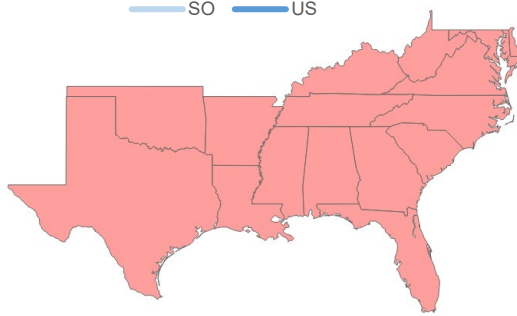
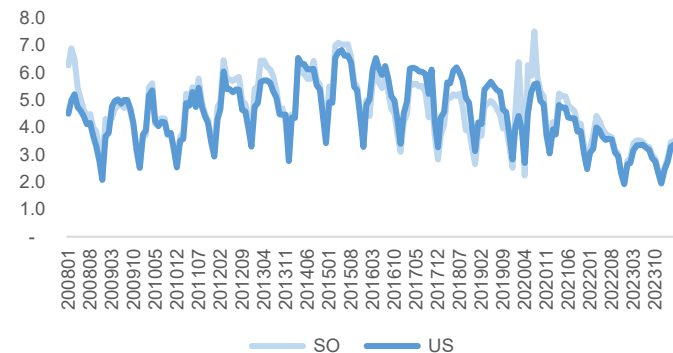
South Cards



South Y/Y Change in Showings Per Card



South Showings Per Card



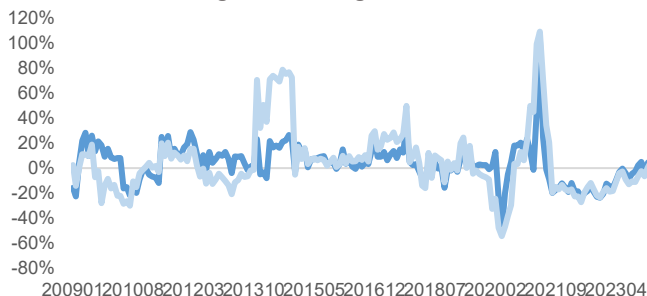
# NAR SentiLock Home Showings Report

## West

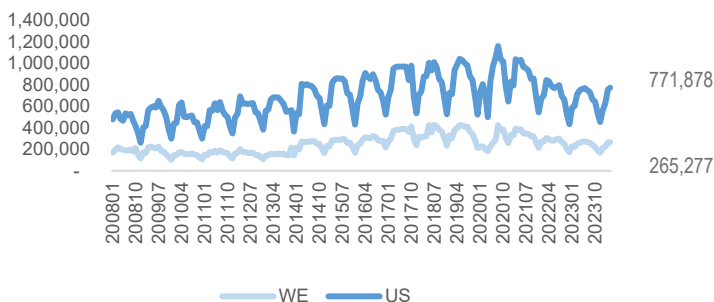
### WE Region Showings Incline 2% Y/Y

Showings showed an increase of 2% year-over-year in April. The West totaled 265,277 showings in April. West Region Sentrilock cards decreased to 72,025. Showings per card totaled (3.7) and were the highest amongst regions. Y/Y percent change in showings per card was up 3%.

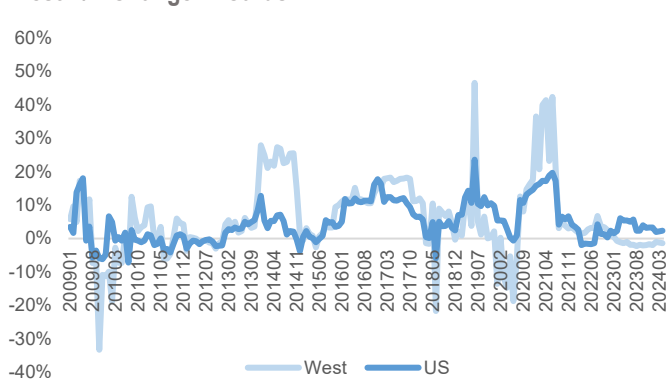
West Y/Y Change in Showings



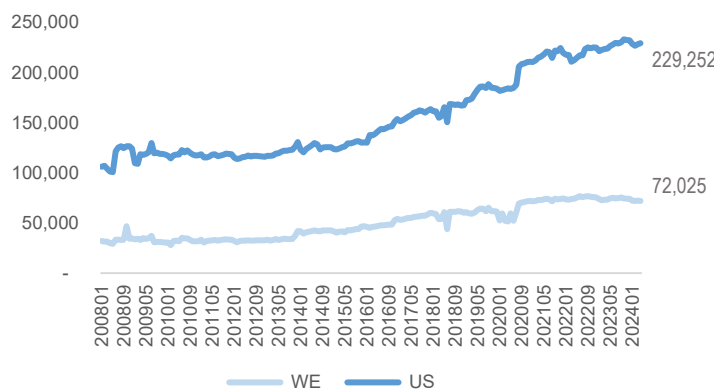
West Showings



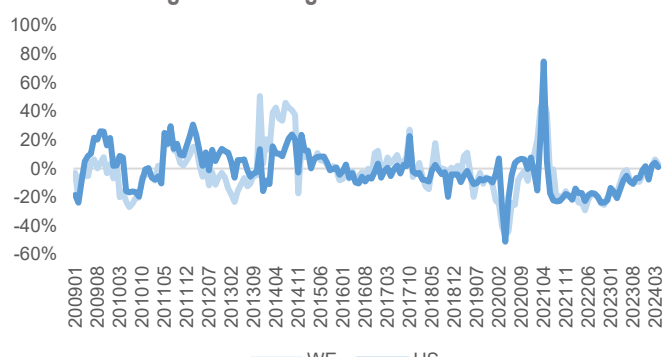
West Y/Y Change in Cards



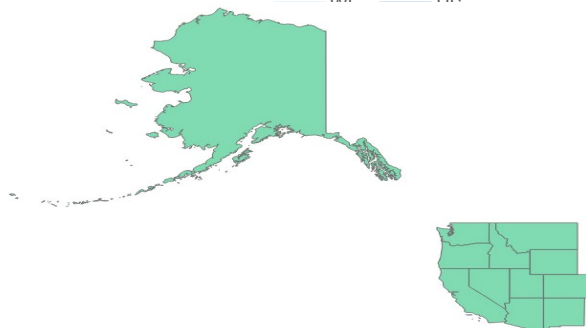
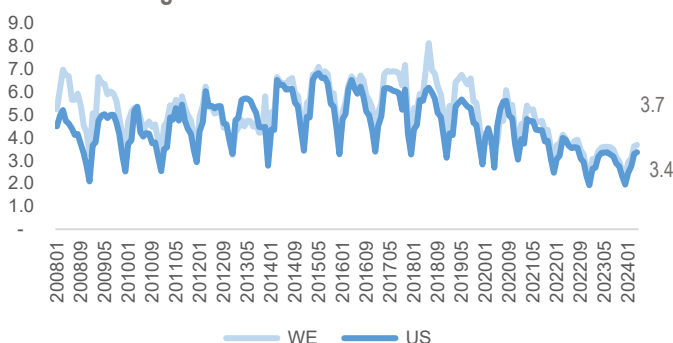
West Cards



West Y/Y Change in Showings Per Card



West Showings Per Card





# About SentiLock Home Showings

SentiLock is the official lockbox solution for NAR. As the leading electronic lockbox manufacturer and provider of property access management solutions, SentiLock 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 SentiLock Bluetooth® REALTOR® Lockbox is the most secure, durable, and versatile within the industry. SentiLock's reliable, multiple key access method, including via mobile app or keycard, helps to efficiently gain property access.

Every month SentiLock, LLC. provides NAR with data on the number of properties shown by a REALTOR®. SentiLock 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 SentiLock Lockboxes a REALTOR® inserts their SentiCard® into or uses their SentiKey® to gain access to properties.

**Showings Per Card Definition:** the average showings per card

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

**SentiKey®:** lockbox system app that contains authorization data that allows REALTORS® to access lockbox key compartments. Most lockbox accesses are via the SentiKey® 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 SentiLock.

## NAR SentiLock Home Showings Project Team

Lawrence Yun, PhD, Chief Economist and Senior Vice President of Research

Michael Hyman, Research Data Specialist

Meredith Dunn, Research Manager

# NAR SentiLock Home Showings Report

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.

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### **NATIONAL ASSOCIATION OF REALTORS®**

Research Group  
500 New Jersey Avenue, NW  
Washington, DC 20001  
202-383-1000  
[data@nar.realtor](mailto:data@nar.realtor)

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