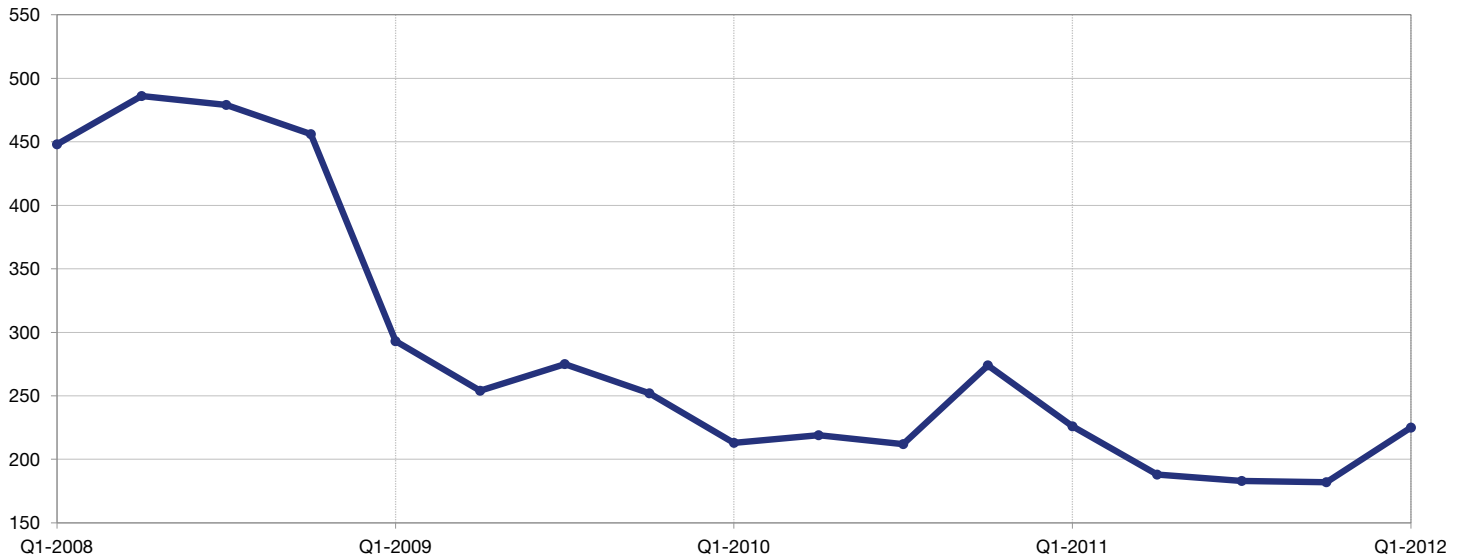


# Foreclosure Report

A QUARTERLY UPDATE ON THE ROLE OF FORECLOSURES IN THE REGION –  
PROVIDED BY THE UPSTATE ALLIANCE OF REALTORS® MULTIPLE LISTING SERVICE



## Number of Available Foreclosures for Sale



## Q1-2012 Update

Less than one in four. That's how many residential home sales were foreclosures during Q1-2012. At present, exactly 24.0 percent of all closed sales in the region were foreclosures. It's down ever-so-slightly from 24.4 percent in Q1-2011 and foreclosure inventories are on-par with 2010 levels.

Meanwhile, only 14.1 percent of all new listings and 7.2 percent of all active listings fall into the foreclosure category. The fact that more distressed homes are selling off the market than are coming on the market is encouraging.

Market-wide prices enjoyed their second quarter of year-over-year gains in the past three quarters, even though sellers haven't yet reclaimed their pricing power. But all real estate is local and activity varies greatly by segment and location.

## Explanation of Methodology

To provide a detailed look at the foreclosure phenomenon and its effect on our local housing market, we have harnessed the data available in the Upstate Alliance of REALTORS® MLS. Whenever the field called "REO" is listed as "Yes" we have separated that property from those that don't contain this marker. This gives us the ability to view the housing market as two distinct segments: foreclosure and traditional. Note: the "Foreclosure" field was not required before 2007, so the data prior to that point is less reliable.

This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley.

## Table of Contents

New Listings, Closed Sales and Market Share of Foreclosures	2
Inventory of Homes for Sale by Property Type and Price Range	3
Median Sales Price and Percent of Original List Price Received	4
Inventory and Closed Sales by Area	5
Median Sales Price by Area	6

[Click on desired metric to jump to that page.](#)

# Foreclosure Report

A RESEARCH TOOL PROVIDED BY THE UPSTATE ALLIANCE OF REALTORS® MULTIPLE LISTING SERVICE

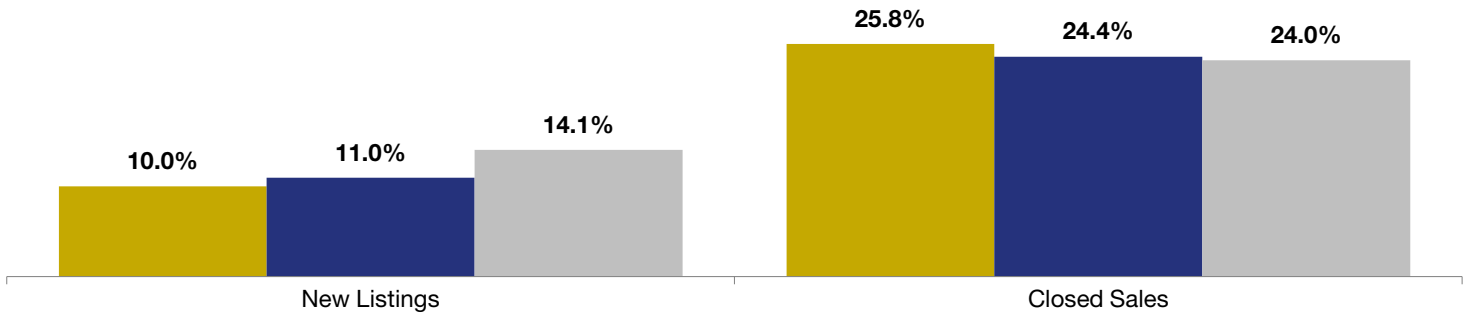


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012
New Listings	294	261	376	+ 27.9%	2,640	2,118	2,296	- 13.0%	2,934	2,379	2,672	- 8.9%	10.0%	11.0%	14.1%
Closed Sales	265	229	262	- 1.1%	761	709	830	+ 9.1%	1,026	938	1,092	+ 6.4%	25.8%	24.4%	24.0%

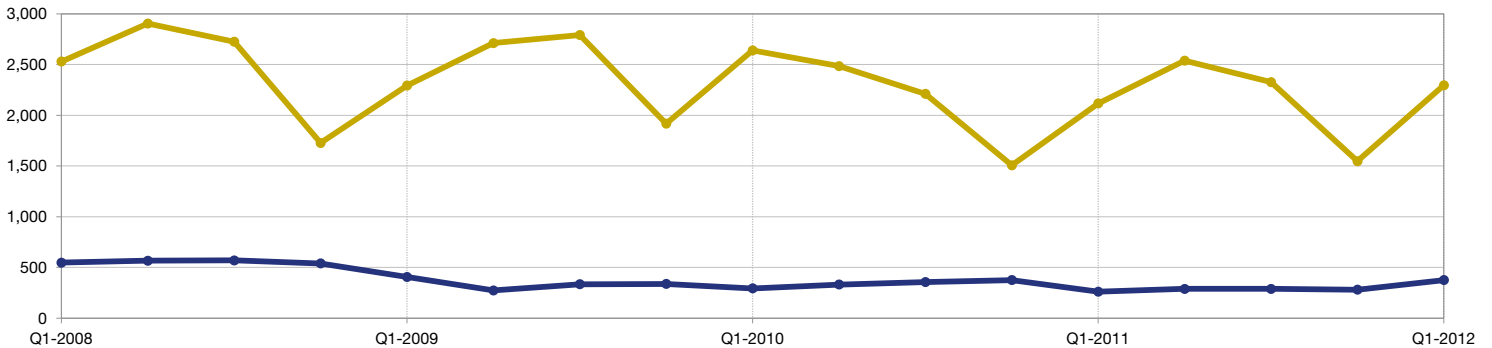
### Market Share of Foreclosures

■ Q1-2010 ■ Q1-2011 ■ Q1-2012



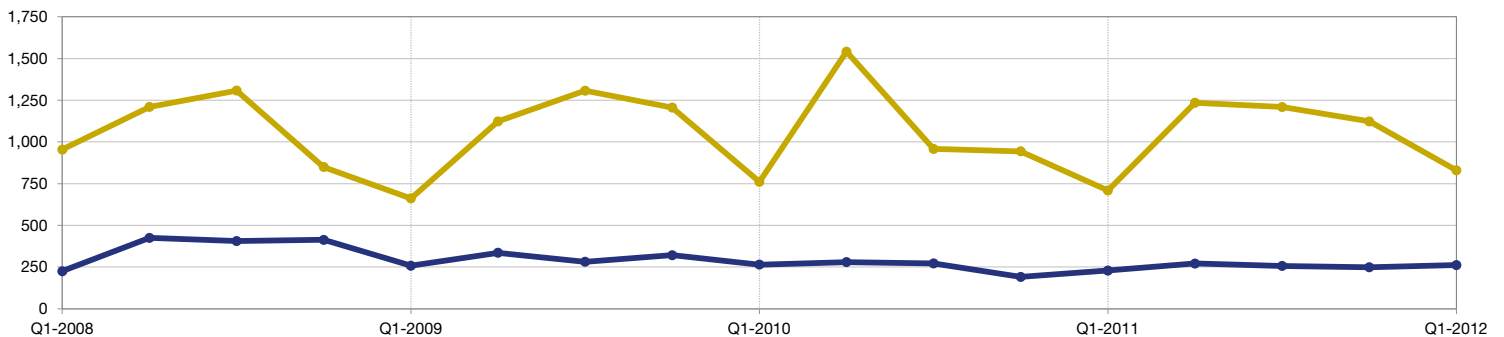
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley.

# Foreclosure Report

A RESEARCH TOOL PROVIDED BY THE UPSTATE ALLIANCE OF REALTORS® MULTIPLE LISTING SERVICE

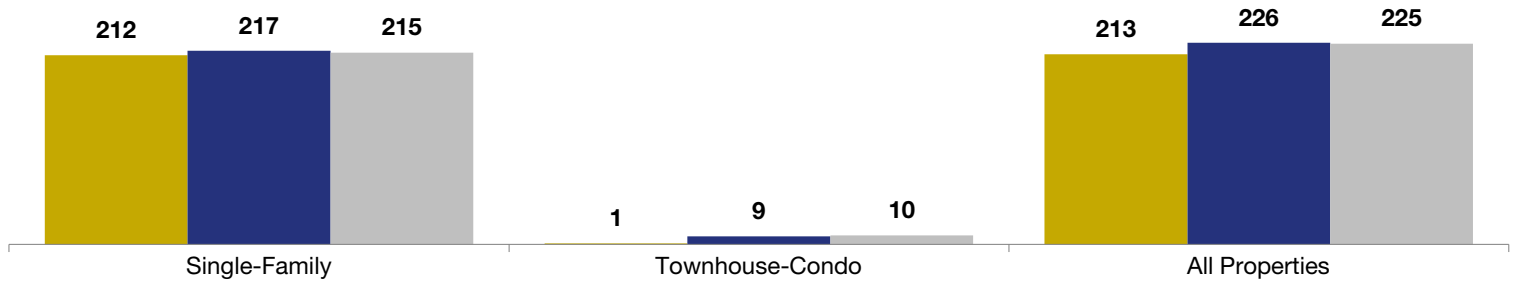


## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012
Single-Family	212	217	215	+ 1.4%	3,018	2,770	2,744	- 9.1%	3,230	2,987	2,959	- 8.4%	6.6%	7.3%	7.3%
Townhouse-Condo	1	9	10	+ 900.0%	199	202	176	- 11.6%	200	211	186	- 7.0%	0.5%	4.3%	5.4%
All Properties	213	226	225	+ 5.6%	3,217	2,972	2,920	- 9.2%	3,430	3,198	3,145	- 8.3%	6.2%	7.1%	7.2%

### Foreclosure Inventory by Property Type

■ Q1-2010 ■ Q1-2011 ■ Q1-2012

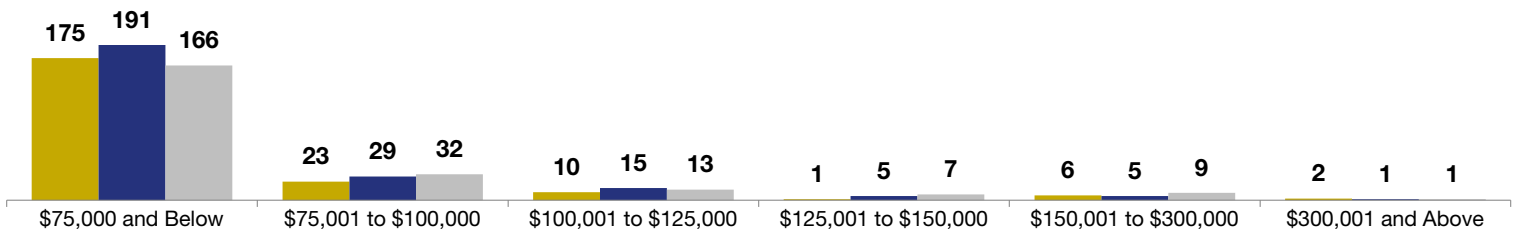


## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012
\$75,000 and Below	175	191	166	- 5.1%	916	855	788	- 14.0%	1,091	1,046	954	- 12.6%	16.0%	18.3%	17.4%
\$75,001 to \$100,000	23	29	32	+ 39.1%	1,031	915	957	- 7.2%	1,054	944	989	- 6.2%	2.2%	3.1%	3.2%
\$100,001 to \$125,000	10	15	13	+ 30.0%	581	579	515	- 11.4%	591	594	528	- 10.7%	1.7%	2.5%	2.5%
\$125,001 to \$150,000	1	5	7	+ 600.0%	356	296	304	- 14.6%	357	301	311	- 12.9%	0.3%	1.7%	2.3%
\$150,001 to \$300,000	6	5	9	+ 50.0%	214	207	231	+ 7.9%	220	212	240	+ 9.1%	2.7%	2.4%	3.8%
\$300,001 and Above	2	1	1	- 50.0%	88	103	116	+ 31.8%	90	104	117	+ 30.0%	2.2%	1.0%	0.9%
All Prices	213	226	225	+ 5.6%	3,217	2,972	2,920	- 9.2%	3,430	3,198	3,145	- 8.3%	6.2%	7.1%	7.2%

### Foreclosure Inventory by Price Range

■ Q1-2010 ■ Q1-2011 ■ Q1-2012



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley.

# Foreclosure Report

A RESEARCH TOOL PROVIDED BY THE UPSTATE ALLIANCE OF REALTORS® MULTIPLE LISTING SERVICE



## Median Sales Price

### Foreclosures

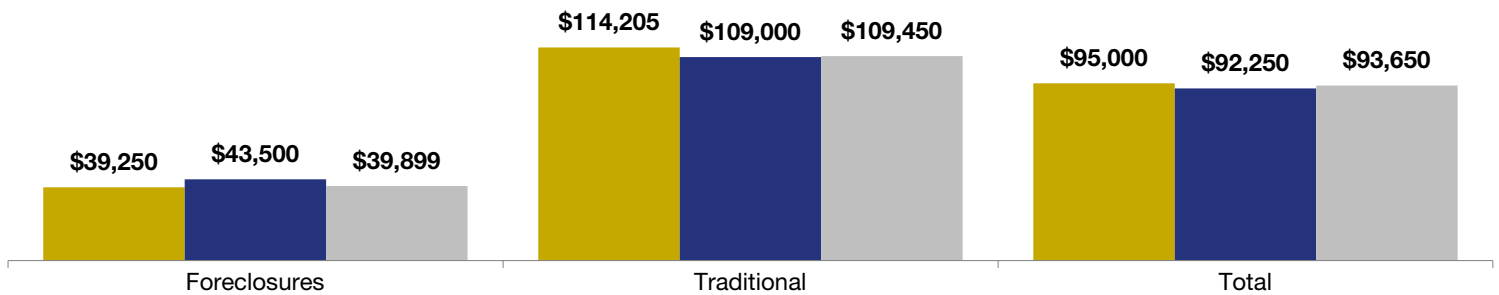
### Traditional

### Total

	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change
Single-Family	\$38,000	\$43,250	\$39,899	+ 5.0%	\$114,000	\$108,000	\$108,000	- 5.3%	\$95,000	\$90,000	\$91,300	- 3.9%
Condo-Townhome	\$86,000	\$44,000	\$0	- 100.0%	\$122,500	\$145,000	\$124,500	+ 1.6%	\$117,750	\$139,500	\$124,500	+ 5.7%
All Properties	\$39,250	\$43,500	\$39,899	+ 1.7%	\$114,205	\$109,000	\$109,450	- 4.2%	\$95,000	\$92,250	\$93,650	- 1.4%

### Median Sales Price for All Properties

■ Q1-2010 ■ Q1-2011 ■ Q1-2012



## Percent of Original List Price Received

### Foreclosures

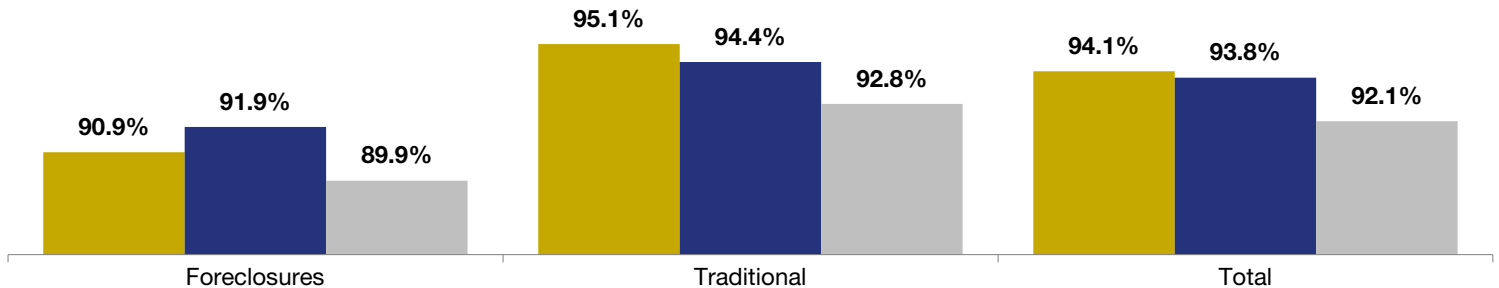
### Traditional

### Total

	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change	Q1-2010	Q1-2011	Q1-2012	2-Year Change
Single-Family	90.9%	92.0%	89.9%	- 1.2%	95.1%	94.5%	92.8%	- 2.4%	94.0%	93.8%	92.1%	- 2.0%
Condo-Townhome	90.8%	87.2%	0.0%	- 100.0%	96.2%	93.9%	93.2%	- 3.2%	95.3%	93.5%	93.2%	- 2.2%
All Properties	90.9%	91.9%	89.9%	- 1.2%	95.1%	94.4%	92.8%	- 2.4%	94.1%	93.8%	92.1%	- 2.0%

### Percent of Original List Price Received for All Properties

■ Q1-2010 ■ Q1-2011 ■ Q1-2012



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley.

# Foreclosure Report

A RESEARCH TOOL PROVIDED BY THE UPSTATE ALLIANCE OF REALTORS® MULTIPLE LISTING SERVICE



## Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales for each area.

	Inventory for Q1-2012			Closed Sales for the Last 12 Months Through Q1-2012		
	Total	Foreclosures	Share	Total	Foreclosures	Share
AD01 – Adams-Preble, Root, Union	65	2	3.1%	48	8	16.7%
AD02 – Adams-Kirkland, Washington, St. Marys	70	2	2.9%	78	29	37.2%
AD03 – Adams-French, Monroe, Blue Creek	14	2	14.3%	21	6	28.6%
AD04 – Adams-Hartford, Wabash, Jefferson	29	1	3.4%	32	9	28.1%
AL01 – Allen-Eel River, Lake, Perry	271	5	1.8%	546	37	6.8%
AL02 – Allen-Cedar Creek, Springfield, Scipio	29	2	6.9%	13	6	46.2%
AL03 – Allen-Washington	190	14	7.4%	298	68	22.8%
AL04 – Allen-St. Joseph	476	31	6.5%	770	132	17.1%
AL05 – Allen-Milan, Maumee	22	3	13.6%	38	12	31.6%
AL06 – Allen-Aboite, Lafayette	321	16	5.0%	594	37	6.2%
AL07 – Allen-Wayne, Pleasant	633	66	10.4%	698	337	48.3%
AL08 – Allen-Adams, Marion	174	17	9.8%	207	85	41.1%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	18	1	5.6%	19	2	10.5%
DE00 – Dekalb	231	0	0.0%	315	0	0.0%
HU01 – Huntington-Warren, Clear Creek, Jackson	23	0	0.0%	37	5	13.5%
HU02 – Huntington-Dallas, Huntington, Union	170	11	6.5%	210	65	31.0%
HU03 – Huntington-Polk, Lancaster, Rock Creek	9	0	0.0%	13	5	38.5%
HU04 – Huntington-Wayne, Jefferson, Salamonie	13	1	7.7%	21	10	47.6%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	4	0	0.0%	9	0	0.0%
JA02 – Jay-Knox, Greene, Wayne, Noble	27	0	0.0%	53	0	0.0%
JA03 – Jay-Richland, Jefferson, Pike, Madison	21	0	0.0%	20	0	0.0%
NO00 – Noble	532	13	2.4%	419	56	13.4%
WE01 – Wells-Union, Jefferson	43	6	14.0%	72	9	12.5%
WE02 – Wells-Rockcreek, Lancaster	49	3	6.1%	53	8	15.1%
WE03 – Wells-Liberty, Harrison	71	7	9.9%	60	22	36.7%
WE04 – Wells-Jackson, Chester, Nottingham	16	2	12.5%	11	8	72.7%
WH01 – Whitley-Etna, Troy, Thorn, Smith	35	4	11.4%	28	14	50.0%
WH02 – Whitley-Richland, Clevela	23	2	8.7%	21	12	57.1%
WH03 – Whitley-Columbia, Union	58	8	13.8%	124	15	12.1%
WH04 – Whitley-Washington, Jefferson	18	1	5.6%	19	1	5.3%

This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley.

# Foreclosure Report

A RESEARCH TOOL PROVIDED BY THE UPSTATE ALLIANCE OF REALTORS® MULTIPLE LISTING SERVICE



## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q1-2011	Last 12 Months Through Q1-2012	1-Year Change	Last 12 Months Through Q1-2011	Last 12 Months Through Q1-2012	1-Year Change
AD01 – Adams-Preble, Root, Union	\$44,250	\$30,000	- 32.2%	\$110,000	\$114,250	+ 3.9%
AD02 – Adams-Kirkland, Washington, St. Marys	\$31,988	\$35,001	+ 9.4%	\$75,000	\$75,250	+ 0.3%
AD03 – Adams-French, Monroe, Blue Creek	\$28,900	\$36,500	+ 26.3%	\$86,250	\$82,500	- 4.3%
AD04 – Adams-Hartford, Wabash, Jefferson	\$27,000	\$17,500	- 35.2%	\$75,700	\$69,950	- 7.6%
AL01 – Allen-Eel River, Lake, Perry	\$103,750	\$102,950	- 0.8%	\$157,000	\$162,000	+ 3.2%
AL02 – Allen-Cedar Creek, Springfield, Scipio	\$27,000	\$64,063	+ 137.3%	\$112,500	\$107,000	- 4.9%
AL03 – Allen-Washington	\$66,000	\$72,450	+ 9.8%	\$113,000	\$106,000	- 6.2%
AL04 – Allen-St. Joseph	\$63,000	\$58,000	- 7.9%	\$106,700	\$104,500	- 2.1%
AL05 – Allen-Milan, Maumee	\$60,000	\$46,400	- 22.7%	\$107,700	\$114,000	+ 5.8%
AL06 – Allen-Aboite, Lafayette	\$115,000	\$99,900	- 13.1%	\$172,450	\$177,000	+ 2.6%
AL07 – Allen-Wayne, Pleasant	\$17,000	\$22,000	+ 29.4%	\$65,000	\$65,000	0.0%
AL08 – Allen-Adams, Marion	\$31,000	\$28,000	- 9.7%	\$84,450	\$87,250	+ 3.3%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	\$45,000	\$47,863	+ 6.4%	\$149,000	\$126,000	- 15.4%
DE00 – Dekalb	\$0	\$0	--	\$85,450	\$85,000	- 0.5%
HU01 – Huntington-Warren, Clear Creek, Jackson	\$24,000	\$83,750	+ 249.0%	\$111,500	\$112,500	+ 0.9%
HU02 – Huntington-Dallas, Huntington, Union	\$20,000	\$22,289	+ 11.4%	\$75,000	\$75,000	0.0%
HU03 – Huntington-Polk, Lancaster, Rock Creek	\$38,000	\$36,000	- 5.3%	\$105,000	\$80,000	- 23.8%
HU04 – Huntington-Wayne, Jefferson, Salamonie	\$15,250	\$21,250	+ 39.3%	\$79,000	\$62,000	- 21.5%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	\$0	\$0	--	\$55,000	\$29,900	- 45.6%
JA02 – Jay-Knox, Greene, Wayne, Noble	\$0	\$0	--	\$35,750	\$61,950	+ 73.3%
JA03 – Jay-Richland, Jefferson, Pike, Madison	\$0	\$0	--	\$28,500	\$35,000	+ 22.8%
NO00 – Noble	\$56,450	\$40,000	- 29.1%	\$89,900	\$91,000	+ 1.2%
WE01 – Wells-Union, Jefferson	\$42,500	\$57,500	+ 35.3%	\$97,000	\$110,000	+ 13.4%
WE02 – Wells-Rockcreek, Lancaster	\$41,000	\$30,500	- 25.6%	\$130,750	\$125,000	- 4.4%
WE03 – Wells-Liberty, Harrison	\$17,063	\$32,750	+ 91.9%	\$85,000	\$77,250	- 9.1%
WE04 – Wells-Jackson, Chester, Nottingham	\$70,000	\$41,000	- 41.4%	\$105,700	\$105,000	- 0.7%
WH01 – Whitley-Etna, Troy, Thorn, Smith	\$66,000	\$75,000	+ 13.6%	\$116,000	\$107,450	- 7.4%
WH02 – Whitley-Richland, Clevella	\$25,000	\$47,250	+ 89.0%	\$110,000	\$79,900	- 27.4%
WH03 – Whitley-Columbia, Union	\$63,000	\$72,500	+ 15.1%	\$109,600	\$112,225	+ 2.4%
WH04 – Whitley-Washington, Jefferson	\$19,950	\$77,000	+ 286.0%	\$180,650	\$134,900	- 25.3%

This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley.