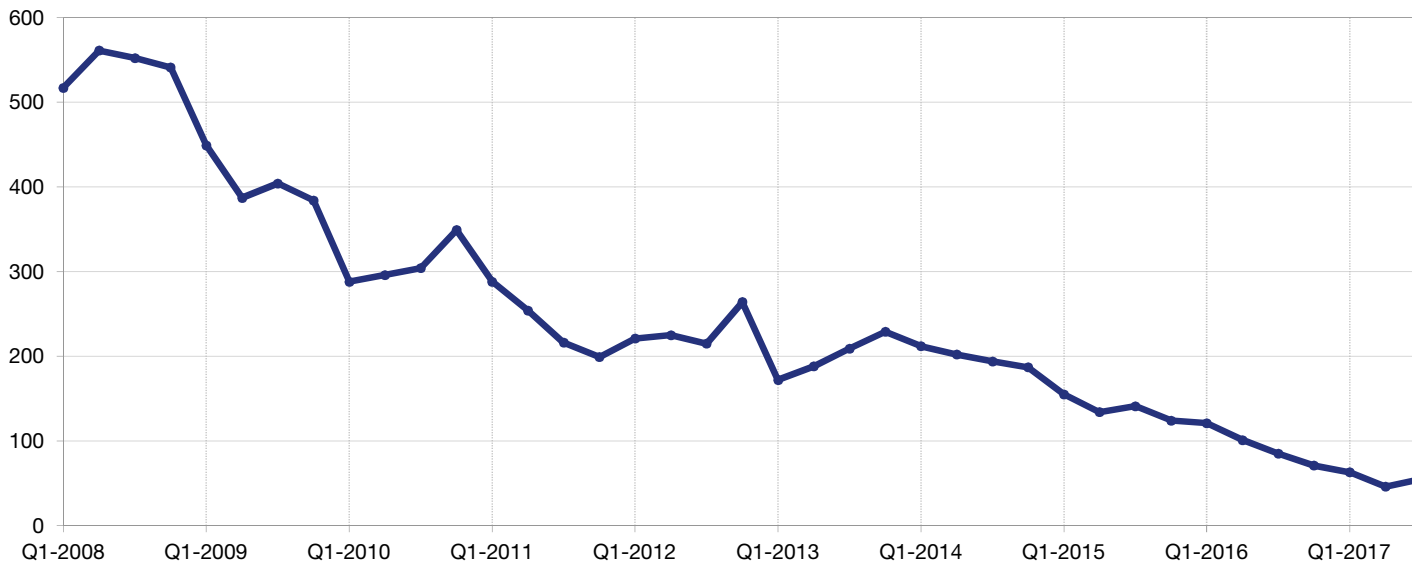


# Foreclosure Report

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



## Q3-2017 Update

New Listings in the Fort Wayne region increased 0.4 percent to 2,954.

- Traditional New Listings increased 4.4 percent to 2,842.
- Foreclosure New Listings decreased 48.6 percent to 112.
- Share of all New Listings that were foreclosures fell to 3.8 percent.

Closed Sales were down 1.0 percent to 2,343.

- Traditional Closed Sales were up 3.3 percent to 2,244.
- Foreclosure Closed Sales were down 49.0 percent to 99.
- Share of all Closed Sales that were foreclosures fell to 4.2 percent.

The Median Sales Price rose 12.5 percent to \$135,000.

- The traditional Median Sales Price rose 10.2 percent to \$139,900.
- The foreclosure Median Sales Price rose 6.6 percent to \$47,386.

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## 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.

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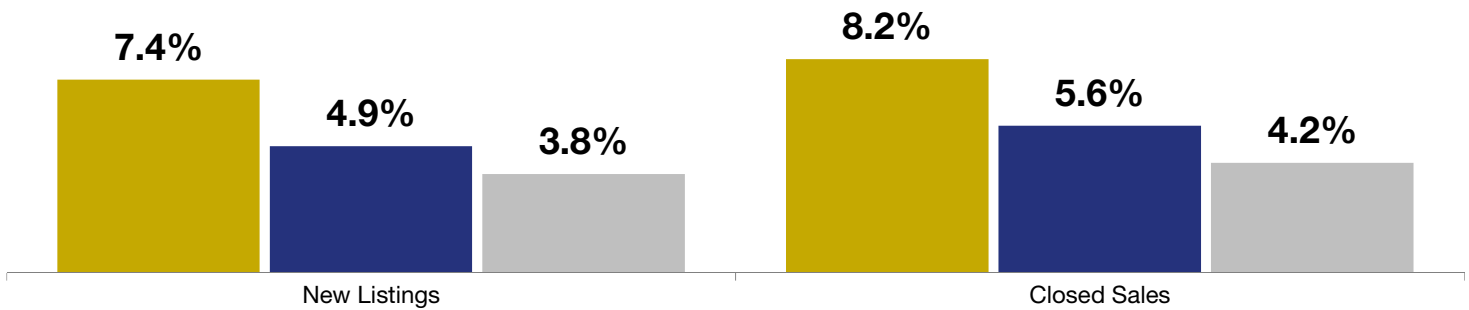


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017
New Listings	218	141	112	- 48.6%	2,723	2,763	2,842	+ 4.4%	2,941	2,904	2,954	+ 0.4%	7.4%	4.9%	3.8%
Closed Sales	194	137	99	- 49.0%	2,172	2,289	2,244	+ 3.3%	2,366	2,426	2,343	- 1.0%	8.2%	5.6%	4.2%

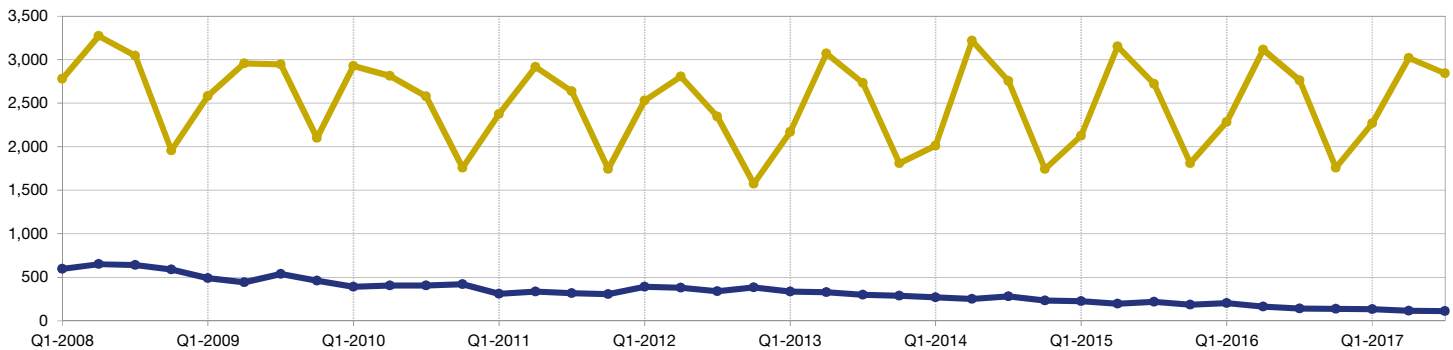
### Market Share of Foreclosures

■ Q3-2015 ■ Q3-2016 ■ Q3-2017



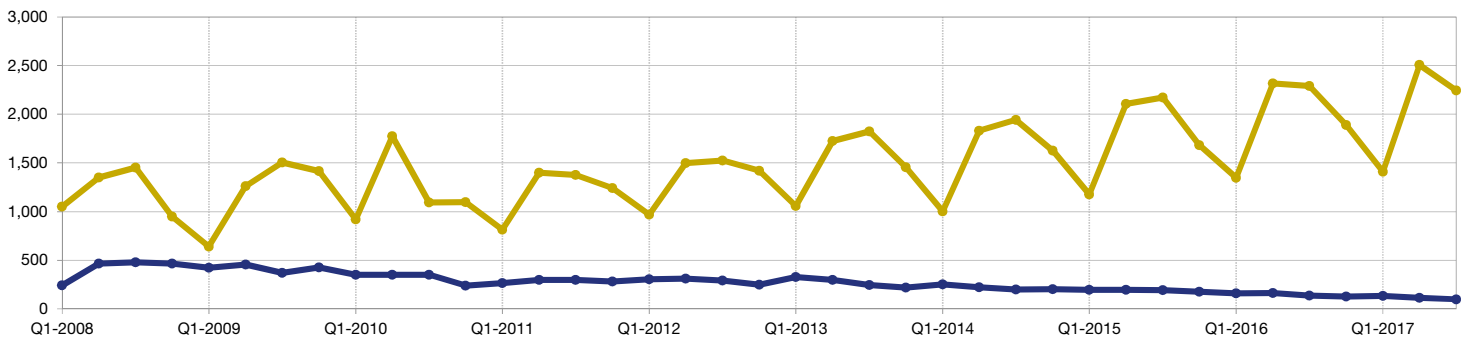
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



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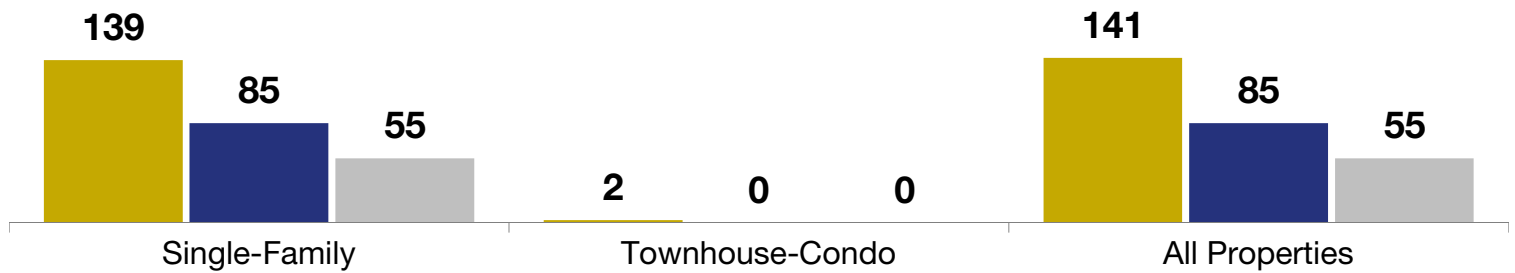


## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017
Single-Family	139	85	55	- 60.4%	2,301	1,866	1,652	- 28.2%	2,440	1,951	1,707	- 30.0%	5.7%	4.4%	3.2%
Townhouse-Condo	2	0	0	- 100.0%	117	92	86	- 26.5%	119	92	86	- 27.7%	1.7%	0.0%	0.0%
All Properties	141	85	55	- 61.0%	2,418	1,958	1,738	- 28.1%	2,559	2,043	1,793	- 29.9%	5.5%	4.2%	3.1%

### Foreclosure Inventory by Property Type

■ Q3-2015 ■ Q3-2016 ■ Q3-2017

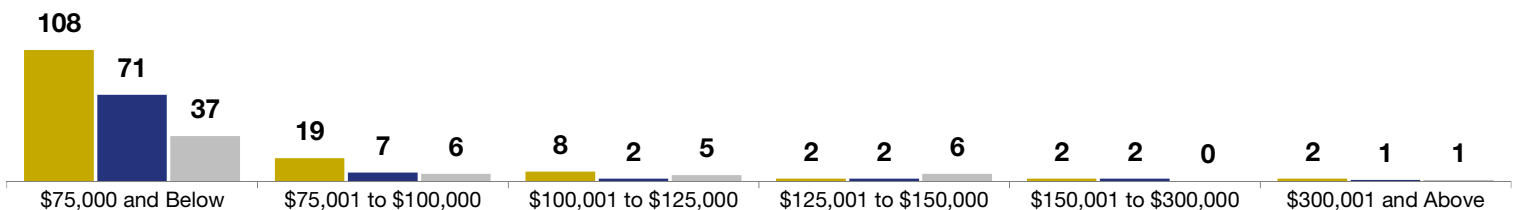


## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017
\$75,000 and Below	108	71	37	- 65.7%	580	443	280	- 51.7%	688	514	317	- 53.9%	15.7%	13.8%	11.7%
\$75,001 to \$100,000	19	7	6	- 68.4%	392	257	173	- 55.9%	411	264	179	- 56.4%	4.6%	2.7%	3.4%
\$100,001 to \$125,000	8	2	5	- 37.5%	244	205	156	- 36.1%	252	207	161	- 36.1%	3.2%	1.0%	3.1%
\$125,001 to \$150,000	2	2	6	+ 200.0%	232	159	193	- 16.8%	234	161	199	- 15.0%	0.9%	1.2%	3.0%
\$150,001 to \$300,000	2	2	0	- 100.0%	622	553	575	- 7.6%	624	555	575	- 7.9%	0.3%	0.4%	0.0%
\$300,001 and Above	2	1	1	- 50.0%	348	341	361	+ 3.7%	350	342	362	+ 3.4%	0.6%	0.3%	0.3%
All Prices	141	85	55	- 61.0%	2,418	1,958	1,738	- 28.1%	2,559	2,043	1,793	- 29.9%	5.5%	4.2%	3.1%

### Foreclosure Inventory by Price Range

■ Q3-2015 ■ Q3-2016 ■ Q3-2017



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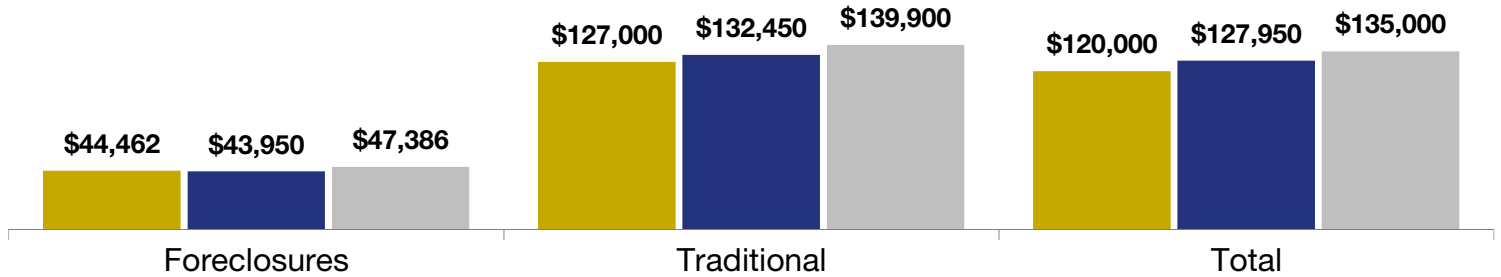


## Median Sales Price

	Foreclosures				Traditional				Total			
	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg
Single-Family	\$44,462	\$43,400	\$46,836	+ 5.3%	\$126,000	\$131,000	\$138,500	+ 9.9%	\$119,250	\$127,000	\$135,000	+ 13.2%
Condo-Townhome	\$0	\$107,550	\$157,950	--	\$133,075	\$142,750	\$151,700	+ 14.0%	\$133,075	\$142,500	\$151,700	+ 14.0%
All Properties	\$44,462	\$43,950	\$47,386	+ 6.6%	\$127,000	\$132,450	\$139,900	+ 10.2%	\$120,000	\$127,950	\$135,000	+ 12.5%

### Median Sales Price for All Properties

■ Q3-2015 ■ Q3-2016 ■ Q3-2017

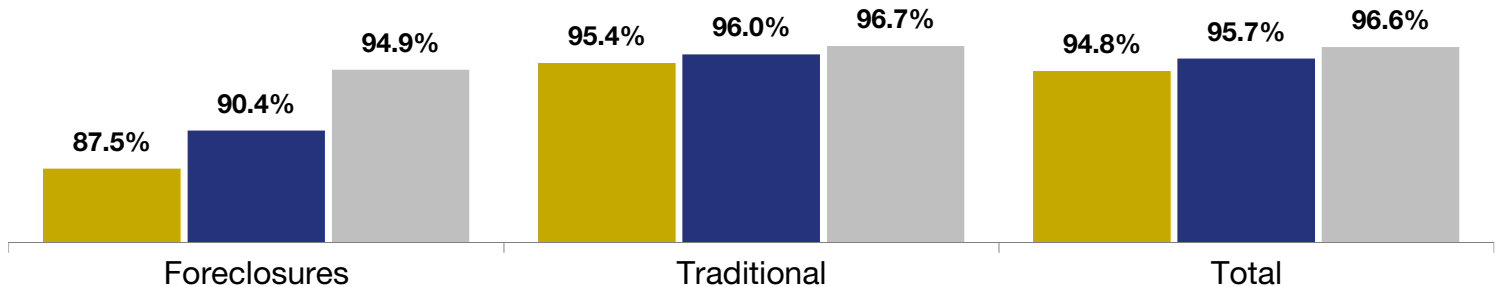


## Percent of Original List Price Received

	Foreclosures				Traditional				Total			
	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg	Q3-2015	Q3-2016	Q3-2017	2-Yr Chg
Single-Family	87.5%	90.4%	94.7%	+ 8.2%	95.4%	96.0%	96.7%	+ 1.4%	94.7%	95.7%	96.6%	+ 2.0%
Condo-Townhome	0.0%	0.0%	105.8%	--	95.5%	96.6%	96.5%	+ 1.0%	95.5%	96.6%	96.7%	+ 1.2%
All Properties	87.5%	90.4%	94.9%	+ 8.4%	95.4%	96.0%	96.7%	+ 1.3%	94.8%	95.7%	96.6%	+ 1.9%

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

■ Q3-2015 ■ Q3-2016 ■ Q3-2017



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## 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 Q3-2017			Closed Sales for the Last 12 Months Through Q3-2017		
	Total	Foreclosures	Share	Total	Foreclosures	Share
AD01 – Adams-Preble, Root, Union	25	0	0.0%	93	9	9.7%
AD02 – Adams-Kirkland, Washington, St. Marys	34	0	0.0%	83	3	3.6%
AD03 – Adams-French, Monroe, Blue Creek	13	0	0.0%	46	4	8.7%
AD04 – Adams-Hartford, Wabash, Jefferson	13	1	7.7%	37	0	0.0%
AL01 – Allen-Eel River, Lake, Perry	182	1	0.5%	838	16	1.9%
AL02 – Allen-Cedar Creek, Springfield, Scipio	59	0	0.0%	245	4	1.6%
AL03 – Allen-Washington	59	1	1.7%	555	22	4.0%
AL04 – Allen-St. Joseph	198	5	2.5%	1,357	52	3.8%
AL05 – Allen-Milan, Maumee	11	0	0.0%	50	3	6.0%
AL06 – Allen-Aboite, Lafayette	223	1	0.4%	975	15	1.5%
AL07 – Allen-Wayne, Pleasant	239	15	6.3%	1,338	145	10.8%
AL08 – Allen-Adams, Marion	77	8	10.4%	463	35	7.6%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	17	0	0.0%	57	6	10.5%
DE00 – Dekalb	102	4	3.9%	492	18	3.7%
HU01 – Huntington-Warren, Clear Creek, Jackson	10	0	0.0%	70	3	4.3%
HU02 – Huntington-Dallas, Huntington, Union	104	5	4.8%	344	37	10.8%
HU03 – Huntington-Polk, Lancaster, Rock Creek	11	1	9.1%	26	4	15.4%
HU04 – Huntington-Wayne, Jefferson, Salamonie	5	0	0.0%	39	5	12.8%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	1	0	0.0%	2	0	0.0%
JA02 – Jay-Knox, Greene, Wayne, Noble	1	0	0.0%	4	0	0.0%
JA03 – Jay-Richland, Jefferson, Pike, Madison	0	0	--	0	0	--
NO00 – Noble	21	0	0.0%	43	1	2.3%
WE01 – Wells-Union, Jefferson	20	0	0.0%	87	7	8.0%
WE02 – Wells-Rockcreek, Lancaster	19	1	5.3%	68	4	5.9%
WE03 – Wells-Liberty, Harrison	40	0	0.0%	138	17	12.3%
WE04 – Wells-Jackson, Chester, Nottingham	8	1	12.5%	14	1	7.1%
WH01 – Whitley-Etna, Troy, Thorn, Smith	26	2	7.7%	58	6	10.3%
WH02 – Whitley-Richland, Clevela	22	0	0.0%	52	4	7.7%
WH03 – Whitley-Columbia, Union	29	0	0.0%	229	7	3.1%
WH04 – Whitley-Washington, Jefferson	9	0	0.0%	45	2	4.4%

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## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q3-2016	Last 12 Months Through Q3-2017	1-Year Change	Last 12 Months Through Q3-2016	Last 12 Months Through Q3-2017	1-Year Change
AD01 – Adams-Preble, Root, Union	\$26,500	\$38,500	+ 45.3%	\$115,250	\$110,950	- 3.7%
AD02 – Adams-Kirkland, Washington, St. Marys	\$29,900	\$29,500	- 1.3%	\$81,000	\$100,000	+ 23.5%
AD03 – Adams-French, Monroe, Blue Creek	\$40,000	\$36,611	- 8.5%	\$83,000	\$89,000	+ 7.2%
AD04 – Adams-Hartford, Wabash, Jefferson	\$44,000	\$0	- 100.0%	\$81,000	\$74,900	- 7.5%
AL01 – Allen-Eel River, Lake, Perry	\$102,511	\$68,350	- 33.3%	\$190,200	\$200,000	+ 5.2%
AL02 – Allen-Cedar Creek, Springfield, Scipio	\$67,250	\$50,250	- 25.3%	\$204,200	\$196,500	- 3.8%
AL03 – Allen-Washington	\$58,980	\$57,750	- 2.1%	\$116,400	\$127,700	+ 9.7%
AL04 – Allen-St. Joseph	\$65,000	\$75,017	+ 15.4%	\$119,000	\$127,000	+ 6.7%
AL05 – Allen-Milan, Maumee	\$50,000	\$72,000	+ 44.0%	\$124,950	\$120,750	- 3.4%
AL06 – Allen-Aboite, Lafayette	\$102,075	\$149,900	+ 46.9%	\$203,610	\$217,000	+ 6.6%
AL07 – Allen-Wayne, Pleasant	\$29,559	\$33,000	+ 11.6%	\$70,000	\$74,900	+ 7.0%
AL08 – Allen-Adams, Marion	\$36,000	\$43,000	+ 19.4%	\$85,000	\$97,500	+ 14.7%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	\$50,175	\$41,800	- 16.7%	\$103,250	\$128,900	+ 24.8%
DE00 – DeKalb	\$41,826	\$53,950	+ 29.0%	\$121,500	\$131,250	+ 8.0%
HU01 – Huntington-Warren, Clear Creek, Jackson	\$82,300	\$95,250	+ 15.7%	\$142,000	\$157,625	+ 11.0%
HU02 – Huntington-Dallas, Huntington, Union	\$30,825	\$25,000	- 18.9%	\$79,900	\$84,000	+ 5.1%
HU03 – Huntington-Polk, Lancaster, Rock Creek	\$31,500	\$48,004	+ 52.4%	\$95,000	\$116,950	+ 23.1%
HU04 – Huntington-Wayne, Jefferson, Salamonie	\$65,000	\$23,000	- 64.6%	\$92,450	\$77,900	- 15.7%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	\$16,000	\$0	- 100.0%	\$16,000	\$39,500	+ 146.9%
JA02 – Jay-Knox, Greene, Wayne, Noble	\$18,000	\$0	- 100.0%	\$50,000	\$73,250	+ 46.5%
JA03 – Jay-Richland, Jefferson, Pike, Madison	\$0	\$0	--	\$0	\$0	--
NO00 – Noble	\$82,251	\$40,000	- 51.4%	\$123,000	\$133,500	+ 8.5%
WE01 – Wells-Union, Jefferson	\$50,003	\$47,000	- 6.0%	\$114,500	\$120,000	+ 4.8%
WE02 – Wells-Rockcreek, Lancaster	\$25,250	\$45,226	+ 79.1%	\$130,200	\$145,250	+ 11.6%
WE03 – Wells-Liberty, Harrison	\$27,000	\$36,575	+ 35.5%	\$90,000	\$87,750	- 2.5%
WE04 – Wells-Jackson, Chester, Nottingham	\$0	\$44,000	--	\$134,000	\$98,750	- 26.3%
WH01 – Whitley-Etna, Troy, Thorn, Smith	\$40,123	\$65,075	+ 62.2%	\$114,900	\$113,450	- 1.3%
WH02 – Whitley-Richland, Cleavela	\$49,750	\$41,901	- 15.8%	\$99,000	\$115,000	+ 16.2%
WH03 – Whitley-Columbia, Union	\$48,000	\$40,999	- 14.6%	\$121,887	\$127,900	+ 4.9%
WH04 – Whitley-Washington, Jefferson	\$65,000	\$196,000	+ 201.5%	\$158,900	\$155,000	- 2.5%

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