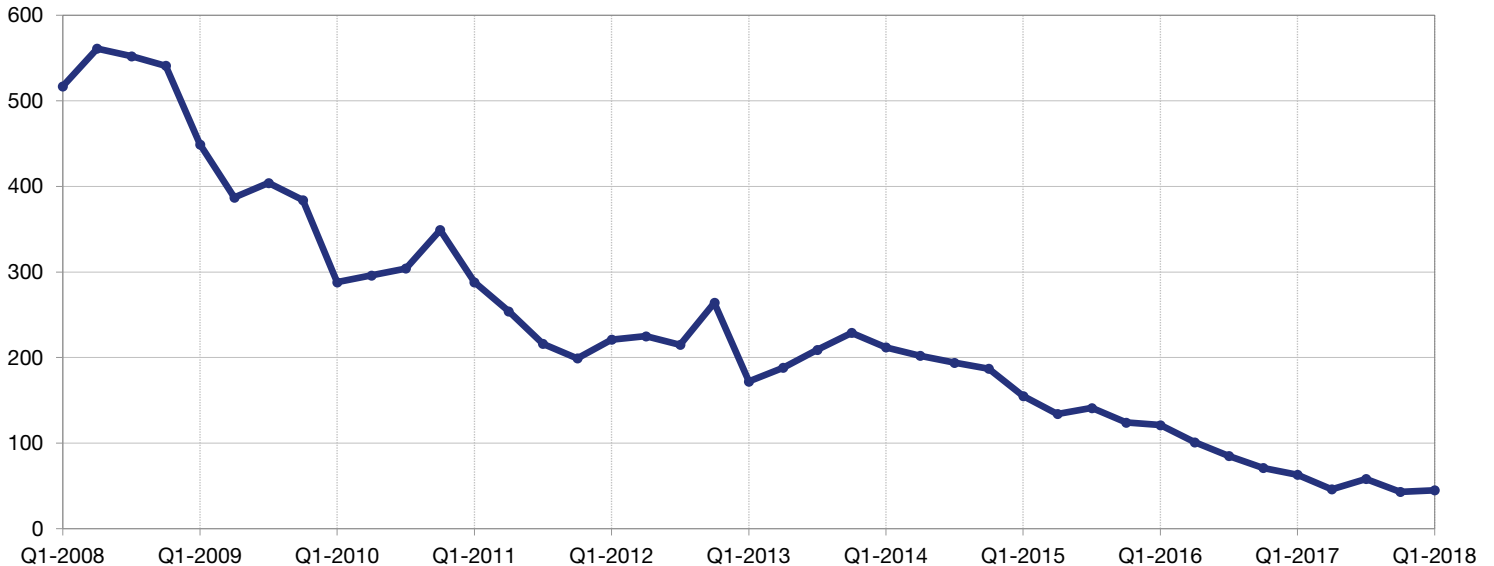


# Foreclosure Report

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



## Q1-2018 Update

New Listings in the Fort Wayne region decreased 18.1 percent to 2,039.

- Traditional New Listings decreased 14.6 percent to 1,951.
- Foreclosure New Listings decreased 57.1 percent to 88.
- Share of all New Listings that were foreclosures fell to 4.3 percent.

Closed Sales were down 1.9 percent to 1,478.

- Traditional Closed Sales were up 4.6 percent to 1,409.
- Foreclosure Closed Sales were down 56.9 percent to 69.
- Share of all Closed Sales that were foreclosures fell to 4.7 percent.

The Median Sales Price rose 14.0 percent to \$134,000.

- The traditional Median Sales Price rose 9.6 percent to \$137,000.
- The foreclosure Median Sales Price rose 38.8 percent to \$57,000.

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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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# Foreclosure Report

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

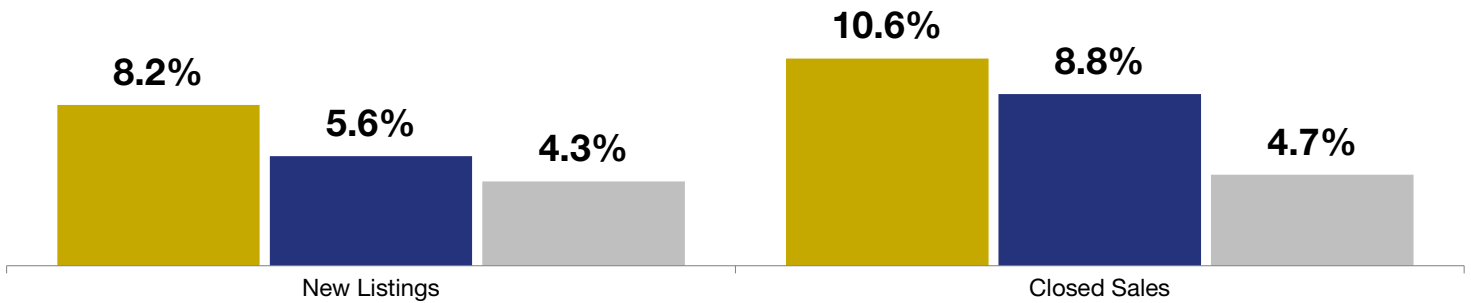


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018
New Listings	205	136	88	- 57.1%	2,284	2,285	1,951	- 14.6%	2,489	2,421	2,039	- 18.1%	8.2%	5.6%	4.3%
Closed Sales	160	136	69	- 56.9%	1,347	1,411	1,409	+ 4.6%	1,507	1,547	1,478	- 1.9%	10.6%	8.8%	4.7%

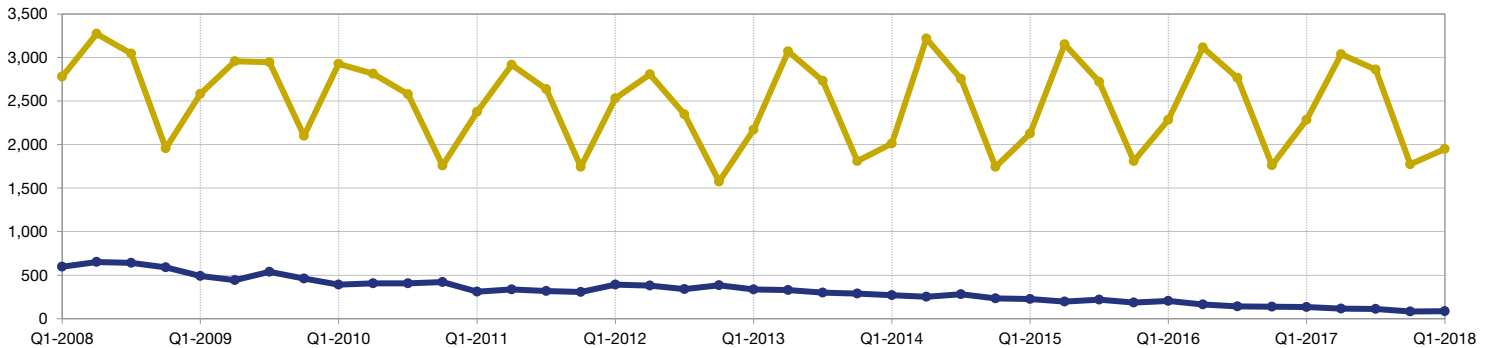
### Market Share of Foreclosures

■ Q1-2016 ■ Q1-2017 ■ Q1-2018



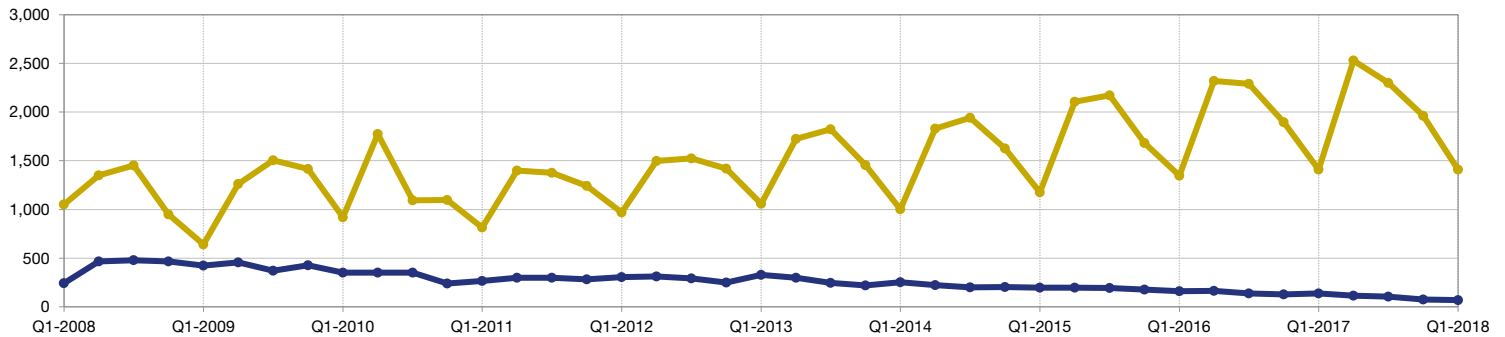
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



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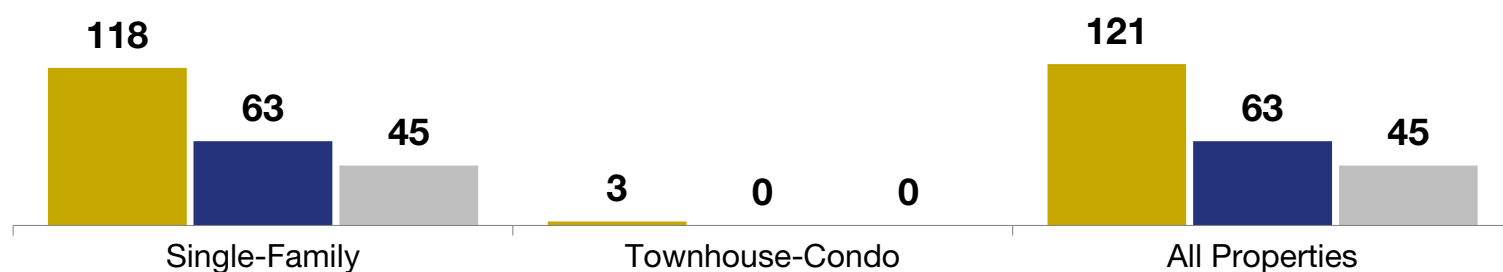


## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018
Single-Family	118	63	45	- 61.9%	1,676	1,300	964	- 42.5%	1,794	1,363	1,009	- 43.8%	6.6%	4.6%	4.5%
Townhouse-Condo	3	0	0	- 100.0%	78	91	82	+ 5.1%	81	91	82	+ 1.2%	3.7%	0.0%	0.0%
All Properties	121	63	45	- 62.8%	1,754	1,391	1,046	- 40.4%	1,875	1,454	1,091	- 41.8%	6.5%	4.3%	4.1%

### Foreclosure Inventory by Property Type

■ Q1-2016 ■ Q1-2017 ■ Q1-2018

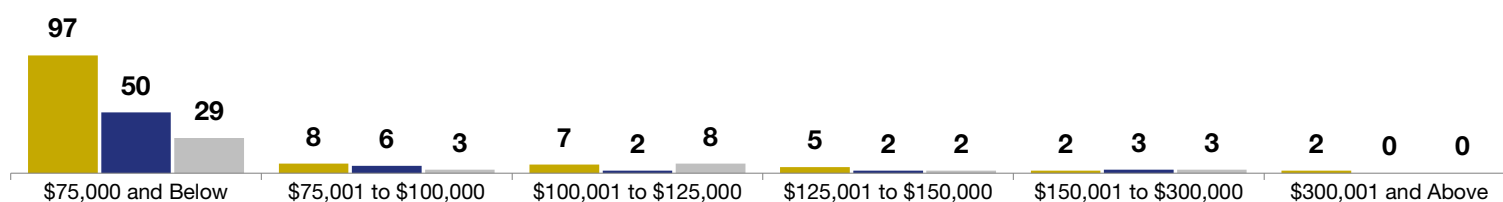


## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018
\$75,000 and Below	97	50	29	- 70.1%	422	288	147	- 65.2%	519	338	176	- 66.1%	18.7%	14.8%	16.5%
\$75,001 to \$100,000	8	6	3	- 62.5%	252	172	94	- 62.7%	260	178	97	- 62.7%	3.1%	3.4%	3.1%
\$100,001 to \$125,000	7	2	8	+ 14.3%	157	92	57	- 63.7%	164	94	65	- 60.4%	4.3%	2.1%	12.3%
\$125,001 to \$150,000	5	2	2	- 60.0%	141	118	77	- 45.4%	146	120	79	- 45.9%	3.4%	1.7%	2.5%
\$150,001 to \$300,000	2	3	3	+ 50.0%	455	432	397	- 12.7%	457	435	400	- 12.5%	0.4%	0.7%	0.8%
\$300,001 and Above	2	0	0	- 100.0%	327	289	274	- 16.2%	329	289	274	- 16.7%	0.6%	0.0%	0.0%
All Prices	121	63	45	- 62.8%	1,754	1,391	1,046	- 40.4%	1,875	1,454	1,091	- 41.8%	6.5%	4.3%	4.1%

### Foreclosure Inventory by Price Range

■ Q1-2016 ■ Q1-2017 ■ Q1-2018



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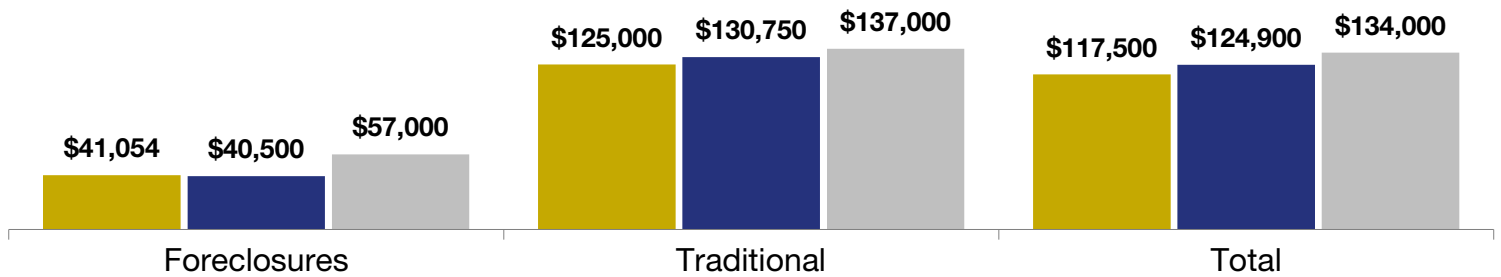


## Median Sales Price

	Foreclosures				Traditional				Total			
	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg
Single-Family	\$40,532	\$40,100	\$54,001	+ 33.2%	\$124,700	\$130,000	\$136,500	+ 9.5%	\$116,000	\$123,000	\$133,000	+ 14.7%
Condo-Townhome	\$71,000	\$130,500	\$127,500	+ 79.6%	\$141,700	\$147,000	\$145,550	+ 2.7%	\$141,000	\$147,000	\$145,275	+ 3.0%
All Properties	\$41,054	\$40,500	\$57,000	+ 38.8%	\$125,000	\$130,750	\$137,000	+ 9.6%	\$117,500	\$124,900	\$134,000	+ 14.0%

### Median Sales Price for All Properties

■ Q1-2016 ■ Q1-2017 ■ Q1-2018

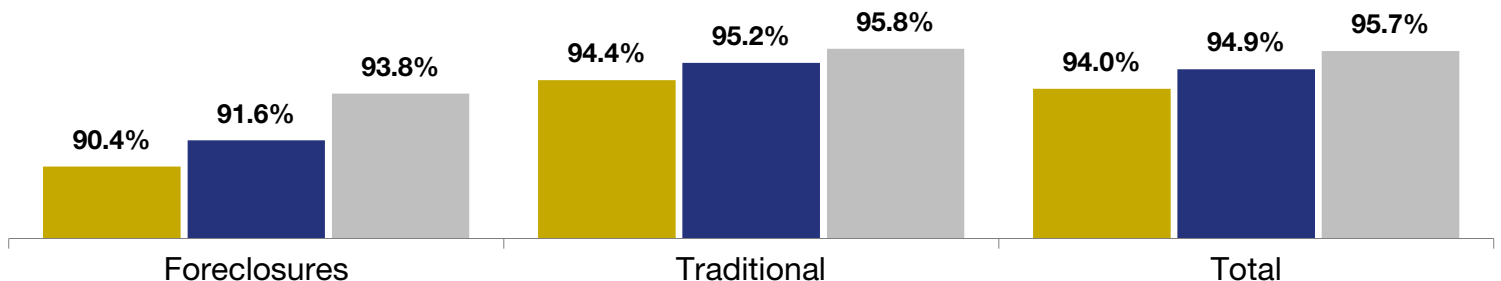


## Percent of Original List Price Received

	Foreclosures				Traditional				Total			
	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg	Q1-2016	Q1-2017	Q1-2018	2-Yr Chg
Single-Family	90.4%	91.5%	93.6%	+ 3.6%	94.4%	95.1%	95.8%	+ 1.5%	94.0%	94.8%	95.7%	+ 1.8%
Condo-Townhome	82.0%	98.3%	101.6%	+ 23.9%	93.8%	96.5%	96.8%	+ 3.2%	93.6%	96.5%	96.9%	+ 3.5%
All Properties	90.4%	91.6%	93.8%	+ 3.8%	94.4%	95.2%	95.8%	+ 1.5%	94.0%	94.9%	95.7%	+ 1.9%

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

■ Q1-2016 ■ Q1-2017 ■ Q1-2018



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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 Q1-2018			Closed Sales for the Last 12 Months Through Q1-2018		
	Total	Foreclosures	Share	Total	Foreclosures	Share
AD01 – Adams-Preble, Root, Union	18	0	0.0%	90	7	7.8%
AD02 – Adams-Kirkland, Washington, St. Marys	17	2	11.8%	104	2	1.9%
AD03 – Adams-French, Monroe, Blue Creek	5	0	0.0%	37	0	0.0%
AD04 – Adams-Hartford, Wabash, Jefferson	8	1	12.5%	43	2	4.7%
AL01 – Allen-Eel River, Lake, Perry	112	1	0.9%	836	12	1.4%
AL02 – Allen-Cedar Creek, Springfield, Scipio	44	1	2.3%	238	5	2.1%
AL03 – Allen-Washington	45	0	0.0%	539	13	2.4%
AL04 – Allen-St. Joseph	88	2	2.3%	1,375	45	3.3%
AL05 – Allen-Milan, Maumee	2	0	0.0%	59	2	3.4%
AL06 – Allen-Aboite, Lafayette	157	0	0.0%	981	13	1.3%
AL07 – Allen-Wayne, Pleasant	116	10	8.6%	1,262	104	8.2%
AL08 – Allen-Adams, Marion	29	2	6.9%	486	35	7.2%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	4	1	25.0%	61	4	6.6%
DE00 – Dekalb	58	0	0.0%	483	15	3.1%
HU01 – Huntington-Warren, Clear Creek, Jackson	15	0	0.0%	65	0	0.0%
HU02 – Huntington-Dallas, Huntington, Union	67	4	6.0%	342	24	7.0%
HU03 – Huntington-Polk, Lancaster, Rock Creek	3	1	33.3%	32	3	9.4%
HU04 – Huntington-Wayne, Jefferson, Salamonie	4	0	0.0%	40	7	17.5%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	1	0	0.0%	3	0	0.0%
JA02 – Jay-Knox, Greene, Wayne, Noble	0	0	--	2	0	0.0%
JA03 – Jay-Richland, Jefferson, Pike, Madison	0	0	--	1	0	0.0%
NO00 – Noble	9	1	11.1%	45	1	2.2%
WE01 – Wells-Union, Jefferson	13	0	0.0%	92	4	4.3%
WE02 – Wells-Rockcreek, Lancaster	17	1	5.9%	69	1	1.4%
WE03 – Wells-Liberty, Harrison	33	4	12.1%	156	13	8.3%
WE04 – Wells-Jackson, Chester, Nottingham	3	0	0.0%	21	1	4.8%
WH01 – Whitley-Etna, Troy, Thorn, Smith	11	1	9.1%	64	3	4.7%
WH02 – Whitley-Richland, Clevela	14	1	7.1%	60	3	5.0%
WH03 – Whitley-Columbia, Union	22	0	0.0%	224	5	2.2%
WH04 – Whitley-Washington, Jefferson	3	1	33.3%	47	1	2.1%

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## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q1-2017	Last 12 Months Through Q1-2018	1-Year Change	Last 12 Months Through Q1-2017	Last 12 Months Through Q1-2018	1-Year Change
AD01 – Adams-Preble, Root, Union	\$46,000	\$52,950	+ 15.1%	\$112,000	\$115,000	+ 2.7%
AD02 – Adams-Kirkland, Washington, St. Marys	\$29,700	\$20,500	- 31.0%	\$94,500	\$107,250	+ 13.5%
AD03 – Adams-French, Monroe, Blue Creek	\$37,000	\$0	- 100.0%	\$79,950	\$98,000	+ 22.6%
AD04 – Adams-Hartford, Wabash, Jefferson	\$28,500	\$55,000	+ 93.0%	\$88,500	\$78,500	- 11.3%
AL01 – Allen-Eel River, Lake, Perry	\$98,000	\$71,150	- 27.4%	\$196,950	\$204,700	+ 3.9%
AL02 – Allen-Cedar Creek, Springfield, Scipio	\$58,500	\$151,125	+ 158.3%	\$191,250	\$230,000	+ 20.3%
AL03 – Allen-Washington	\$53,475	\$57,750	+ 8.0%	\$121,750	\$131,500	+ 8.0%
AL04 – Allen-St. Joseph	\$70,000	\$76,200	+ 8.9%	\$121,250	\$129,900	+ 7.1%
AL05 – Allen-Milan, Maumee	\$41,998	\$67,350	+ 60.4%	\$125,000	\$125,000	0.0%
AL06 – Allen-Aboite, Lafayette	\$135,615	\$149,900	+ 10.5%	\$211,000	\$218,000	+ 3.3%
AL07 – Allen-Wayne, Pleasant	\$33,002	\$34,980	+ 6.0%	\$72,925	\$79,500	+ 9.0%
AL08 – Allen-Adams, Marion	\$39,750	\$44,000	+ 10.7%	\$90,955	\$100,000	+ 9.9%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	\$53,000	\$41,800	- 21.1%	\$115,000	\$127,900	+ 11.2%
DE00 – DeKalb	\$49,500	\$68,100	+ 37.6%	\$126,175	\$130,000	+ 3.0%
HU01 – Huntington-Warren, Clear Creek, Jackson	\$88,775	\$0	- 100.0%	\$136,349	\$165,000	+ 21.0%
HU02 – Huntington-Dallas, Huntington, Union	\$25,000	\$25,000	0.0%	\$80,500	\$94,000	+ 16.8%
HU03 – Huntington-Polk, Lancaster, Rock Creek	\$37,004	\$50,000	+ 35.1%	\$95,000	\$144,000	+ 51.6%
HU04 – Huntington-Wayne, Jefferson, Salamonie	\$21,010	\$41,350	+ 96.8%	\$85,000	\$82,450	- 3.0%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	\$16,000	\$0	- 100.0%	\$16,000	\$56,000	+ 250.0%
JA02 – Jay-Knox, Greene, Wayne, Noble	\$20,000	\$0	- 100.0%	\$67,500	\$107,000	+ 58.5%
JA03 – Jay-Richland, Jefferson, Pike, Madison	\$0	\$0	--	\$0	\$59,000	--
NO00 – Noble	\$40,000	\$97,000	+ 142.5%	\$141,450	\$116,000	- 18.0%
WE01 – Wells-Union, Jefferson	\$46,006	\$57,250	+ 24.4%	\$109,250	\$128,750	+ 17.8%
WE02 – Wells-Rockcreek, Lancaster	\$41,500	\$42,500	+ 2.4%	\$132,500	\$145,500	+ 9.8%
WE03 – Wells-Liberty, Harrison	\$31,600	\$39,000	+ 23.4%	\$85,000	\$86,350	+ 1.6%
WE04 – Wells-Jackson, Chester, Nottingham	\$44,000	\$44,200	+ 0.5%	\$117,000	\$125,000	+ 6.8%
WH01 – Whitley-Etna, Troy, Thorn, Smith	\$55,100	\$34,500	- 37.4%	\$112,000	\$145,420	+ 29.8%
WH02 – Whitley-Richland, Cleavela	\$68,750	\$38,297	- 44.3%	\$129,900	\$106,450	- 18.1%
WH03 – Whitley-Columbia, Union	\$40,500	\$53,594	+ 32.3%	\$127,450	\$129,950	+ 2.0%
WH04 – Whitley-Washington, Jefferson	\$92,100	\$299,900	+ 225.6%	\$156,950	\$163,500	+ 4.2%

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