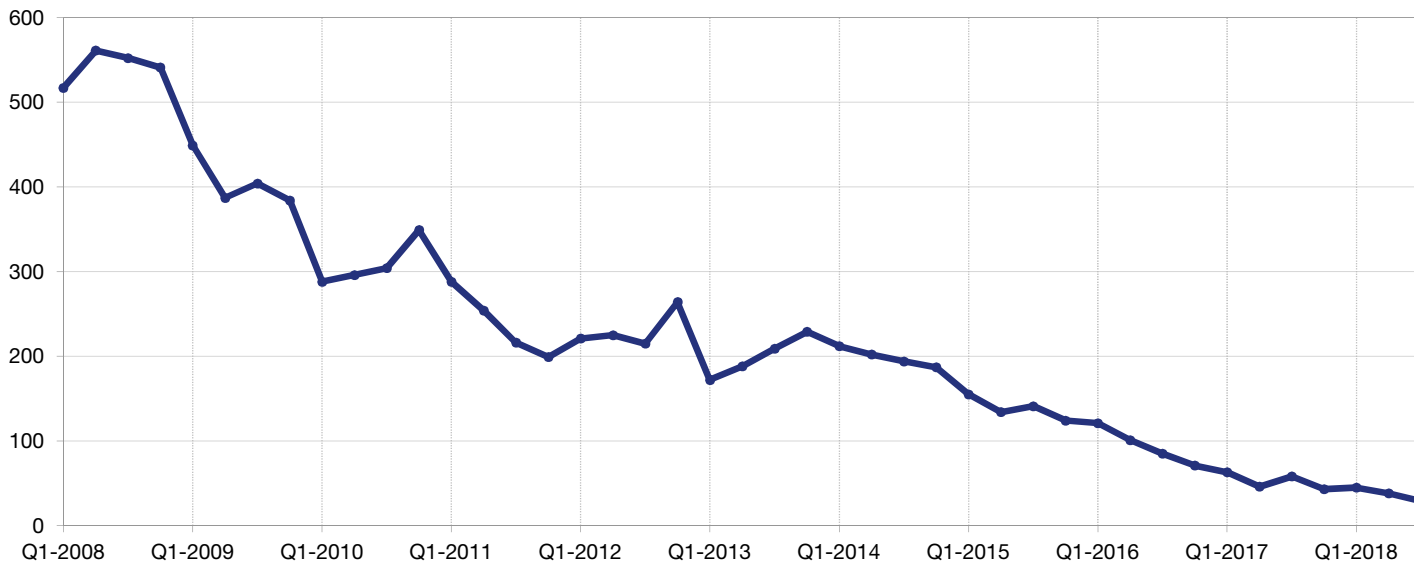


# Foreclosure Report

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



## Q3-2018 Update

New Listings in the Fort Wayne region increased 1.9 percent to 2,962.

- Traditional New Listings increased 4.7 percent to 2,898.
- Foreclosure New Listings decreased 54.6 percent to 64.
- Share of all New Listings that were foreclosures fell to 2.2 percent.

Closed Sales were down 1.9 percent to 2,382.

- Traditional Closed Sales were up 1.5 percent to 2,326.
- Foreclosure Closed Sales were down 59.1 percent to 56.
- Share of all Closed Sales that were foreclosures fell to 2.4 percent.

The Median Sales Price rose 14.8 percent to \$146,950.

- The traditional Median Sales Price rose 12.3 percent to \$149,000.
- The foreclosure Median Sales Price rose 43.3 percent to \$63,000.

## Table of Contents

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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

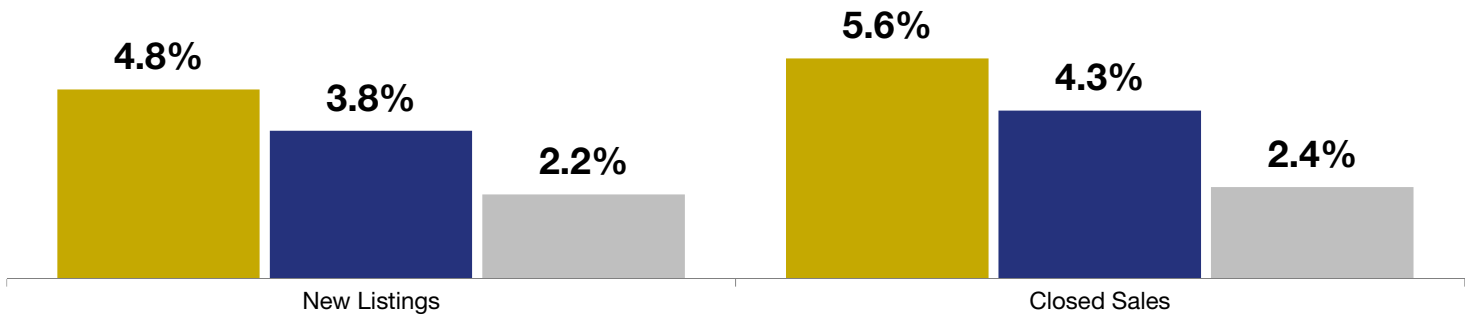


## New Listings and Closed Sales

|              | Foreclosures |         |         |          | Traditional |         |         |          | Total   |         |         |          | Market Share of Foreclosures |         |         |
|--------------|--------------|---------|---------|----------|-------------|---------|---------|----------|---------|---------|---------|----------|------------------------------|---------|---------|
|              | Q3-2016      | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016     | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016 | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016                      | Q3-2017 | Q3-2018 |
| New Listings | 141          | 113     | 64      | -54.6%   | 2,767       | 2,870   | 2,898   | +4.7%    | 2,908   | 2,983   | 2,962   | +1.9%    | 4.8%                         | 3.8%    | 2.2%    |
| Closed Sales | 137          | 104     | 56      | -59.1%   | 2,291       | 2,310   | 2,326   | +1.5%    | 2,428   | 2,414   | 2,382   | -1.9%    | 5.6%                         | 4.3%    | 2.4%    |

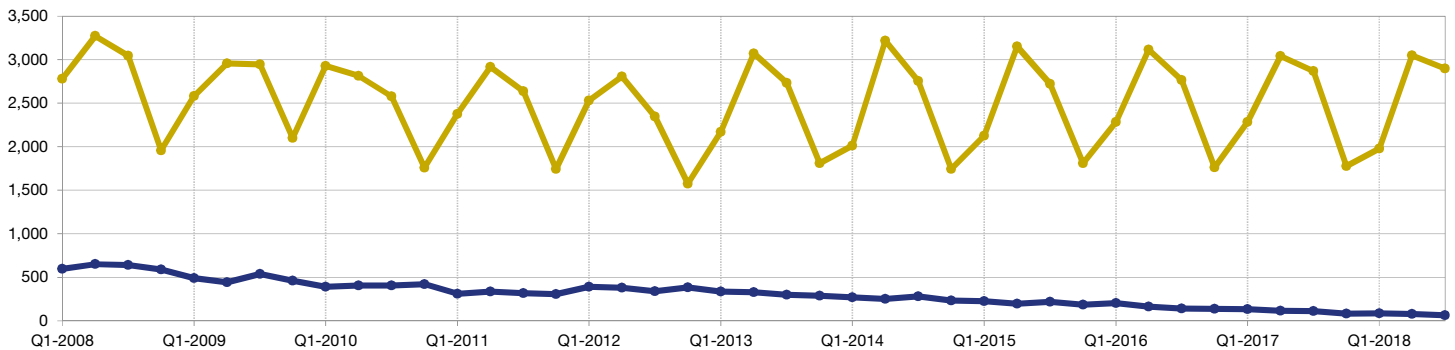
### Market Share of Foreclosures

■ Q3-2016 ■ Q3-2017 ■ Q3-2018



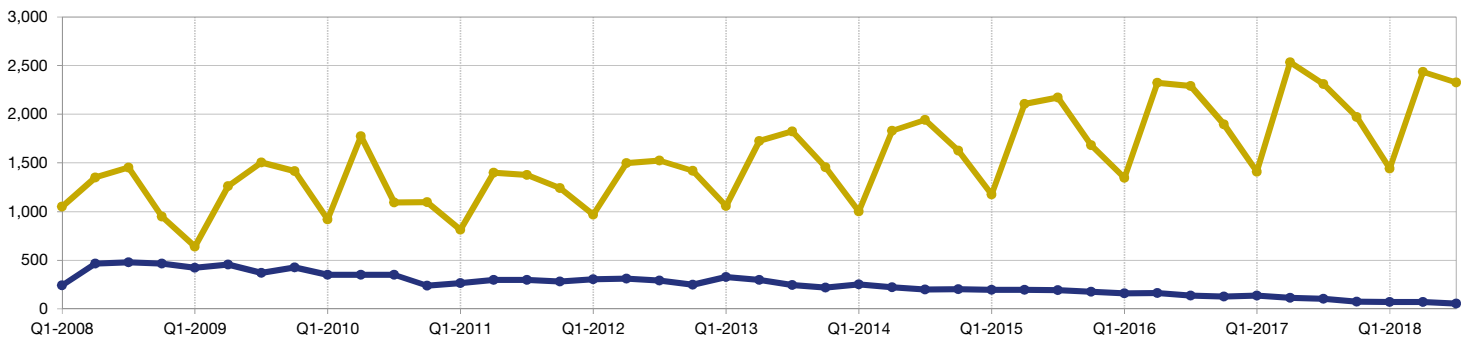
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



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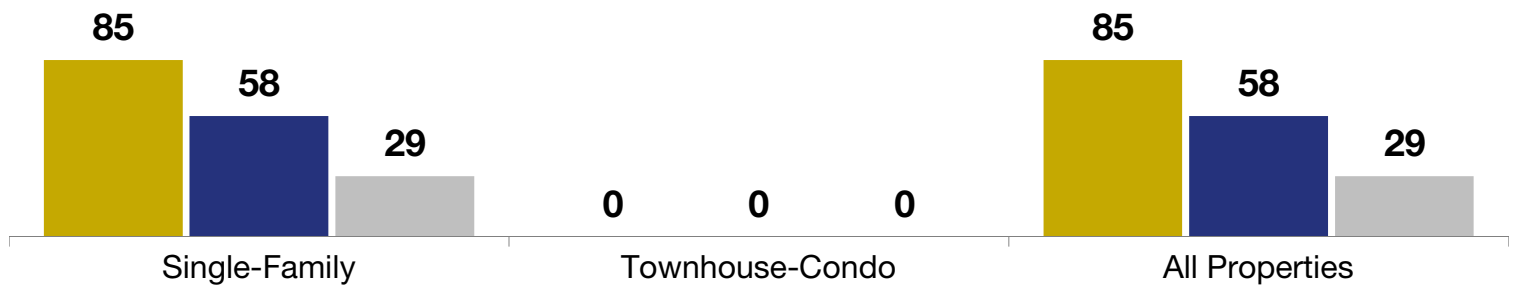


## Inventory by Property Type (most recent month)

|                 | Foreclosures |         |         |          | Traditional |         |         |          | Total   |         |         |          | Market Share of Foreclosures |         |         |
|-----------------|--------------|---------|---------|----------|-------------|---------|---------|----------|---------|---------|---------|----------|------------------------------|---------|---------|
|                 | Q3-2016      | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016     | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016 | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016                      | Q3-2017 | Q3-2018 |
| Single-Family   | 85           | 58      | 29      | - 65.9%  | 1,871       | 1,680   | 1,417   | - 24.3%  | 1,956   | 1,738   | 1,446   | - 26.1%  | 4.3%                         | 3.3%    | 2.0%    |
| Townhouse-Condo | 0            | 0       | 0       | --       | 93          | 89      | 63      | - 32.3%  | 93      | 89      | 63      | - 32.3%  | 0.0%                         | 0.0%    | 0.0%    |
| All Properties  | 85           | 58      | 29      | - 65.9%  | 1,964       | 1,769   | 1,480   | - 24.6%  | 2,049   | 1,827   | 1,509   | - 26.4%  | 4.1%                         | 3.2%    | 1.9%    |

### Foreclosure Inventory by Property Type

■ Q3-2016 ■ Q3-2017 ■ Q3-2018

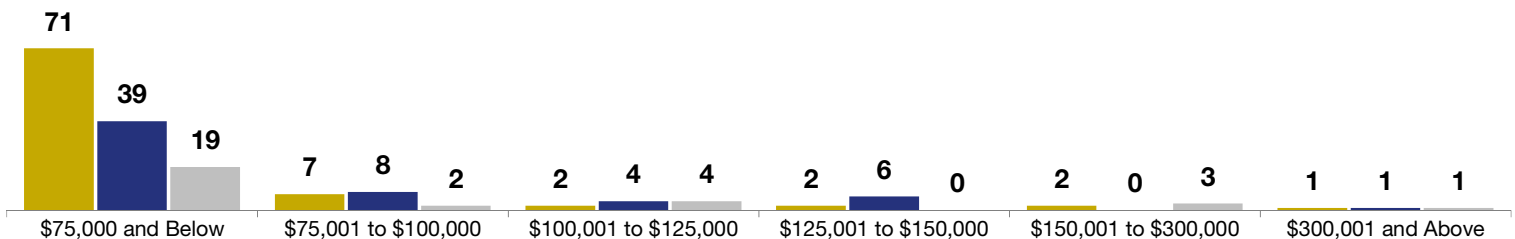


## Inventory by Price Range (most recent month)

|                        | Foreclosures |         |         |          | Traditional |         |         |          | Total   |         |         |          | Market Share of Foreclosures |         |         |
|------------------------|--------------|---------|---------|----------|-------------|---------|---------|----------|---------|---------|---------|----------|------------------------------|---------|---------|
|                        | Q3-2016      | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016     | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016 | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016                      | Q3-2017 | Q3-2018 |
| \$75,000 and Below     | 71           | 39      | 19      | - 73.2%  | 445         | 305     | 220     | - 50.6%  | 516     | 344     | 239     | - 53.7%  | 13.8%                        | 11.3%   | 7.9%    |
| \$75,001 to \$100,000  | 7            | 8       | 2       | - 71.4%  | 261         | 191     | 132     | - 49.4%  | 268     | 199     | 134     | - 50.0%  | 2.6%                         | 4.0%    | 1.5%    |
| \$100,001 to \$125,000 | 2            | 4       | 4       | + 100.0% | 204         | 151     | 106     | - 48.0%  | 206     | 155     | 110     | - 46.6%  | 1.0%                         | 2.6%    | 3.6%    |
| \$125,001 to \$150,000 | 2            | 6       | 0       | - 100.0% | 159         | 197     | 129     | - 18.9%  | 161     | 203     | 129     | - 19.9%  | 1.2%                         | 3.0%    | 0.0%    |
| \$150,001 to \$300,000 | 2            | 0       | 3       | + 50.0%  | 554         | 567     | 523     | - 5.6%   | 556     | 567     | 526     | - 5.4%   | 0.4%                         | 0.0%    | 0.6%    |
| \$300,001 and Above    | 1            | 1       | 1       | 0.0%     | 341         | 358     | 356     | + 4.4%   | 342     | 359     | 357     | + 4.4%   | 0.3%                         | 0.3%    | 0.3%    |
| All Prices             | 85           | 58      | 29      | - 65.9%  | 1,964       | 1,769   | 1,480   | - 24.6%  | 2,049   | 1,827   | 1,509   | - 26.4%  | 4.1%                         | 3.2%    | 1.9%    |

### Foreclosure Inventory by Price Range

■ Q3-2016 ■ Q3-2017 ■ Q3-2018



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# Foreclosure Report

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



## Median Sales Price

### Foreclosures

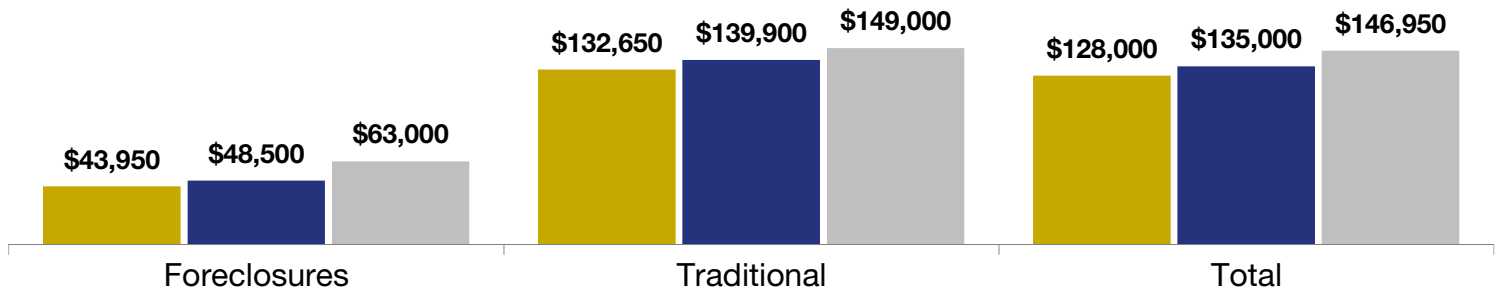
### Traditional

### Total

|                | Q3-2016   | Q3-2017   | Q3-2018  | 2-Yr Chg | Q3-2016   | Q3-2017   | Q3-2018   | 2-Yr Chg | Q3-2016   | Q3-2017   | Q3-2018   | 2-Yr Chg |
|----------------|-----------|-----------|----------|----------|-----------|-----------|-----------|----------|-----------|-----------|-----------|----------|
| Single-Family  | \$43,400  | \$47,730  | \$63,000 | + 45.2%  | \$131,000 | \$138,500 | \$147,000 | + 12.2%  | \$127,000 | \$135,000 | \$145,000 | + 14.2%  |
| Condo-Townhome | \$107,550 | \$157,950 | \$0      | - 100.0% | \$143,000 | \$151,700 | \$169,950 | + 18.8%  | \$142,750 | \$151,700 | \$169,950 | + 19.1%  |
| All Properties | \$43,950  | \$48,500  | \$63,000 | + 43.3%  | \$132,650 | \$139,900 | \$149,000 | + 12.3%  | \$128,000 | \$135,000 | \$146,950 | + 14.8%  |

### Median Sales Price for All Properties

■ Q3-2016 ■ Q3-2017 ■ Q3-2018



## Percent of Original List Price Received

### Foreclosures

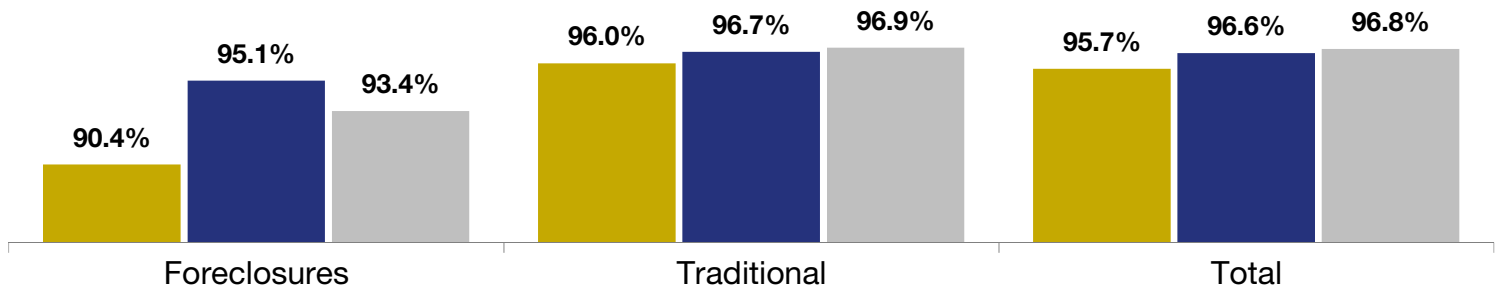
### Traditional

### Total

|                | Q3-2016 | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016 | Q3-2017 | Q3-2018 | 2-Yr Chg | Q3-2016 | Q3-2017 | Q3-2018 | 2-Yr Chg |
|----------------|---------|---------|---------|----------|---------|---------|---------|----------|---------|---------|---------|----------|
| Single-Family  | 90.4%   | 94.8%   | 93.4%   | + 3.3%   | 96.0%   | 96.7%   | 96.9%   | + 0.9%   | 95.7%   | 96.6%   | 96.8%   | + 1.1%   |
| Condo-Townhome | 0.0%    | 105.8%  | 0.0%    | --       | 96.7%   | 96.6%   | 97.7%   | + 1.1%   | 96.7%   | 96.8%   | 97.7%   | + 1.1%   |
| All Properties | 90.4%   | 95.1%   | 93.4%   | + 3.3%   | 96.0%   | 96.7%   | 96.9%   | + 0.9%   | 95.7%   | 96.6%   | 96.8%   | + 1.1%   |

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

■ Q3-2016 ■ Q3-2017 ■ Q3-2018



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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 Q3-2018 |              |       | Closed Sales for the Last 12 Months Through Q3-2018 |              |       |
|--|-----------------------|--------------|-------|---|--------------|-------|
|  | Total                 | Foreclosures | Share | Total   | Foreclosures | Share |
| AD01 – Adams-Preble, Root, Union                 | 21                    | 0            | 0.0%  | 86  | 0            | 0.0%  |
| AD02 – Adams-Kirkland, Washington, St. Marys     | 25                    | 0            | 0.0%  | 117   | 2            | 1.7%  |
| AD03 – Adams-French, Monroe, Blue Creek          | 12                    | 1            | 8.3%  | 40  | 0            | 0.0%  |
| AD04 – Adams-Hartford, Wabash, Jefferson         | 8                     | 0            | 0.0%  | 46  | 3            | 6.5%  |
| AL01 – Allen-Eel River, Lake, Perry              | 172                   | 1            | 0.6%  | 891   | 7            | 0.8%  |
| AL02 – Allen-Cedar Creek, Springfield, Scipio    | 62                    | 1            | 1.6%  | 245   | 6            | 2.4%  |
| AL03 – Allen-Washington                          | 73                    | 0            | 0.0%  | 530   | 5            | 0.9%  |
| AL04 – Allen-St. Joseph                          | 131                   | 6            | 4.6%  | 1,386   | 33           | 2.4%  |
| AL05 – Allen-Milan, Maumee                       | 7                     | 0            | 0.0%  | 52  | 1            | 1.9%  |
| AL06 – Allen-Aboite, Lafayette                   | 203                   | 2            | 1.0%  | 961   | 5            | 0.5%  |
| AL07 – Allen-Wayne, Pleasant                     | 212                   | 4            | 1.9%  | 1,215   | 65           | 5.3%  |
| AL08 – Allen-Adams, Marion                       | 53                    | 2            | 3.8%  | 455   | 38           | 8.4%  |
| AL09 – Allen-Jefferson, Jackson, Madison, Monroe | 5                     | 2            | 40.0% | 63  | 3            | 4.8%  |
| DE00 – Dekalb                                    | 62                    | 1            | 1.6%  | 427   | 14           | 3.3%  |
| HU01 – Huntington-Warren, Clear Creek, Jackson   | 26                    | 1            | 3.8%  | 72  | 0            | 0.0%  |
| HU02 – Huntington-Dallas, Huntington, Union      | 69                    | 1            | 1.4%  | 320   | 22           | 6.9%  |
| HU03 – Huntington-Polk, Lancaster, Rock Creek    | 11                    | 0            | 0.0%  | 25  | 1            | 4.0%  |
| HU04 – Huntington-Wayne, Jefferson, Salamonie    | 5                     | 0            | 0.0%  | 30  | 4            | 13.3% |
| JA01 – Jay-Penn, Jackson, Bearcreek, Wabash      | 2                     | 0            | 0.0%  | 4   | 0            | 0.0%  |
| JA02 – Jay-Knox, Greene, Wayne, Noble            | 4                     | 0            | 0.0%  | 3   | 0            | 0.0%  |
| JA03 – Jay-Richland, Jefferson, Pike, Madison    | 1                     | 0            | 0.0%  | 1   | 0            | 0.0%  |
| NO00 – Noble                                     | 12                    | 1            | 8.3%  | 47  | 3            | 6.4%  |
| WE01 – Wells-Union, Jefferson                    | 20                    | 1            | 5.0%  | 104   | 3            | 2.9%  |
| WE02 – Wells-Rockcreek, Lancaster                | 28                    | 0            | 0.0%  | 75  | 2            | 2.7%  |
| WE03 – Wells-Liberty, Harrison                   | 43                    | 0            | 0.0%  | 146   | 7            | 4.8%  |
| WE04 – Wells-Jackson, Chester, Nottingham        | 3                     | 0            | 0.0%  | 24  | 1            | 4.2%  |
| WH01 – Whitley-Etna, Troy, Thorn, Smith          | 7                     | 0            | 0.0%  | 71  | 3            | 4.2%  |
| WH02 – Whitley-Richland, Clevela                 | 10                    | 0            | 0.0%  | 61  | 1            | 1.6%  |
| WH03 – Whitley-Columbia, Union                   | 23                    | 0            | 0.0%  | 237   | 6            | 2.5%  |
| WH04 – Whitley-Washington, Jefferson             | 8                     | 1            | 12.5% | 38  | 1            | 2.6%  |

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## Median Sales Price by Area

|  | Foreclosures                   |                                |               | Traditional                    |                                |               |
|--|--------------------------------|--------------------------------|---------------|--------------------------------|--------------------------------|---------------|
|  | Last 12 Months Through Q3-2017 | Last 12 Months Through Q3-2018 | 1-Year Change | Last 12 Months Through Q3-2017 | Last 12 Months Through Q3-2018 | 1-Year Change |
| AD01 – Adams-Preble, Root, Union                 | \$38,500                       | \$0                            | - 100.0%      | \$112,250                      | \$135,850                      | + 21.0%       |
| AD02 – Adams-Kirkland, Washington, St. Marys     | \$29,500                       | \$83,028                       | + 181.5%      | \$100,000                      | \$99,000                       | - 1.0%        |
| AD03 – Adams-French, Monroe, Blue Creek          | \$36,611                       | \$0                            | - 100.0%      | \$89,000                       | \$99,950                       | + 12.3%       |
| AD04 – Adams-Hartford, Wabash, Jefferson         | \$0                            | \$34,580                       | --            | \$74,900                       | \$87,500                       | + 16.8%       |
| AL01 – Allen-Eel River, Lake, Perry              | \$68,350                       | \$129,900                      | + 90.1%       | \$199,900                      | \$217,000                      | + 8.6%        |
| AL02 – Allen-Cedar Creek, Springfield, Scipio    | \$50,250                       | \$146,858                      | + 192.3%      | \$198,500                      | \$241,000                      | + 21.4%       |
| AL03 – Allen-Washington                          | \$57,725                       | \$85,000                       | + 47.2%       | \$127,500                      | \$136,500                      | + 7.1%        |
| AL04 – Allen-St. Joseph                          | \$75,539                       | \$79,000                       | + 4.6%        | \$127,000                      | \$134,900                      | + 6.2%        |
| AL05 – Allen-Milan, Maumee                       | \$72,000                       | \$62,700                       | - 12.9%       | \$120,750                      | \$127,250                      | + 5.4%        |
| AL06 – Allen-Aboite, Lafayette                   | \$159,950                      | \$60,000                       | - 62.5%       | \$217,200                      | \$215,550                      | - 0.8%        |
| AL07 – Allen-Wayne, Pleasant                     | \$33,000                       | \$37,000                       | + 12.1%       | \$74,900                       | \$84,900                       | + 13.4%       |
| AL08 – Allen-Adams, Marion                       | \$43,000                       | \$50,000                       | + 16.3%       | \$96,450                       | \$109,900                      | + 13.9%       |
| AL09 – Allen-Jefferson, Jackson, Madison, Monroe | \$41,800                       | \$69,000                       | + 65.1%       | \$128,900                      | \$119,900                      | - 7.0%        |
| DE00 – Dekalb                                    | \$53,950                       | \$47,550                       | - 11.9%       | \$131,500                      | \$136,600                      | + 3.9%        |
| HU01 – Huntington-Warren, Clear Creek, Jackson   | \$95,250                       | \$0                            | - 100.0%      | \$157,625                      | \$169,900                      | + 7.8%        |
| HU02 – Huntington-Dallas, Huntington, Union      | \$28,170                       | \$24,000                       | - 14.8%       | \$84,000                       | \$99,950                       | + 19.0%       |
| HU03 – Huntington-Polk, Lancaster, Rock Creek    | \$48,004                       | \$60,000                       | + 25.0%       | \$116,950                      | \$145,000                      | + 24.0%       |
| HU04 – Huntington-Wayne, Jefferson, Salamonie    | \$23,000                       | \$31,000                       | + 34.8%       | \$79,900                       | \$92,000                       | + 15.1%       |
| JA01 – Jay-Penn, Jackson, Bearcreek, Wabash      | \$0                            | \$0                            | --            | \$39,500                       | \$110,750                      | + 180.4%      |
| JA02 – Jay-Knox, Greene, Wayne, Noble            | \$0                            | \$0                            | --            | \$73,250                       | \$135,000                      | + 84.3%       |
| JA03 – Jay-Richland, Jefferson, Pike, Madison    | \$0                            | \$0                            | --            | \$0                            | \$59,000                       | --            |
| NO00 – Noble                                     | \$40,000                       | \$53,500                       | + 33.8%       | \$133,500                      | \$124,500                      | - 6.7%        |
| WE01 – Wells-Union, Jefferson                    | \$47,000                       | \$53,500                       | + 13.8%       | \$120,000                      | \$125,250                      | + 4.4%        |
| WE02 – Wells-Rockcreek, Lancaster                | \$45,226                       | \$31,250                       | - 30.9%       | \$145,250                      | \$146,000                      | + 0.5%        |
| WE03 – Wells-Liberty, Harrison                   | \$36,575                       | \$39,000                       | + 6.6%        | \$88,000                       | \$97,750                       | + 11.1%       |
| WE04 – Wells-Jackson, Chester, Nottingham        | \$44,000                       | \$44,200                       | + 0.5%        | \$98,750                       | \$105,500                      | + 6.8%        |
| WH01 – Whitley-Etna, Troy, Thorn, Smith          | \$65,075                       | \$34,500                       | - 47.0%       | \$114,900                      | \$164,917                      | + 43.5%       |
| WH02 – Whitley-Richland, Clevela                 | \$41,901                       | \$24,900                       | - 40.6%       | \$115,000                      | \$119,450                      | + 3.9%        |
| WH03 – Whitley-Columbia, Union                   | \$40,999                       | \$50,750                       | + 23.8%       | \$127,900                      | \$130,000                      | + 1.6%        |
| WH04 – Whitley-Washington, Jefferson             | \$196,000                      | \$202,000                      | + 3.1%        | \$155,000                      | \$171,700                      | + 10.8%       |

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