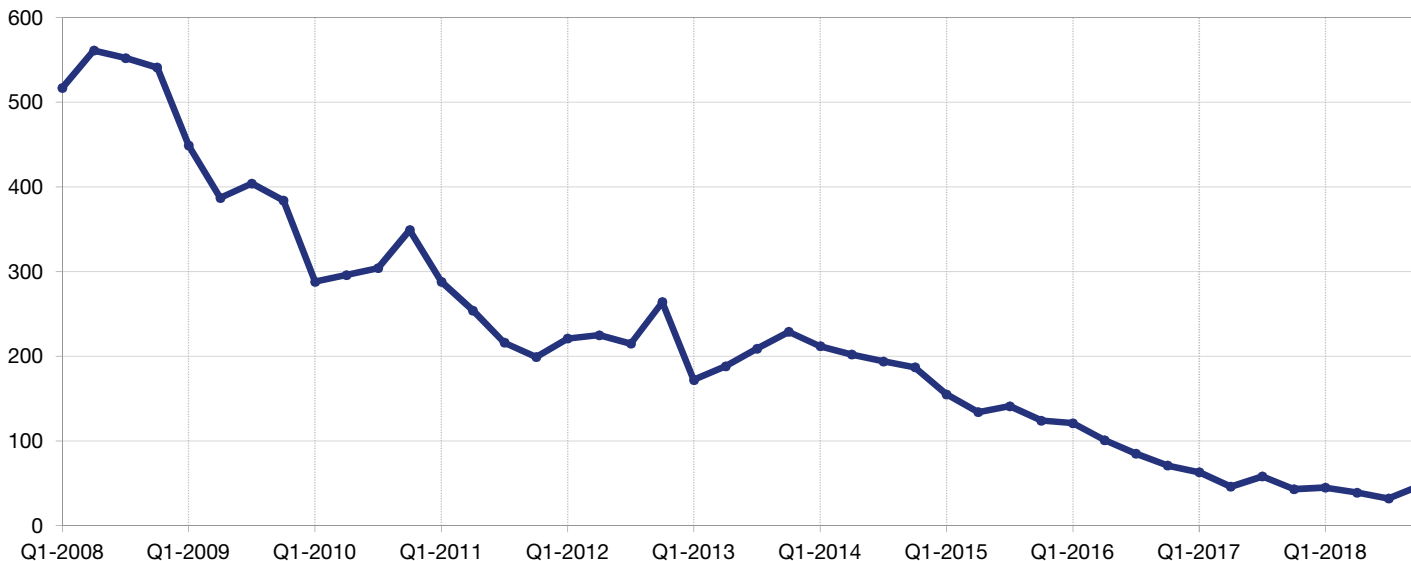


# Foreclosure Report

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



## Q4-2018 Update

New Listings in the Fort Wayne region increased 3.1 percent to 1,958.

- Traditional New Listings increased 6.7 percent to 1,880.
- Foreclosure New Listings decreased 43.1 percent to 78.
- Share of all New Listings that were foreclosures fell to 4.0 percent.

Closed Sales were up 2.5 percent to 2,072.

- Traditional Closed Sales were up 6.8 percent to 2,025.
- Foreclosure Closed Sales were down 62.7 percent to 47.
- Share of all Closed Sales that were foreclosures fell to 2.3 percent.

The Median Sales Price rose 15.5 percent to \$145,000.

- The traditional Median Sales Price rose 13.1 percent to \$146,950.
- The foreclosure Median Sales Price rose 25.6 percent to \$52,750.

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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

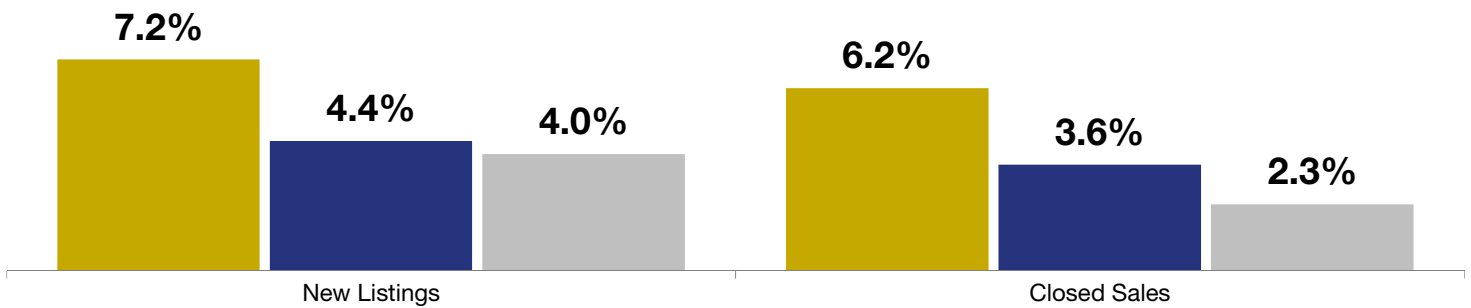


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018
New Listings	137	83	78	- 43.1%	1,762	1,790	1,880	+ 6.7%	1,899	1,873	1,958	+ 3.1%	7.2%	4.4%	4.0%
Closed Sales	126	74	47	- 62.7%	1,896	1,972	2,025	+ 6.8%	2,022	2,046	2,072	+ 2.5%	6.2%	3.6%	2.3%

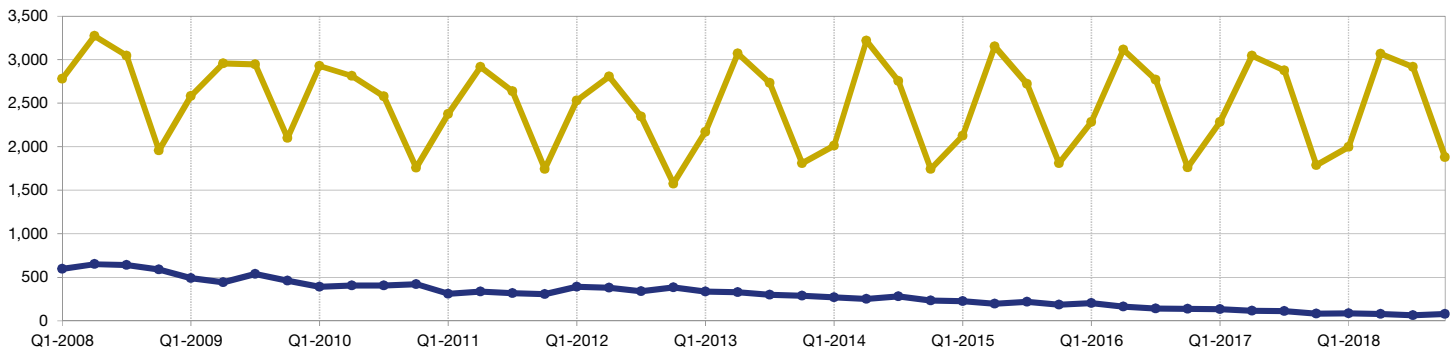
### Market Share of Foreclosures

■ Q4-2016 ■ Q4-2017 ■ Q4-2018



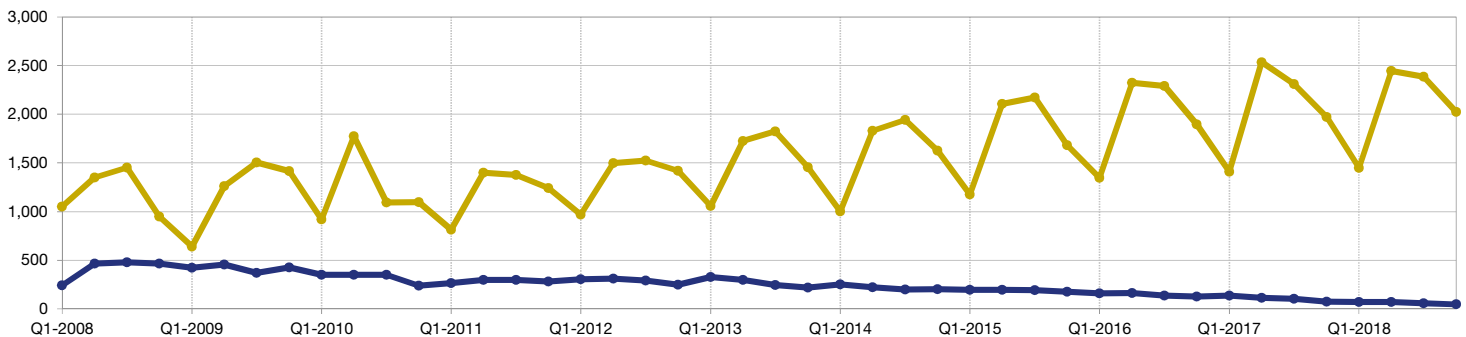
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



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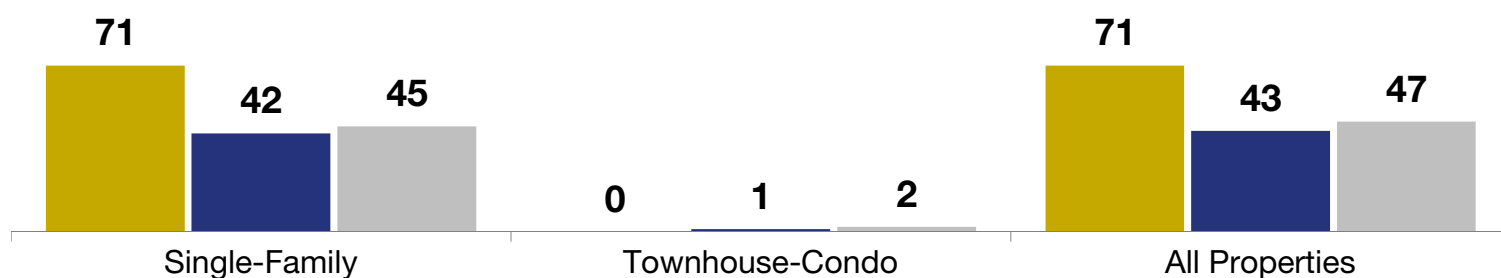


## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018
Single-Family	71	42	45	-36.6%	1,530	1,239	1,100	-28.1%	1,601	1,281	1,145	-28.5%	4.4%	3.3%	3.9%
Townhouse-Condo	0	1	2	--	80	74	67	-16.3%	80	75	69	-13.8%	0.0%	1.3%	2.9%
All Properties	71	43	47	-33.8%	1,610	1,313	1,167	-27.5%	1,681	1,356	1,214	-27.8%	4.2%	3.2%	3.9%

### Foreclosure Inventory by Property Type

■ Q4-2016 ■ Q4-2017 ■ Q4-2018

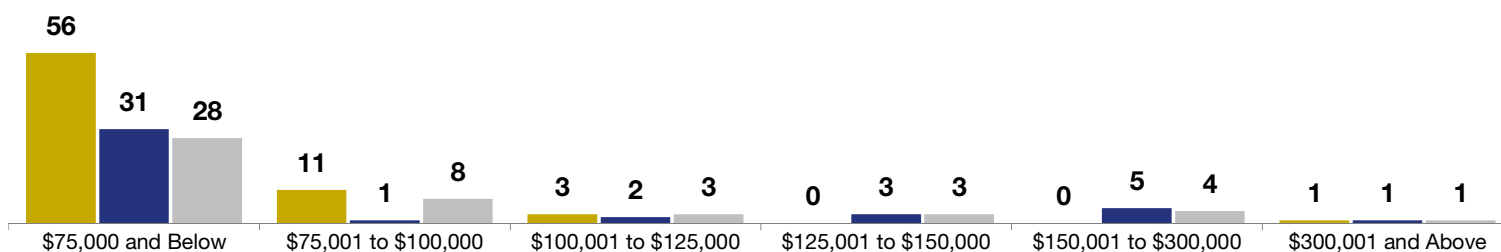


## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018
\$75,000 and Below	56	31	28	-50.0%	363	227	214	-41.0%	419	258	242	-42.2%	13.4%	12.0%	11.6%
\$75,001 to \$100,000	11	1	8	-27.3%	231	143	106	-54.1%	242	144	114	-52.9%	4.5%	0.7%	7.0%
\$100,001 to \$125,000	3	2	3	0.0%	147	103	84	-42.9%	150	105	87	-42.0%	2.0%	1.9%	3.4%
\$125,001 to \$150,000	0	3	3	--	144	125	101	-29.9%	144	128	104	-27.8%	0.0%	2.3%	2.9%
\$150,001 to \$300,000	0	5	4	--	436	461	400	-8.3%	436	466	404	-7.3%	0.0%	1.1%	1.0%
\$300,001 and Above	1	1	1	0.0%	289	254	262	-9.3%	290	255	263	-9.3%	0.3%	0.4%	0.4%
All Prices	71	43	47	-33.8%	1,610	1,313	1,167	-27.5%	1,681	1,356	1,214	-27.8%	4.2%	3.2%	3.9%

### Foreclosure Inventory by Price Range

■ Q4-2016 ■ Q4-2017 ■ Q4-2018



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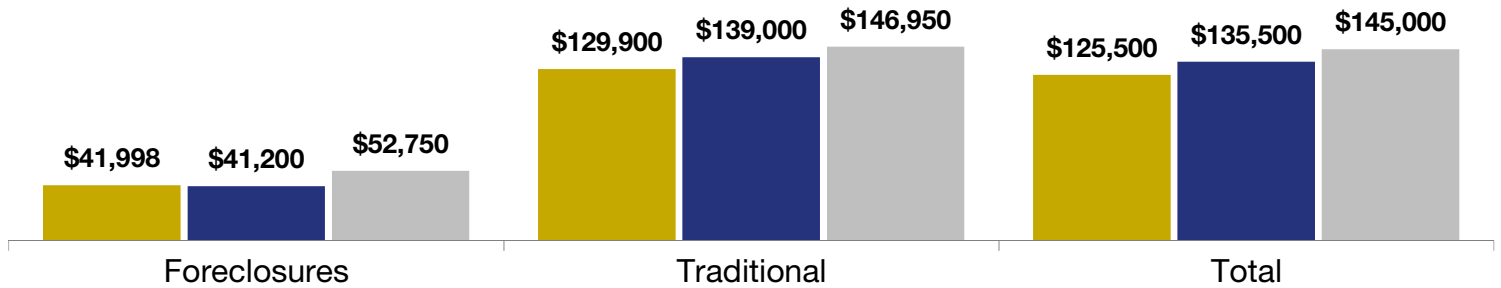


## Median Sales Price

	Foreclosures				Traditional				Total			
	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg
Single-Family	\$41,999	\$41,200	\$52,750	+ 25.6%	\$128,300	\$138,000	\$145,000	+ 13.0%	\$123,997	\$134,900	\$143,500	+ 15.7%
Condo-Townhome	\$19,900	\$0	\$0	- 100.0%	\$155,900	\$169,500	\$169,500	+ 8.7%	\$155,450	\$169,500	\$169,500	+ 9.0%
All Properties	\$41,998	\$41,200	\$52,750	+ 25.6%	\$129,900	\$139,000	\$146,950	+ 13.1%	\$125,500	\$135,500	\$145,000	+ 15.5%

### Median Sales Price for All Properties

■ Q4-2016 ■ Q4-2017 ■ Q4-2018

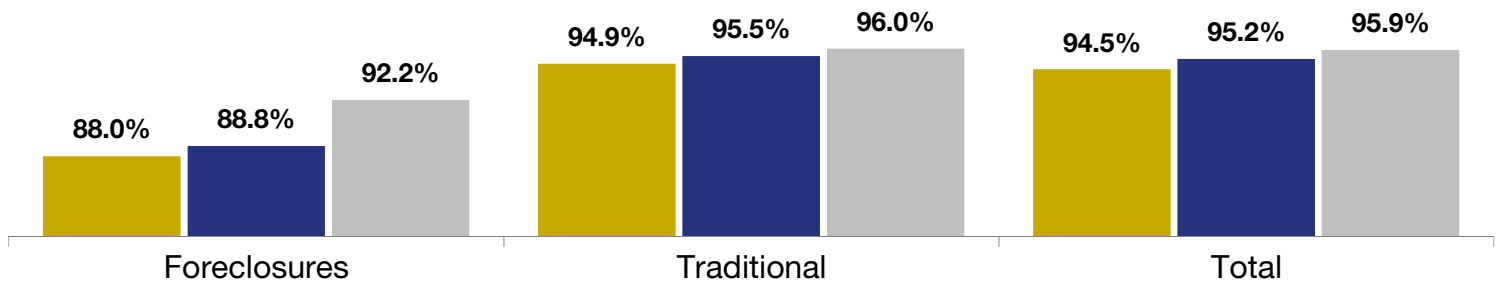


## Percent of Original List Price Received

	Foreclosures				Traditional				Total			
	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg	Q4-2016	Q4-2017	Q4-2018	2-Yr Chg
Single-Family	87.9%	88.8%	92.2%	+ 4.9%	94.8%	95.4%	96.0%	+ 1.2%	94.4%	95.2%	95.9%	+ 1.6%
Condo-Townhome	100.0%	0.0%	0.0%	- 100.0%	95.8%	96.1%	96.2%	+ 0.4%	95.8%	96.1%	96.2%	+ 0.3%
All Properties	88.0%	88.8%	92.2%	+ 4.8%	94.9%	95.5%	96.0%	+ 1.2%	94.5%	95.2%	95.9%	+ 1.5%

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

■ Q4-2016 ■ Q4-2017 ■ Q4-2018



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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 Q4-2018			Closed Sales for the Last 12 Months Through Q4-2018		
	Total	Foreclosures	Share	Total	Foreclosures	Share
AD01 – Adams-Preble, Root, Union	22	0	0.0%	89	0	0.0%
AD02 – Adams-Kirkland, Washington, St. Marys	26	1	3.8%	106	4	3.8%
AD03 – Adams-French, Monroe, Blue Creek	7	0	0.0%	35	1	2.9%
AD04 – Adams-Hartford, Wabash, Jefferson	9	0	0.0%	37	1	2.7%
AL01 – Allen-Eel River, Lake, Perry	128	1	0.8%	935	7	0.7%
AL02 – Allen-Cedar Creek, Springfield, Scipio	49	0	0.0%	268	7	2.6%
AL03 – Allen-Washington	38	0	0.0%	550	4	0.7%
AL04 – Allen-St. Joseph	109	8	7.3%	1,393	31	2.2%
AL05 – Allen-Milan, Maumee	2	0	0.0%	52	4	7.7%
AL06 – Allen-Aboite, Lafayette	146	4	2.7%	938	4	0.4%
AL07 – Allen-Wayne, Pleasant	220	9	4.1%	1,252	62	5.0%
AL08 – Allen-Adams, Marion	42	3	7.1%	455	32	7.0%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	3	0	0.0%	58	3	5.2%
DE00 – Dekalb	66	2	3.0%	418	7	1.7%
HU01 – Huntington-Warren, Clear Creek, Jackson	18	3	16.7%	88	1	1.1%
HU02 – Huntington-Dallas, Huntington, Union	62	4	6.5%	342	18	5.3%
HU03 – Huntington-Polk, Lancaster, Rock Creek	8	1	12.5%	22	1	4.5%
HU04 – Huntington-Wayne, Jefferson, Salamonie	10	1	10.0%	26	3	11.5%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	1	0	0.0%	6	0	0.0%
JA02 – Jay-Knox, Greene, Wayne, Noble	3	0	0.0%	8	0	0.0%
JA03 – Jay-Richland, Jefferson, Pike, Madison	0	0	--	1	0	0.0%
NO00 – Noble	5	0	0.0%	45	3	6.7%
WE01 – Wells-Union, Jefferson	17	0	0.0%	113	2	1.8%
WE02 – Wells-Rockcreek, Lancaster	11	0	0.0%	81	2	2.5%
WE03 – Wells-Liberty, Harrison	17	0	0.0%	156	7	4.5%
WE04 – Wells-Jackson, Chester, Nottingham	5	0	0.0%	20	0	0.0%
WH01 – Whitley-Etna, Troy, Thorn, Smith	7	1	14.3%	65	2	3.1%
WH02 – Whitley-Richland, Clevela	11	1	9.1%	62	1	1.6%
WH03 – Whitley-Columbia, Union	22	1	4.5%	240	6	2.5%
WH04 – Whitley-Washington, Jefferson	4	0	0.0%	37	2	5.4%

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## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q4-2017	Last 12 Months Through Q4-2018	1-Year Change	Last 12 Months Through Q4-2017	Last 12 Months Through Q4-2018	1-Year Change
AD01 – Adams-Preble, Root, Union	\$52,950	\$0	- 100.0%	\$115,000	\$120,000	+ 4.3%
AD02 – Adams-Kirkland, Washington, St. Marys	\$29,500	\$48,750	+ 65.3%	\$101,000	\$94,000	- 6.9%
AD03 – Adams-French, Monroe, Blue Creek	\$34,700	\$44,500	+ 28.2%	\$98,000	\$100,000	+ 2.0%
AD04 – Adams-Hartford, Wabash, Jefferson	\$55,000	\$14,160	- 74.3%	\$76,400	\$92,500	+ 21.1%
AL01 – Allen-Eel River, Lake, Perry	\$61,500	\$129,900	+ 111.2%	\$202,650	\$220,000	+ 8.6%
AL02 – Allen-Cedar Creek, Springfield, Scipio	\$118,110	\$98,000	- 17.0%	\$222,771	\$240,000	+ 7.7%
AL03 – Allen-Washington	\$60,100	\$81,313	+ 35.3%	\$129,900	\$138,300	+ 6.5%
AL04 – Allen-St. Joseph	\$73,440	\$79,000	+ 7.6%	\$129,075	\$136,000	+ 5.4%
AL05 – Allen-Milan, Maumee	\$82,000	\$93,350	+ 13.8%	\$123,250	\$137,450	+ 11.5%
AL06 – Allen-Aboite, Lafayette	\$149,900	\$93,750	- 37.5%	\$219,900	\$218,950	- 0.4%
AL07 – Allen-Wayne, Pleasant	\$32,500	\$41,111	+ 26.5%	\$78,000	\$85,000	+ 9.0%
AL08 – Allen-Adams, Marion	\$46,000	\$45,250	- 1.6%	\$99,000	\$111,900	+ 13.0%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	\$46,400	\$37,200	- 19.8%	\$128,900	\$125,000	- 3.0%
DE00 – Dekalb	\$51,500	\$46,400	- 9.9%	\$131,500	\$145,000	+ 10.3%
HU01 – Huntington-Warren, Clear Creek, Jackson	\$95,250	\$98,400	+ 3.3%	\$159,450	\$174,900	+ 9.7%
HU02 – Huntington-Dallas, Huntington, Union	\$24,000	\$30,850	+ 28.5%	\$85,450	\$98,450	+ 15.2%
HU03 – Huntington-Polk, Lancaster, Rock Creek	\$50,000	\$60,000	+ 20.0%	\$133,400	\$106,500	- 20.2%
HU04 – Huntington-Wayne, Jefferson, Salamonie	\$23,000	\$22,000	- 4.3%	\$79,900	\$95,500	+ 19.5%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	\$0	\$0	--	\$39,500	\$81,250	+ 105.7%
JA02 – Jay-Knox, Greene, Wayne, Noble	\$0	\$0	--	\$73,250	\$101,250	+ 38.2%
JA03 – Jay-Richland, Jefferson, Pike, Madison	\$0	\$0	--	\$59,000	\$45,000	- 23.7%
NO00 – Noble	\$0	\$53,500	--	\$133,500	\$122,500	- 8.2%
WE01 – Wells-Union, Jefferson	\$57,250	\$32,750	- 42.8%	\$123,500	\$132,500	+ 7.3%
WE02 – Wells-Rockcreek, Lancaster	\$42,500	\$25,050	- 41.1%	\$145,750	\$165,000	+ 13.2%
WE03 – Wells-Liberty, Harrison	\$36,575	\$39,000	+ 6.6%	\$85,850	\$97,750	+ 13.9%
WE04 – Wells-Jackson, Chester, Nottingham	\$44,200	\$0	- 100.0%	\$110,000	\$105,500	- 4.1%
WH01 – Whitley-Etna, Troy, Thorn, Smith	\$50,200	\$79,750	+ 58.9%	\$129,900	\$167,900	+ 29.3%
WH02 – Whitley-Richland, Clevella	\$41,901	\$24,900	- 40.6%	\$109,450	\$115,000	+ 5.1%
WH03 – Whitley-Columbia, Union	\$53,594	\$50,750	- 5.3%	\$128,950	\$136,250	+ 5.7%
WH04 – Whitley-Washington, Jefferson	\$299,900	\$134,750	- 55.1%	\$157,500	\$177,000	+ 12.4%

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