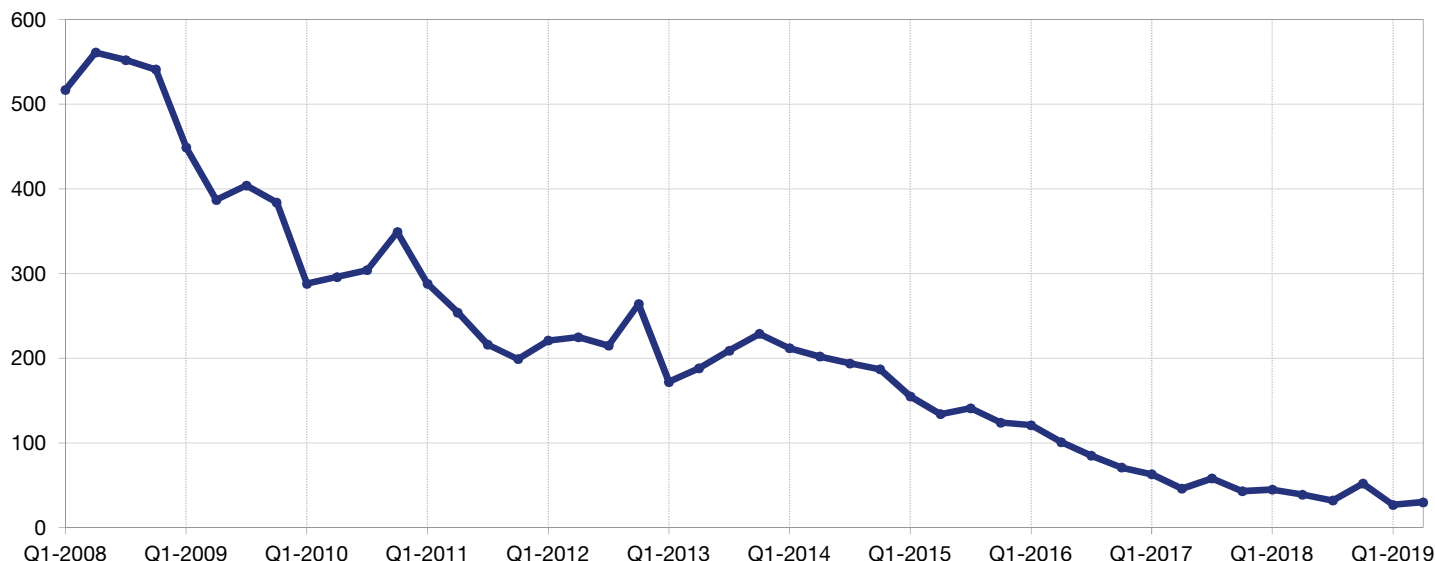


Foreclosure Report

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



Number of Available Foreclosures for Sale



Q2-2019 Update

New Listings in the Fort Wayne region decreased 2.5 percent to 3,081.

- Traditional New Listings decreased 0.8 percent to 3,019.
- Foreclosure New Listings decreased 46.1 percent to 62.
- Share of all New Listings that were foreclosures fell to 2.0 percent.

Closed Sales were down 13.8 percent to 2,284.

- Traditional Closed Sales were down 11.8 percent to 2,238.
- Foreclosure Closed Sales were down 59.3 percent to 46.
- Share of all Closed Sales that were foreclosures fell to 2.0 percent.

The Median Sales Price rose 18.5 percent to \$159,900.

- The traditional Median Sales Price rose 16.8 percent to \$160,000.
- The foreclosure Median Sales Price declined 5.1 percent to \$44,601.

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

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

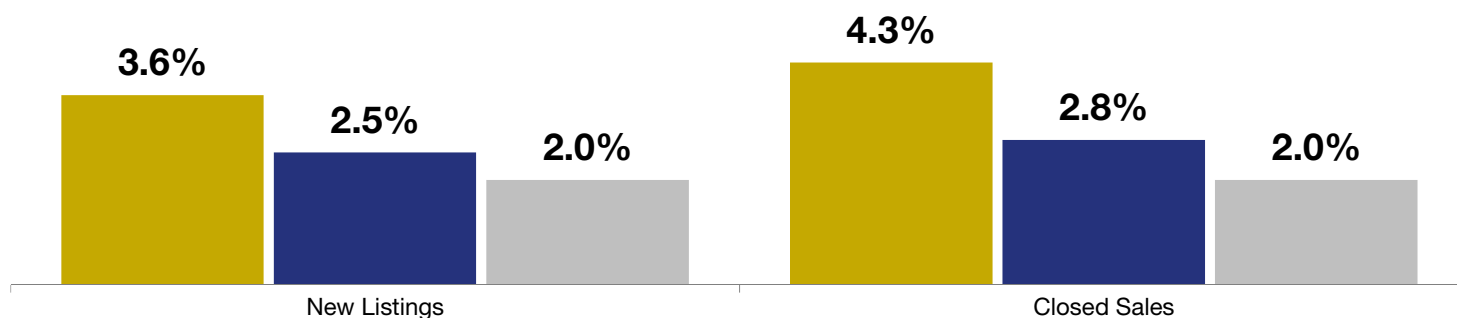


New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019
New Listings	115	80	62	- 46.1%	3,044	3,072	3,019	- 0.8%	3,159	3,152	3,081	- 2.5%	3.6%	2.5%	2.0%
Closed Sales	113	70	46	- 59.3%	2,536	2,449	2,238	- 11.8%	2,649	2,519	2,284	- 13.8%	4.3%	2.8%	2.0%

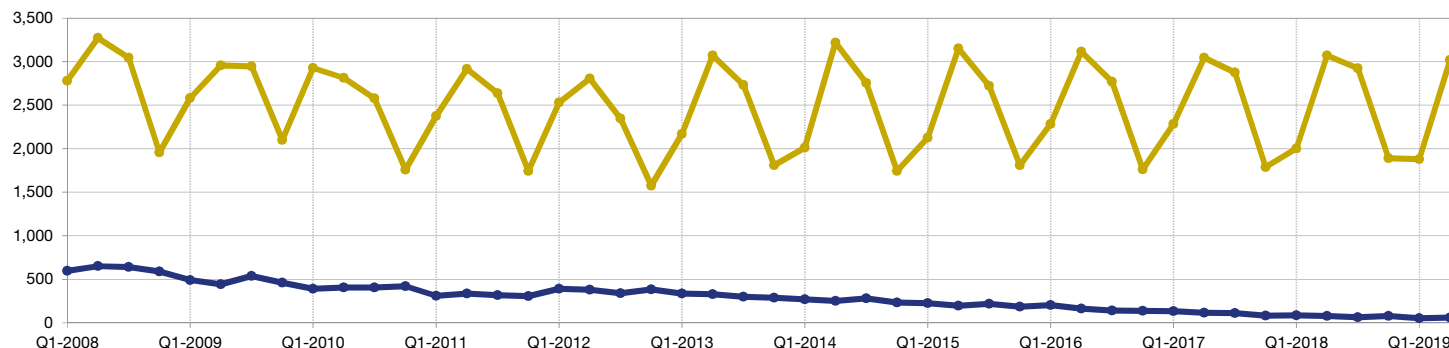
Market Share of Foreclosures

■ Q2-2017 ■ Q2-2018 ■ Q2-2019



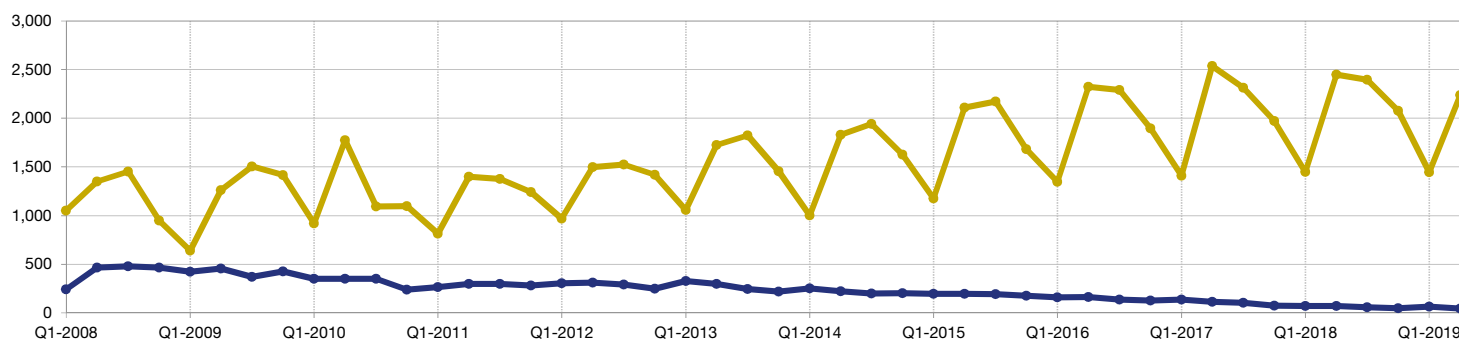
Historical New Listing Activity

— Traditional — Foreclosures



Historical Closed Sales Activity

— Traditional — Foreclosures



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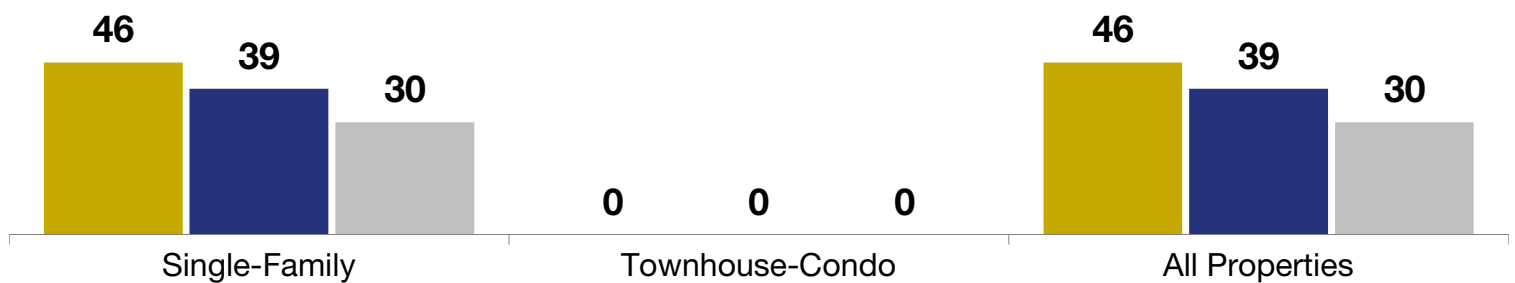


Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019
Single-Family	46	39	30	- 34.8%	1,463	1,224	1,050	- 28.2%	1,509	1,263	1,080	- 28.4%	3.0%	3.1%	2.8%
Townhouse-Condo	0	0	0	--	83	77	68	- 18.1%	83	77	68	- 18.1%	0.0%	0.0%	0.0%
All Properties	46	39	30	- 34.8%	1,546	1,301	1,118	- 27.7%	1,592	1,340	1,148	- 27.9%	2.9%	2.9%	2.6%

Foreclosure Inventory by Property Type

■ Q2-2017 ■ Q2-2018 ■ Q2-2019

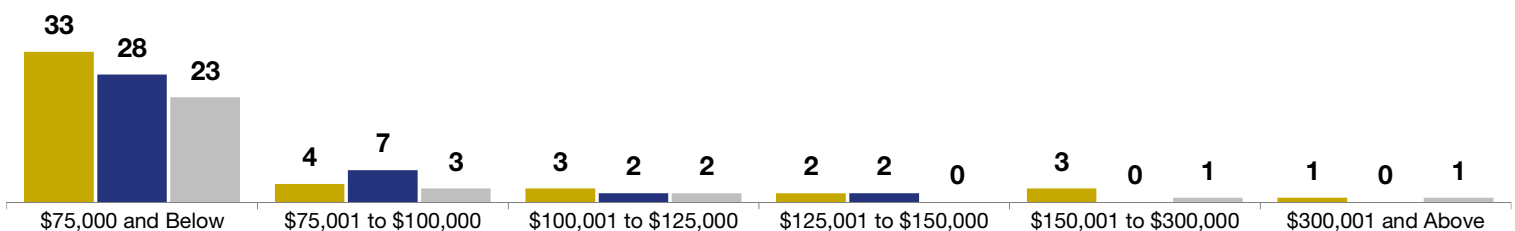


Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019
\$75,000 and Below	33	28	23	- 30.3%	280	193	134	- 52.1%	313	221	157	- 49.8%	10.5%	12.7%	14.6%
\$75,001 to \$100,000	4	7	3	- 25.0%	155	98	83	- 46.5%	159	105	86	- 45.9%	2.5%	6.7%	3.5%
\$100,001 to \$125,000	3	2	2	- 33.3%	119	103	62	- 47.9%	122	105	64	- 47.5%	2.5%	1.9%	3.1%
\$125,001 to \$150,000	2	2	0	- 100.0%	142	100	80	- 43.7%	144	102	80	- 44.4%	1.4%	2.0%	0.0%
\$150,001 to \$300,000	3	0	1	- 66.7%	510	478	429	- 15.9%	513	478	430	- 16.2%	0.6%	0.0%	0.2%
\$300,001 and Above	1	0	1	0.0%	340	327	326	- 4.1%	341	327	327	- 4.1%	0.3%	0.0%	0.3%
All Prices	46	39	30	- 34.8%	1,546	1,301	1,118	- 27.7%	1,592	1,340	1,148	- 27.9%	2.9%	2.9%	2.6%

Foreclosure Inventory by Price Range

■ Q2-2017 ■ Q2-2018 ■ Q2-2019



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Foreclosure Report

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



Median Sales Price

Foreclosures

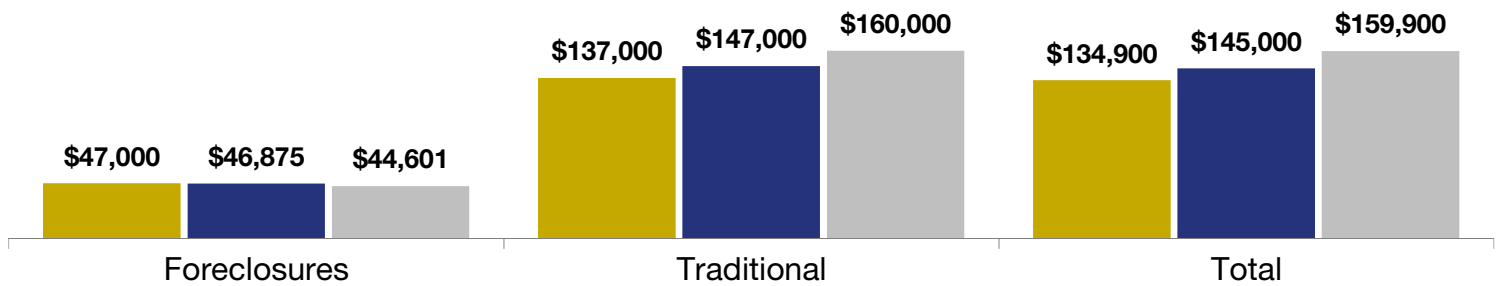
Traditional

Total

	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg
Single-Family	\$47,000	\$46,875	\$44,369	- 5.6%	\$135,000	\$145,900	\$160,000	+ 18.5%	\$132,000	\$144,000	\$158,000	+ 19.7%
Condo-Townhome	\$0	\$0	\$149,900	--	\$161,500	\$167,637	\$177,082	+ 9.6%	\$161,500	\$167,637	\$176,164	+ 9.1%
All Properties	\$47,000	\$46,875	\$44,601	- 5.1%	\$137,000	\$147,000	\$160,000	+ 16.8%	\$134,900	\$145,000	\$159,900	+ 18.5%

Median Sales Price for All Properties

■ Q2-2017 ■ Q2-2018 ■ Q2-2019



Percent of Original List Price Received

Foreclosures

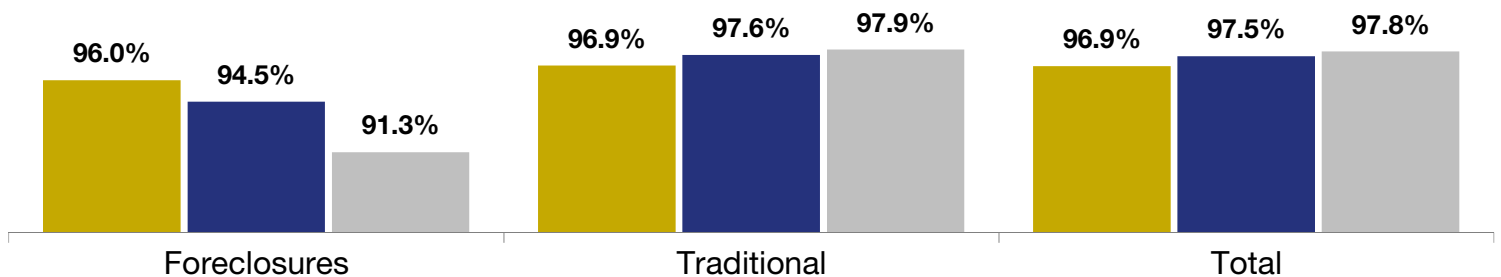
Traditional

Total

	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg	Q2-2017	Q2-2018	Q2-2019	2-Yr Chg
Single-Family	96.0%	94.5%	91.3%	- 4.9%	96.9%	97.5%	97.9%	+ 1.1%	96.8%	97.5%	97.8%	+ 1.0%
Condo-Townhome	0.0%	0.0%	90.8%	--	97.5%	98.3%	98.6%	+ 1.1%	97.5%	98.3%	98.5%	+ 1.1%
All Properties	96.0%	94.5%	91.3%	- 4.9%	96.9%	97.6%	97.9%	+ 1.1%	96.9%	97.5%	97.8%	+ 1.0%

Percent of Original List Price Received for All Properties

■ Q2-2017 ■ Q2-2018 ■ Q2-2019



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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 Q2-2019			Closed Sales for the Last 12 Months Through Q2-2019		
	Total	Foreclosures	Share	Total	Foreclosures	Share
AD01 – Adams-Preble, Root, Union	19	1	5.3%	101	2	2.0%
AD02 – Adams-Kirkland, Washington, St. Marys	18	0	0.0%	115	5	4.3%
AD03 – Adams-French, Monroe, Blue Creek	5	0	0.0%	30	1	3.3%
AD04 – Adams-Hartford, Wabash, Jefferson	8	1	12.5%	38	0	0.0%
AL01 – Allen-Eel River, Lake, Perry	151	0	0.0%	944	6	0.6%
AL02 – Allen-Cedar Creek, Springfield, Scipio	49	0	0.0%	257	5	1.9%
AL03 – Allen-Washington	32	1	3.1%	510	6	1.2%
AL04 – Allen-St. Joseph	76	4	5.3%	1,356	23	1.7%
AL05 – Allen-Milan, Maumee	10	0	0.0%	41	3	7.3%
AL06 – Allen-Aboite, Lafayette	141	1	0.7%	990	6	0.6%
AL07 – Allen-Wayne, Pleasant	138	4	2.9%	1,260	51	4.0%
AL08 – Allen-Adams, Marion	27	1	3.7%	408	20	4.9%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	5	0	0.0%	45	3	6.7%
DE00 – Dekalb	69	3	4.3%	412	11	2.7%
HU01 – Huntington-Warren, Clear Creek, Jackson	18	0	0.0%	103	5	4.9%
HU02 – Huntington-Dallas, Huntington, Union	61	3	4.9%	344	20	5.8%
HU03 – Huntington-Polk, Lancaster, Rock Creek	9	2	22.2%	36	1	2.8%
HU04 – Huntington-Wayne, Jefferson, Salamonie	5	0	0.0%	24	3	12.5%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	0	0	--	5	0	0.0%
JA02 – Jay-Knox, Greene, Wayne, Noble	2	0	0.0%	12	1	8.3%
JA03 – Jay-Richland, Jefferson, Pike, Madison	3	0	0.0%	2	0	0.0%
NO00 – Noble	9	0	0.0%	41	2	4.9%
WE01 – Wells-Union, Jefferson	8	0	0.0%	106	3	2.8%
WE02 – Wells-Rockcreek, Lancaster	17	1	5.9%	69	3	4.3%
WE03 – Wells-Liberty, Harrison	10	1	10.0%	152	5	3.3%
WE04 – Wells-Jackson, Chester, Nottingham	4	0	0.0%	19	1	5.3%
WH01 – Whitley-Etna, Troy, Thorn, Smith	12	0	0.0%	55	1	1.8%
WH02 – Whitley-Richland, Clevela	9	0	0.0%	54	3	5.6%
WH03 – Whitley-Columbia, Union	22	0	0.0%	202	6	3.0%
WH04 – Whitley-Washington, Jefferson	4	0	0.0%	34	2	5.9%

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Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q2-2018	Last 12 Months Through Q2-2019	1-Year Change	Last 12 Months Through Q2-2018	Last 12 Months Through Q2-2019	1-Year Change
AD01 – Adams-Preble, Root, Union	\$75,900	\$34,604	- 54.4%	\$134,000	\$122,500	- 8.6%
AD02 – Adams-Kirkland, Washington, St. Marys	\$68,778	\$39,500	- 42.6%	\$101,000	\$95,000	- 5.9%
AD03 – Adams-French, Monroe, Blue Creek	\$0	\$44,500	--	\$99,400	\$100,250	+ 0.9%
AD04 – Adams-Hartford, Wabash, Jefferson	\$34,580	\$0	- 100.0%	\$80,750	\$104,750	+ 29.7%
AL01 – Allen-Eel River, Lake, Perry	\$75,500	\$141,278	+ 87.1%	\$209,000	\$225,000	+ 7.7%
AL02 – Allen-Cedar Creek, Springfield, Scipio	\$142,590	\$72,500	- 49.2%	\$231,500	\$240,000	+ 3.7%
AL03 – Allen-Washington	\$65,000	\$73,000	+ 12.3%	\$134,900	\$144,500	+ 7.1%
AL04 – Allen-St. Joseph	\$79,000	\$76,200	- 3.5%	\$132,800	\$141,000	+ 6.2%
AL05 – Allen-Milan, Maumee	\$67,350	\$124,000	+ 84.1%	\$127,750	\$156,000	+ 22.1%
AL06 – Allen-Aboite, Lafayette	\$126,000	\$139,600	+ 10.8%	\$217,950	\$222,242	+ 2.0%
AL07 – Allen-Wayne, Pleasant	\$33,000	\$40,280	+ 22.1%	\$83,000	\$87,000	+ 4.8%
AL08 – Allen-Adams, Marion	\$44,000	\$55,000	+ 25.0%	\$101,700	\$118,000	+ 16.0%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	\$41,800	\$69,000	+ 65.1%	\$128,900	\$118,000	- 8.5%
DE00 – Dekalb	\$48,000	\$67,000	+ 39.6%	\$132,500	\$144,000	+ 8.7%
HU01 – Huntington-Warren, Clear Creek, Jackson	\$0	\$113,012	--	\$178,900	\$165,000	- 7.8%
HU02 – Huntington-Dallas, Huntington, Union	\$22,500	\$38,750	+ 72.2%	\$96,400	\$96,250	- 0.2%
HU03 – Huntington-Polk, Lancaster, Rock Creek	\$50,000	\$66,000	+ 32.0%	\$138,200	\$127,450	- 7.8%
HU04 – Huntington-Wayne, Jefferson, Salamonie	\$31,970	\$22,000	- 31.2%	\$80,700	\$145,000	+ 79.7%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	\$0	\$0	--	\$56,000	\$78,000	+ 39.3%
JA02 – Jay-Knox, Greene, Wayne, Noble	\$0	\$30,050	--	\$135,000	\$69,750	- 48.3%
JA03 – Jay-Richland, Jefferson, Pike, Madison	\$0	\$0	--	\$59,000	\$55,000	- 6.8%
NO00 – Noble	\$53,500	\$11,700	- 78.1%	\$115,000	\$124,000	+ 7.8%
WE01 – Wells-Union, Jefferson	\$53,500	\$20,000	- 62.6%	\$125,000	\$139,000	+ 11.2%
WE02 – Wells-Rockcreek, Lancaster	\$42,500	\$30,100	- 29.2%	\$144,500	\$195,000	+ 34.9%
WE03 – Wells-Liberty, Harrison	\$44,277	\$29,100	- 34.3%	\$95,000	\$98,000	+ 3.2%
WE04 – Wells-Jackson, Chester, Nottingham	\$44,200	\$9,900	- 77.6%	\$125,000	\$105,500	- 15.6%
WH01 – Whitley-Etna, Troy, Thorn, Smith	\$34,500	\$16,180	- 53.1%	\$138,000	\$145,900	+ 5.7%
WH02 – Whitley-Richland, Clevella	\$24,900	\$49,900	+ 100.4%	\$109,450	\$122,750	+ 12.2%
WH03 – Whitley-Columbia, Union	\$53,594	\$46,250	- 13.7%	\$137,000	\$141,500	+ 3.3%
WH04 – Whitley-Washington, Jefferson	\$299,900	\$134,750	- 55.1%	\$161,750	\$182,500	+ 12.8%

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