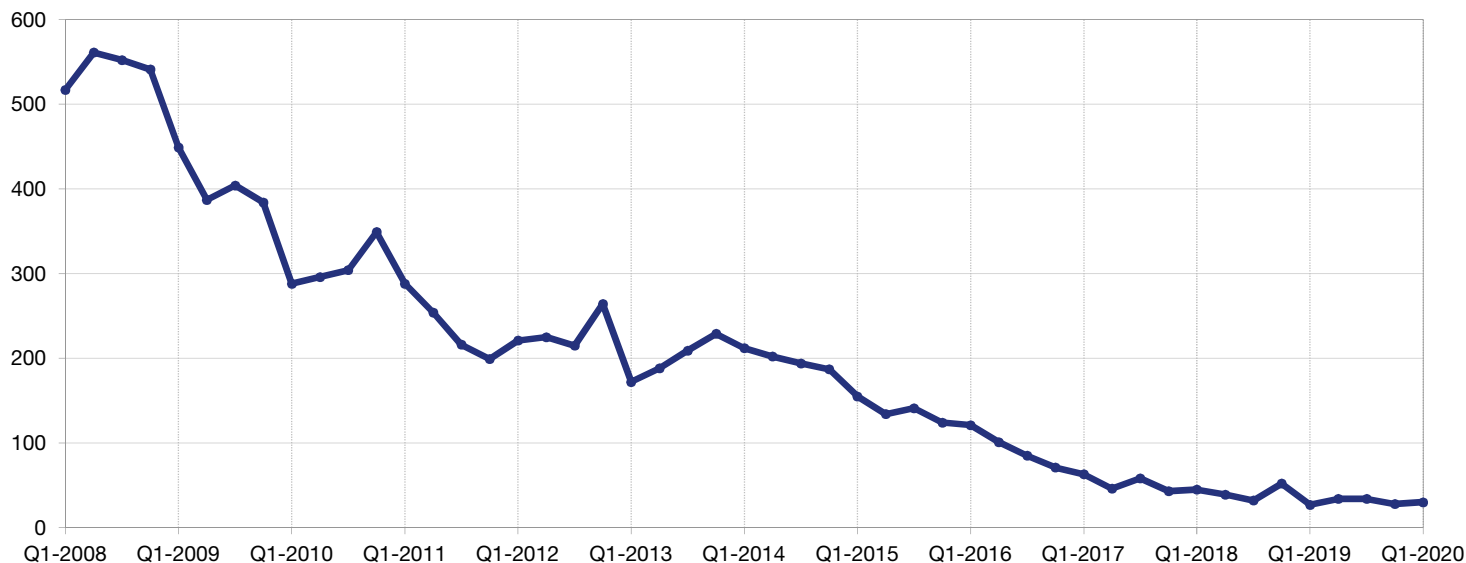


# Foreclosure Report

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



## Q1-2020 Update

New Listings in the Fort Wayne region increased 5.8 percent to 2,209.

- Traditional New Listings increased 7.3 percent to 2,146.
- Foreclosure New Listings decreased 28.4 percent to 63.
- Share of all New Listings that were foreclosures rose to 2.9 percent.

Closed Sales were up 8.7 percent to 1,653.

- Traditional Closed Sales were up 10.8 percent to 1,606.
- Foreclosure Closed Sales were down 34.7 percent to 47.
- Share of all Closed Sales that were foreclosures fell to 2.8 percent.

The Median Sales Price rose 13.7 percent to \$152,700.

- The traditional Median Sales Price rose 12.9 percent to \$155,000.
- The foreclosure Median Sales Price declined 6.7 percent to \$52,500.

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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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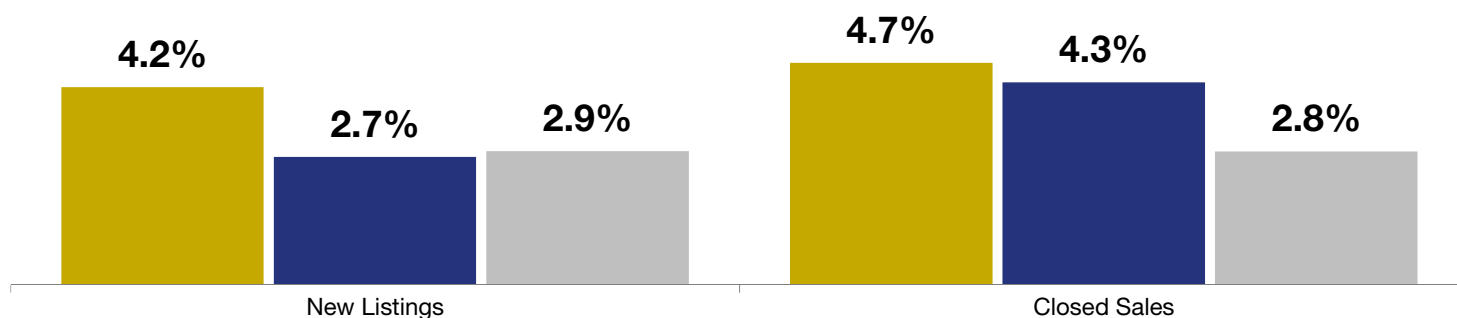


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020
New Listings	88	53	63	- 28.4%	2,000	1,889	2,146	+ 7.3%	2,088	1,942	2,209	+ 5.8%	4.2%	2.7%	2.9%
Closed Sales	72	66	47	- 34.7%	1,449	1,462	1,606	+ 10.8%	1,521	1,528	1,653	+ 8.7%	4.7%	4.3%	2.8%

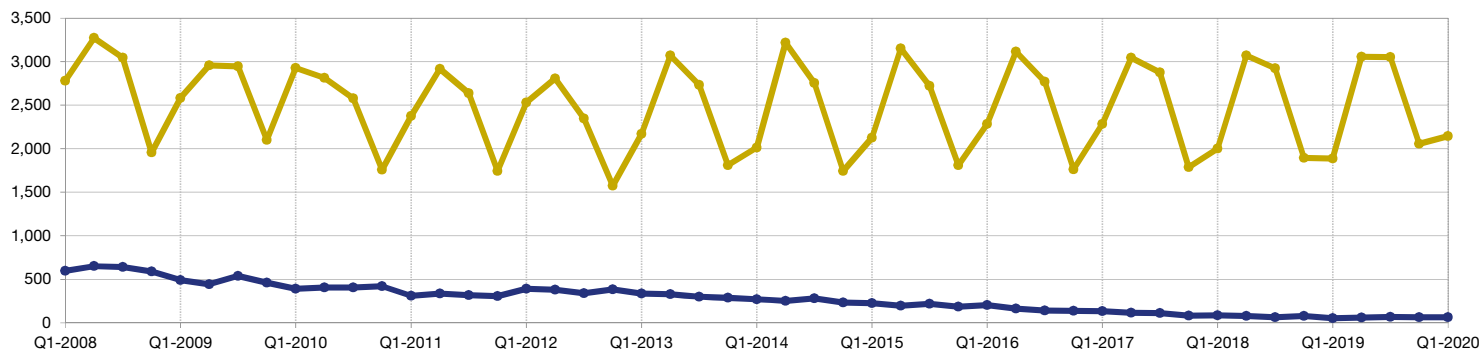
### Market Share of Foreclosures

■ Q1-2018 ■ Q1-2019 ■ Q1-2020



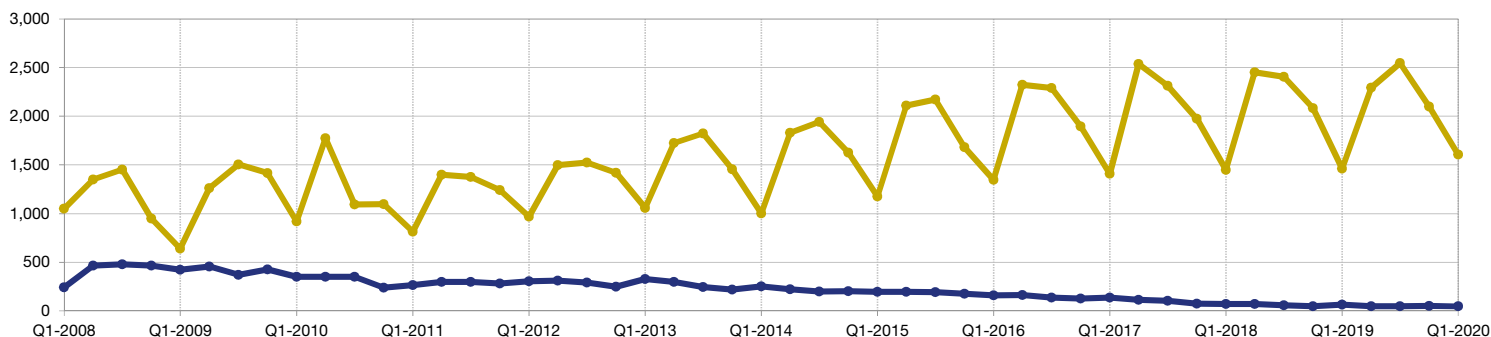
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



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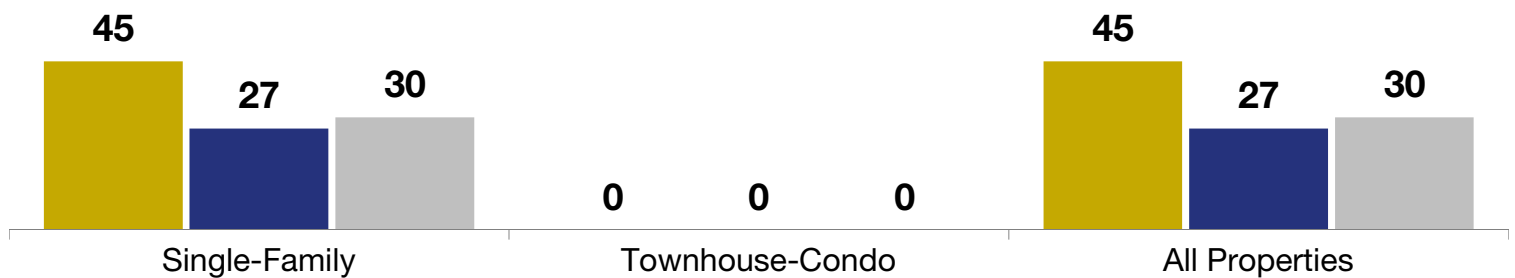


## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020
Single-Family	45	27	30	- 33.3%	996	854	878	- 11.8%	1,041	881	908	- 12.8%	4.3%	3.1%	3.3%
Townhouse-Condo	0	0	0	--	85	62	90	+ 5.9%	85	62	90	+ 5.9%	0.0%	0.0%	0.0%
All Properties	45	27	30	- 33.3%	1,081	916	968	- 10.5%	1,126	943	998	- 11.4%	4.0%	2.9%	3.0%

### Foreclosure Inventory by Property Type

■ Q1-2018 ■ Q1-2019 ■ Q1-2020

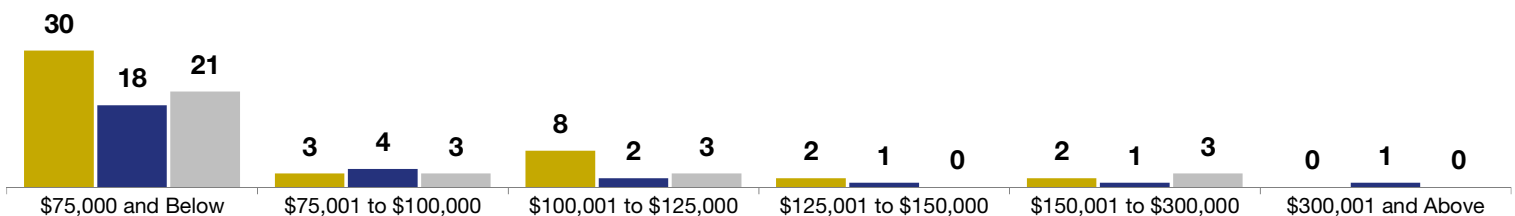


## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020
\$75,000 and Below	30	18	21	- 30.0%	169	132	110	- 34.9%	199	150	131	- 34.2%	15.1%	12.0%	16.0%
\$75,001 to \$100,000	3	4	3	0.0%	99	79	84	- 15.2%	102	83	87	- 14.7%	2.9%	4.8%	3.4%
\$100,001 to \$125,000	8	2	3	- 62.5%	71	66	68	- 4.2%	79	68	71	- 10.1%	10.1%	2.9%	4.2%
\$125,001 to \$150,000	2	1	0	- 100.0%	71	51	67	- 5.6%	73	52	67	- 8.2%	2.7%	1.9%	0.0%
\$150,001 to \$300,000	2	1	3	+ 50.0%	405	338	370	- 8.6%	407	339	373	- 8.4%	0.5%	0.3%	0.8%
\$300,001 and Above	0	1	0	--	266	249	262	- 1.5%	266	250	262	- 1.5%	0.0%	0.4%	0.0%
All Prices	45	27	30	- 33.3%	1,081	916	968	- 10.5%	1,126	943	998	- 11.4%	4.0%	2.9%	3.0%

### Foreclosure Inventory by Price Range

■ Q1-2018 ■ Q1-2019 ■ Q1-2020



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## Median Sales Price

### Foreclosures

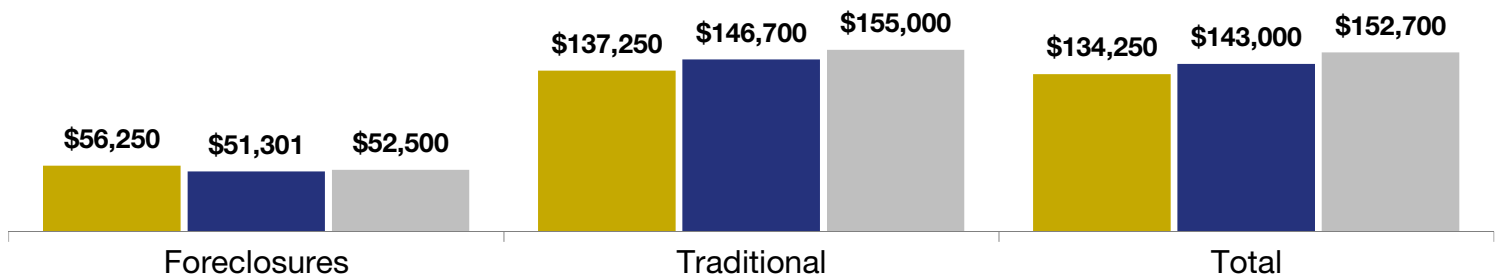
### Traditional

### Total

	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg
Single-Family	\$55,500	\$50,101	\$50,300	- 9.4%	\$137,000	\$145,000	\$153,700	+ 12.2%	\$133,000	\$140,500	\$150,700	+ 13.3%
Condo-Townhome	\$127,500	\$220,000	\$215,000	+ 68.6%	\$145,275	\$157,000	\$178,500	+ 22.9%	\$145,000	\$157,950	\$181,250	+ 25.0%
All Properties	\$56,250	\$51,301	\$52,500	- 6.7%	\$137,250	\$146,700	\$155,000	+ 12.9%	\$134,250	\$143,000	\$152,700	+ 13.7%

### Median Sales Price for All Properties

■ Q1-2018 ■ Q1-2019 ■ Q1-2020



## Percent of Original List Price Received

### Foreclosures

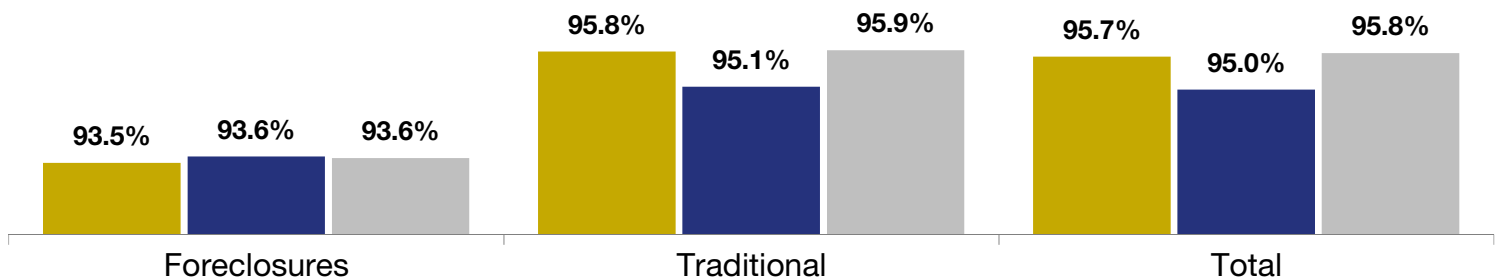
### Traditional

### Total

	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg	Q1-2018	Q1-2019	Q1-2020	2-Yr Chg
Single-Family	93.4%	93.6%	94.0%	+ 0.7%	95.8%	95.0%	95.8%	- 0.0%	95.7%	95.0%	95.7%	+ 0.0%
Condo-Townhome	101.6%	96.3%	84.3%	- 17.0%	96.4%	96.2%	97.4%	+ 1.0%	96.5%	96.2%	97.1%	+ 0.6%
All Properties	93.5%	93.6%	93.6%	+ 0.1%	95.8%	95.1%	95.9%	+ 0.0%	95.7%	95.0%	95.8%	+ 0.1%

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

■ Q1-2018 ■ Q1-2019 ■ Q1-2020



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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 Q1-2020			Closed Sales for the Last 12 Months Through Q1-2020		
	Total	Foreclosures	Share	Total	Foreclosures	Share
AD01 – Adams-Preble, Root, Union	14	0	0.0%	96	4	4.2%
AD02 – Adams-Kirkland, Washington, St. Marys	12	0	0.0%	126	7	5.6%
AD03 – Adams-French, Monroe, Blue Creek	3	0	0.0%	27	0	0.0%
AD04 – Adams-Hartford, Wabash, Jefferson	6	0	0.0%	40	1	2.5%
AL01 – Allen-Eel River, Lake, Perry	133	3	2.3%	955	5	0.5%
AL02 – Allen-Cedar Creek, Springfield, Scipio	40	1	2.5%	260	6	2.3%
AL03 – Allen-Washington	38	0	0.0%	534	6	1.1%
AL04 – Allen-St. Joseph	67	1	1.5%	1,365	19	1.4%
AL05 – Allen-Milan, Maumee	4	0	0.0%	51	2	3.9%
AL06 – Allen-Aboite, Lafayette	133	0	0.0%	1,003	9	0.9%
AL07 – Allen-Wayne, Pleasant	129	9	7.0%	1,381	52	3.8%
AL08 – Allen-Adams, Marion	32	1	3.1%	433	9	2.1%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	3	0	0.0%	53	1	1.9%
DE00 – Dekalb	54	2	3.7%	458	16	3.5%
HU01 – Huntington-Warren, Clear Creek, Jackson	6	0	0.0%	102	3	2.9%
HU02 – Huntington-Dallas, Huntington, Union	82	7	8.5%	336	16	4.8%
HU03 – Huntington-Polk, Lancaster, Rock Creek	5	1	20.0%	52	3	5.8%
HU04 – Huntington-Wayne, Jefferson, Salamonie	2	0	0.0%	29	0	0.0%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	1	0	0.0%	2	0	0.0%
JA02 – Jay-Knox, Greene, Wayne, Noble	5	0	0.0%	15	0	0.0%
JA03 – Jay-Richland, Jefferson, Pike, Madison	3	0	0.0%	4	0	0.0%
NO00 – Noble	9	0	0.0%	54	3	5.6%
WE01 – Wells-Union, Jefferson	9	0	0.0%	98	2	2.0%
WE02 – Wells-Rockcreek, Lancaster	11	1	9.1%	75	1	1.3%
WE03 – Wells-Liberty, Harrison	7	0	0.0%	133	5	3.8%
WE04 – Wells-Jackson, Chester, Nottingham	3	0	0.0%	22	1	4.5%
WH01 – Whitley-Etna, Troy, Thorn, Smith	4	0	0.0%	79	1	1.3%
WH02 – Whitley-Richland, Clevela	3	0	0.0%	48	2	4.2%
WH03 – Whitley-Columbia, Union	19	1	5.3%	210	2	1.0%
WH04 – Whitley-Washington, Jefferson	3	0	0.0%	46	0	0.0%

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## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q1-2019	Last 12 Months Through Q1-2020	1-Year Change	Last 12 Months Through Q1-2019	Last 12 Months Through Q1-2020	1-Year Change
AD01 – Adams-Preble, Root, Union	\$0	\$34,604	--	\$135,000	\$127,500	- 5.6%
AD02 – Adams-Kirkland, Washington, St. Marys	\$39,500	\$44,000	+ 11.4%	\$91,375	\$110,000	+ 20.4%
AD03 – Adams-French, Monroe, Blue Creek	\$44,500	\$0	- 100.0%	\$102,500	\$103,500	+ 1.0%
AD04 – Adams-Hartford, Wabash, Jefferson	\$14,160	\$42,500	+ 200.1%	\$92,000	\$114,000	+ 23.9%
AL01 – Allen-Eel River, Lake, Perry	\$130,250	\$130,000	- 0.2%	\$223,000	\$235,000	+ 5.4%
AL02 – Allen-Cedar Creek, Springfield, Scipio	\$41,250	\$73,750	+ 78.8%	\$236,500	\$245,000	+ 3.6%
AL03 – Allen-Washington	\$76,000	\$63,000	- 17.1%	\$140,500	\$150,250	+ 6.9%
AL04 – Allen-St. Joseph	\$78,500	\$105,000	+ 33.8%	\$138,000	\$150,000	+ 8.7%
AL05 – Allen-Milan, Maumee	\$124,000	\$50,800	- 59.0%	\$149,000	\$148,500	- 0.3%
AL06 – Allen-Aboite, Lafayette	\$89,900	\$200,000	+ 122.5%	\$220,000	\$240,000	+ 9.1%
AL07 – Allen-Wayne, Pleasant	\$38,780	\$35,950	- 7.3%	\$86,000	\$94,000	+ 9.3%
AL08 – Allen-Adams, Marion	\$59,250	\$42,250	- 28.7%	\$115,000	\$127,000	+ 10.4%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	\$69,000	\$76,603	+ 11.0%	\$120,000	\$128,000	+ 6.7%
DE00 – Dekalb	\$50,101	\$46,250	- 7.7%	\$147,000	\$152,900	+ 4.0%
HU01 – Huntington-Warren, Clear Creek, Jackson	\$153,700	\$113,012	- 26.5%	\$167,000	\$196,500	+ 17.7%
HU02 – Huntington-Dallas, Huntington, Union	\$35,000	\$35,000	0.0%	\$96,000	\$102,500	+ 6.8%
HU03 – Huntington-Polk, Lancaster, Rock Creek	\$63,000	\$25,000	- 60.3%	\$115,000	\$116,250	+ 1.1%
HU04 – Huntington-Wayne, Jefferson, Salamonie	\$22,000	\$0	- 100.0%	\$94,000	\$133,000	+ 41.5%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	\$0	\$0	--	\$78,000	\$86,250	+ 10.6%
JA02 – Jay-Knox, Greene, Wayne, Noble	\$30,050	\$0	- 100.0%	\$69,750	\$93,000	+ 33.3%
JA03 – Jay-Richland, Jefferson, Pike, Madison	\$0	\$0	--	\$45,000	\$71,500	+ 58.9%
NO00 – Noble	\$40,500	\$12,000	- 70.4%	\$122,500	\$138,000	+ 12.7%
WE01 – Wells-Union, Jefferson	\$25,000	\$60,000	+ 140.0%	\$131,500	\$141,000	+ 7.2%
WE02 – Wells-Rockcreek, Lancaster	\$25,050	\$35,000	+ 39.7%	\$179,750	\$190,000	+ 5.7%
WE03 – Wells-Liberty, Harrison	\$33,125	\$45,000	+ 35.8%	\$102,000	\$108,000	+ 5.9%
WE04 – Wells-Jackson, Chester, Nottingham	\$0	\$9,900	--	\$105,500	\$135,950	+ 28.9%
WH01 – Whitley-Etna, Troy, Thorn, Smith	\$70,590	\$21,500	- 69.5%	\$155,000	\$133,500	- 13.9%
WH02 – Whitley-Richland, Clevella	\$38,000	\$105,950	+ 178.8%	\$117,000	\$122,500	+ 4.7%
WH03 – Whitley-Columbia, Union	\$49,500	\$51,875	+ 4.8%	\$138,900	\$150,000	+ 8.0%
WH04 – Whitley-Washington, Jefferson	\$134,750	\$0	- 100.0%	\$180,450	\$192,700	+ 6.8%

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