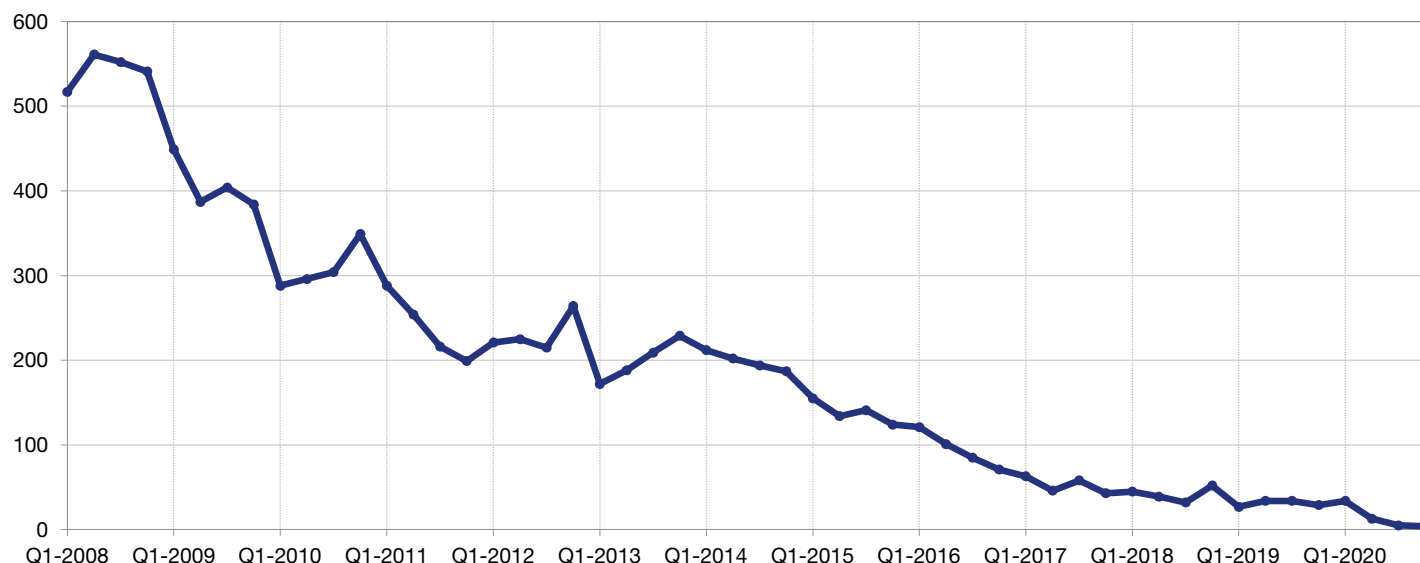


Foreclosure Report

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



Q4-2020 Update

New Listings in the Fort Wayne region decreased 0.4 percent to 1,965.

- Traditional New Listings increased 3.3 percent to 1,956.
- Foreclosure New Listings decreased 88.6 percent to 9.
- Share of all New Listings that were foreclosures fell to 0.5 percent.

Closed Sales were up 14.1 percent to 2,434.

- Traditional Closed Sales were up 16.4 percent to 2,424.
- Foreclosure Closed Sales were down 80.0 percent to 10.
- Share of all Closed Sales that were foreclosures fell to 0.4 percent.

The Median Sales Price rose 18.2 percent to \$172,000.

- The traditional Median Sales Price rose 16.6 percent to \$172,000.
- The foreclosure Median Sales Price rose 19.4 percent to \$64,500.

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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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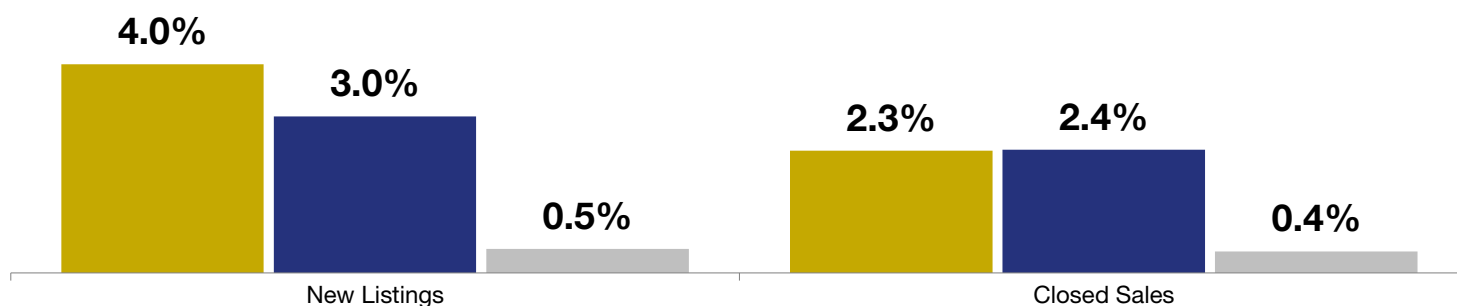


New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020
New Listings	79	64	9	- 88.6%	1,894	2,066	1,956	+ 3.3%	1,973	2,130	1,965	- 0.4%	4.0%	3.0%	0.5%
Closed Sales	50	51	10	- 80.0%	2,083	2,109	2,424	+ 16.4%	2,133	2,160	2,434	+ 14.1%	2.3%	2.4%	0.4%

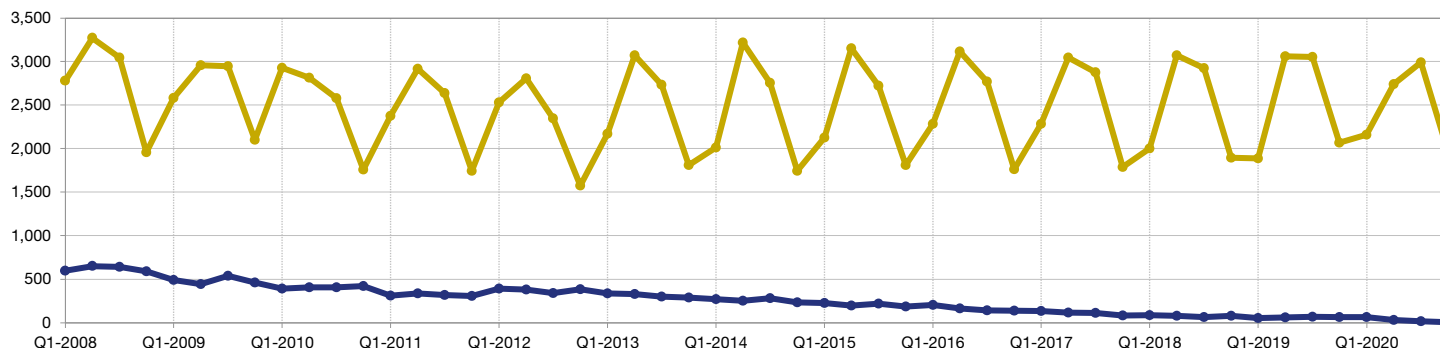
Market Share of Foreclosures

■ Q4-2018 ■ Q4-2019 ■ Q4-2020



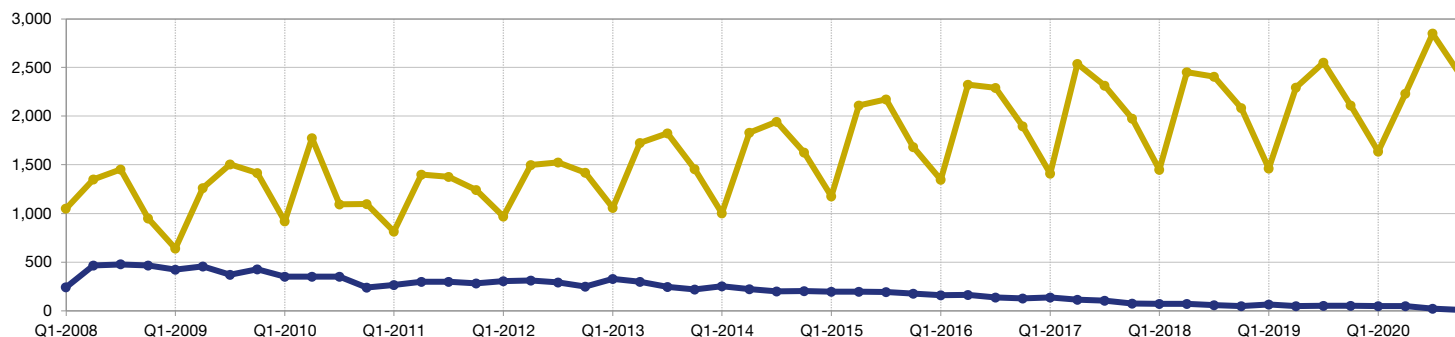
Historical New Listing Activity

— Traditional — Foreclosures



Historical Closed Sales Activity

— Traditional — Foreclosures



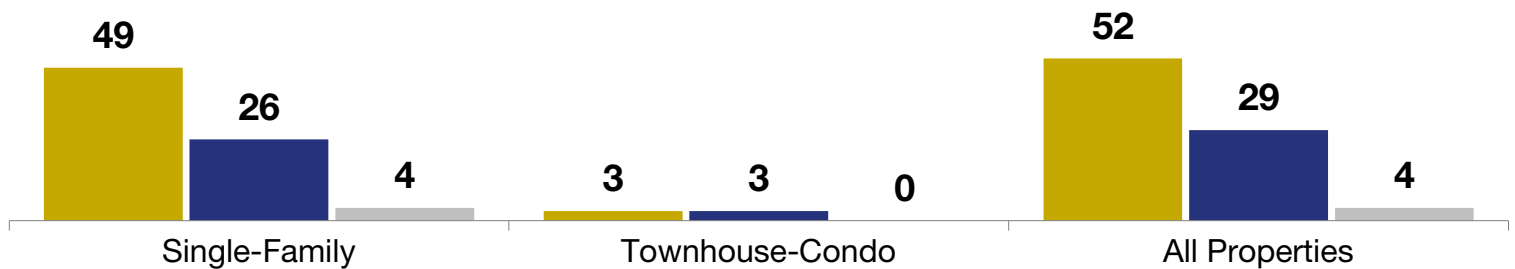
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Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020
Single-Family	49	26	4	- 91.8%	1,124	1,088	524	- 53.4%	1,173	1,114	528	- 55.0%	4.2%	2.3%	0.8%
Townhouse-Condo	3	3	0	- 100.0%	67	72	47	- 29.9%	70	75	47	- 32.9%	4.3%	4.0%	0.0%
All Properties	52	29	4	- 92.3%	1,191	1,160	571	- 52.1%	1,243	1,189	575	- 53.7%	4.2%	2.4%	0.7%

Foreclosure Inventory by Property Type

■ Q4-2018 ■ Q4-2019 ■ Q4-2020

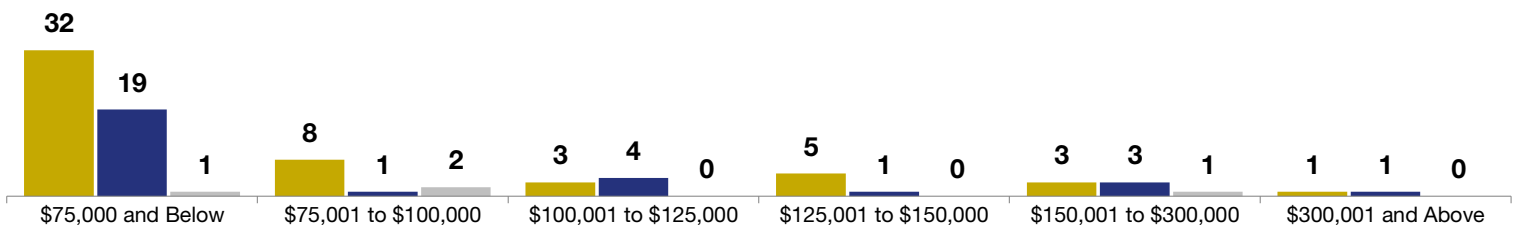


Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020
\$75,000 and Below	32	19	1	- 96.9%	216	139	69	- 68.1%	248	158	70	- 71.8%	12.9%	12.0%	1.4%
\$75,001 to \$100,000	8	1	2	- 75.0%	114	100	63	- 44.7%	122	101	65	- 46.7%	6.6%	1.0%	3.1%
\$100,001 to \$125,000	3	4	0	- 100.0%	91	106	34	- 62.6%	94	110	34	- 63.8%	3.2%	3.6%	0.0%
\$125,001 to \$150,000	5	1	0	- 100.0%	105	107	40	- 61.9%	110	108	40	- 63.6%	4.5%	0.9%	0.0%
\$150,001 to \$300,000	3	3	1	- 66.7%	403	463	225	- 44.2%	406	466	226	- 44.3%	0.7%	0.6%	0.4%
\$300,001 and Above	1	1	0	- 100.0%	262	245	138	- 47.3%	263	246	138	- 47.5%	0.4%	0.4%	0.0%
All Prices	52	29	4	- 92.3%	1,191	1,160	571	- 52.1%	1,243	1,189	575	- 53.7%	4.2%	2.4%	0.7%

Foreclosure Inventory by Price Range

■ Q4-2018 ■ Q4-2019 ■ Q4-2020



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Median Sales Price

Foreclosures

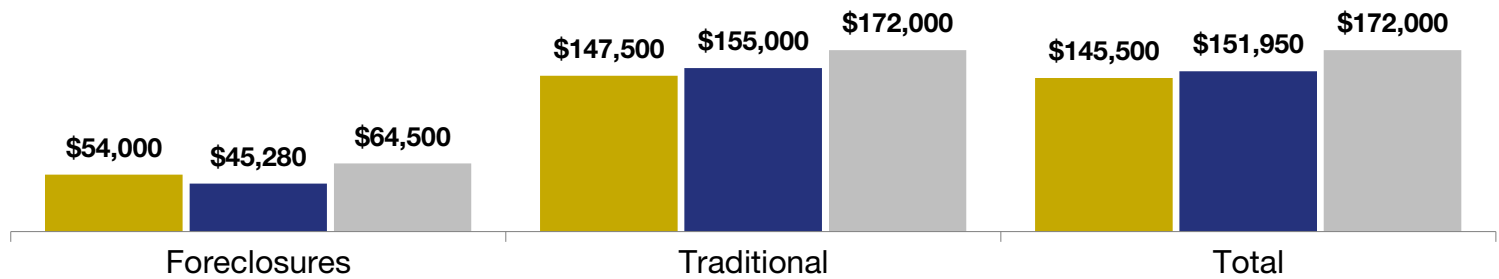
Traditional

Total

	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg
Single-Family	\$54,000	\$45,060	\$64,500	+ 19.4%	\$146,000	\$153,500	\$172,000	+ 17.8%	\$144,900	\$150,000	\$171,250	+ 18.2%
Condo-Townhome	\$0	\$133,000	\$0	--	\$167,489	\$169,500	\$180,250	+ 7.6%	\$167,489	\$167,500	\$180,250	+ 7.6%
All Properties	\$54,000	\$45,280	\$64,500	+ 19.4%	\$147,500	\$155,000	\$172,000	+ 16.6%	\$145,500	\$151,950	\$172,000	+ 18.2%

Median Sales Price for All Properties

■ Q4-2018 ■ Q4-2019 ■ Q4-2020



Percent of Original List Price Received

Foreclosures

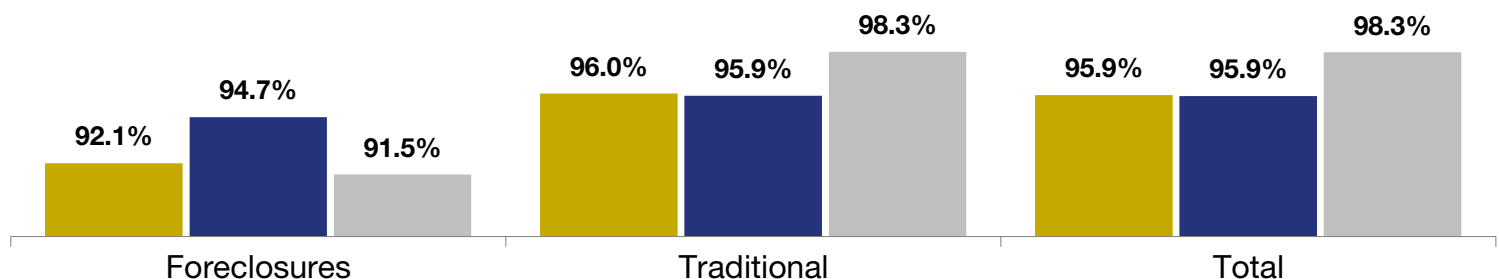
Traditional

Total

	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg	Q4-2018	Q4-2019	Q4-2020	2-Yr Chg
Single-Family	92.1%	94.7%	91.5%	- 0.7%	96.0%	95.8%	98.3%	+ 2.4%	95.9%	95.8%	98.3%	+ 2.5%
Condo-Townhome	0.0%	93.7%	0.0%	--	96.1%	97.5%	98.3%	+ 2.3%	96.1%	97.5%	98.3%	+ 2.3%
All Properties	92.1%	94.7%	91.5%	- 0.7%	96.0%	95.9%	98.3%	+ 2.4%	95.9%	95.9%	98.3%	+ 2.5%

Percent of Original List Price Received for All Properties

■ Q4-2018 ■ Q4-2019 ■ Q4-2020



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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 Q4-2020			Closed Sales for the Last 12 Months Through Q4-2020		
	Total	Foreclosures	Share	Total	Foreclosures	Share
AD01 – Adams-Preble, Root, Union	5	0	0.0%	100	2	2.0%
AD02 – Adams-Kirkland, Washington, St. Marys	11	0	0.0%	94	4	4.3%
AD03 – Adams-French, Monroe, Blue Creek	4	0	0.0%	31	0	0.0%
AD04 – Adams-Hartford, Wabash, Jefferson	3	0	0.0%	40	1	2.5%
AL01 – Allen-Eel River, Lake, Perry	53	0	0.0%	1,066	7	0.7%
AL02 – Allen-Cedar Creek, Springfield, Scipio	14	0	0.0%	254	6	2.4%
AL03 – Allen-Washington	31	0	0.0%	622	3	0.5%
AL04 – Allen-St. Joseph	51	0	0.0%	1,386	5	0.4%
AL05 – Allen-Milan, Maumee	2	0	0.0%	57	1	1.8%
AL06 – Allen-Aboite, Lafayette	45	0	0.0%	1,054	7	0.7%
AL07 – Allen-Wayne, Pleasant	104	1	1.0%	1,461	39	2.7%
AL08 – Allen-Adams, Marion	18	0	0.0%	470	6	1.3%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	2	1	50.0%	46	2	4.3%
DE00 – Dekalb	33	0	0.0%	499	7	1.4%
HU01 – Huntington-Warren, Clear Creek, Jackson	7	0	0.0%	79	0	0.0%
HU02 – Huntington-Dallas, Huntington, Union	31	0	0.0%	370	19	5.1%
HU03 – Huntington-Polk, Lancaster, Rock Creek	2	0	0.0%	34	1	2.9%
HU04 – Huntington-Wayne, Jefferson, Salamonie	2	0	0.0%	35	0	0.0%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	1	0	0.0%	2	0	0.0%
JA02 – Jay-Knox, Greene, Wayne, Noble	2	0	0.0%	15	0	0.0%
JA03 – Jay-Richland, Jefferson, Pike, Madison	0	0	--	4	0	0.0%
NO00 – Noble	2	0	0.0%	41	0	0.0%
WE01 – Wells-Union, Jefferson	3	0	0.0%	114	2	1.8%
WE02 – Wells-Rockcreek, Lancaster	2	0	0.0%	86	1	1.2%
WE03 – Wells-Liberty, Harrison	12	0	0.0%	138	2	1.4%
WE04 – Wells-Jackson, Chester, Nottingham	3	0	0.0%	19	0	0.0%
WH01 – Whitley-Etna, Troy, Thorn, Smith	5	0	0.0%	60	1	1.7%
WH02 – Whitley-Richland, Clevela	3	0	0.0%	38	0	0.0%
WH03 – Whitley-Columbia, Union	14	1	7.1%	253	4	1.6%
WH04 – Whitley-Washington, Jefferson	2	0	0.0%	54	0	0.0%

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Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q4-2019	Last 12 Months Through Q4-2020	1-Year Change	Last 12 Months Through Q4-2019	Last 12 Months Through Q4-2020	1-Year Change
AD01 – Adams-Preble, Root, Union	\$33,250	\$76,825	+ 131.1%	\$131,950	\$149,450	+ 13.3%
AD02 – Adams-Kirkland, Washington, St. Marys	\$44,900	\$43,025	- 4.2%	\$105,000	\$124,500	+ 18.6%
AD03 – Adams-French, Monroe, Blue Creek	\$0	\$0	--	\$103,300	\$118,450	+ 14.7%
AD04 – Adams-Hartford, Wabash, Jefferson	\$42,500	\$61,055	+ 43.7%	\$111,000	\$113,500	+ 2.3%
AL01 – Allen-Eel River, Lake, Perry	\$130,000	\$185,000	+ 42.3%	\$234,250	\$257,450	+ 9.9%
AL02 – Allen-Cedar Creek, Springfield, Scipio	\$65,750	\$131,750	+ 100.4%	\$256,500	\$257,750	+ 0.5%
AL03 – Allen-Washington	\$68,500	\$36,500	- 46.7%	\$150,000	\$168,500	+ 12.3%
AL04 – Allen-St. Joseph	\$96,750	\$88,000	- 9.0%	\$149,900	\$162,500	+ 8.4%
AL05 – Allen-Milan, Maumee	\$72,500	\$29,100	- 59.9%	\$147,500	\$157,000	+ 6.4%
AL06 – Allen-Aboite, Lafayette	\$149,900	\$179,900	+ 20.0%	\$234,900	\$249,194	+ 6.1%
AL07 – Allen-Wayne, Pleasant	\$34,900	\$39,500	+ 13.2%	\$90,888	\$103,000	+ 13.3%
AL08 – Allen-Adams, Marion	\$46,000	\$56,750	+ 23.4%	\$125,000	\$139,900	+ 11.9%
AL09 – Allen-Jefferson, Jackson, Madison, Monroe	\$99,000	\$55,802	- 43.6%	\$124,000	\$158,000	+ 27.4%
DE00 – Dekalb	\$50,400	\$45,000	- 10.7%	\$152,900	\$165,000	+ 7.9%
HU01 – Huntington-Warren, Clear Creek, Jackson	\$117,024	\$0	- 100.0%	\$178,500	\$199,900	+ 12.0%
HU02 – Huntington-Dallas, Huntington, Union	\$35,500	\$37,000	+ 4.2%	\$105,000	\$105,000	0.0%
HU03 – Huntington-Polk, Lancaster, Rock Creek	\$45,500	\$75,000	+ 64.8%	\$117,750	\$166,750	+ 41.6%
HU04 – Huntington-Wayne, Jefferson, Salamonie	\$16,001	\$0	- 100.0%	\$131,750	\$120,000	- 8.9%
JA01 – Jay-Penn, Jackson, Bearcreek, Wabash	\$0	\$0	--	\$86,250	\$95,950	+ 11.2%
JA02 – Jay-Knox, Greene, Wayne, Noble	\$30,050	\$0	- 100.0%	\$88,000	\$86,900	- 1.3%
JA03 – Jay-Richland, Jefferson, Pike, Madison	\$0	\$0	--	\$71,500	\$108,250	+ 51.4%
NO00 – Noble	\$12,000	\$0	- 100.0%	\$128,000	\$199,900	+ 56.2%
WE01 – Wells-Union, Jefferson	\$20,000	\$145,000	+ 625.0%	\$139,000	\$156,000	+ 12.2%
WE02 – Wells-Rockcreek, Lancaster	\$35,000	\$91,000	+ 160.0%	\$190,000	\$196,750	+ 3.6%
WE03 – Wells-Liberty, Harrison	\$36,450	\$93,019	+ 155.2%	\$108,500	\$115,000	+ 6.0%
WE04 – Wells-Jackson, Chester, Nottingham	\$9,900	\$0	- 100.0%	\$131,950	\$160,000	+ 21.3%
WH01 – Whitley-Etna, Troy, Thorn, Smith	\$18,840	\$65,000	+ 245.0%	\$133,500	\$152,000	+ 13.9%
WH02 – Whitley-Richland, Clevella	\$56,950	\$0	- 100.0%	\$125,250	\$127,400	+ 1.7%
WH03 – Whitley-Columbia, Union	\$46,250	\$46,875	+ 1.4%	\$155,000	\$162,900	+ 5.1%
WH04 – Whitley-Washington, Jefferson	\$0	\$0	--	\$192,700	\$207,000	+ 7.4%

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