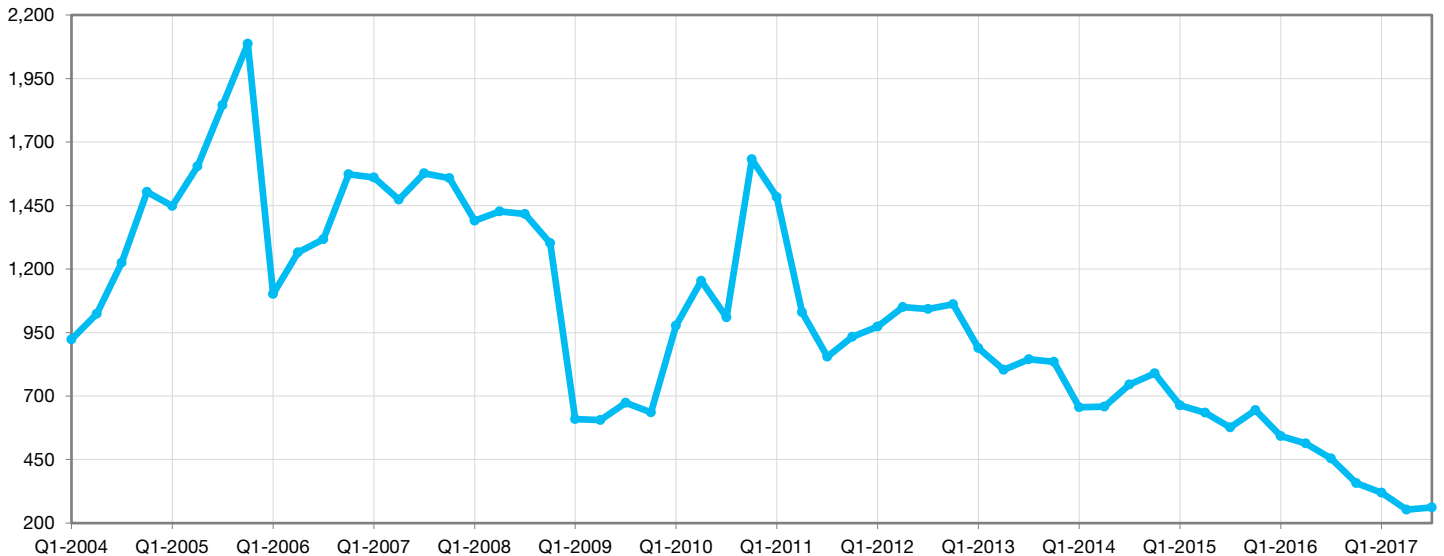


# Foreclosure Report

A QUARTERLY UPDATE ON THE ROLE OF FORECLOSURES IN THE REGION  
PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Number of Available Foreclosures for Sale



## Q3-2017 Update

Foreclosures inventory for Q3-2017 is down 42.5 percent to 262 units. Last year at this time, foreclosed inventory was at 456 units, down from 576 the year prior. The trend away from foreclosures in inventory is extremely positive. Inventory of traditional properties is down 11.7 percent to 9,327 units. Traditional and Forclosed properties in inventory is down 12.9 percent to 9,589 units. This quarter, Foreclosed homes only make up 2.7 percent of homes in inventory.

The Median Sales Price for foreclosed homes is up 17.3 to \$75,005 for all properties. This growth is outpacing the price increases in Traditional homes, where the Median Sales Price is up 3.7 percent to \$169,000.

The Percent of List Price Received is at 94.2 percent, up 1.9 percent from last year. Traditional homes receive 95.9 percent of the list price, which is slightly higher than last year, a gain of 0.4 percent.

## 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 Broker Listing Cooperative® (BLC®). Whenever the field called Disclosure is listed as "Foreclosure," "Bank Owned" or "HUD-Owned" we have separated that property from those that do not contain these markers. This gives us the ability to view the housing market as two distinct segments: foreclosure and traditional. The following pages dig into foreclosure and traditional trends with greater detail.

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# Foreclosure Report

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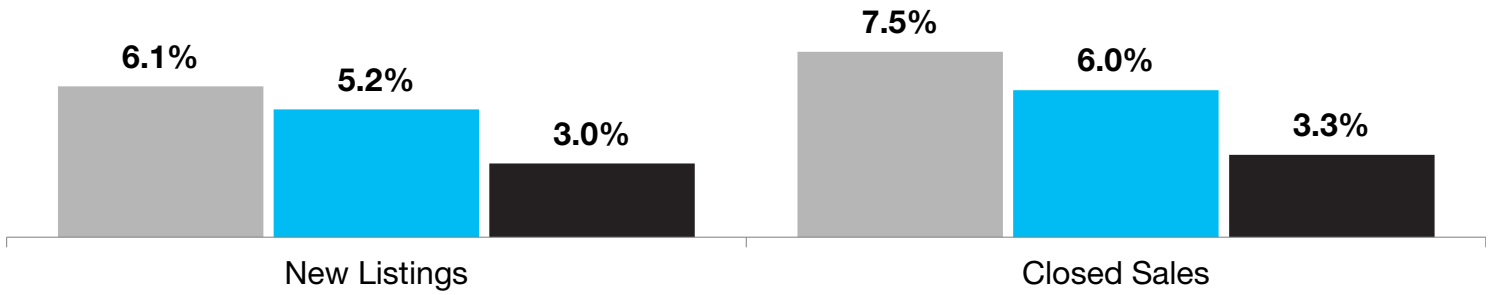


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017
New Listings	701	617	356	- 42.3%	10,755	11,285	11,544	+ 2.3%	11,456	11,902	11,900	- 0.0%	6.1%	5.2%	3.0%
Closed Sales	698	602	341	- 43.4%	8,572	9,479	9,865	+ 4.1%	9,270	10,081	10,206	+ 1.2%	7.5%	6.0%	3.3%

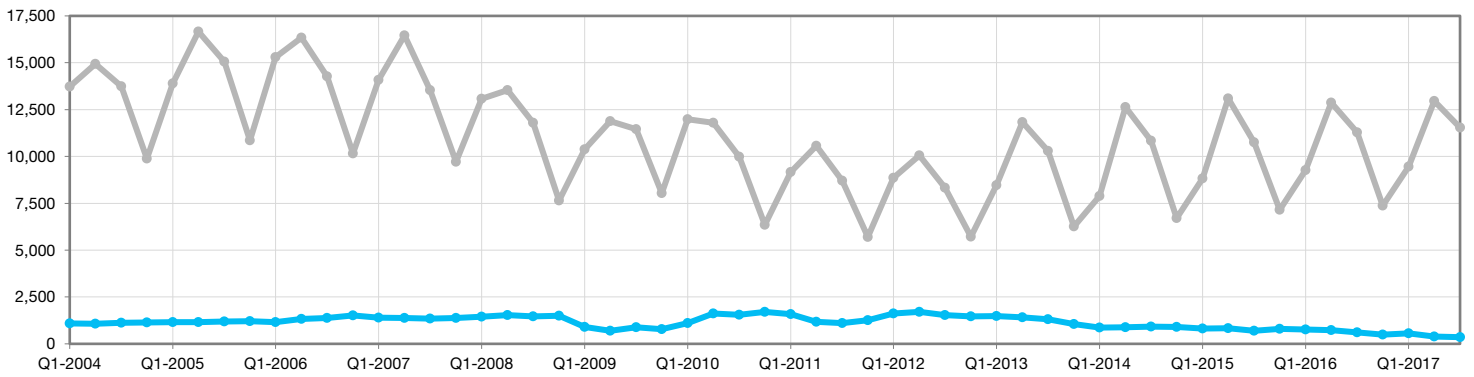
Market Share of Foreclosures

■ Q3-2015 ■ Q3-2016 ■ Q3-2017



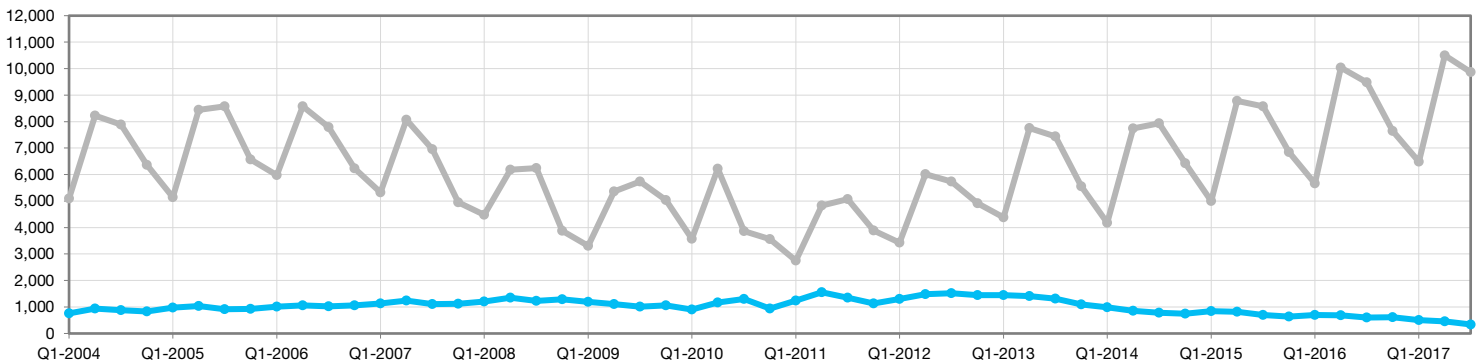
Historical New Listing Activity

— Traditional — Foreclosures



Historical Closed Sales Activity

— Traditional — Foreclosures



# Foreclosure Report

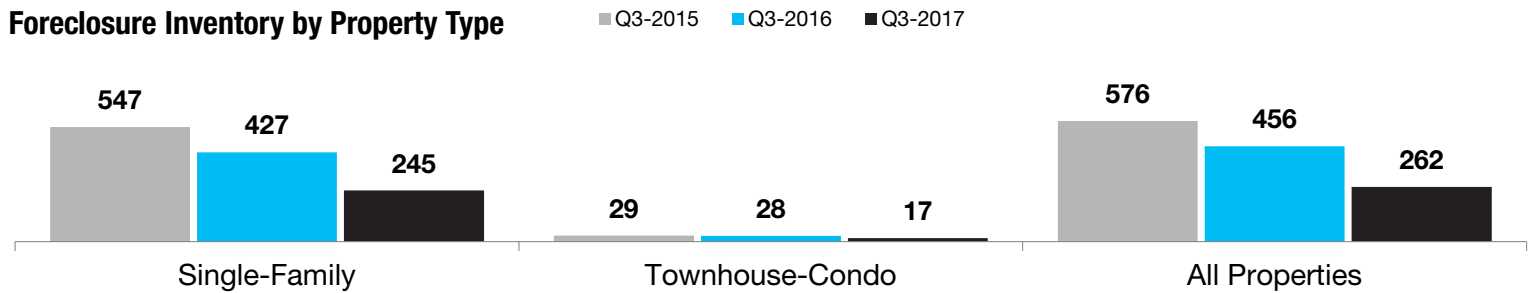
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## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017
Single-Family	547	427	245	-42.6%	11,289	9,819	8,659	-11.8%	11,836	10,246	8,904	-13.1%	4.6%	4.2%	2.8%
Townhouse-Condo	29	28	17	-39.3%	909	739	668	-9.6%	938	767	685	-10.7%	3.1%	3.7%	2.5%
All Properties	576	456	262	-42.5%	12,198	10,558	9,327	-11.7%	12,774	11,014	9,589	-12.9%	4.5%	4.1%	2.7%

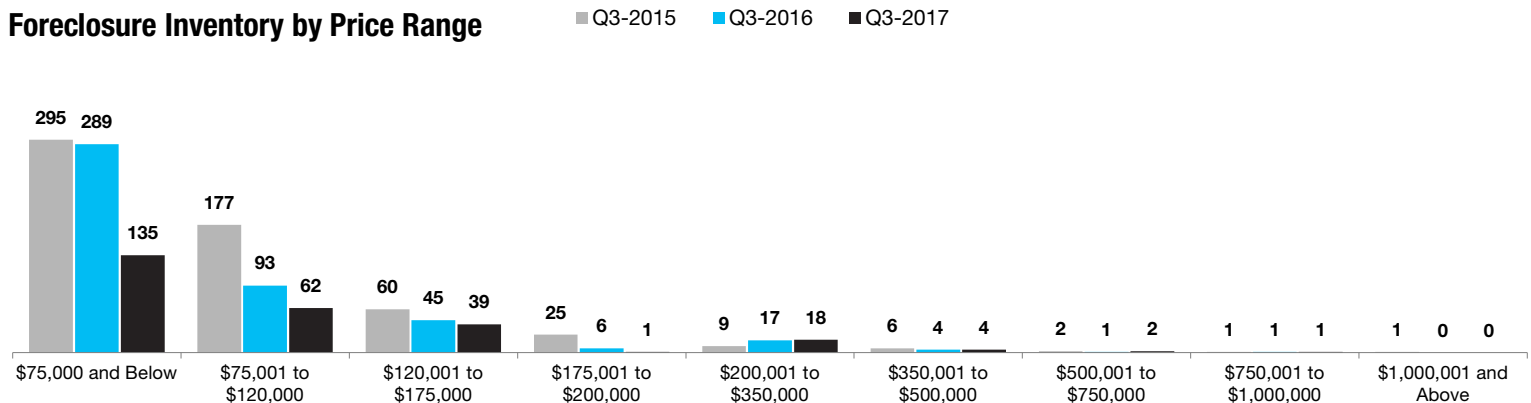
### Foreclosure Inventory by Property Type



## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017
\$75,000 and Below	295	289	135	-53.3%	2,263	1,778	1,223	-31.2%	2,558	2,067	1,358	-34.3%	11.5%	14.0%	9.9%
\$75,001 to \$120,000	177	93	62	-33.3%	2,454	1,552	1,125	-27.5%	2,631	1,645	1,187	-27.8%	6.7%	5.7%	5.2%
\$120,001 to \$175,000	60	45	39	-13.3%	2,204	1,960	1,607	-18.0%	2,264	2,005	1,646	-17.9%	2.7%	2.2%	2.4%
\$175,001 to \$200,000	25	6	1	-83.3%	1,766	749	651	-13.1%	1,791	755	652	-13.6%	1.4%	0.8%	0.2%
\$200,001 to \$350,000	9	17	18	+5.9%	1,393	2,234	2,355	+5.4%	1,402	2,251	2,373	+5.4%	0.6%	0.8%	0.8%
\$350,001 to \$500,000	6	4	4	0.0%	1,037	1,131	1,185	+4.8%	1,043	1,135	1,189	+4.8%	0.6%	0.4%	0.3%
\$500,001 to \$750,000	2	1	2	+100.0%	612	681	679	-0.3%	614	682	681	-0.1%	0.3%	0.1%	0.3%
\$750,001 to \$1,000,000	1	1	1	0.0%	248	251	264	+5.2%	249	252	265	+5.2%	0.4%	0.4%	0.4%
\$1,000,001 and Above	1	0	0	--	221	222	238	+7.2%	222	222	238	+7.2%	0.5%	0.0%	0.0%
All Prices	576	456	262	-42.5%	12,198	10,558	9,327	-11.7%	12,774	11,014	9,589	-12.9%	4.5%	4.1%	2.7%

### Foreclosure Inventory by Price Range



# Foreclosure Report

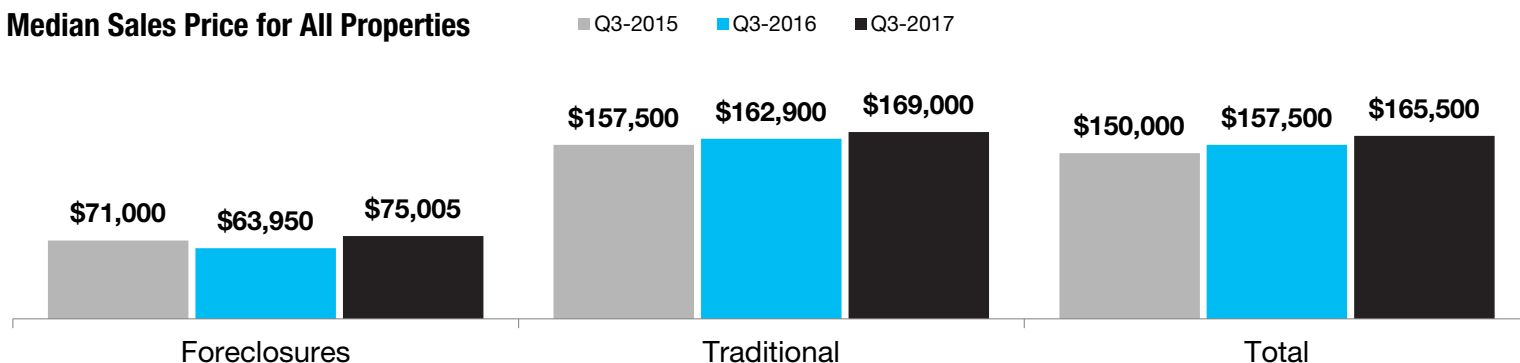
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## Median Sales Price

	Foreclosures				Traditional				Total			
	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change
Single-Family	\$72,202	\$64,073	\$75,571	+ 17.9%	\$159,900	\$165,000	\$172,250	+ 4.4%	\$153,000	\$159,900	\$169,250	+ 5.8%
Condo-Townhome	\$61,525	\$54,500	\$66,375	+ 21.8%	\$133,975	\$135,000	\$134,950	- 0.0%	\$131,250	\$132,000	\$133,000	+ 0.8%
All Properties	\$71,000	\$63,950	\$75,005	+ 17.3%	\$157,500	\$162,900	\$169,000	+ 3.7%	\$150,000	\$157,500	\$165,500	+ 5.1%

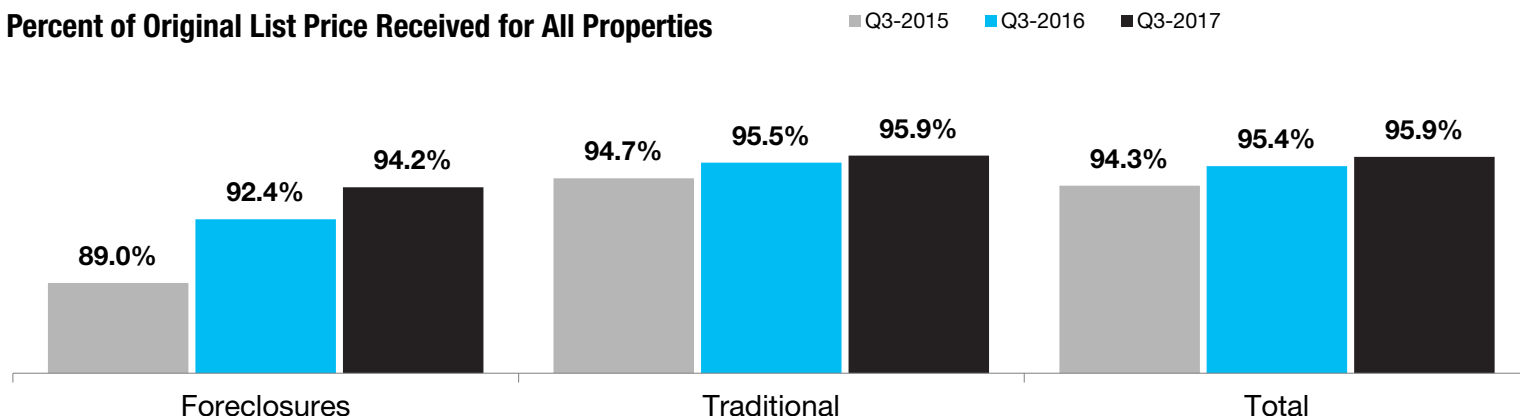
### Median Sales Price for All Properties



## Percent of Original List Price Received

	Foreclosures				Traditional				Total			
	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change	Q3-2015	Q3-2016	Q3-2017	1-Year Change
Single-Family	89.1%	92.5%	94.6%	+ 2.2%	94.7%	95.6%	95.9%	+ 0.3%	94.3%	95.4%	95.9%	+ 0.5%
Condo-Townhome	86.0%	90.3%	88.5%	- 2.0%	94.8%	95.4%	96.4%	+ 1.1%	94.3%	95.2%	96.2%	+ 1.1%
All Properties	89.0%	92.4%	94.2%	+ 1.9%	94.7%	95.5%	95.9%	+ 0.4%	94.3%	95.4%	95.9%	+ 0.5%

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



# Foreclosure Report

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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 Q3-2017			Closed Sales for the Last 12 Months Through Q3-2017		
	Total	Foreclosures	Share	Total	Foreclosures	Share
Boone County	363	9	2.5%	1,229	31	2.5%
Brown County	272	5	1.8%	308	18	5.8%
Decatur County	112	2	1.8%	286	25	8.7%
Hamilton County	1,866	16	0.9%	7,050	109	1.5%
Hancock County	311	3	1.0%	1,356	65	4.8%
Hendricks County	692	10	1.4%	3,136	99	3.2%
Johnson County	688	16	2.3%	2,732	98	3.6%
Madison County	517	43	8.3%	1,701	233	13.7%
Marion County	3,578	107	3.0%	14,581	970	6.7%
Montgomery County	154	4	2.6%	506	26	5.1%
Morgan County	325	12	3.7%	1,059	59	5.6%
Putnam County	164	3	1.8%	489	33	6.7%
Shelby County	156	17	10.9%	584	64	11.0%

## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q3-2016	Last 12 Months Through Q3-2017	1-Year Change	Last 12 Months Through Q3-2016	Last 12 Months Through Q3-2017	1-Year Change
Boone County	\$57,500	\$68,000	+ 18.3%	\$235,000	\$234,988	- 0.0%
Brown County	\$90,100	\$75,000	- 16.8%	\$199,950	\$190,000	- 5.0%
Decatur County	\$35,050	\$52,000	+ 48.4%	\$130,000	\$127,000	- 2.3%
Hamilton County	\$150,000	\$146,250	- 2.5%	\$240,000	\$255,700	+ 6.5%
Hancock County	\$87,028	\$94,349	+ 8.4%	\$161,000	\$169,500	+ 5.3%
Hendricks County	\$98,500	\$115,181	+ 16.9%	\$172,000	\$185,000	+ 7.6%
Johnson County	\$87,028	\$86,455	- 0.7%	\$157,860	\$167,500	+ 6.1%
Madison County	\$38,500	\$34,000	- 11.7%	\$97,900	\$108,000	+ 10.3%
Marion County	\$59,500	\$61,625	+ 3.6%	\$130,000	\$137,000	+ 5.4%
Montgomery County	\$35,500	\$46,005	+ 29.6%	\$112,750	\$119,250	+ 5.8%
Morgan County	\$64,950	\$64,050	- 1.4%	\$150,000	\$153,450	+ 2.3%
Putnam County	\$49,716	\$63,000	+ 26.7%	\$124,000	\$130,500	+ 5.2%
Shelby County	\$49,752	\$44,705	- 10.1%	\$124,950	\$125,000	+ 0.0%