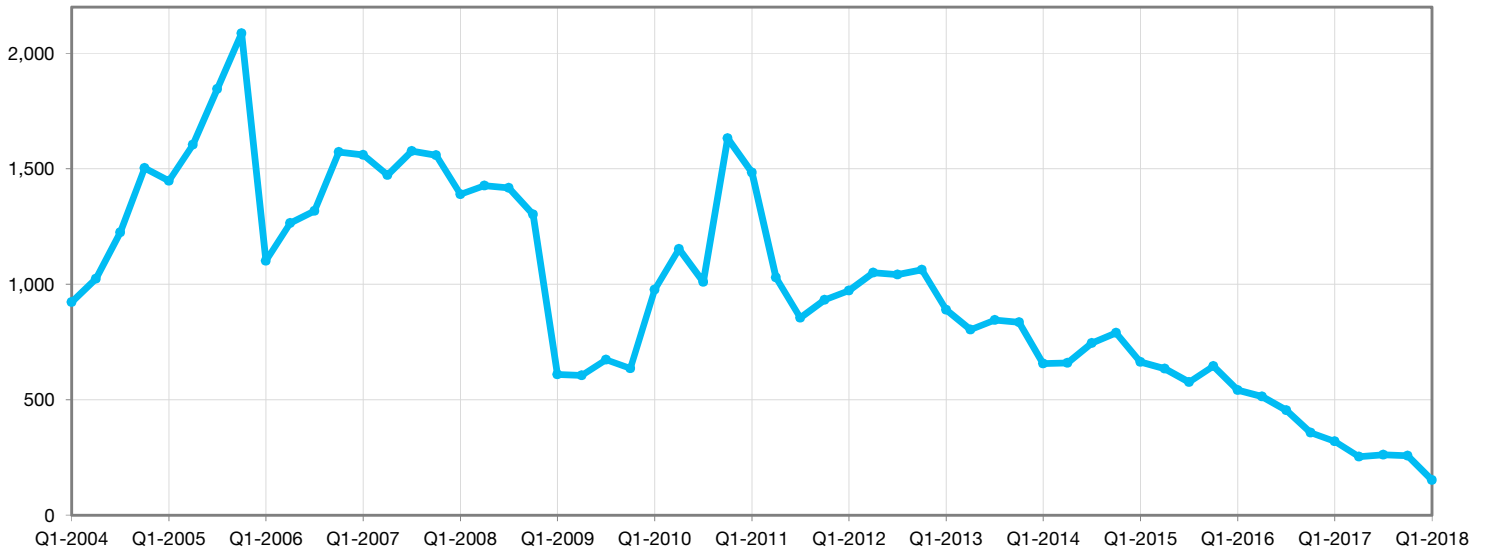


# Foreclosure Report

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



## Number of Available Foreclosures for Sale



## Q1-2018 Update

Foreclosures inventory for Q1-2018 is down 52.6 percent to 152 units. The market share of foreclosure inventory is 2.7 percent. The continued decline of foreclosures in the region is good news.

Single-family foreclosures are down 53.4 percent to 142 units, while townhouse-condo foreclosures are down 33.3 percent to a mere 10 units. Most price ranges saw steep declines as well, with only a slight up-tick in the \$350,001 to \$500,000, and \$200,001 to \$350,000 ranges.

The market share of foreclosure sales is 4.3 percent for the quarter. New listings and closed sales both dropped significantly, with new listings posting a decline of 51.6 percent and closed sales dropping by 40.5 percent. Traditional New Listings also fell by 4.9 percent.

## 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, Closed Sales and Median Sales Price by Area	5

## 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.



# Foreclosure Report

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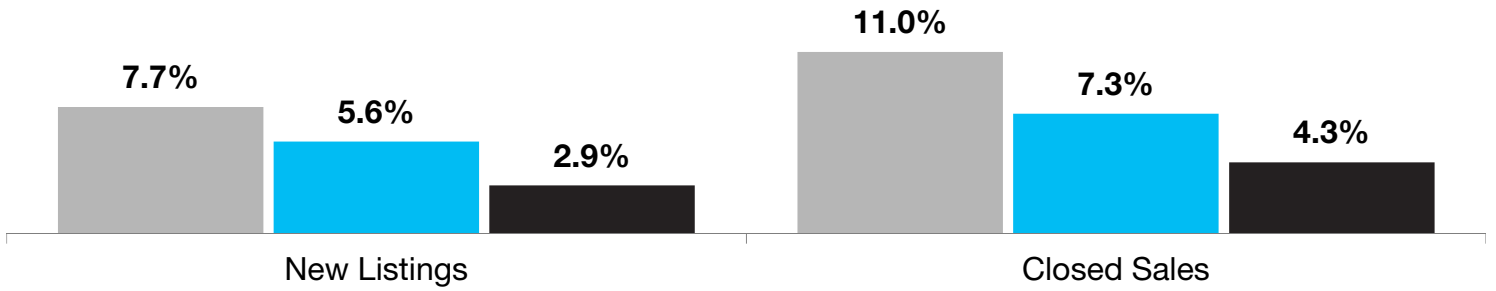


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018
New Listings	772	558	270	-51.6%	9,276	9,455	8,995	-4.9%	10,048	10,013	9,265	-7.5%	7.7%	5.6%	2.9%
Closed Sales	704	509	303	-40.5%	5,670	6,487	6,710	+3.4%	6,374	6,996	7,013	+0.2%	11.0%	7.3%	4.3%

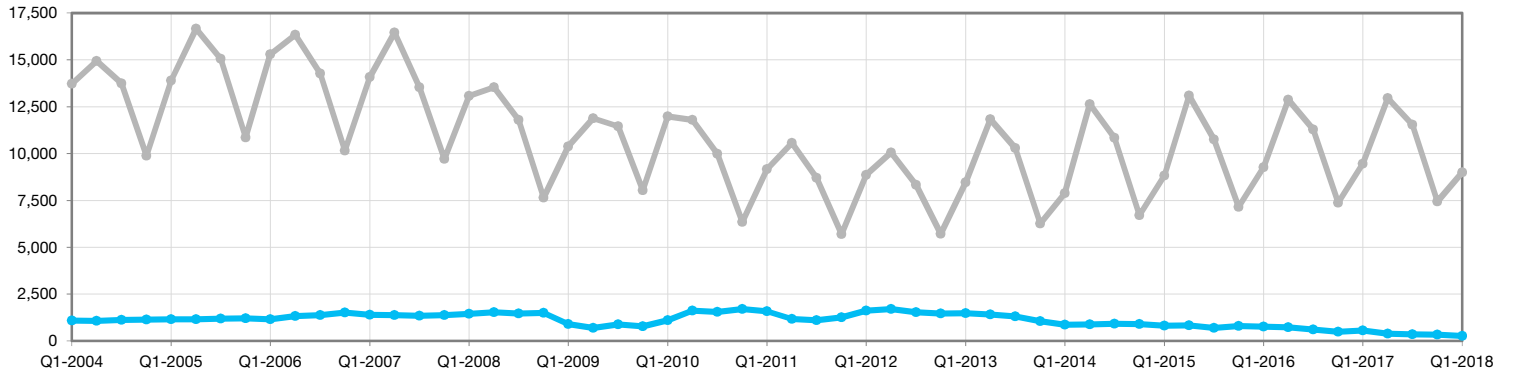
### Market Share of Foreclosures

■ Q1-2016 ■ Q1-2017 ■ Q1-2018



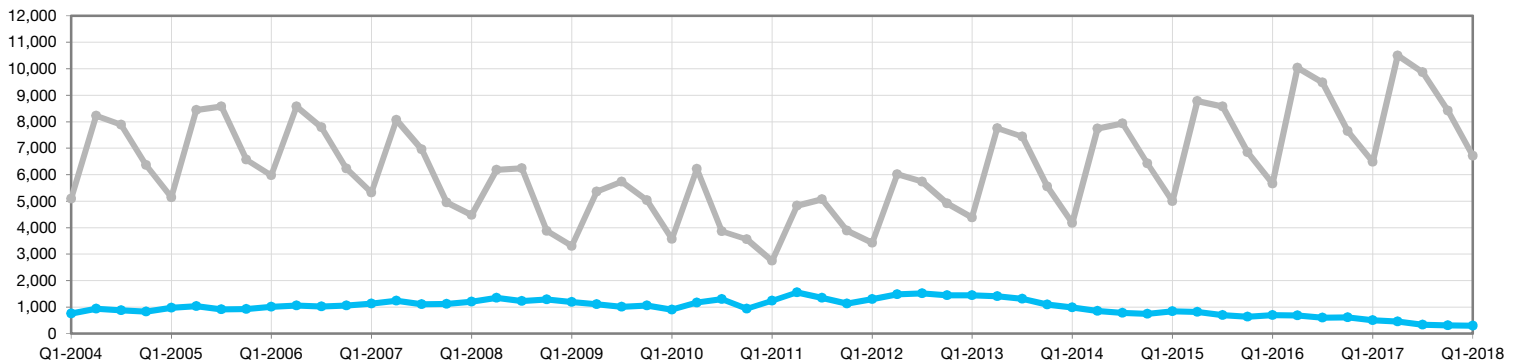
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



# Foreclosure Report

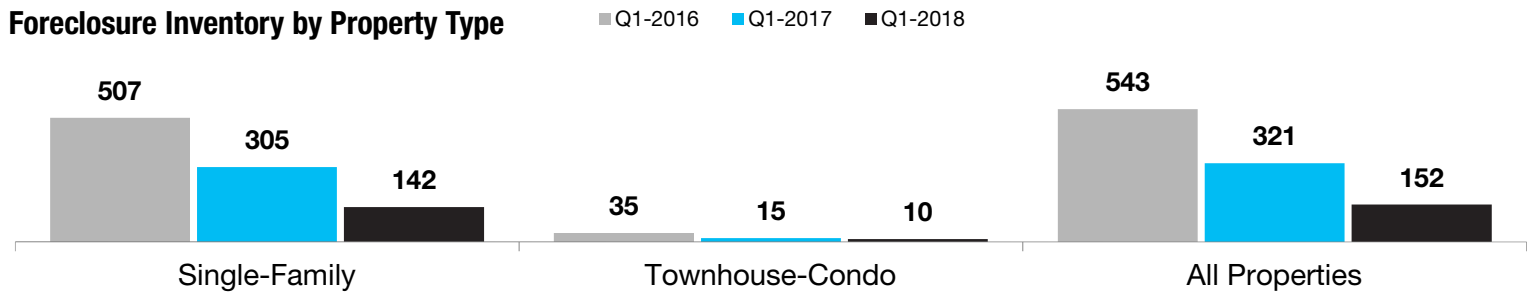
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## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018
Single-Family	507	305	142	-53.4%	9,127	7,768	5,125	-34.0%	9,634	8,073	5,267	-34.8%	5.3%	3.8%	2.7%
Townhouse-Condo	35	15	10	-33.3%	821	658	431	-34.5%	856	673	441	-34.5%	4.1%	2.2%	2.3%
All Properties	543	321	152	-52.6%	9,948	8,426	5,556	-34.1%	10,491	8,747	5,708	-34.7%	5.2%	3.7%	2.7%

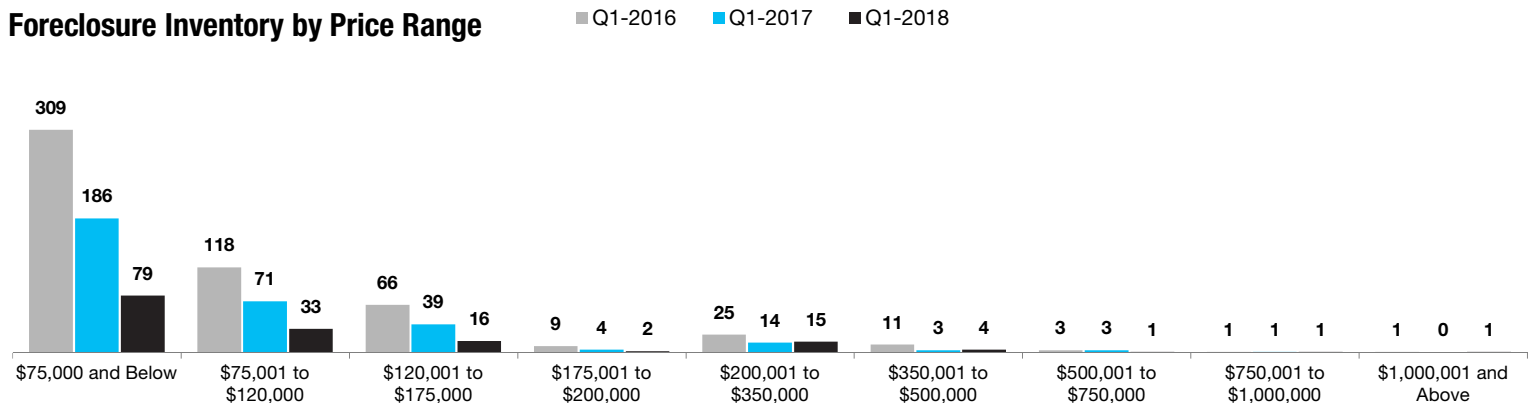
### Foreclosure Inventory by Property Type



## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018
\$75,000 and Below	309	186	79	-57.5%	1,860	1,339	837	-37.5%	2,169	1,525	916	-39.9%	14.2%	12.2%	8.6%
\$75,001 to \$120,000	118	71	33	-53.5%	1,521	1,067	544	-49.0%	1,639	1,138	577	-49.3%	7.2%	6.2%	5.7%
\$120,001 to \$175,000	66	39	16	-59.0%	1,872	1,406	690	-50.9%	1,938	1,445	706	-51.1%	3.4%	2.7%	2.3%
\$175,001 to \$200,000	9	4	2	-50.0%	650	547	287	-47.5%	659	551	289	-47.5%	1.4%	0.7%	0.7%
\$200,001 to \$350,000	25	14	15	+7.1%	2,005	1,972	1,401	-29.0%	2,030	1,986	1,416	-28.7%	1.2%	0.7%	1.1%
\$350,001 to \$500,000	11	3	4	+33.3%	975	1,048	881	-15.9%	986	1,051	885	-15.8%	1.1%	0.3%	0.5%
\$500,001 to \$750,000	3	3	1	-66.7%	620	631	546	-13.5%	623	634	547	-13.7%	0.5%	0.5%	0.2%
\$750,001 to \$1,000,000	1	1	1	0.0%	238	220	189	-14.1%	239	221	190	-14.0%	0.4%	0.5%	0.5%
\$1,000,001 and Above	1	0	1	--	207	196	181	-7.7%	208	196	182	-7.1%	0.5%	0.0%	0.5%
All Prices	543	321	152	-52.6%	9,948	8,426	5,556	-34.1%	10,491	8,747	5,708	-34.7%	5.2%	3.7%	2.7%

### Foreclosure Inventory by Price Range



# Foreclosure Report

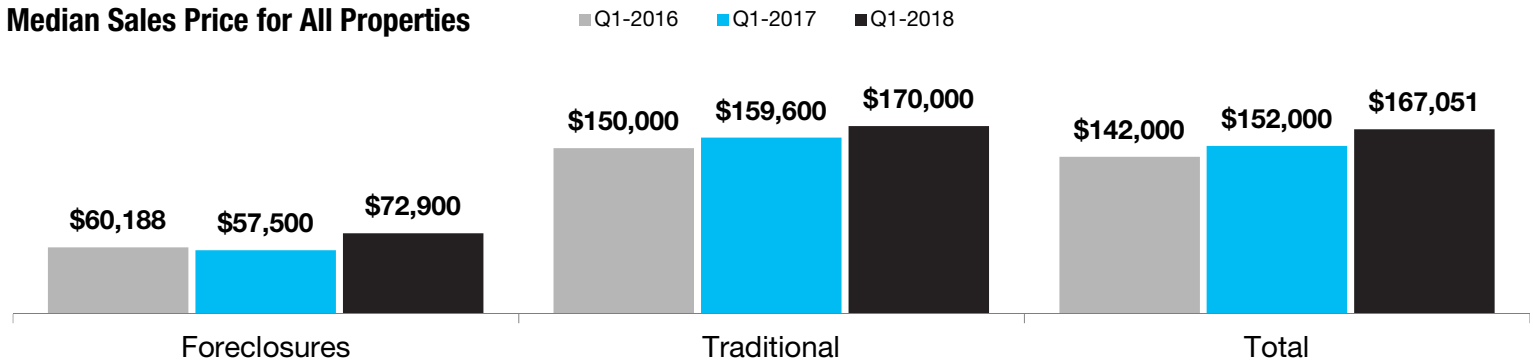
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## Median Sales Price

	Foreclosures				Traditional				Total			
	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change
Single-Family	\$60,000	\$57,751	\$72,800	+ 26.1%	\$152,000	\$161,000	\$174,000	+ 8.1%	\$142,500	\$154,000	\$169,900	+ 10.3%
Condo-Townhome	\$61,500	\$48,800	\$77,000	+ 57.8%	\$131,750	\$130,000	\$140,000	+ 7.7%	\$130,000	\$129,900	\$140,000	+ 7.8%
All Properties	\$60,188	\$57,500	\$72,900	+ 26.8%	\$150,000	\$159,600	\$170,000	+ 6.5%	\$142,000	\$152,000	\$167,051	+ 9.9%

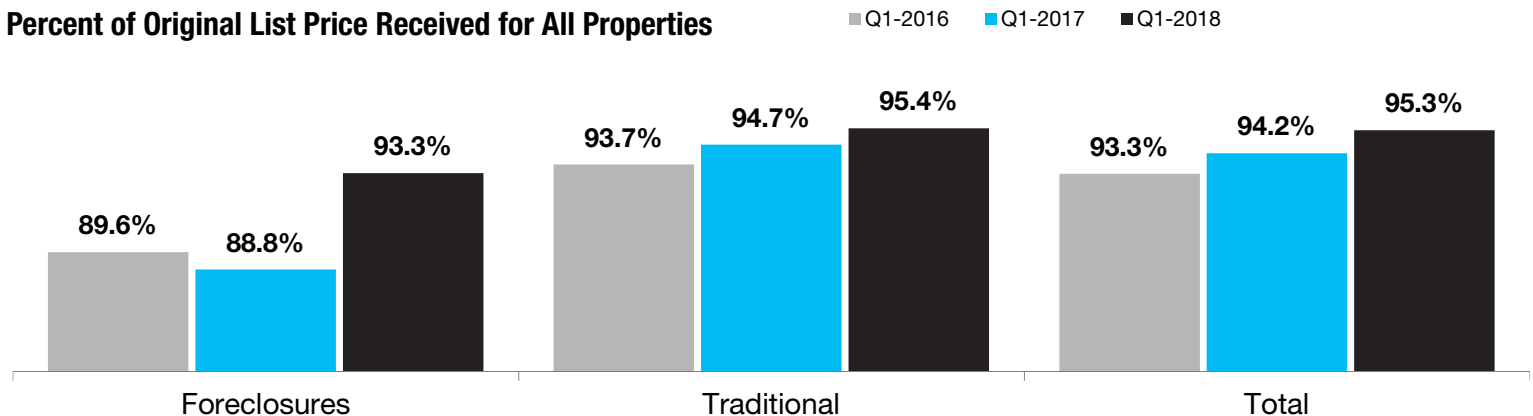
### Median Sales Price for All Properties



## Percent of Original List Price Received

	Foreclosures				Traditional				Total			
	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change	Q1-2016	Q1-2017	Q1-2018	1-Year Change
Single-Family	89.7%	88.8%	93.2%	+ 5.0%	93.7%	94.6%	95.4%	+ 0.8%	93.3%	94.2%	95.3%	+ 1.1%
Condo-Townhome	84.8%	86.6%	96.4%	+ 11.4%	94.0%	94.9%	95.9%	+ 1.1%	93.7%	94.7%	95.9%	+ 1.3%
All Properties	89.6%	88.8%	93.3%	+ 5.1%	93.7%	94.7%	95.4%	+ 0.8%	93.3%	94.2%	95.3%	+ 1.2%

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



# Foreclosure Report

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## 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 Q1-2018			Closed Sales for the Last 12 Months Through Q1-2018		
	Total	Foreclosures	Share	Total	Foreclosures	Share
Boone County	234	3	1.3%	1,237	25	2.0%
Brown County	197	2	1.0%	317	19	6.0%
Decatur County	71	4	5.6%	274	15	5.5%
Hamilton County	1,199	8	0.7%	7,090	78	1.1%
Hancock County	208	4	1.9%	1,366	35	2.6%
Hendricks County	386	7	1.8%	3,145	63	2.0%
Johnson County	417	11	2.6%	2,818	68	2.4%
Madison County	298	26	8.7%	1,641	184	11.2%
Marion County	1,963	63	3.2%	14,931	721	4.8%
Montgomery County	93	4	4.3%	518	21	4.1%
Morgan County	189	9	4.8%	1,072	56	5.2%
Putnam County	119	2	1.7%	501	18	3.6%
Shelby County	106	4	3.8%	568	54	9.5%

## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q1-2017	Last 12 Months Through Q1-2018	1-Year Change	Last 12 Months Through Q1-2017	Last 12 Months Through Q1-2018	1-Year Change
Boone County	\$64,625	\$75,500	+ 16.8%	\$238,000	\$240,275	+ 1.0%
Brown County	\$70,500	\$76,138	+ 8.0%	\$190,000	\$210,000	+ 10.5%
Decatur County	\$49,500	\$55,000	+ 11.1%	\$134,500	\$130,000	- 3.3%
Hamilton County	\$150,000	\$163,000	+ 8.7%	\$246,000	\$260,000	+ 5.7%
Hancock County	\$91,607	\$119,084	+ 30.0%	\$165,000	\$180,312	+ 9.3%
Hendricks County	\$112,500	\$118,501	+ 5.3%	\$177,900	\$189,000	+ 6.2%
Johnson County	\$95,394	\$79,450	- 16.7%	\$160,000	\$174,500	+ 9.1%
Madison County	\$35,001	\$31,500	- 10.0%	\$99,900	\$110,000	+ 10.1%
Marion County	\$60,000	\$67,750	+ 12.9%	\$133,000	\$140,000	+ 5.3%
Montgomery County	\$48,505	\$35,000	- 27.8%	\$115,500	\$119,000	+ 3.0%
Morgan County	\$57,000	\$79,900	+ 40.2%	\$150,000	\$160,000	+ 6.7%
Putnam County	\$60,001	\$63,000	+ 5.0%	\$125,000	\$137,500	+ 10.0%
Shelby County	\$48,000	\$43,000	- 10.4%	\$125,000	\$129,900	+ 3.9%