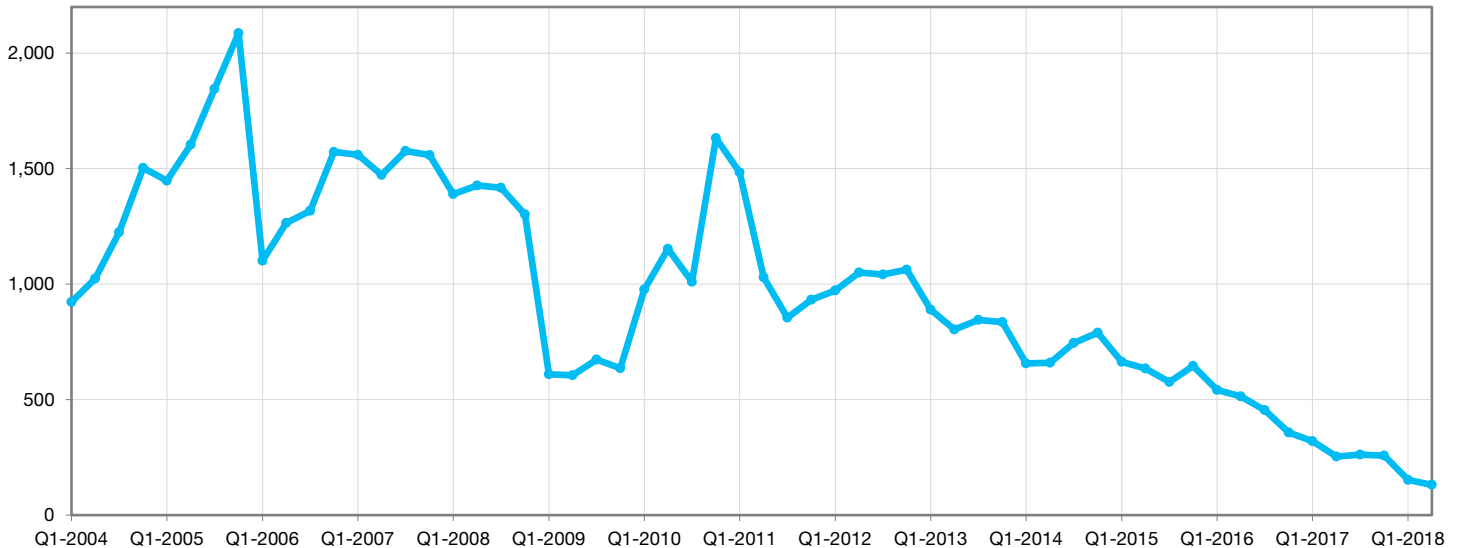


# Foreclosure Report

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



## Number of Available Foreclosures for Sale



## Q2-2018 Update

Foreclosures inventory for Q2-2018 decreased by 47.8 percent to 132 units, continuing the encouraging trend of rapid year-over-year drops. The market share of foreclosure inventory is 1.8 percent.

Single-family foreclosures are down 48.5 percent to 123 units, while townhouse-condo foreclosures are down 42.9 percent to just 8 units. Price ranges from \$75,000 to \$350,000 had sharp declines as well, while homes in prices ranges above \$350,000 have few foreclosure listings.

The market share of foreclosure sales is 2.2 percent for the quarter. New listings and closed sales each had large drops, with new listings declining by 44.4 percent and closed sales dropping by 47.6 percent. Meanwhile, traditional properties gained 6.9 percent in new listings and 2.6 percent in closed sales.

## 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

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION

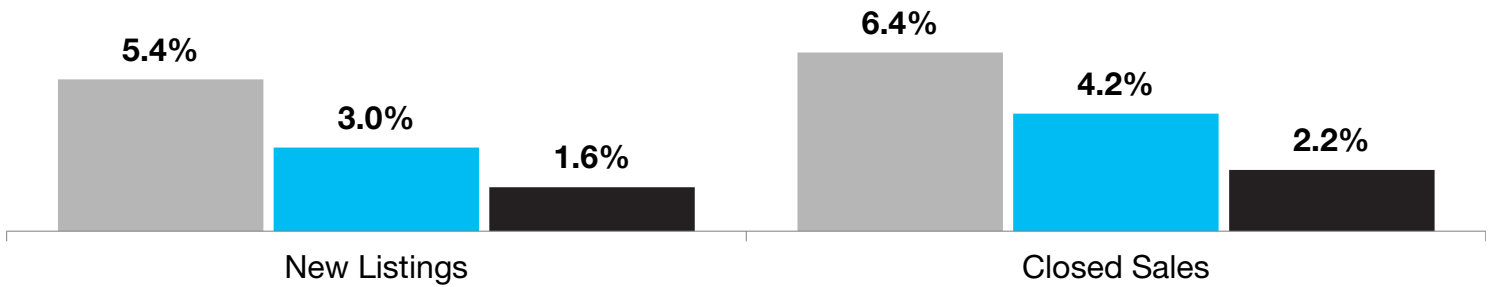


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018
New Listings	733	396	220	-44.4%	12,870	12,952	13,844	+6.9%	13,603	13,348	14,064	+5.4%	5.4%	3.0%	1.6%
Closed Sales	681	458	240	-47.6%	10,039	10,500	10,775	+2.6%	10,720	10,958	11,015	+0.5%	6.4%	4.2%	2.2%

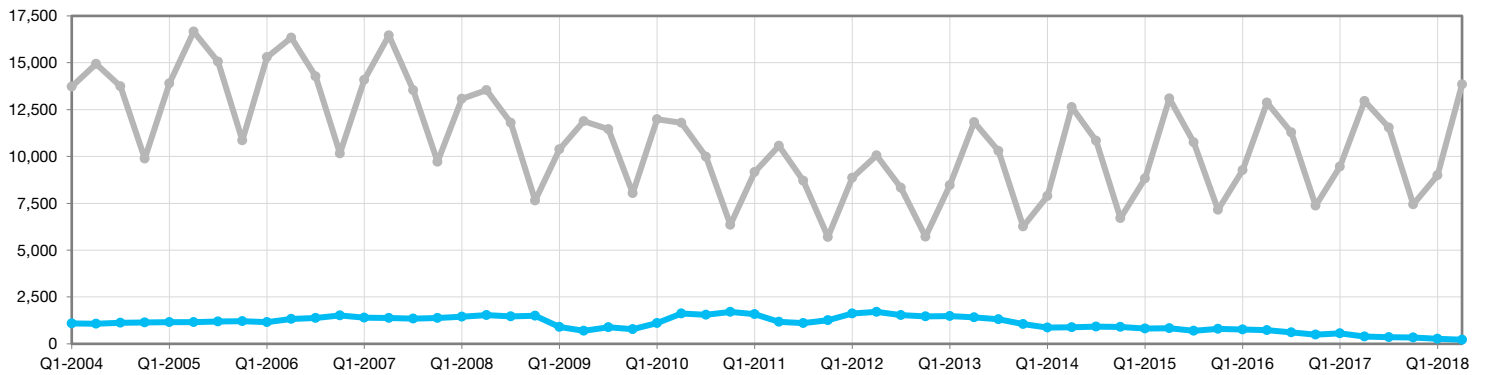
### Market Share of Foreclosures

■ Q2-2016 ■ Q2-2017 ■ Q2-2018



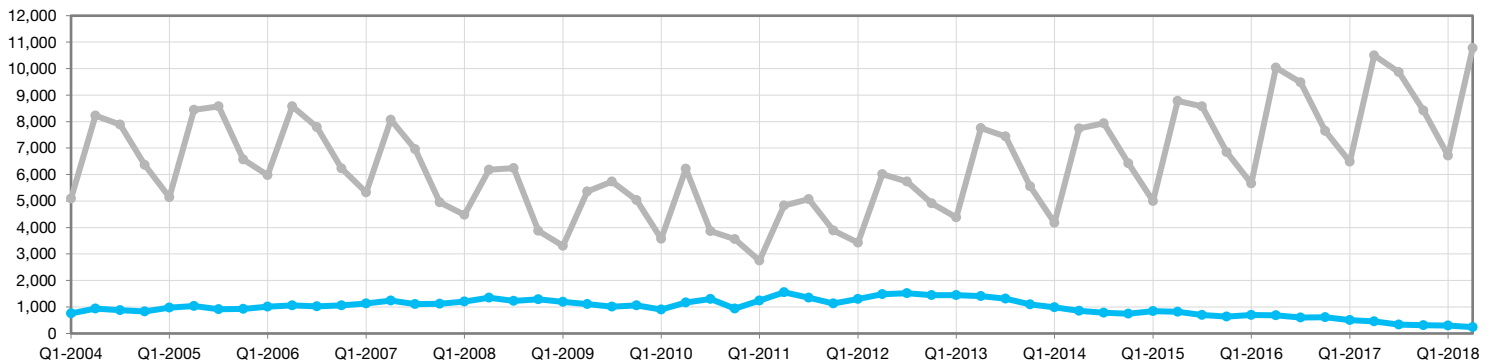
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



# Foreclosure Report

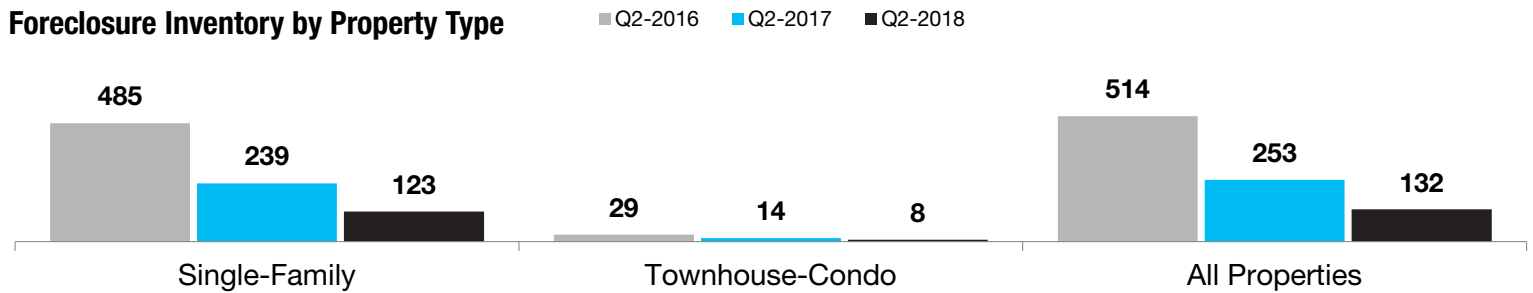
A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018
Single-Family	485	239	123	-48.5%	9,851	8,432	6,739	-20.1%	10,336	8,671	6,862	-20.9%	4.7%	2.8%	1.8%
Townhouse-Condo	29	14	8	-42.9%	785	629	443	-29.6%	814	643	451	-29.9%	3.6%	2.2%	1.8%
All Properties	514	253	132	-47.8%	10,636	9,061	7,182	-20.7%	11,150	9,314	7,314	-21.5%	4.6%	2.7%	1.8%

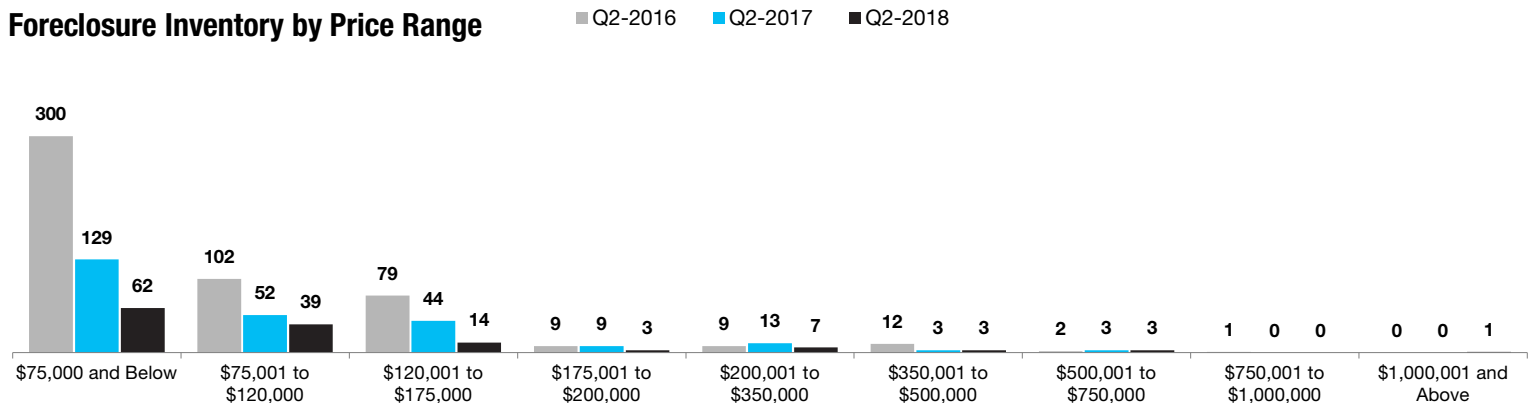
### Foreclosure Inventory by Property Type



## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018
\$75,000 and Below	300	129	62	-51.9%	1,811	1,270	954	-24.9%	2,111	1,399	1,016	-27.4%	14.2%	9.2%	6.1%
\$75,001 to \$120,000	102	52	39	-25.0%	1,522	1,021	585	-42.7%	1,624	1,073	624	-41.8%	6.3%	4.8%	6.3%
\$120,001 to \$175,000	79	44	14	-68.2%	1,963	1,498	906	-39.5%	2,042	1,542	920	-40.3%	3.9%	2.9%	1.5%
\$175,001 to \$200,000	9	9	3	-66.7%	737	595	453	-23.9%	746	604	456	-24.5%	1.2%	1.5%	0.7%
\$200,001 to \$350,000	9	13	7	-46.2%	2,261	2,296	1,977	-13.9%	2,270	2,309	1,984	-14.1%	0.4%	0.6%	0.4%
\$350,001 to \$500,000	12	3	3	0.0%	1,137	1,144	1,159	+1.3%	1,149	1,147	1,162	+1.3%	1.0%	0.3%	0.3%
\$500,001 to \$750,000	2	3	3	0.0%	717	734	686	-6.5%	719	737	689	-6.5%	0.3%	0.4%	0.4%
\$750,001 to \$1,000,000	1	0	0	--	252	258	232	-10.1%	253	258	232	-10.1%	0.4%	0.0%	0.0%
\$1,000,001 and Above	0	0	1	--	236	245	230	-6.1%	236	245	231	-5.7%	0.0%	0.0%	0.4%
All Prices	514	253	132	-47.8%	10,636	9,061	7,182	-20.7%	11,150	9,314	7,314	-21.5%	4.6%	2.7%	1.8%

### Foreclosure Inventory by Price Range



# Foreclosure Report

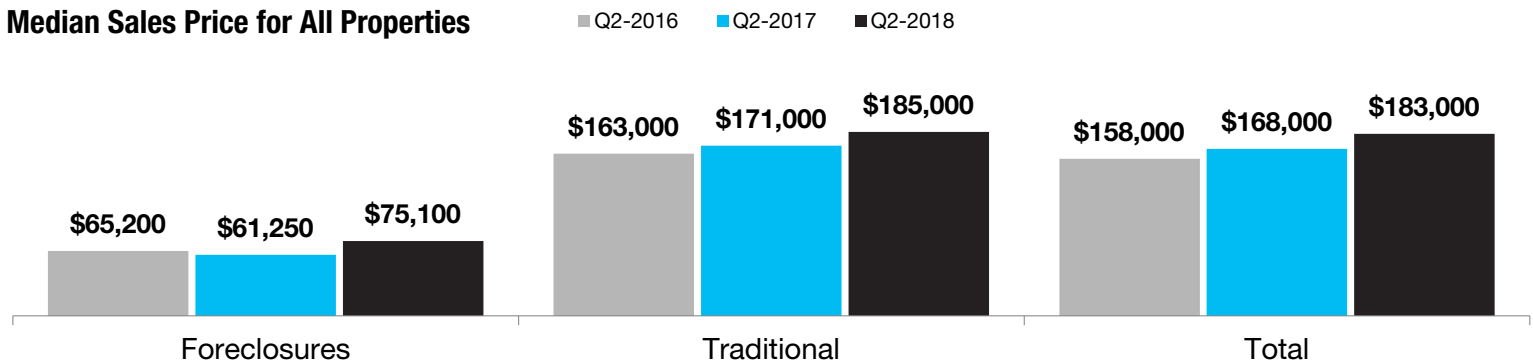
A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Median Sales Price

	Foreclosures				Traditional				Total			
	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change
Single-Family	\$66,261	\$64,000	\$75,100	+ 17.3%	\$165,000	\$174,900	\$189,900	+ 8.6%	\$160,000	\$170,000	\$186,500	+ 9.7%
Condo-Townhome	\$65,000	\$50,200	\$66,000	+ 31.5%	\$129,500	\$142,725	\$149,000	+ 4.4%	\$126,000	\$140,000	\$149,000	+ 6.4%
All Properties	\$65,200	\$61,250	\$75,100	+ 22.6%	\$163,000	\$171,000	\$185,000	+ 8.2%	\$158,000	\$168,000	\$183,000	+ 8.9%

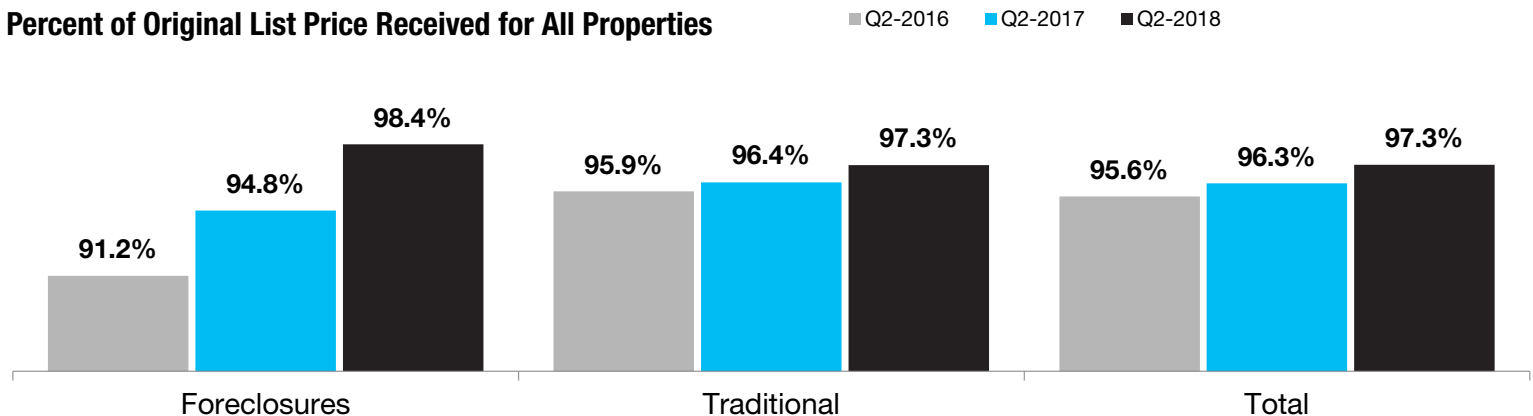
### Median Sales Price for All Properties



## Percent of Original List Price Received

	Foreclosures				Traditional				Total			
	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change	Q2-2016	Q2-2017	Q2-2018	1-Year Change
Single-Family	91.4%	95.1%	98.3%	+ 3.4%	95.9%	96.4%	97.3%	+ 0.9%	95.6%	96.3%	97.3%	+ 1.0%
Condo-Townhome	89.0%	90.3%	104.0%	+ 15.2%	95.3%	96.3%	97.5%	+ 1.3%	95.0%	96.1%	97.6%	+ 1.5%
All Properties	91.2%	94.8%	98.4%	+ 3.8%	95.9%	96.4%	97.3%	+ 1.0%	95.6%	96.3%	97.3%	+ 1.1%

### 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 Q2-2018			Closed Sales for the Last 12 Months Through Q2-2018		
	Total	Foreclosures	Share	Total	Foreclosures	Share
Boone County	302	1	0.3%	1,245	20	1.6%
Brown County	235	2	0.9%	310	18	5.8%
Decatur County	82	3	3.7%	282	14	5.0%
Hamilton County	1,588	11	0.7%	7,135	63	0.9%
Hancock County	265	3	1.1%	1,376	33	2.4%
Hendricks County	485	7	1.4%	3,229	52	1.6%
Johnson County	503	7	1.4%	2,875	67	2.3%
Madison County	352	13	3.7%	1,639	157	9.6%
Marion County	2,624	64	2.4%	14,745	595	4.0%
Montgomery County	117	2	1.7%	518	17	3.3%
Morgan County	254	6	2.4%	1,094	52	4.8%
Putnam County	127	2	1.6%	532	17	3.2%
Shelby County	118	7	5.9%	549	44	8.0%

## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q2-2017	Last 12 Months Through Q2-2018	1-Year Change	Last 12 Months Through Q2-2017	Last 12 Months Through Q2-2018	1-Year Change
Boone County	\$62,500	\$68,800	+ 10.1%	\$235,500	\$255,000	+ 8.3%
Brown County	\$70,500	\$75,569	+ 7.2%	\$197,000	\$207,000	+ 5.1%
Decatur County	\$47,000	\$73,200	+ 55.7%	\$128,000	\$129,950	+ 1.5%
Hamilton County	\$150,000	\$179,000	+ 19.3%	\$253,000	\$270,000	+ 6.7%
Hancock County	\$92,543	\$108,826	+ 17.6%	\$168,000	\$184,000	+ 9.5%
Hendricks County	\$114,000	\$125,000	+ 9.6%	\$180,000	\$193,125	+ 7.3%
Johnson County	\$96,000	\$85,400	- 11.0%	\$164,900	\$175,000	+ 6.1%
Madison County	\$34,642	\$34,500	- 0.4%	\$105,000	\$110,000	+ 4.8%
Marion County	\$59,225	\$70,000	+ 18.2%	\$135,000	\$145,000	+ 7.4%
Montgomery County	\$37,075	\$35,836	- 3.3%	\$115,000	\$119,950	+ 4.3%
Morgan County	\$60,000	\$72,000	+ 20.0%	\$151,350	\$160,000	+ 5.7%
Putnam County	\$55,001	\$65,500	+ 19.1%	\$130,000	\$138,000	+ 6.2%
Shelby County	\$43,771	\$44,250	+ 1.1%	\$126,500	\$127,900	+ 1.1%