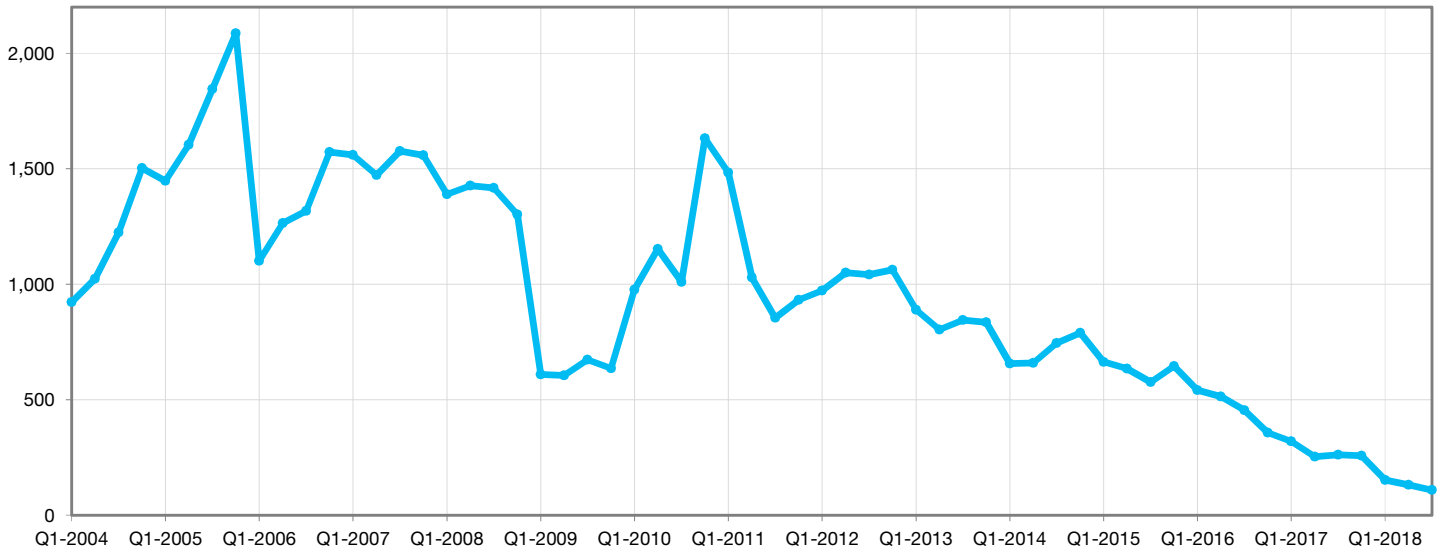


# Foreclosure Report

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



## Number of Available Foreclosures for Sale



## Q3-2018 Update

Foreclosures inventory for Q3-2018 decreased by 58.4 percent to 109 units, continuing the encouraging trend of rapid year-over-year drops. The market share of foreclosure inventory is 1.3 percent.

Single-family foreclosures are down 58.4 percent to 102 units, while townhouse-condo foreclosures are down 58.8 percent to just 7 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 1.7 percent for the quarter. New listings and closed sales each had large drops, with new listings declining by 49.2 percent and closed sales dropping by 48.1 percent. Meanwhile, traditional properties gained 8.8 percent in new listings and 6.1 percent in closed sales.

## 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

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION

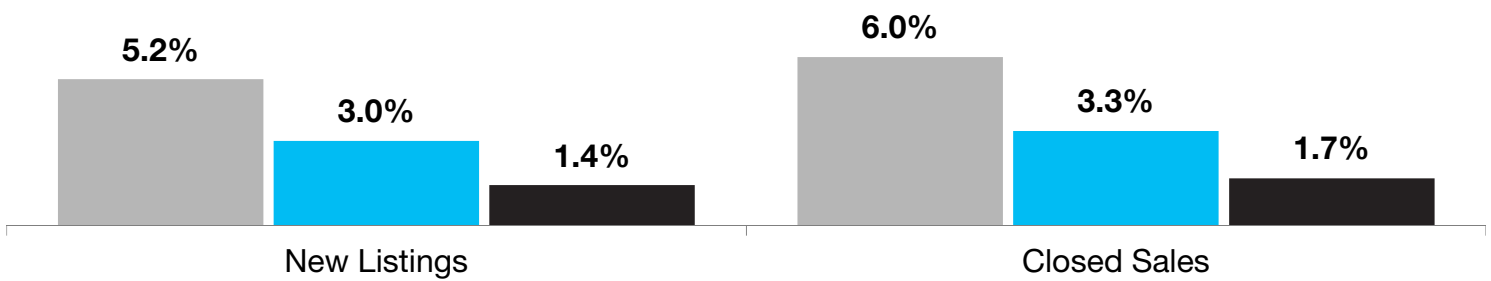


## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018
New Listings	617	356	181	-49.2%	11,285	11,544	12,558	+8.8%	11,902	11,900	12,739	+7.1%	5.2%	3.0%	1.4%
Closed Sales	602	341	177	-48.1%	9,479	9,865	10,471	+6.1%	10,081	10,206	10,648	+4.3%	6.0%	3.3%	1.7%

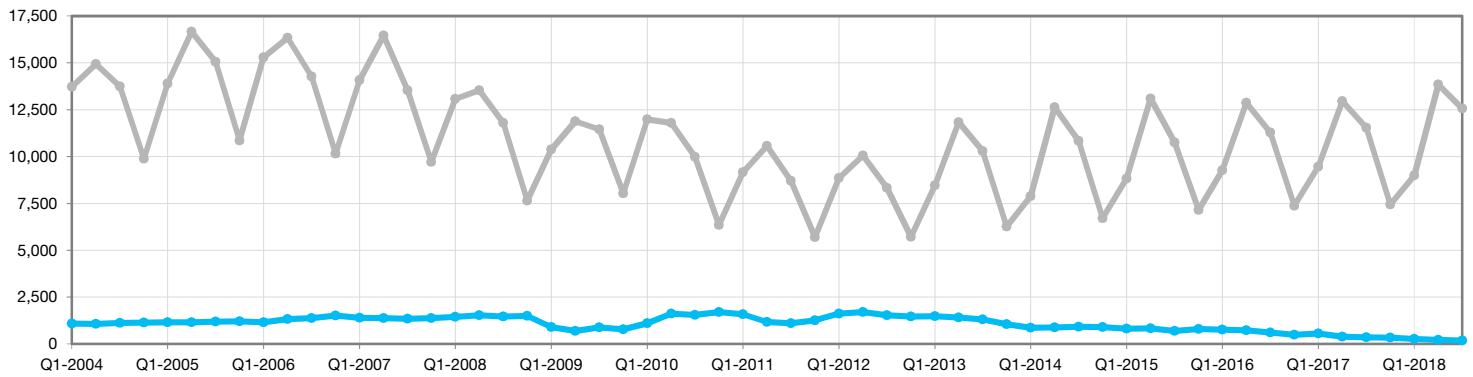
### Market Share of Foreclosures

■ Q3-2016 ■ Q3-2017 ■ Q3-2018



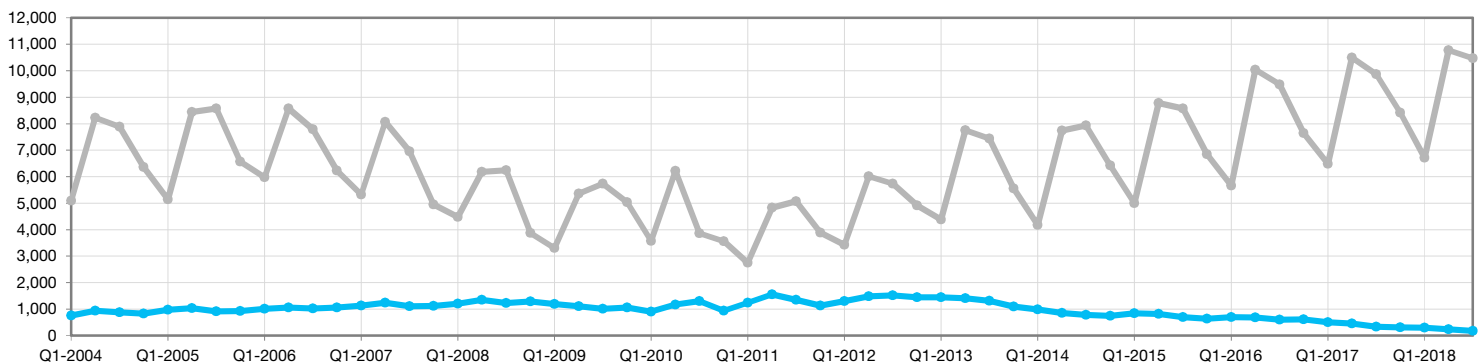
### Historical New Listing Activity

— Traditional — Foreclosures



### Historical Closed Sales Activity

— Traditional — Foreclosures



# Foreclosure Report

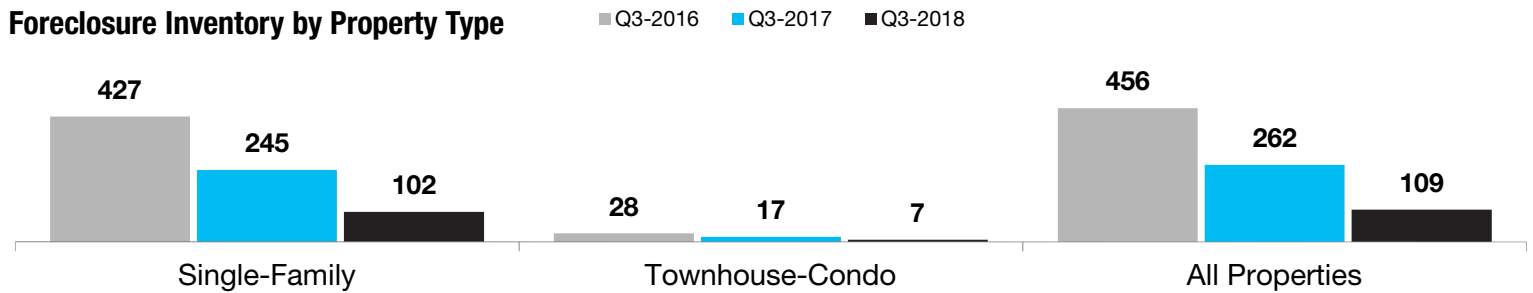
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## Inventory by Property Type (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018
Single-Family	427	245	102	-58.4%	9,819	8,659	7,673	-11.4%	10,246	8,904	7,775	-12.7%	4.2%	2.8%	1.3%
Townhouse-Condo	28	17	7	-58.8%	739	668	506	-24.3%	767	685	513	-25.1%	3.7%	2.5%	1.4%
All Properties	456	262	109	-58.4%	10,558	9,327	8,179	-12.3%	11,014	9,589	8,288	-13.6%	4.1%	2.7%	1.3%

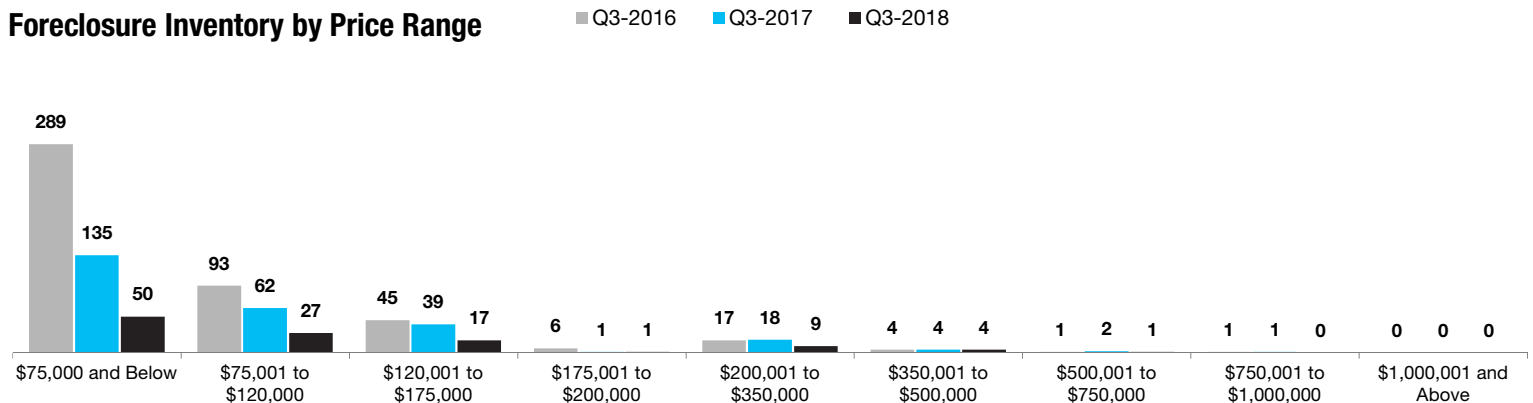
### Foreclosure Inventory by Property Type



## Inventory by Price Range (most recent month)

	Foreclosures				Traditional				Total				Market Share of Foreclosures		
	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018
\$75,000 and Below	289	135	50	-63.0%	1,778	1,223	1,087	-11.1%	2,067	1,358	1,137	-16.3%	14.0%	9.9%	4.4%
\$75,001 to \$120,000	93	62	27	-56.5%	1,552	1,125	719	-36.1%	1,645	1,187	746	-37.2%	5.7%	5.2%	3.6%
\$120,001 to \$175,000	45	39	17	-56.4%	1,960	1,607	1,251	-22.2%	2,005	1,646	1,268	-23.0%	2.2%	2.4%	1.3%
\$175,001 to \$200,000	6	1	1	0.0%	749	651	578	-11.2%	755	652	579	-11.2%	0.8%	0.2%	0.2%
\$200,001 to \$350,000	17	18	9	-50.0%	2,234	2,355	2,269	-3.7%	2,251	2,373	2,278	-4.0%	0.8%	0.8%	0.4%
\$350,001 to \$500,000	4	4	4	0.0%	1,131	1,185	1,157	-2.4%	1,135	1,189	1,161	-2.4%	0.4%	0.3%	0.3%
\$500,001 to \$750,000	1	2	1	-50.0%	681	679	671	-1.2%	682	681	672	-1.3%	0.1%	0.3%	0.1%
\$750,001 to \$1,000,000	1	1	0	-100.0%	251	264	230	-12.9%	252	265	230	-13.2%	0.4%	0.4%	0.0%
\$1,000,001 and Above	0	0	0	--	222	238	217	-8.8%	222	238	217	-8.8%	0.0%	0.0%	0.0%
All Prices	456	262	109	-58.4%	10,558	9,327	8,179	-12.3%	11,014	9,589	8,288	-13.6%	4.1%	2.7%	1.3%

### Foreclosure Inventory by Price Range



# Foreclosure Report

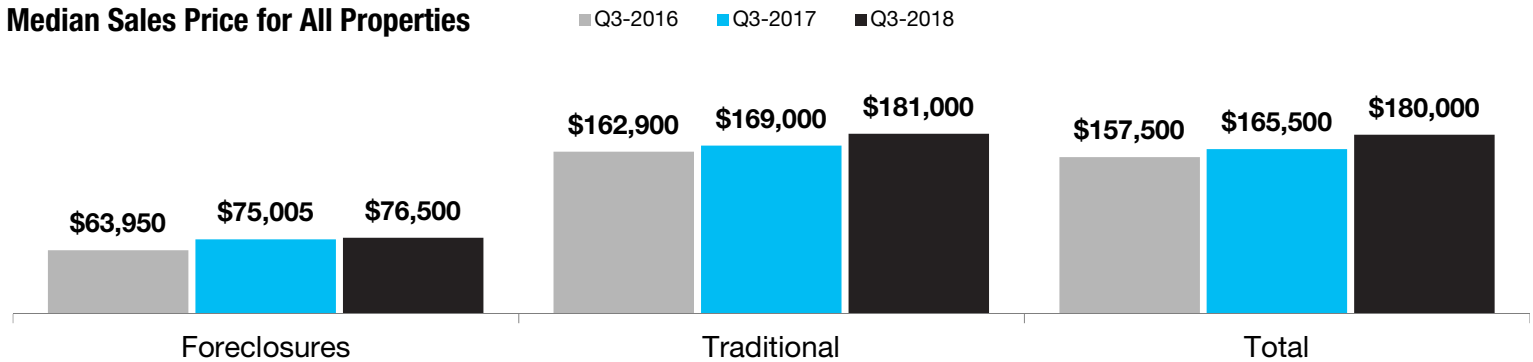
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## Median Sales Price

	Foreclosures				Traditional				Total			
	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change
Single-Family	\$64,073	\$75,571	\$80,500	+ 6.5%	\$165,000	\$172,250	\$184,356	+ 7.0%	\$159,900	\$169,250	\$182,000	+ 7.5%
Condo-Townhome	\$54,500	\$66,375	\$55,000	- 17.1%	\$135,000	\$134,950	\$150,000	+ 11.2%	\$132,000	\$133,000	\$149,900	+ 12.7%
All Properties	\$63,950	\$75,005	\$76,500	+ 2.0%	\$162,900	\$169,000	\$181,000	+ 7.1%	\$157,500	\$165,500	\$180,000	+ 8.8%

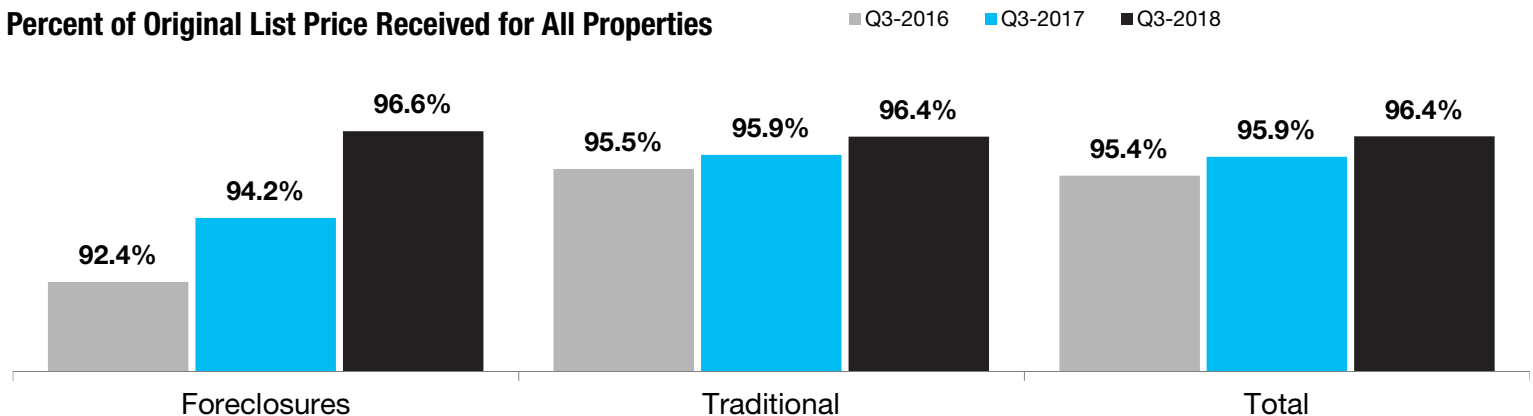
### Median Sales Price for All Properties



## Percent of Original List Price Received

	Foreclosures				Traditional				Total			
	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change	Q3-2016	Q3-2017	Q3-2018	1-Year Change
Single-Family	92.5%	94.6%	96.5%	+ 2.0%	95.6%	95.9%	96.4%	+ 0.5%	95.4%	95.9%	96.4%	+ 0.5%
Condo-Townhome	90.3%	88.5%	98.6%	+ 11.5%	95.4%	96.4%	97.2%	+ 0.8%	95.2%	96.2%	97.3%	+ 1.1%
All Properties	92.4%	94.2%	96.6%	+ 2.5%	95.5%	95.9%	96.4%	+ 0.5%	95.4%	95.9%	96.4%	+ 0.6%

### 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 Q3-2018			Closed Sales for the Last 12 Months Through Q3-2018		
	Total	Foreclosures	Share	Total	Foreclosures	Share
Boone County	327	2	0.6%	1,262	19	1.5%
Brown County	234	2	0.9%	299	15	5.0%
Decatur County	94	3	3.2%	303	13	4.3%
Hamilton County	1,644	8	0.5%	7,223	58	0.8%
Hancock County	289	5	1.7%	1,364	21	1.5%
Hendricks County	523	5	1.0%	3,302	44	1.3%
Johnson County	579	3	0.5%	2,943	59	2.0%
Madison County	444	17	3.8%	1,624	127	7.8%
Marion County	3,213	46	1.4%	14,852	503	3.4%
Montgomery County	129	1	0.8%	574	19	3.3%
Morgan County	299	6	2.0%	1,101	43	3.9%
Putnam County	125	1	0.8%	549	18	3.3%
Shelby County	126	7	5.6%	560	48	8.6%

## Median Sales Price by Area

	Foreclosures			Traditional		
	Last 12 Months Through Q3-2017	Last 12 Months Through Q3-2018	1-Year Change	Last 12 Months Through Q3-2017	Last 12 Months Through Q3-2018	1-Year Change
Boone County	\$68,000	\$72,500	+ 6.6%	\$234,988	\$264,000	+ 12.3%
Brown County	\$75,000	\$70,719	- 5.7%	\$190,000	\$219,200	+ 15.4%
Decatur County	\$52,000	\$90,000	+ 73.1%	\$127,000	\$133,348	+ 5.0%
Hamilton County	\$146,250	\$190,000	+ 29.9%	\$255,700	\$275,000	+ 7.5%
Hancock County	\$94,349	\$98,250	+ 4.1%	\$169,500	\$187,000	+ 10.3%
Hendricks County	\$115,181	\$137,450	+ 19.3%	\$185,000	\$197,300	+ 6.6%
Johnson County	\$86,455	\$92,100	+ 6.5%	\$167,500	\$180,000	+ 7.5%
Madison County	\$34,000	\$39,000	+ 14.7%	\$108,000	\$111,250	+ 3.0%
Marion County	\$61,625	\$70,000	+ 13.6%	\$137,000	\$149,000	+ 8.8%
Montgomery County	\$46,005	\$35,836	- 22.1%	\$119,250	\$119,250	0.0%
Morgan County	\$64,050	\$69,000	+ 7.7%	\$153,450	\$165,000	+ 7.5%
Putnam County	\$63,000	\$64,250	+ 2.0%	\$130,500	\$143,950	+ 10.3%
Shelby County	\$44,705	\$44,000	- 1.6%	\$125,000	\$134,000	+ 7.2%