2019 Forecast Sponsors

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Thanks also to:

Kansas Association of REALTORS®
Kansas City Regional Association of REALTORS® Heartland MLS
Lawrence Board of REALTORS®
RSCK/REALTORS® of South Central Kansas
Flint Hills Association of REALTORS®
Sunflower Association of REALTORS®, Inc.

and participating REALTOR® MLS systems across Kansas
Inventory of Homes for Sale

Months' Supply

Sources: NAR and Participating Kansas REALTOR® MLS systems

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WICHITA STATE UNIVERSITY
W. FRANK BARTON SCHOOL OF BUSINESS

WSU
Hays Area Inventories

Source: Hays Board of REALTORS® and participating Kansas REALTOR® MLS systems
Hays Inventories by Price

Months' Supply

- List Price < 100,000
- 100,000 ≤ List Price < 150,000
- 150,000 ≤ List Price < 250,000
- List Price ≥ 250,000

Source: Hays Board of REALTORS®
Kansas Home Sales Forecast

<table>
<thead>
<tr>
<th>Year</th>
<th>Actual</th>
<th>Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>30,948</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>28,633</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>28,211</td>
<td>-5.6%</td>
</tr>
<tr>
<td>2012</td>
<td>32,190</td>
<td>-7.5%</td>
</tr>
<tr>
<td>2013</td>
<td>35,435</td>
<td>14.1%</td>
</tr>
<tr>
<td>2014</td>
<td>35,493</td>
<td>10.1%</td>
</tr>
<tr>
<td>2015</td>
<td>38,237</td>
<td>0.2%</td>
</tr>
<tr>
<td>2016</td>
<td>40,203</td>
<td>7.7%</td>
</tr>
<tr>
<td>2017</td>
<td>40,850</td>
<td>5.1%</td>
</tr>
<tr>
<td>2018</td>
<td>40,660</td>
<td>1.6%</td>
</tr>
<tr>
<td>2019</td>
<td>40,840</td>
<td>-0.5%</td>
</tr>
</tbody>
</table>

Sources: WSU Center for Real Estate and participating Kansas REALTOR® MLS systems
Hays Area Home Sales

Source: Hays Board of REALTORS®
Home Price Appreciation since 2007

Index: 2007q1 = 100

Rural Kansas Counties
Kansas
U.S.

Source: Federal Housing Finance Agency (FHFA)

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Home Price Appreciation since 2000

Index: 2000q1 = 100

- Rural Kansas Counties
- Kansas
- U.S.

Source: Federal Housing Finance Agency (FHFA)
Hays Area Home Prices

Source: Hays Board of REALTORS®
Home Price Appreciation Forecast

Sources: WSU Center for Real Estate and Federal Housing Finance Agency
Kansas Home Construction Forecast

Permits

Sources: WSU Center for Real Estate and U.S. Bureau of the Census
<table>
<thead>
<tr>
<th></th>
<th>2016 Actual</th>
<th>2017 Actual</th>
<th>2018 Forecast</th>
<th>2019 Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Home Sales</td>
<td>40,203 units</td>
<td>40,846 units</td>
<td>40,660 units</td>
<td>40,840</td>
</tr>
<tr>
<td></td>
<td>+5.1%</td>
<td>+1.6%</td>
<td>-0.5%</td>
<td>+0.4%</td>
</tr>
<tr>
<td>SF Building Permits</td>
<td>5,058 units</td>
<td>5,819 units</td>
<td>5,575 units</td>
<td>5,500 units</td>
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<tr>
<td></td>
<td>-3.8%</td>
<td>+15.0%</td>
<td>-4.2%</td>
<td>-1.3%</td>
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<tr>
<td>Home Price Appreciation</td>
<td>+5.2%</td>
<td>+4.5%</td>
<td>+5.2</td>
<td>+6.3</td>
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</tbody>
</table>

Sources: Participating Kansas REALTOR® MLS Systems; U.S. Bureau of the Census; Federal Housing Finance Agency; WSU Center for Real Estate
2019 Major Market Forecasts

<table>
<thead>
<tr>
<th></th>
<th>KC</th>
<th>Lawrence</th>
<th>Manhattan</th>
<th>Topeka</th>
<th>Wichita</th>
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</thead>
<tbody>
<tr>
<td>Total Home Sales</td>
<td>38,630 units</td>
<td>1,550 units</td>
<td>1,380 units</td>
<td>3,150 units</td>
<td>10,640 units</td>
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<tr>
<td>SF Building Permits</td>
<td>5,535 units</td>
<td>190 units</td>
<td>250 units</td>
<td>290 units</td>
<td>1,040 units</td>
</tr>
<tr>
<td>Home Price Appreciation</td>
<td>+8.0%</td>
<td>+3.9%</td>
<td>+3.1%</td>
<td>+3.5%</td>
<td>+4.6%</td>
</tr>
</tbody>
</table>

Sources: Heartland MLS; Lawrence Board of REALTORS®; Flint Hills Association of REALTORS®; Sunflower Association of REALTORS®; South Central Kansas MLS; U.S. Bureau of the Census; Federal Housing Finance Agency; WSU Center for Real Estate
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Laying a Foundation for Real Estate in Kansas

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