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Crawford County Housing Outlook Sponsor



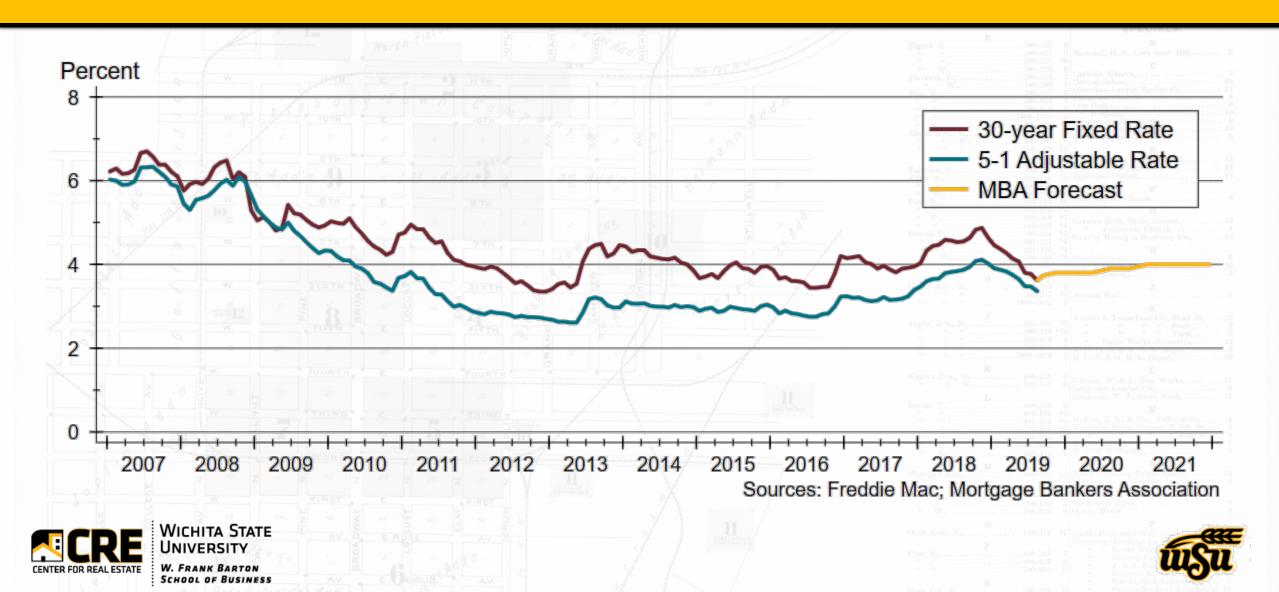
Thanks also to:



RREALESTATE UNIVERSITY W. FRANK BARTON SCHOOL OF BUSINESS



Mortgage Rates Forecast



Labor and Mortgage Market Summary

Current fundamentals are solid Mortgage financing is widely available...and *cheap!*

Labor markets are fairly healthy

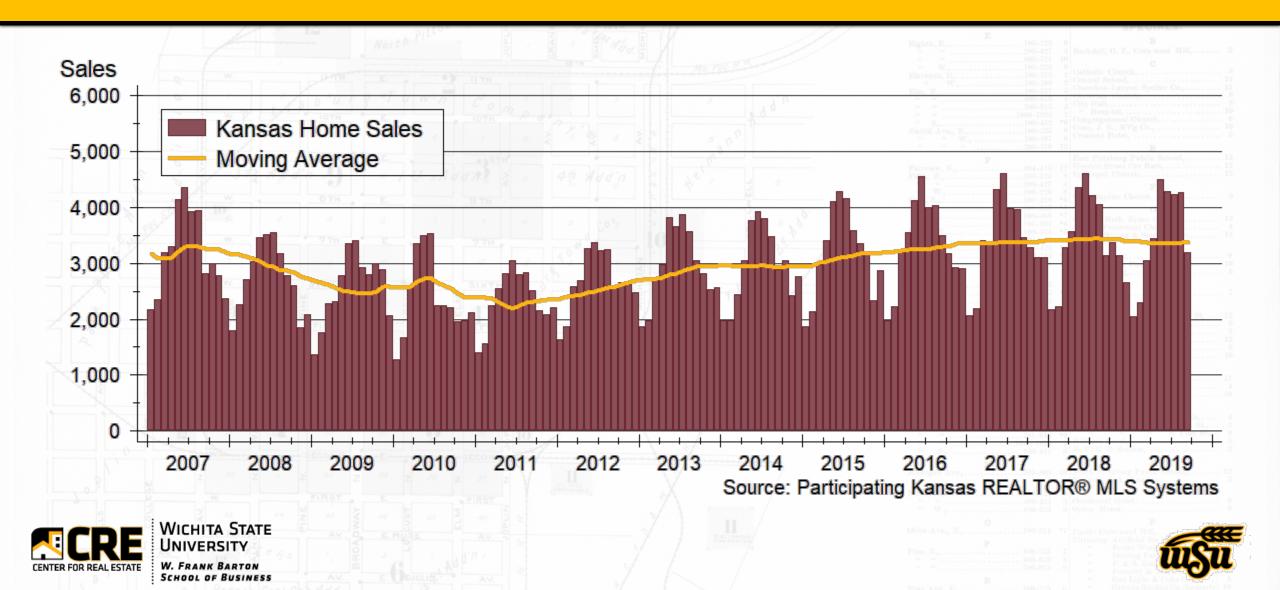
- All of this could change quickly



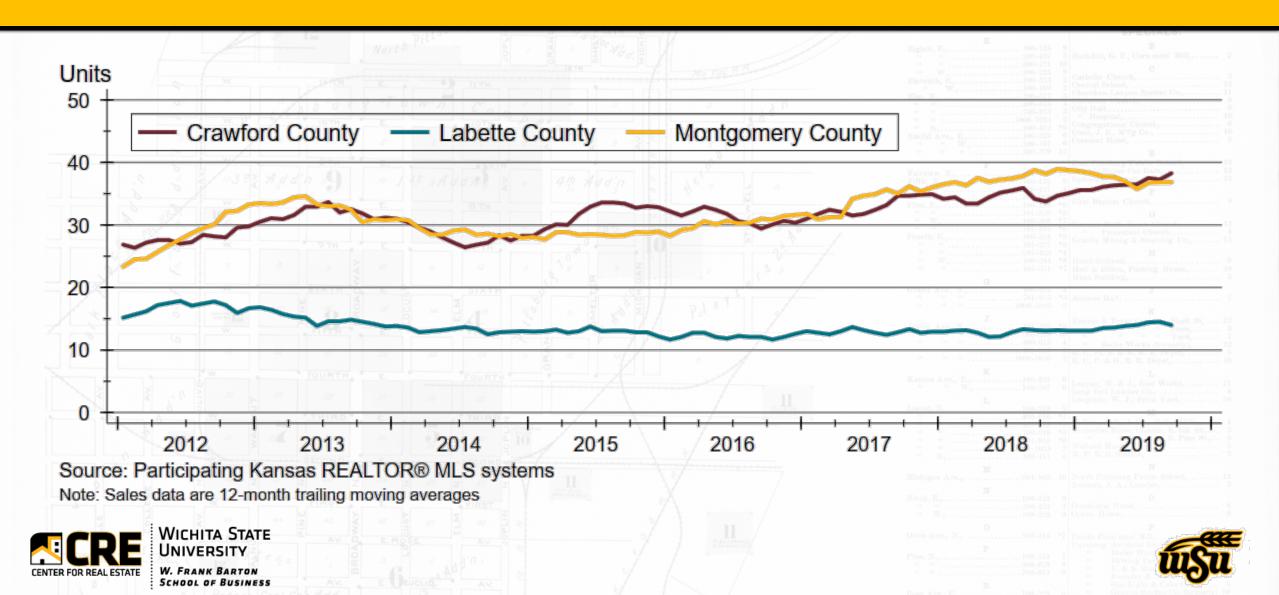




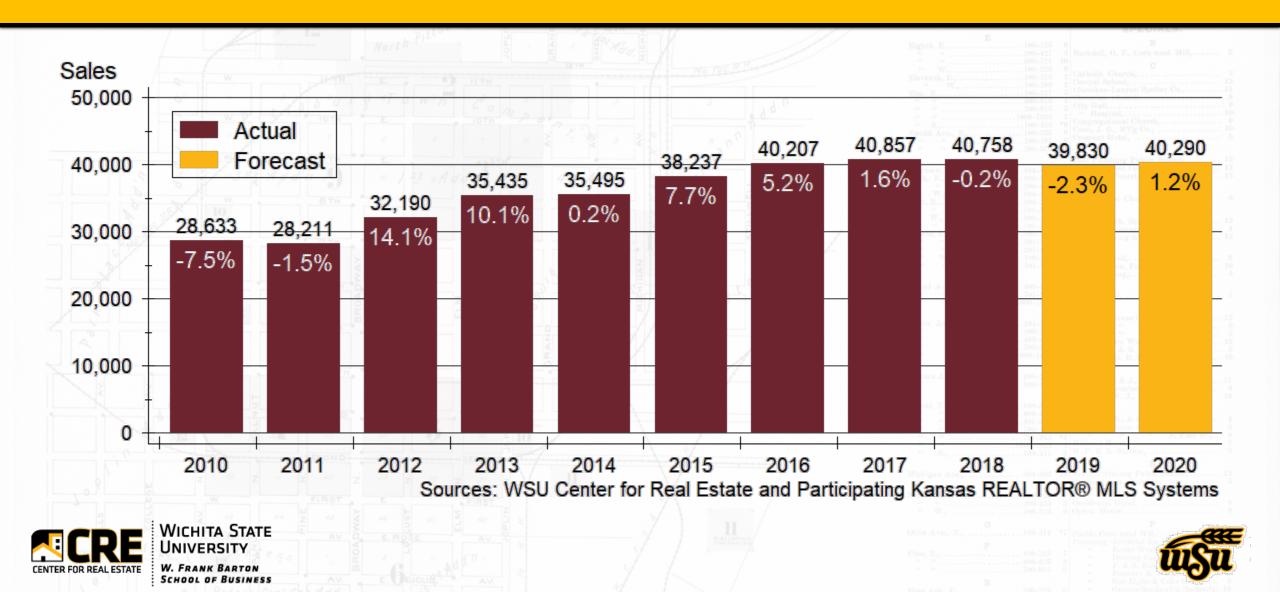
Kansas Total Home Sales



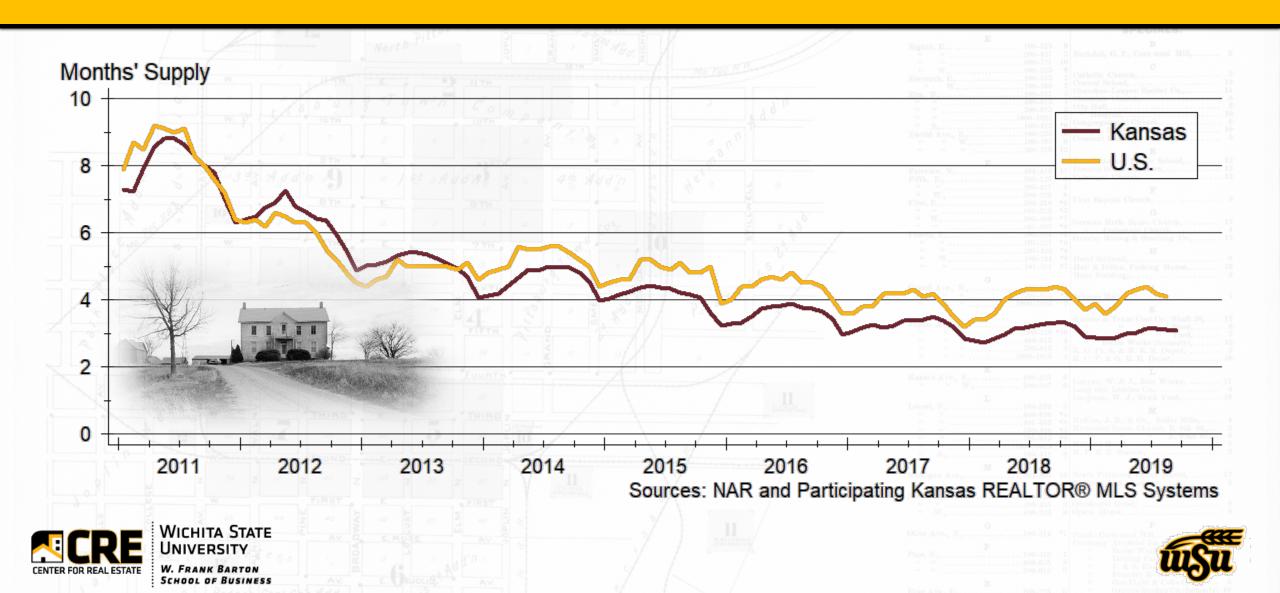
Southeast Kansas Home Sales



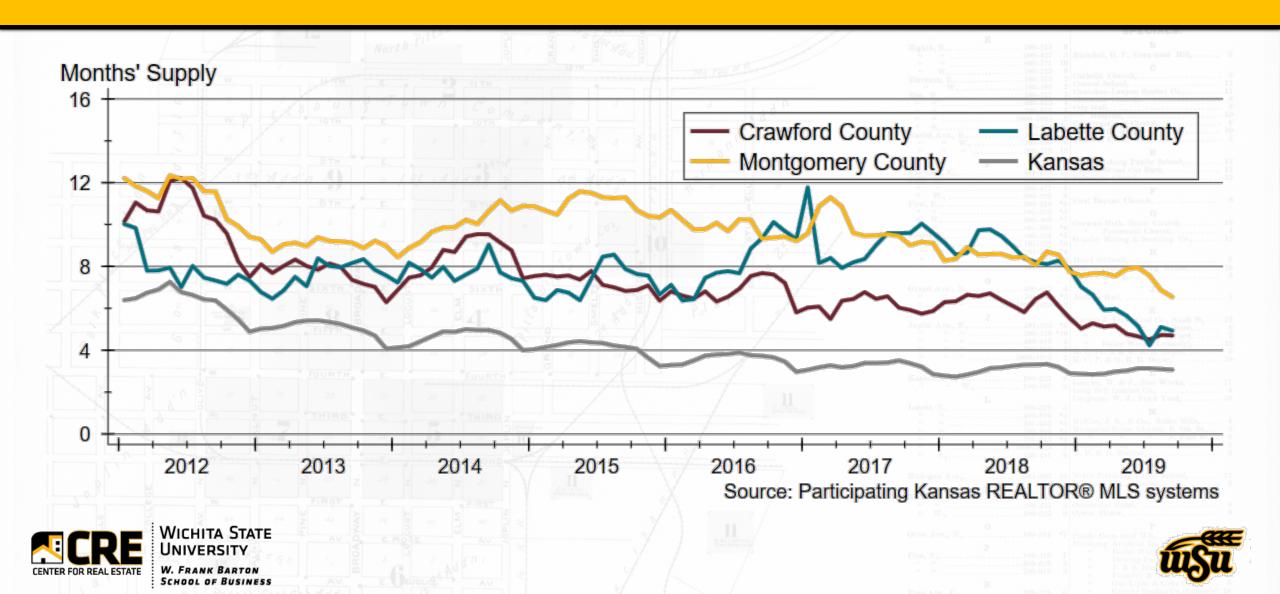
Kansas Home Sales Forecast



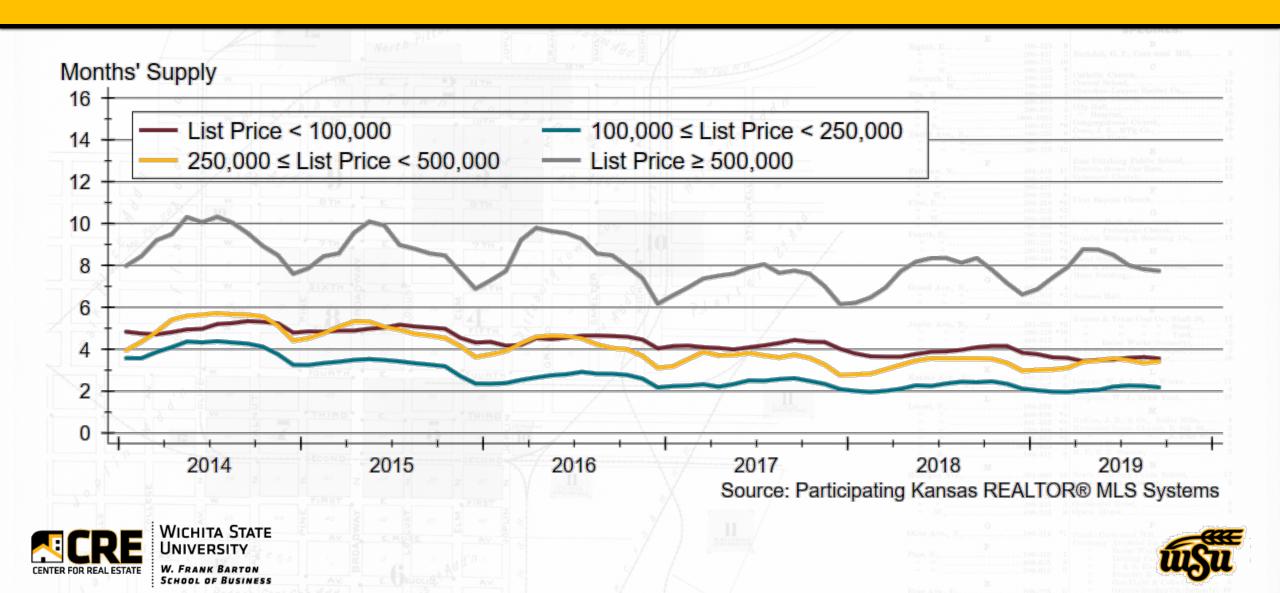
Inventory of Homes for Sale



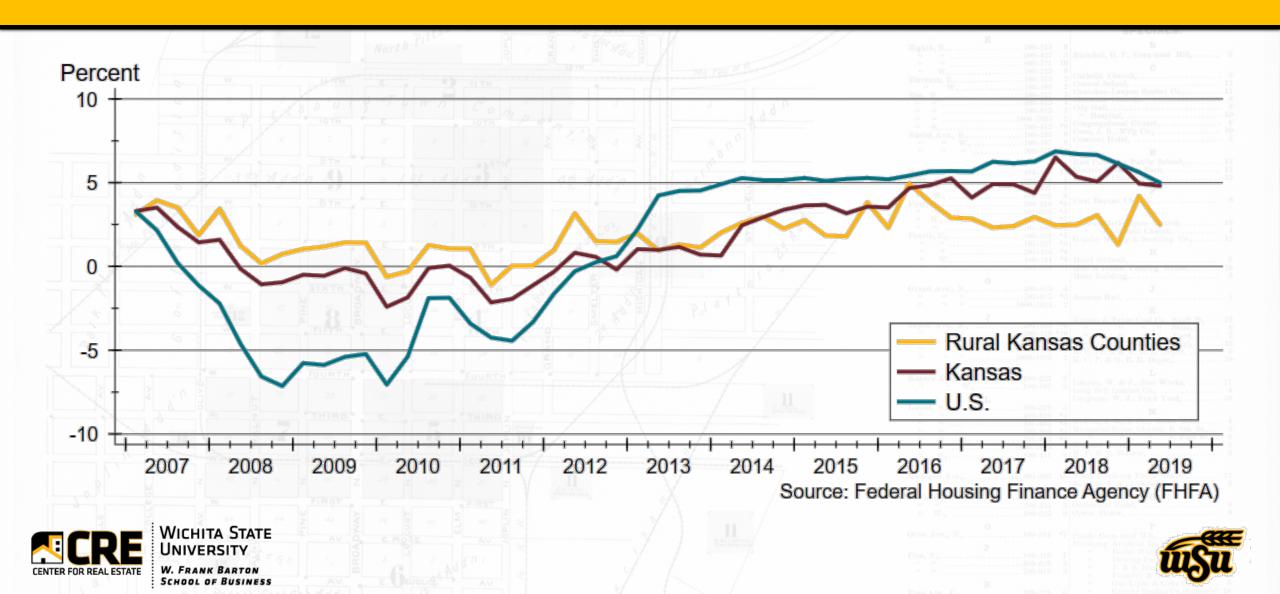
Southeast Kansas Inventories



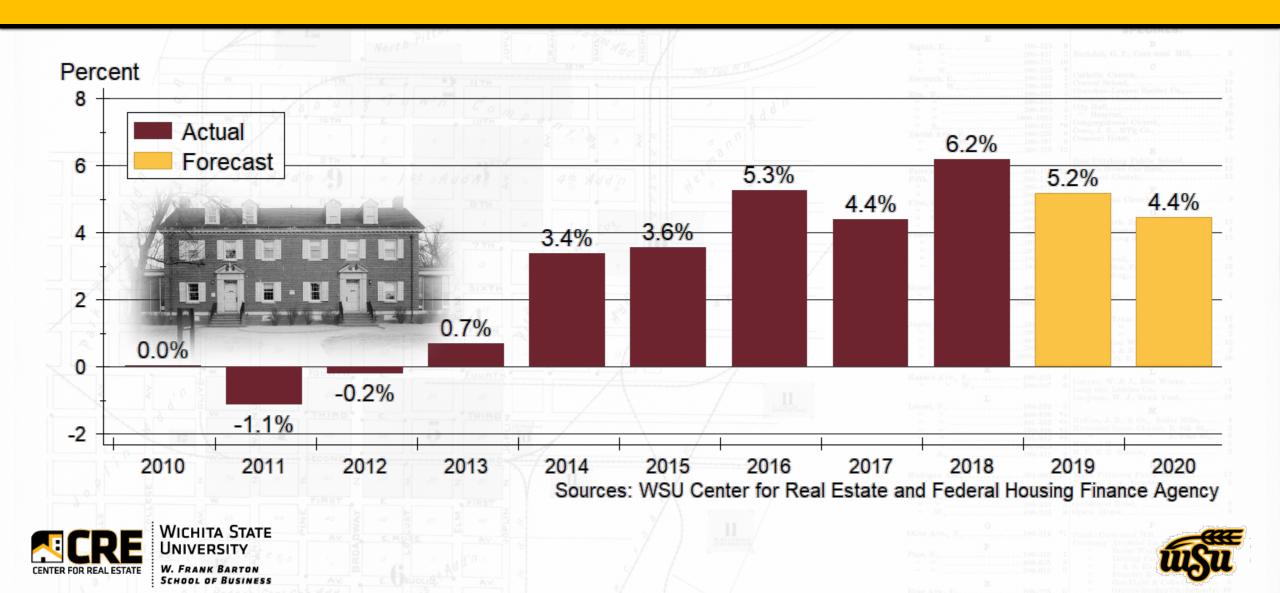
Kansas Inventories by List Price



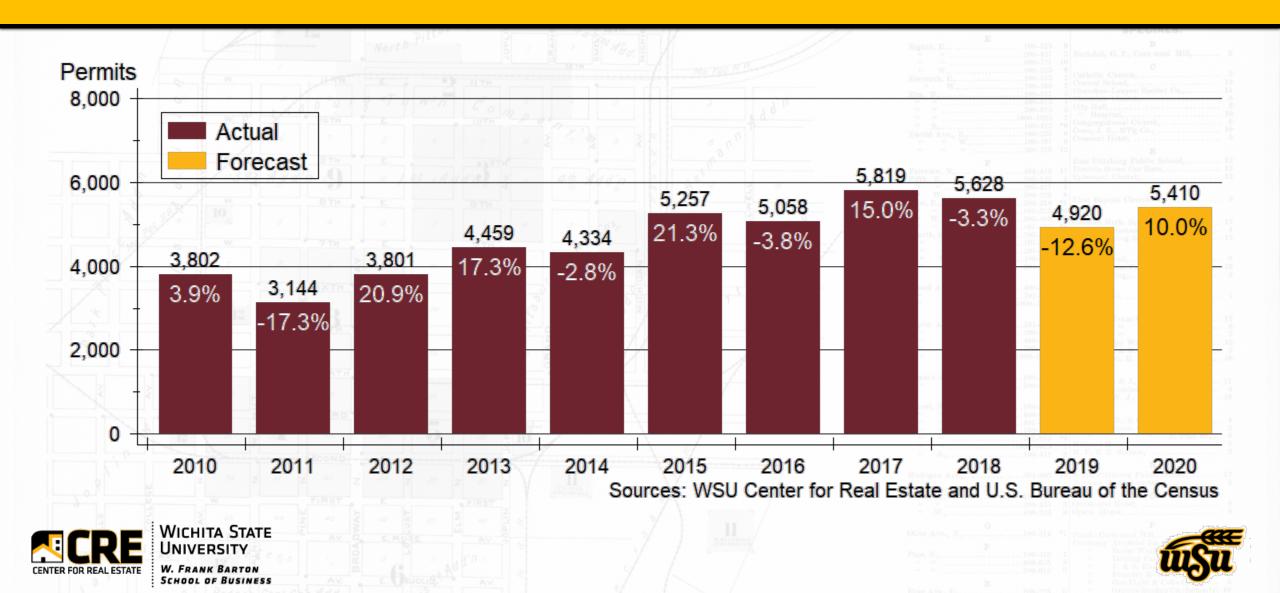
Kansas Home Price Appreciation



Kansas Home Prices Forecast



Kansas New Home Construction



2020 Kansas Housing Forecast

	2017	2018	2019	2020
	Actual	Actual	Forecast	Forecast
Total Home	40,857 units	40,754 units	39,830 units	40,290 units
Sales	+1.6%	-0.3%	-2.3%	+1.2%
SF Building	5,819 units	5,628 units	4,920 units	5,410 units
Permits	+15.0%	-3.3%	-12.6%	+10.0%
Home Price Appreciation	+4.4%	+6.2%	+5.2%	+4.4%
ER FOR REAL ESTATE WICHITA STATE UNIVERSITY W. FRANK BARTON SCHOOL OF BUSINESS				Out-sets IO Nettman, J. A., Lumber, 100-125 9 0 200-125 9 0 100-225 9 0 100-315 9 0 100-314 *7 Pacific Care must Mill. 100-315 7 Pacific Care must Mill. 100-315 7 2 100-315 7 2 100-315 7 2 100-315 7 2 100-315 8 17.8 100-315 9 2

2020 Major Markets Forecast

	North Pitto North Add North No		E 100-125 9 B Righth, E.,		
	КС	Lawrence	Manhattan	Topeka	Wichita
Total Home	38,540 units	1,390 units	1,590 units	3,080 units	10,260 units
Sales	+1.0%	-3.5%	+9.7%	-1.9%	-0.9%
SF Building Permits	5,440 units +16.4%	225 units +2.3%	220 units +4.8%	255 units +0.0%	965 units -3.0%
Home Price Appreciation	+4.9%	+3.7%	+3.6%	+2.9%	+4.3%
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