

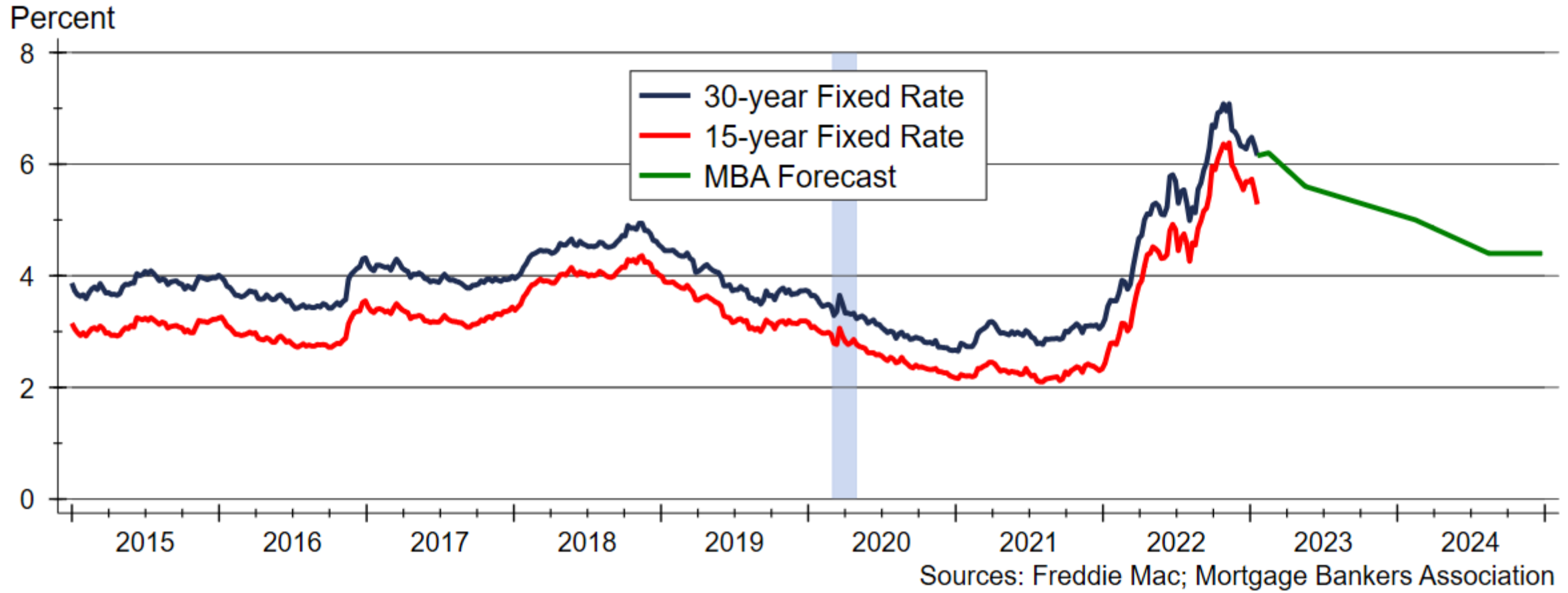
2023 Salina Housing Outlook

Heritage Real Estate Advisors LLC

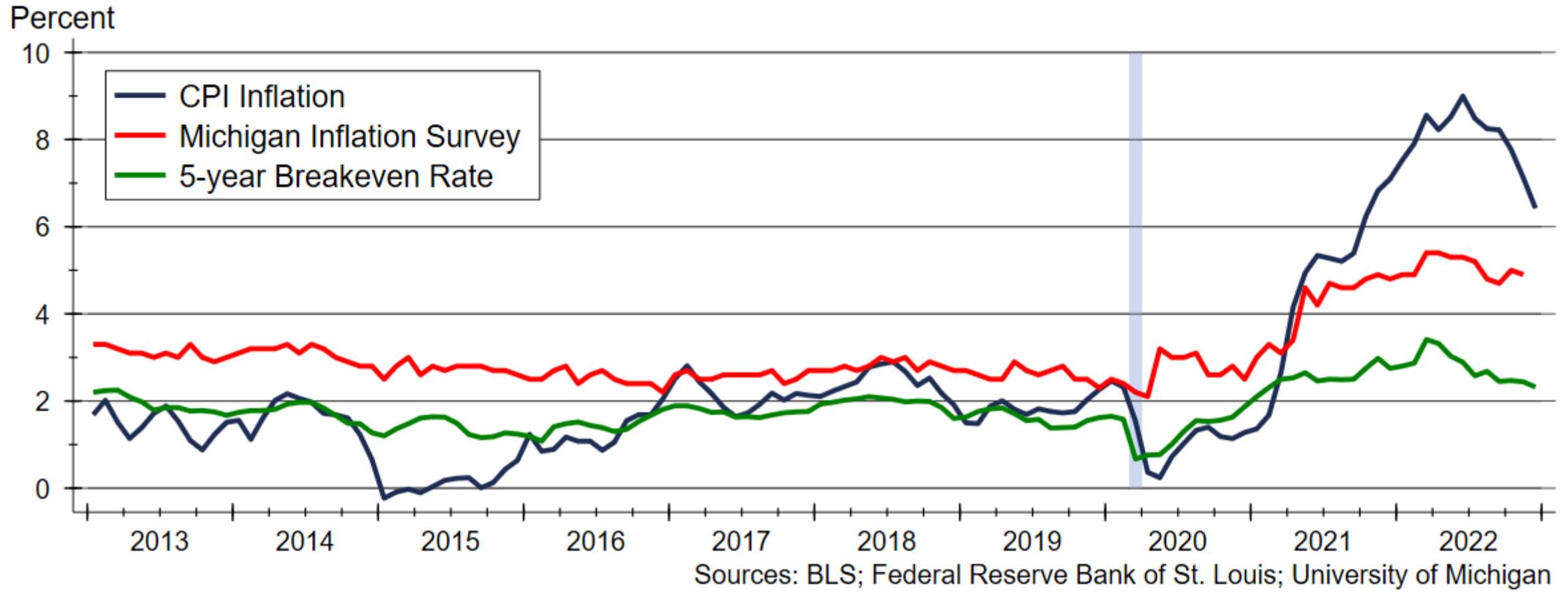
January 24, 2023

Dr. Stanley D. Longhofer
WSU Center for Real Estate

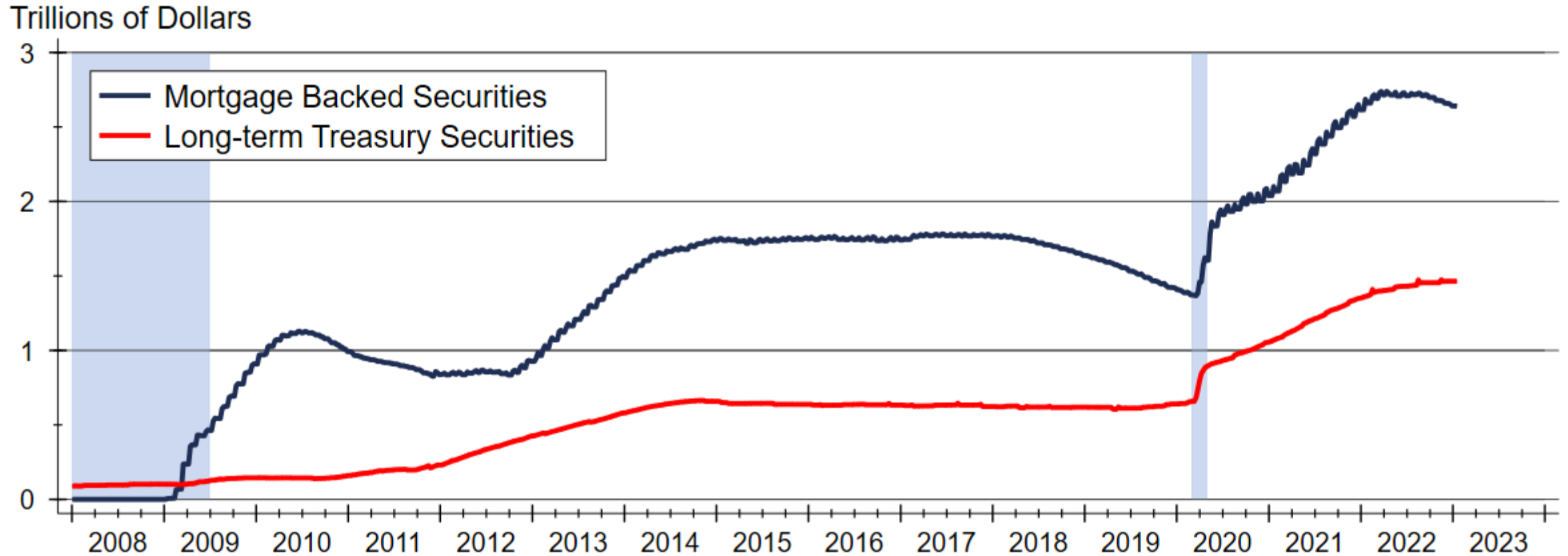
MBA 30-Year Fixed Rate Mortgage Forecast



Inflation Expectations

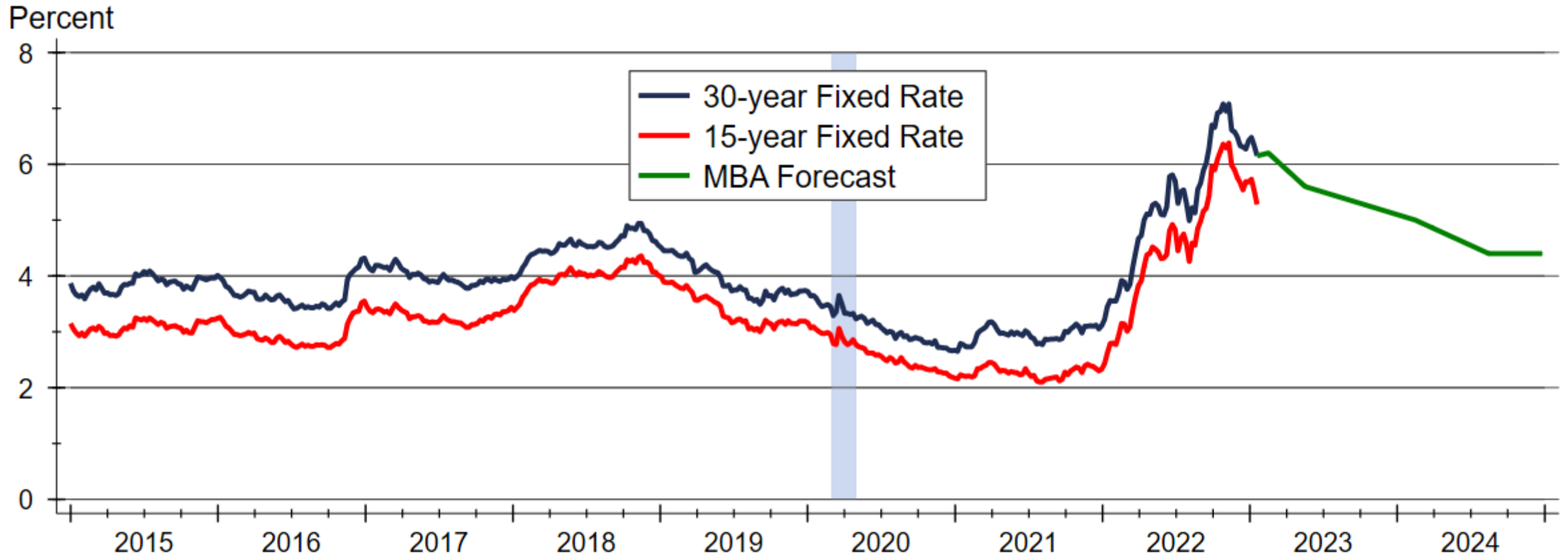


Federal Reserve Quantitative Tightening?



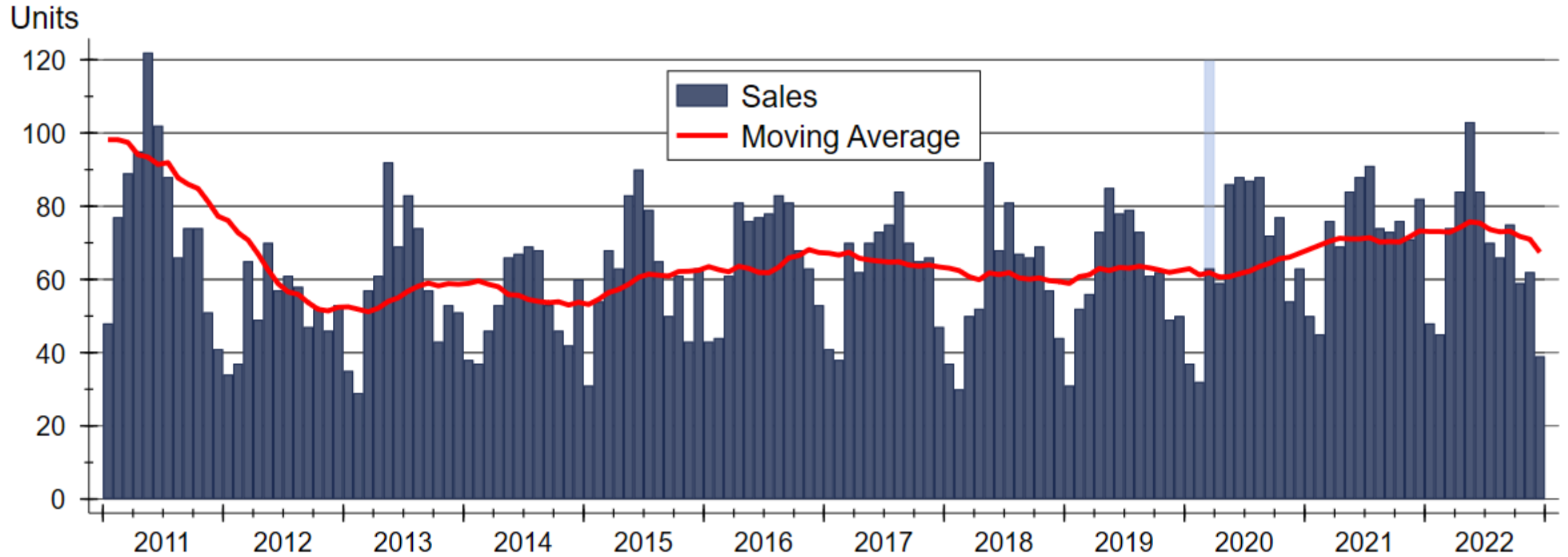
Source: Federal Reserve Board of Governors

MBA 30-Year Fixed Rate Mortgage Forecast

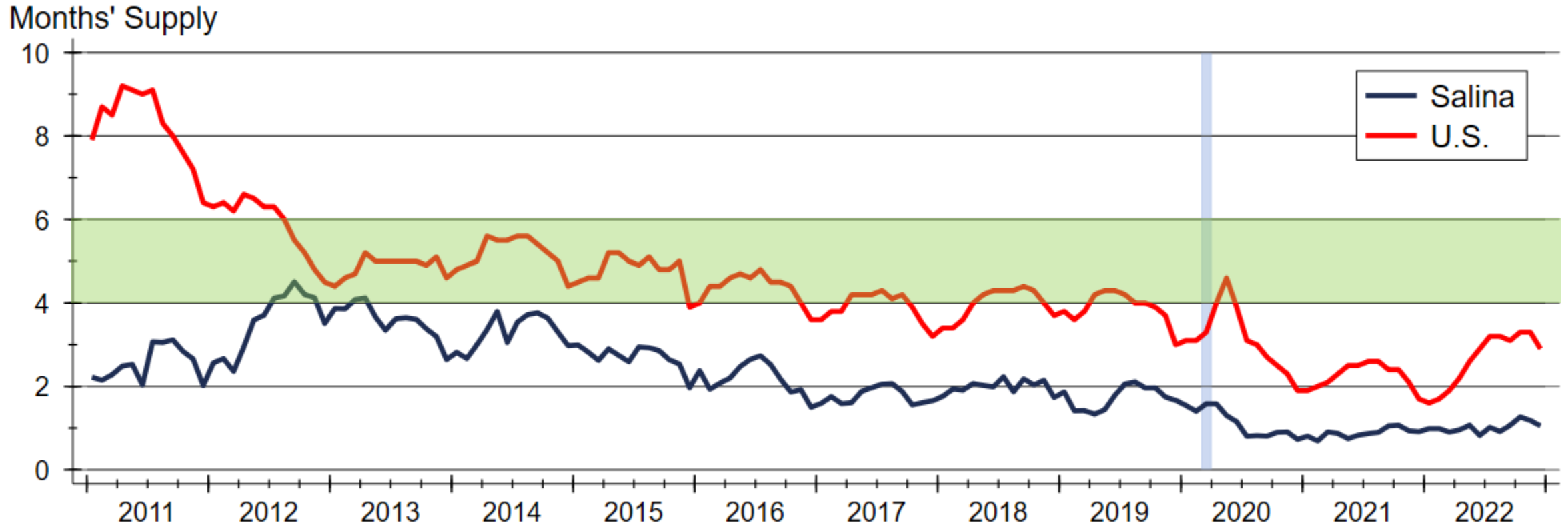


Sources: Freddie Mac; Mortgage Bankers Association

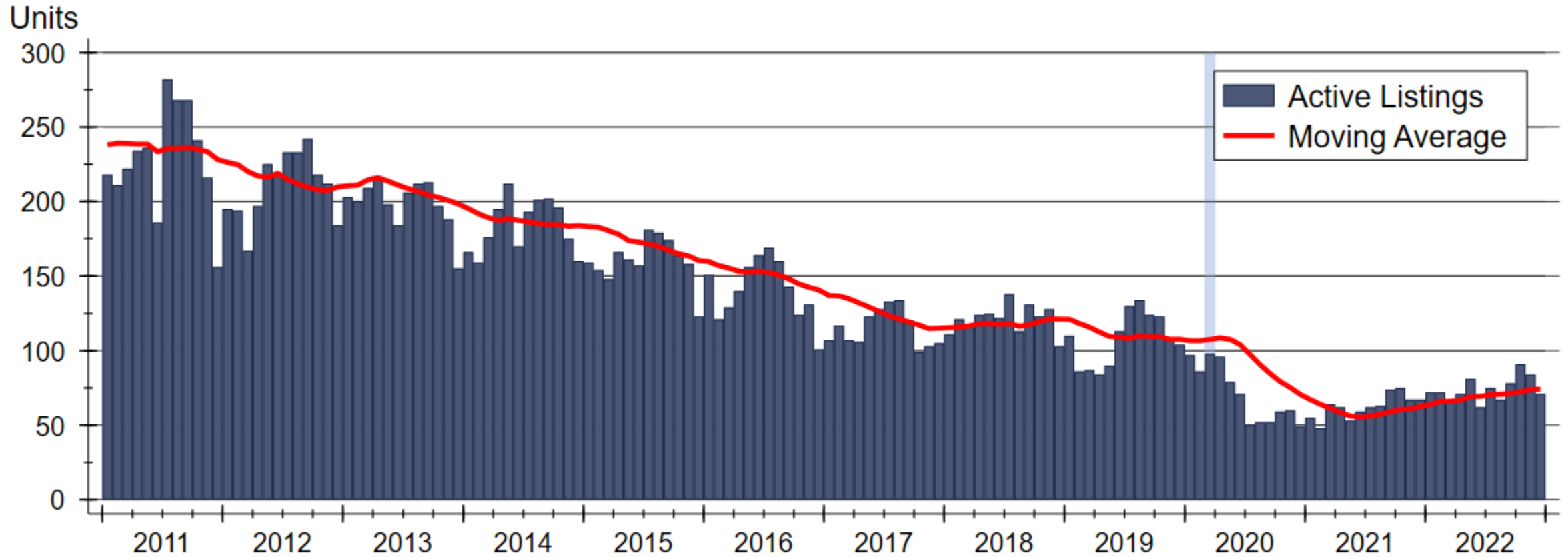
Salina Home Sales Activity



Months' Supply of Homes for Sale

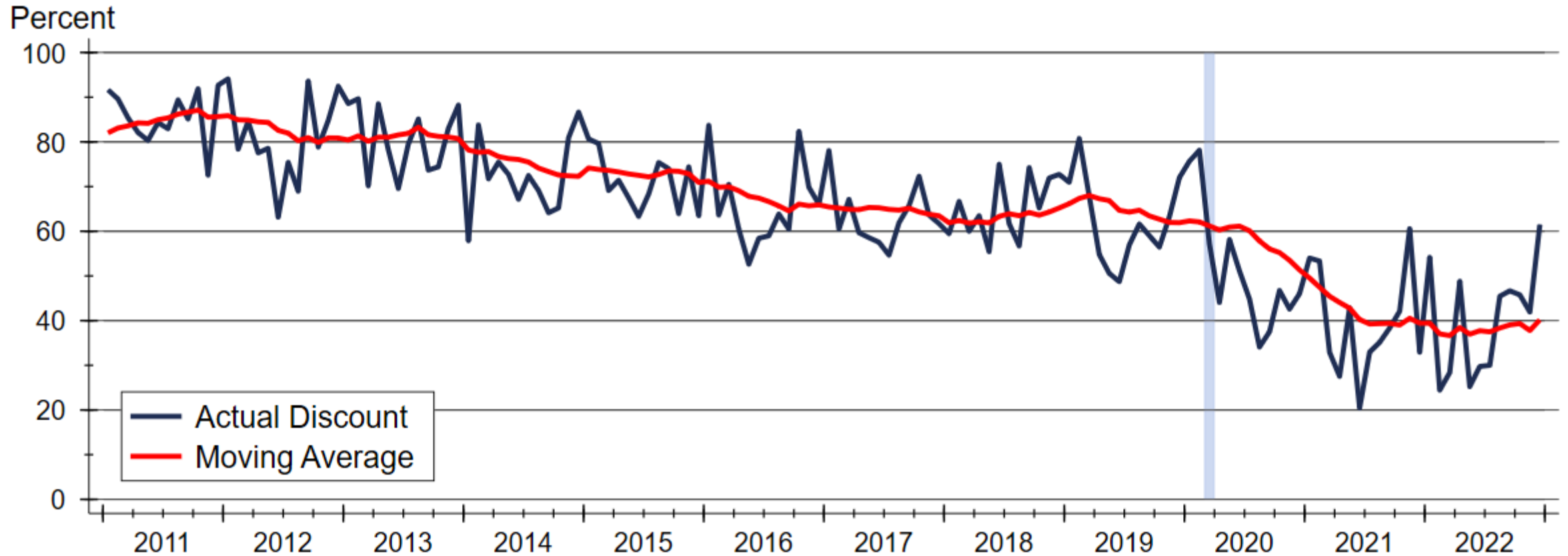


Homes Available for Sale in Salina



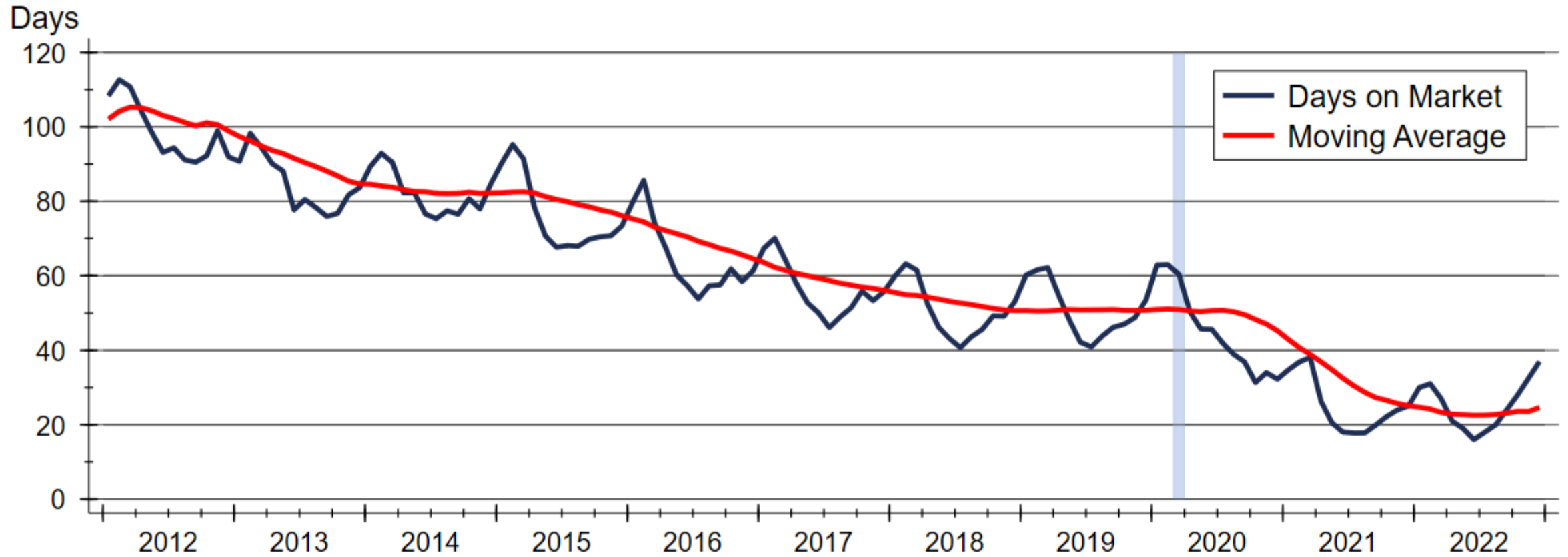
Source: Great Plains Association of REALTORS®

Fraction of Salina Homes Sold at a Discount from Original Asking Price



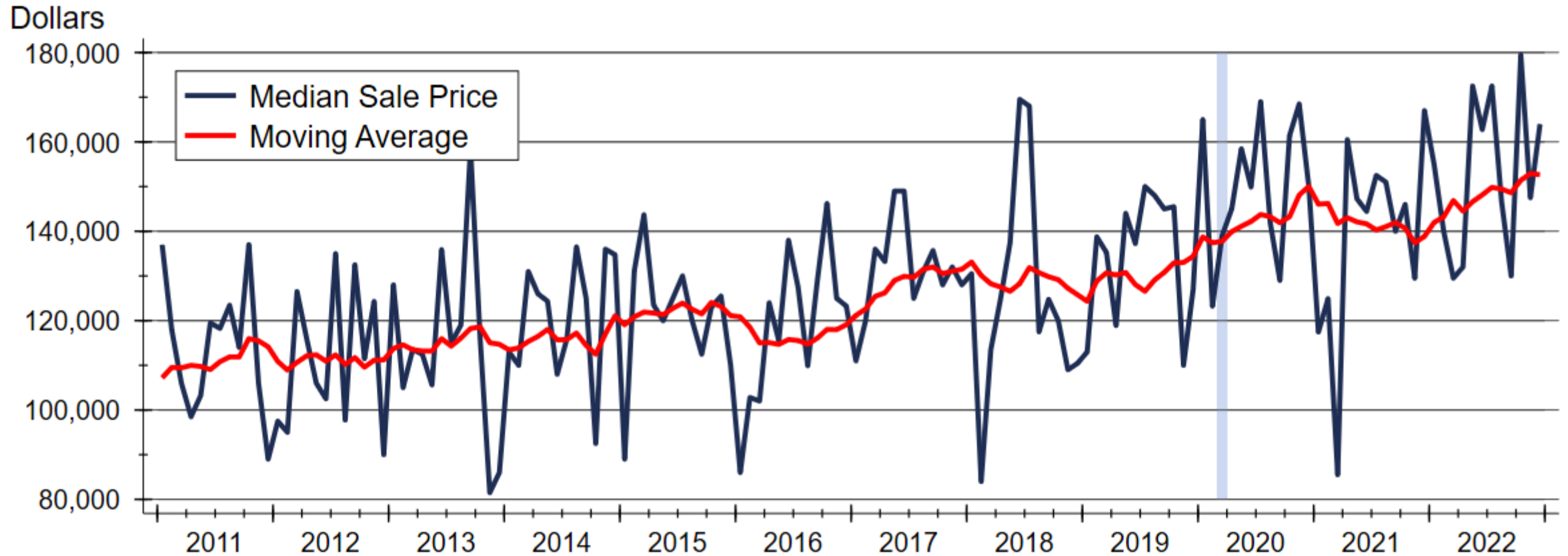
Source: CRE using data from Great Plains Association of REALTORS®

Salina Median Days on Market

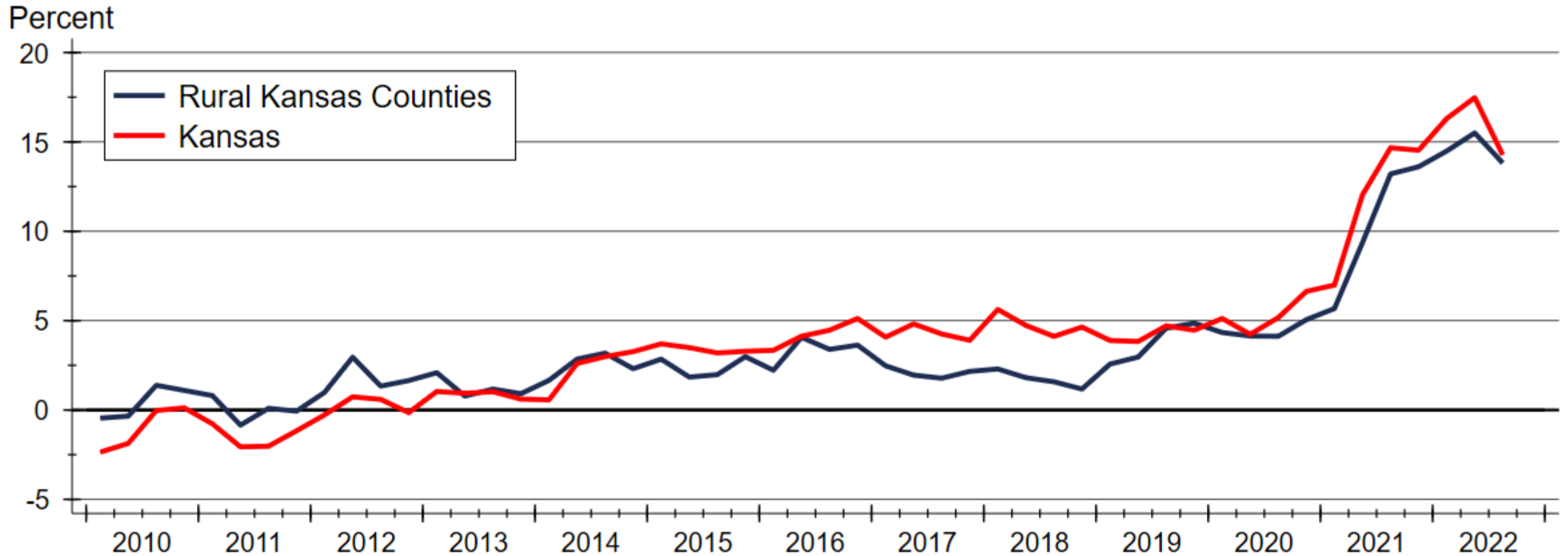


Source: Heartland MLS

Salina Median Sale Price



Home Price Appreciation in Kansas



Source: Federal Housing Finance Agency (FHFA)

WSU Center for Real Estate

Laying a Foundation for Real Estate in Kansas

www.wichita.edu/realestate



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