

2024 Salina Housing Outlook

Heritage Real Estate Advisors LLC

February 7, 2024

Dr. Stanley D. Longhofer

WSU Center for Real Estate



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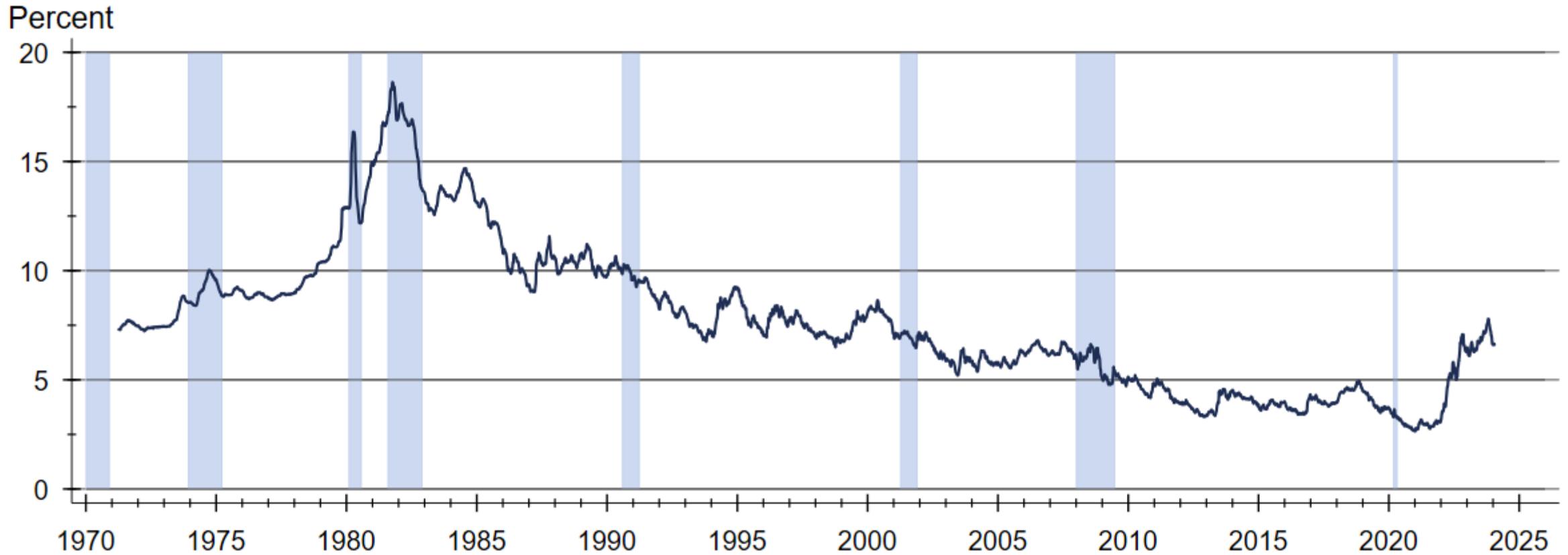
The slides from today's presentation
are available now at
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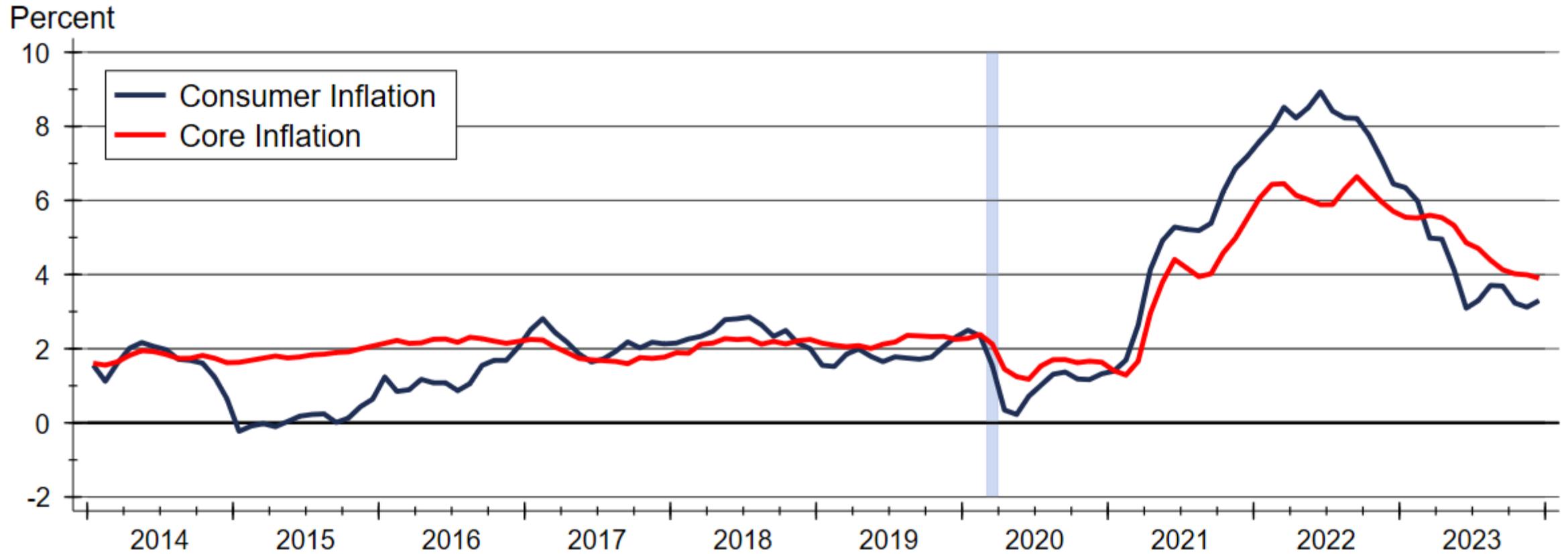


History of 30-year Fixed Mortgage Rates



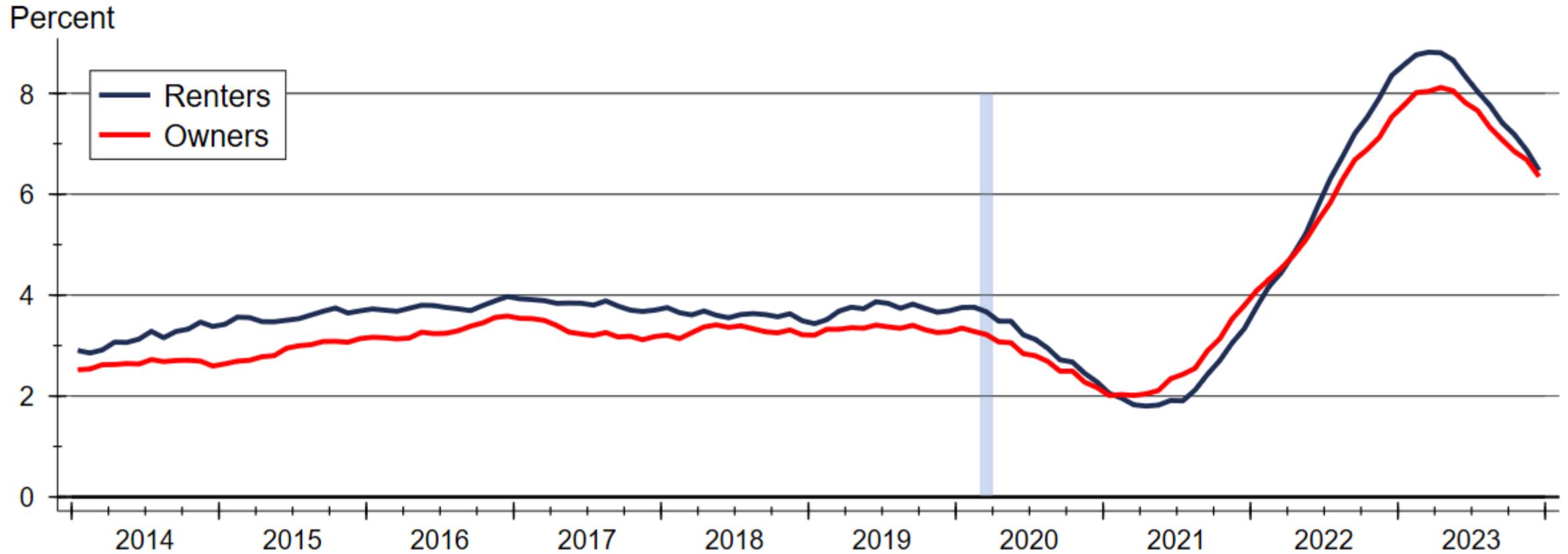
Source: Freddie Mac

Inflation Has Been Slowing



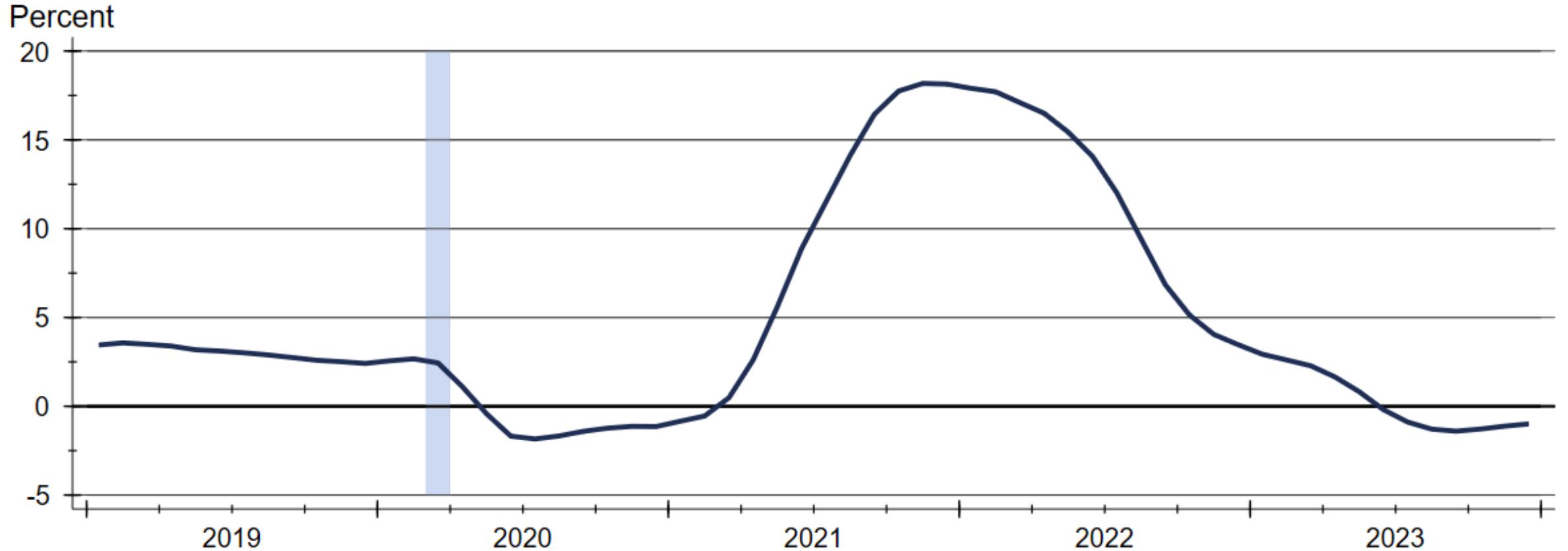
Source: U.S. Bureau of Labor Statistics

Housing Components of Inflation are Easing



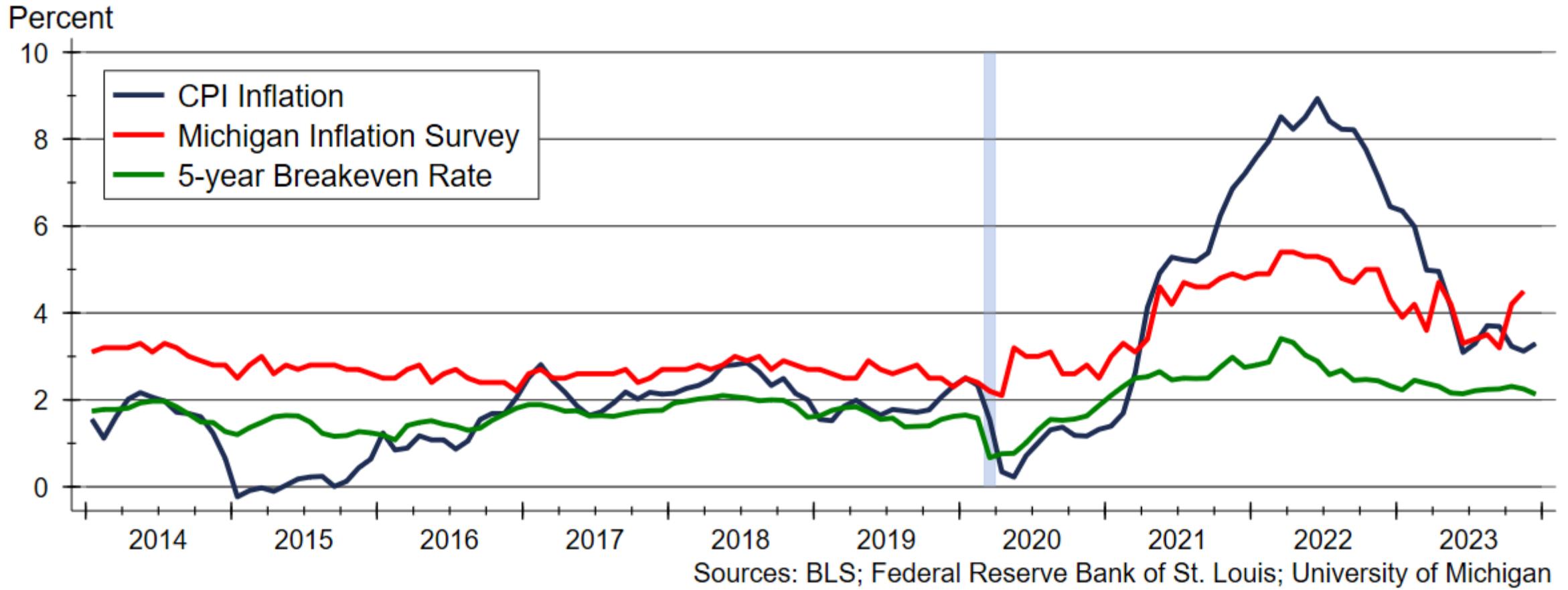
Source: U.S. Bureau of Labor Statistics

Apartment Rents are Beginning to Drop

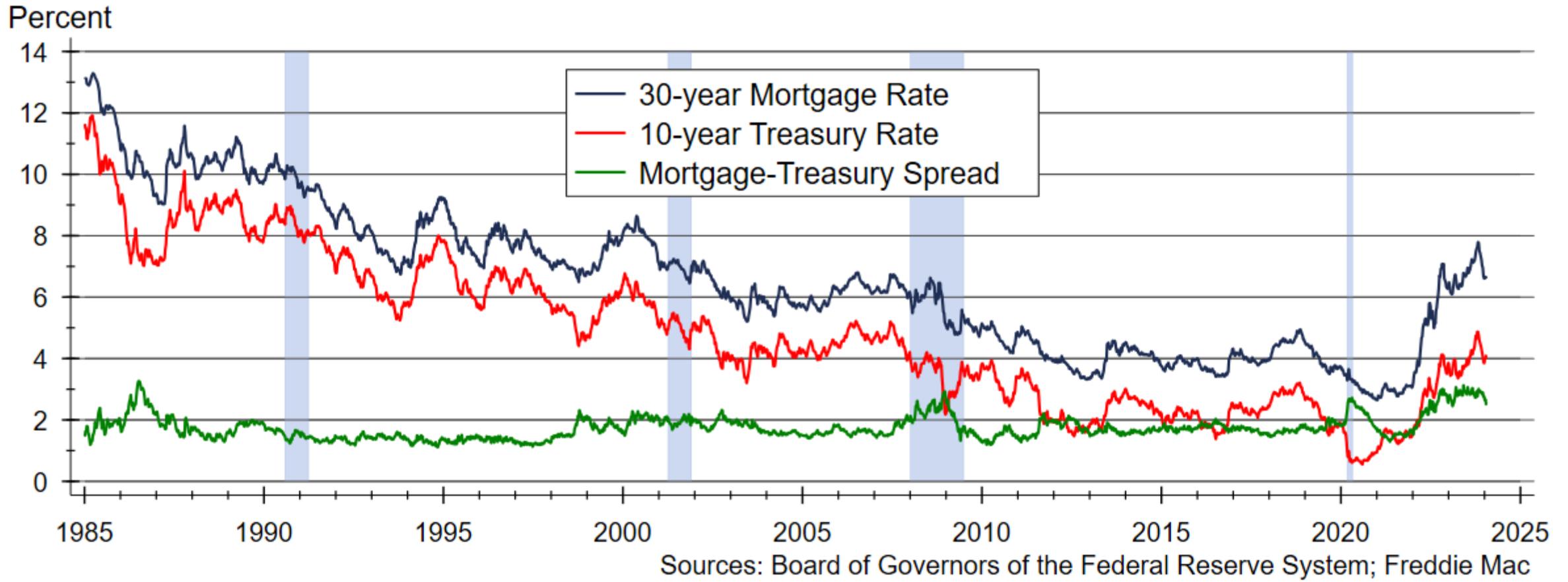


Source: Apartment List Rent Estimates

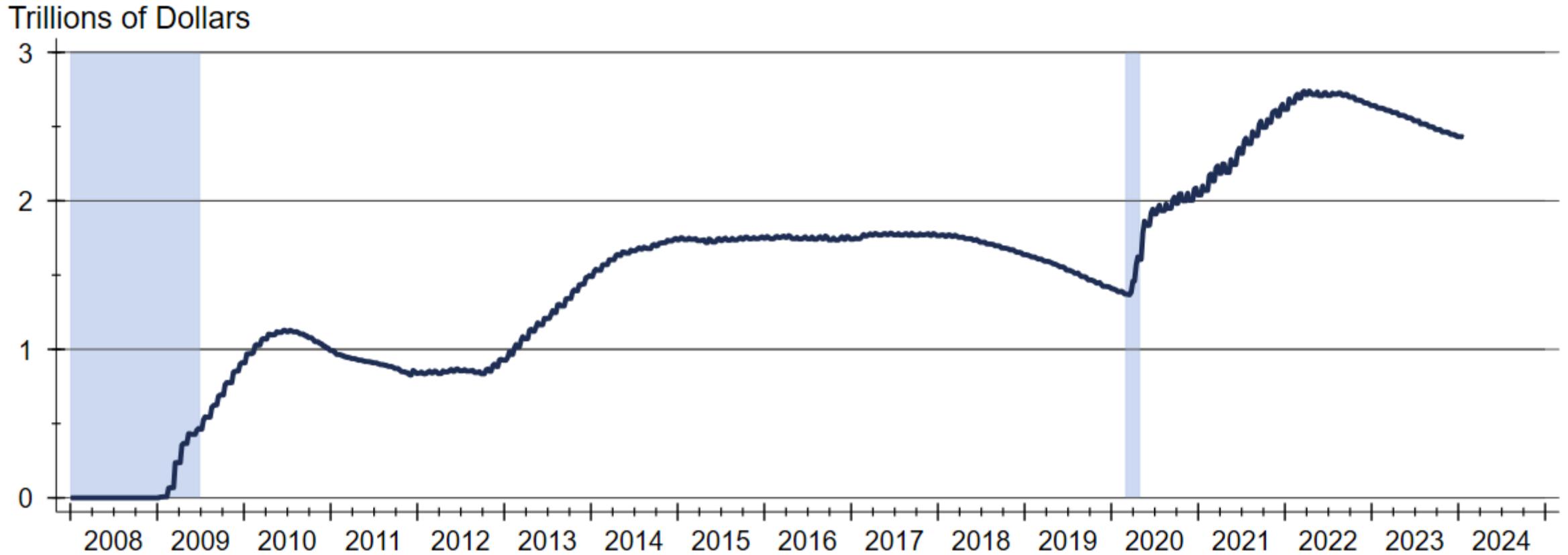
Inflation Expectations



Spread between Mortgage Rates and the 10-year Treasury Near All-Time High

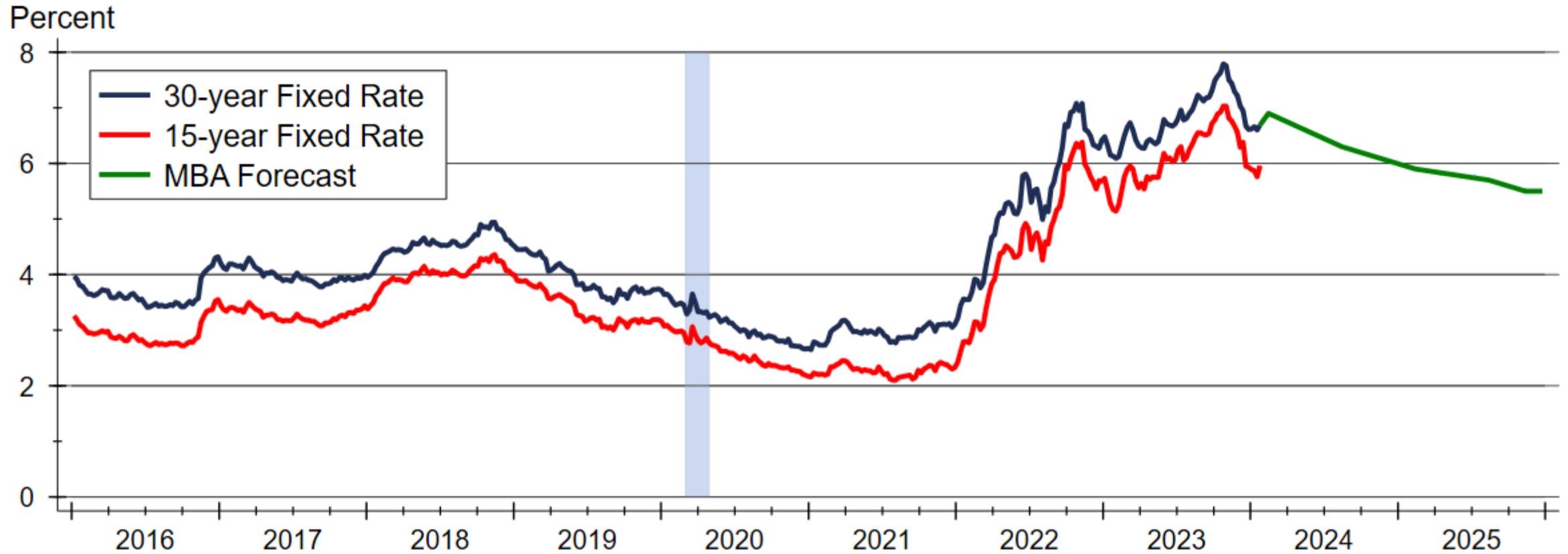


Federal Reserve MBS Holdings



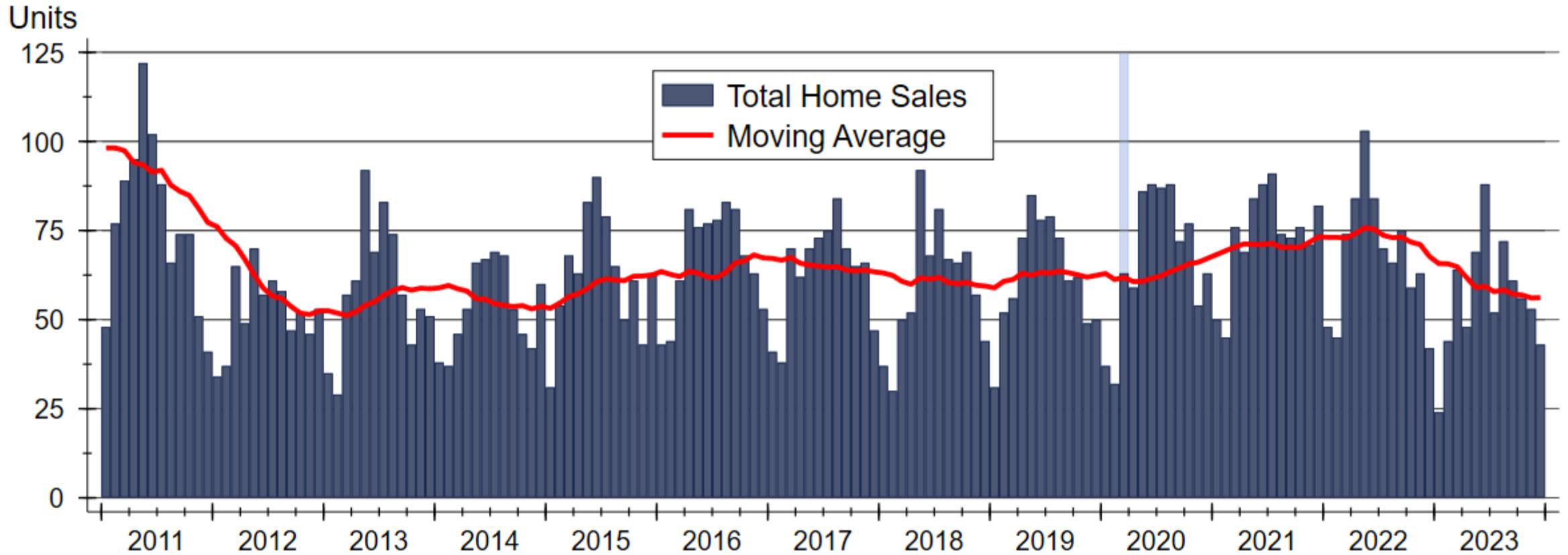
Source: Federal Reserve Board of Governors

MBA 30-Year Mortgage Rate Forecast



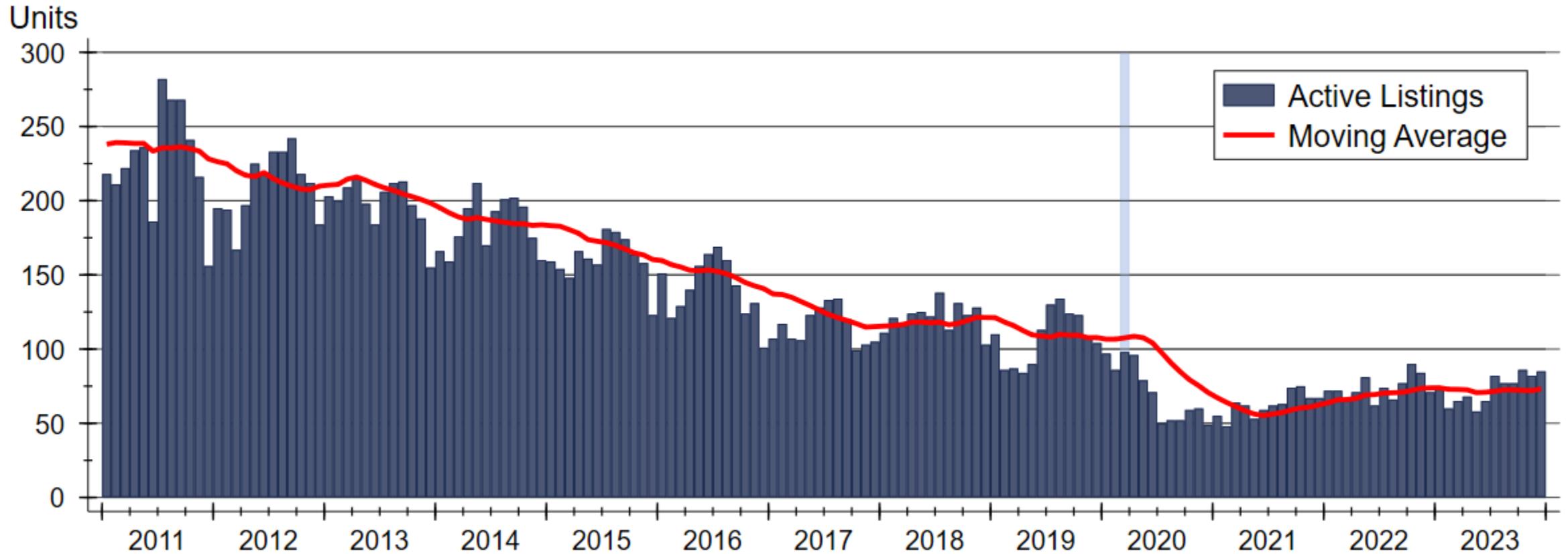
Sources: Freddie Mac; Mortgage Bankers Association

Salina Home Sales Activity



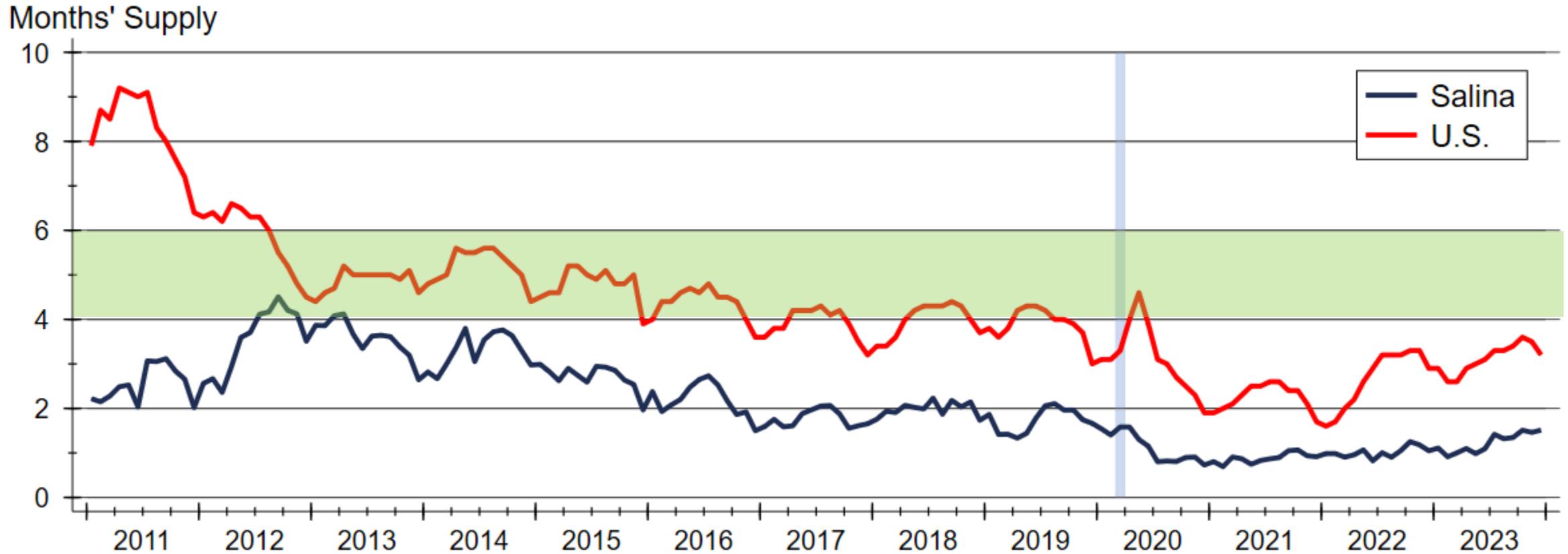
Source: Great Plains Association of REALTORS®

Homes Available for Sale in Salina



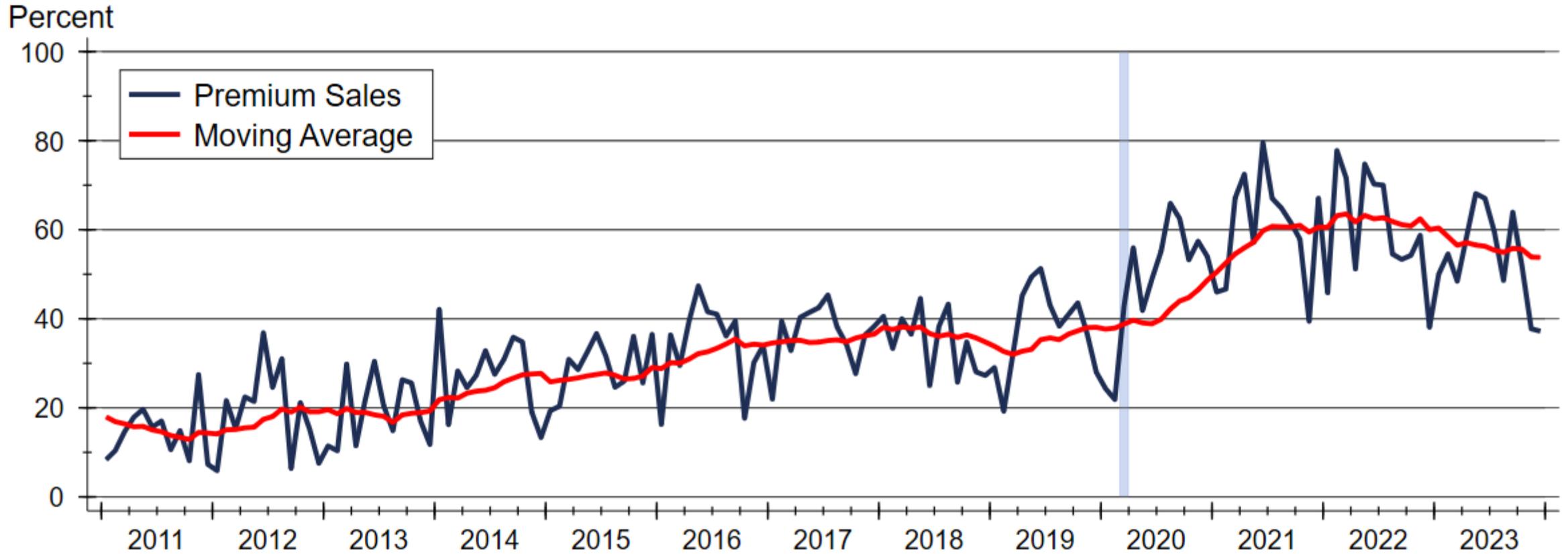
Source: Great Plains Association of REALTORS®

Months' Supply of Homes Available for Sale



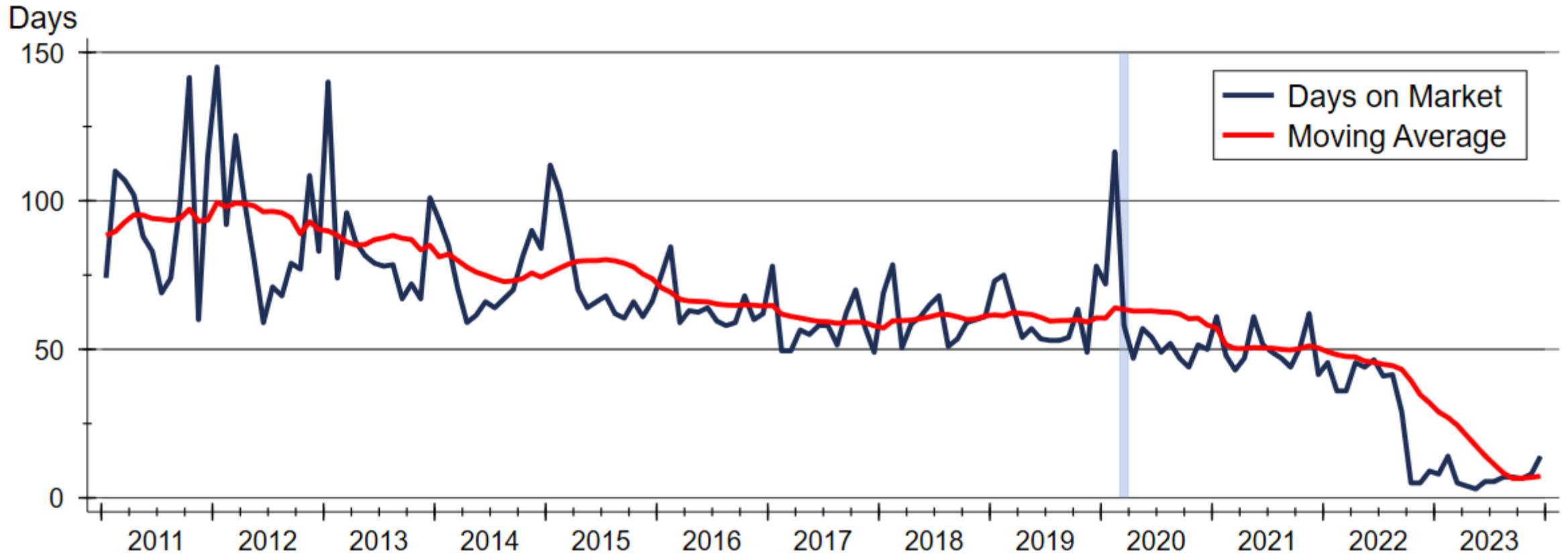
Source: NAR and Great Plains Association of REALTORS®

Sales at or above Original List Price in Salina



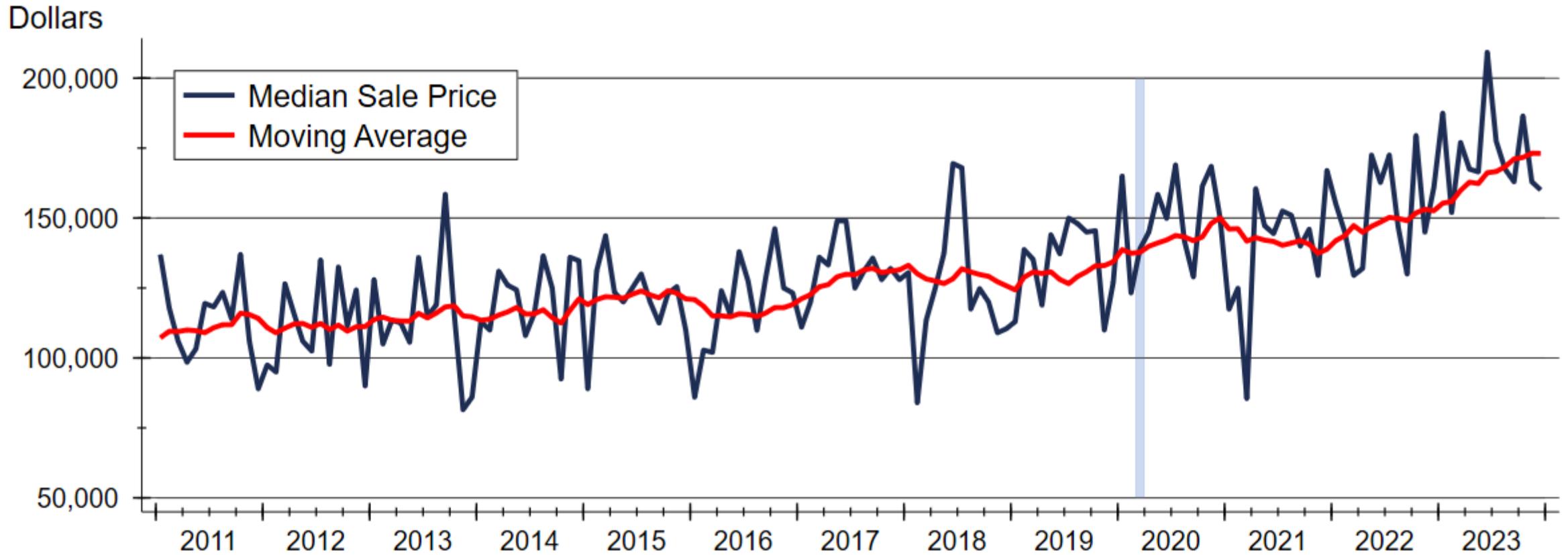
Source: CRE using data from Great Plains Association of REALTORS®

Salina Days on Market



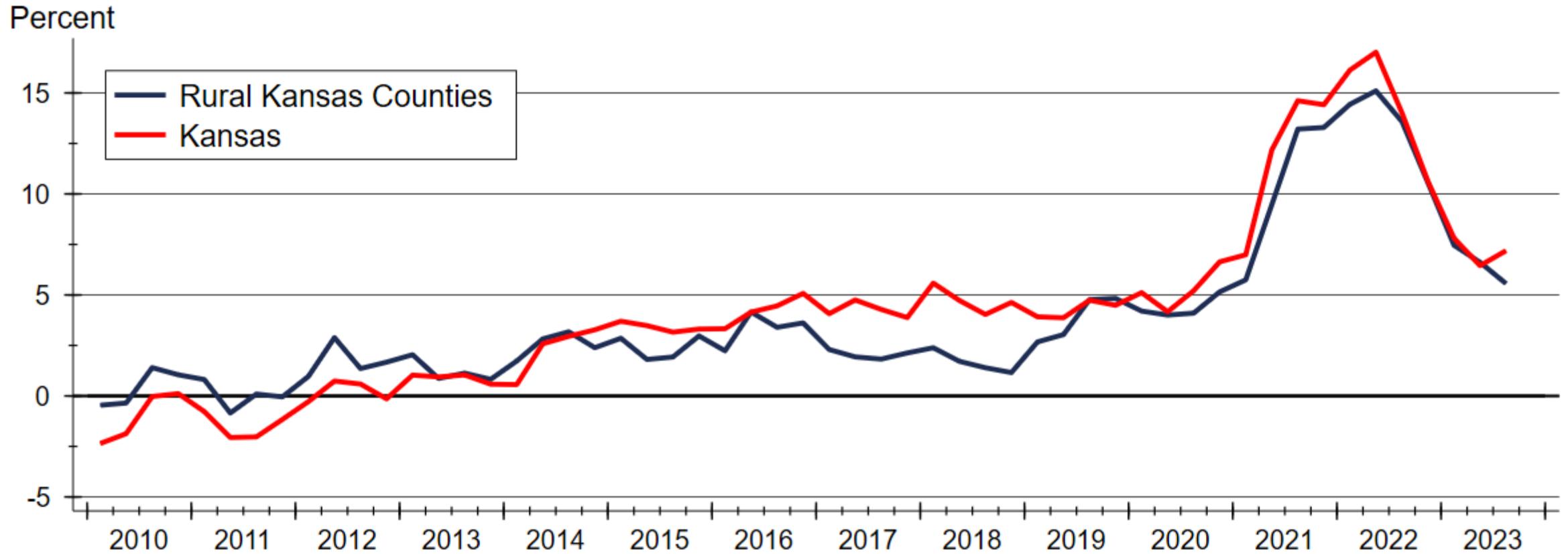
Source: Great Plains Association of REALTORS®

Salina Home Prices



Source: Great Plains Association of REALTORS®

Home Price Appreciation



Source: Federal Housing Finance Agency (FHFA)

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Laying a Foundation for Real Estate in Kansas

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