

Wichita HOUSING FORECAST

A NEW PERSPECTIVE



.....
WICHITA STATE
UNIVERSITY

Wichita HOUSING FORECAST

Not everything we “know” turns out to be true. We begin to take the familiar for granted and fail to notice the changes happening around us. To see things more clearly, we sometimes need to look at things from *A New Perspective*.

This year’s Wichita Housing Market Forecast can help you do just that. By combining the latest economic and housing market data with our own unique insights and analysis, the WSU Center for Real Estate provides you with the new perspective you need to prepare and adapt to the changing housing market.

Dr. Stanley D. Longhofer
Director, WSU Center for Real Estate
WICHITA.EDU/REALESTATE



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SCHOOL OF BUSINESS

Center for Real Estate

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Participants in the 2015 Wichita Real Estate Roundtable

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Security 1st Title



CREDIT UNIONSM

We are also grateful to the REALTOR® boards and multiple listing services that have provided much of the data used to prepare this forecast:



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Center for Real Estate

The W. Frank Barton School of Business at Wichita State has been the driving force behind some of the brightest minds and biggest ideas of the past 100 years. Combining the widest range of undergraduate degrees in the state and virtually unlimited learning opportunities (thanks to Kansas' largest business community), it's no surprise that employers continue to show a preference for hiring Barton School graduates.

WICHITA.EDU/BUSINESS



**WICHITA STATE
UNIVERSITY**

*W. FRANK BARTON
SCHOOL OF BUSINESS*

Wichita State University has one of the oldest real estate programs in the country. Since its inception, the program has strived to maintain close connections with real estate professionals throughout the region.

The Center for Real Estate was established in 2000 to help deepen the connections between the professional real estate community and the academic programs at Wichita State University. Toward this end, the Center engages in a variety of activities that promote and enhance real estate markets and related industries:

- We maintain comprehensive databases of publicly-available information on Kansas real estate markets, and make many of these available on our website at **wichita.edu/realestate**. If there is data you need, let us know and we'll see what we can do to help.
- We provide independent, expert analysis of area real estate markets and policy issues related to real estate.
- We conduct high-quality academic research on real estate, and then apply this research to develop practical resources that benefit real estate practitioners, policy makers and the general public. This forecast is just one example of this effort.
- We help students connect with area real estate professionals & organizations. If you have opportunities for current students or want to hire recent graduates, let us know and we'll help you connect.

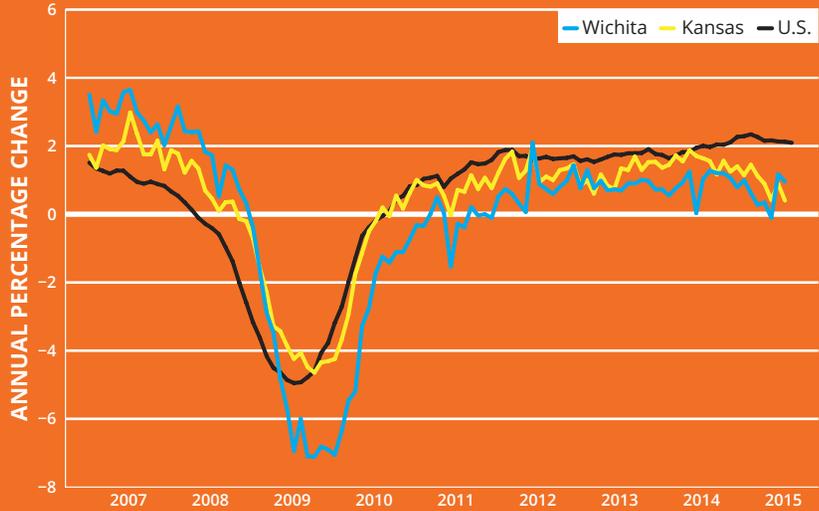
Economic Overview

Employment growth in Wichita has continued to be sluggish over the past year, increasing at only half the national pace. The WSU Center for Economic Development and Business research forecasts that total non-farm employment in Wichita will rise by 3,360 jobs in 2016, a still-slow 1.1 percent increase.

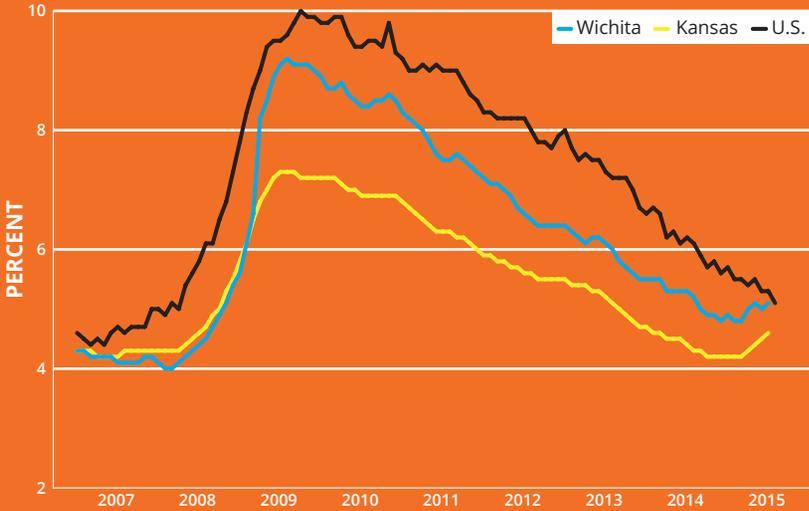
After falling below 5 percent at the end of 2014, the Wichita area unemployment rate has risen slightly in recent months. This is due in part to a decline in the overall labor force, in addition to an increase in the number of unemployed people.

Although the Federal Reserve did not raise short-term interest rates during its September meeting, the question is when—not if—mortgage rates will begin to rise. Given low inflationary pressures, a modest increase in mortgage rates may actually help the housing market, strengthening the demand for starter homes that are now being bypassed by first-time buyers trying to stretch into more expensive homes given current low rates.

EMPLOYMENT GROWTH^A



UNEMPLOYMENT RATE^B



MORTGAGE RATES



Sources:

Freddie Mac, Mortgage Bankers Association, U.S. Bureau of Labor Statistics

Notes:

A) Year-over-year percentage change in total, non-farm employment, seasonally adjusted

B) Seasonally adjusted

C) Mortgage Bankers Association August 2015 forecast of the 30-year conventional mortgage rate

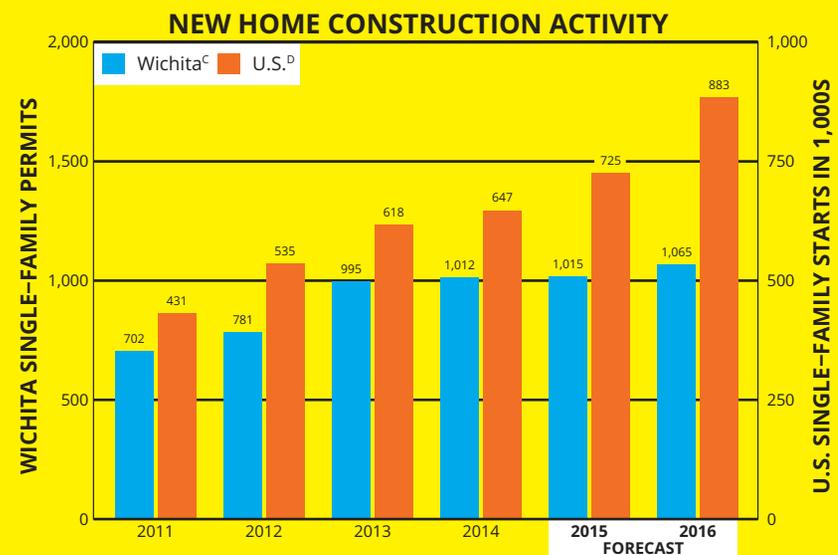
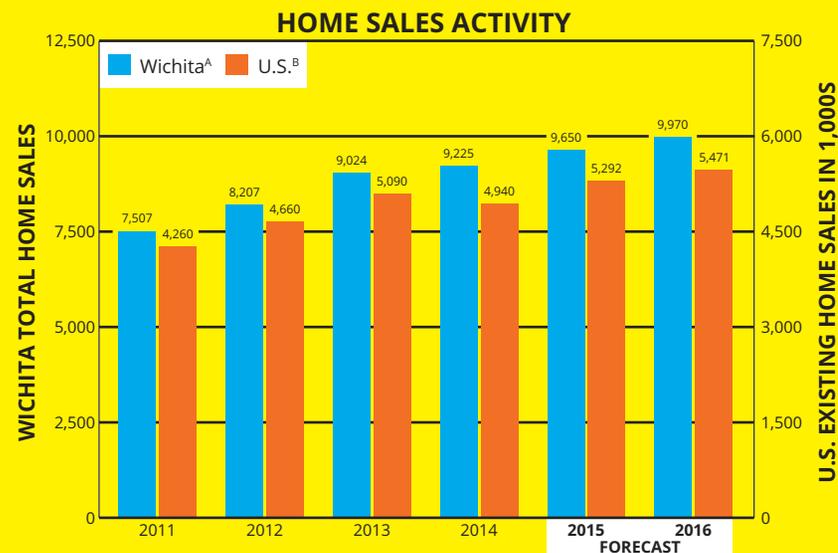
WICHITA JOB GROWTH CONTINUES TO TRAIL THE U.S. PACE.

Home Sales & Construction

Wichita home sales rose again in 2014 for the third year in a row. After a slow first quarter, sales are now on pace to increase another 4.6 percent this year. We forecast this trend will continue in 2016, with sales rising 3.3 percent to 9,970 units.

New home construction in the Wichita area slowed in the first half of last year following the expiration of the city's new home property tax rebate program in 2013. Permitting activity rebounded strongly in the last half of the year, however, ending 2014 with a total of 1,012 units permitted. We expect this pace to continue next year and into the foreseeable future, with permits rising a modest 4.9 percent to 1,065 units in 2016.

WICHITA HOME SALES SHOULD RISE ANOTHER 3.3 PERCENT IN 2016.



Sources:
National Association of REALTORS®, South Central Kansas Multiple Listing Service, U.S. Bureau of the Census, Wichita Area Builders Association, WSU Center for Real Estate

Notes:
A) Total home sales in the Wichita area as reported by the South Central Kansas Multiple Listing Service
B) U.S. existing home sales as reported by the National Association of REALTORS®; forecast is the September 2015 forecast by the National Association of REALTORS®
C) Single-family building permits issued in the Wichita area as compiled by the Wichita Area Builders Association
D) U.S. single-family housing starts as reported by the U.S. Bureau of the Census; forecast is the September 2015 forecast by the National Association of REALTORS®

Home Prices

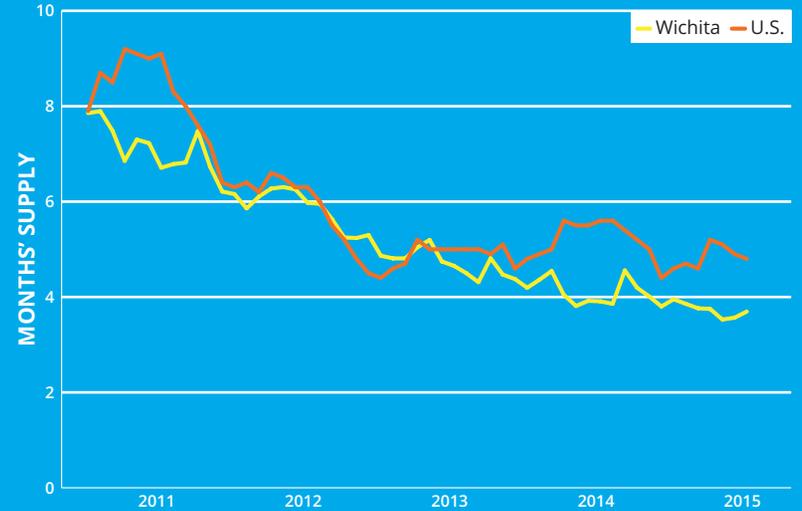
The inventory of homes available for sale in the Wichita market continues to tighten, as new listings fail to keep pace with increased sales. Supplies are especially tight among mid-priced homes in popular neighborhoods, and real estate agents are regularly reporting listings that have sold in just a few days with multiple offers.

Wichita area home prices have begun to rise again in the wake of these supply constraints, with values rising 3.0 percent on average in 2014. We expect this trend to continue, with prices ending the year up 3.6 percent, followed by another 3.0 percent gain in 2016.

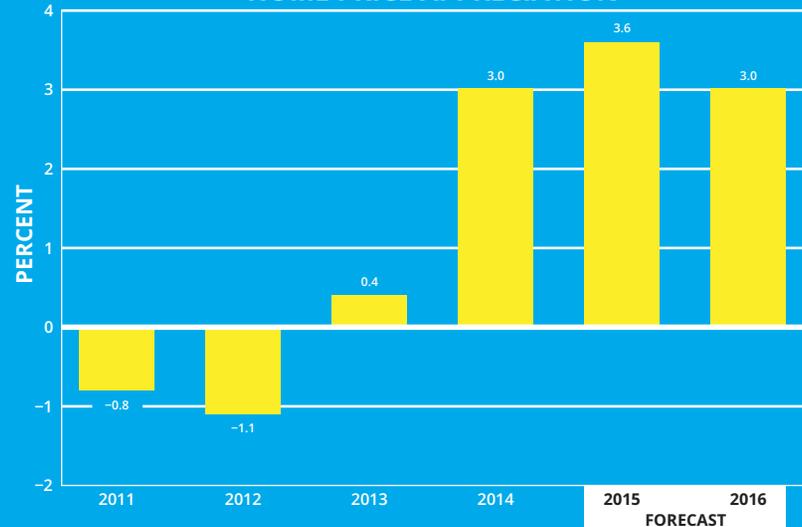
WICHITA HOME PRICES ARE RISING IN THE WAKE OF SUPPLY CONSTRAINTS.

FOR THE LATEST TRENDS AND STATISTICS, VISIT WICHITA.EDU/REALESTATE

INVENTORY OF HOMES AVAILABLE FOR SALE^A



HOME PRICE APPRECIATION^B



Sources:
Federal Housing Finance Agency, National Association of REALTORS®, South Central Kansas Multiple Listing Service, WSU Center for Real Estate

Notes:
A) Ratio of active listings to home sales, seasonally adjusted
B) Year-over-year percentage change in the Federal Housing Finance Agency all-transactions housing price index for the Wichita metropolitan area, as measured using 4th quarter values

Kansas Forecast

After remaining essentially flat in 2014, home sales across Kansas have risen sharply over the first half of the year. As a result, we expect total home sales to reach 38,790 units by the end of the year, a 9.8 percent gain. This trend should continue in 2016, with sales rising another 8.6 percent to 42,110 units.

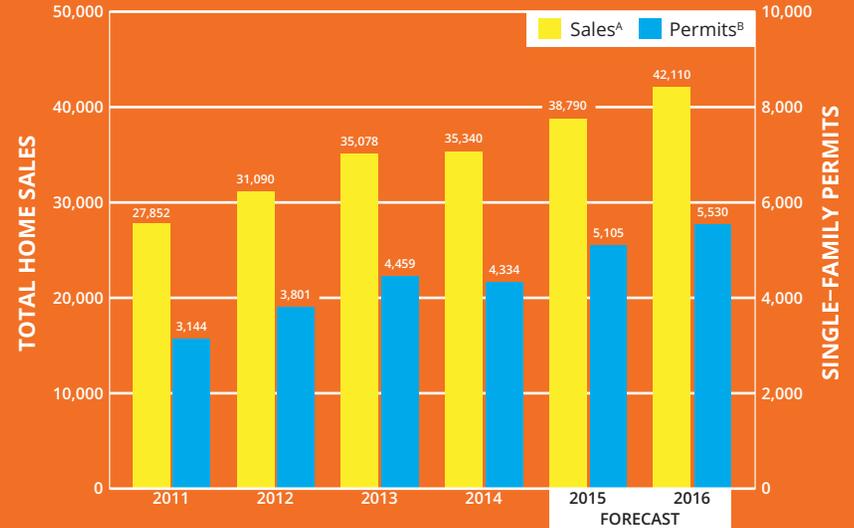
After a lull in 2014, new home construction activity has rebounded nicely this year. We expect total permits will rise another 8.3 percent in 2016 to 5,530 units. This is the highest level since 2007, but still less than half of the peak reached in 2005.

Markets all across the state are reporting tight inventories of homes available for sale, and this has begun to affect home values. Average home price appreciation across the state was 3.8 percent in 2014. We expect this pace to accelerate, with prices rising 4.0 percent in 2015 and another 4.7 percent in 2016.

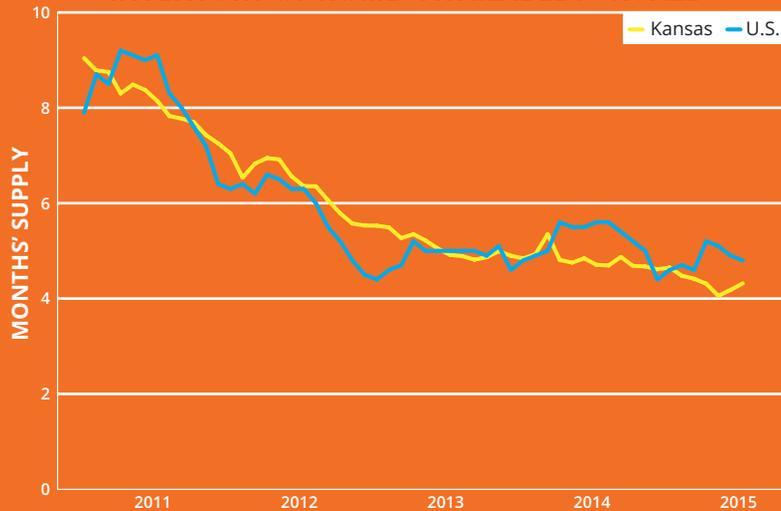
**KANSAS
HOME PRICE
APPRECIATION IS
ACCELERATING.**

HOME SALES ACROSS KANSAS WILL RISE BY 8.6 PERCENT IN 2016.

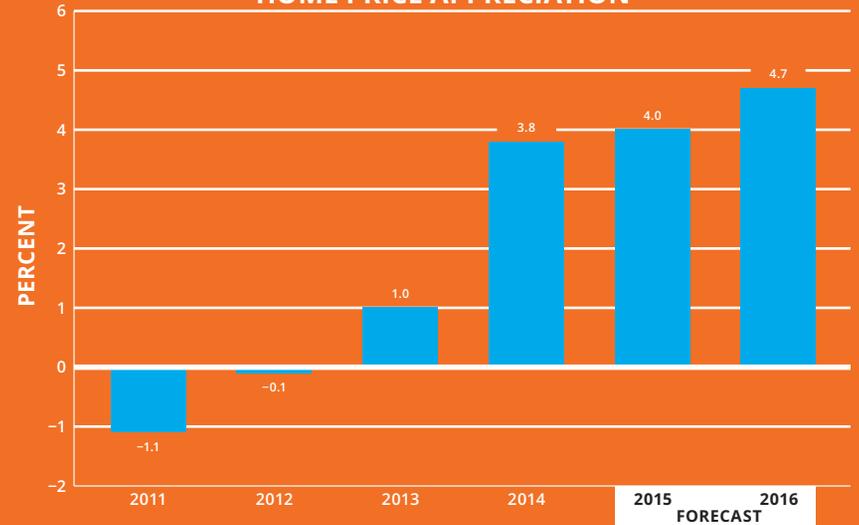
KANSAS HOUSING MARKET ACTIVITY



INVENTORY OF HOMES AVAILABLE FOR SALE^C



HOME PRICE APPRECIATION^D



Sources:

Federal Housing Finance Agency, National Association of REALTORS®, Participating REALTOR® multiple listing services across Kansas, U.S. Bureau of the Census, WSU Center for Real Estate

Notes:

A) Total home sales in Kansas as reported by participating REALTOR® multiple listing services across the state

B) Single-family building permits issued in Kansas as reported by the U.S. Bureau of the Census

C) Ratio of active listings to home sales, seasonally adjusted

D) Year-over-year percentage change in the Federal Housing Finance Agency all-transactions housing price index for Kansas, as measured using 4th quarter values

FOR THE LATEST TRENDS AND STATISTICS, VISIT WICHITA.EDU/REALESTATE

Forecast Summary

The WSU Center for Real Estate prepares housing market forecasts for each of the major markets across the state. A summary of those forecasts is provided here.

To download a copy of the complete forecast for each market, visit our website at wichita.edu/realestate. While there, you can also explore the wealth of additional data and analysis we provide on housing markets across the state.

*The WSU Center for Real Estate:
Laying a Foundation for Real Estate in Kansas*

Sources:

City of Manhattan; Federal Housing Finance Agency; Heartland Multiple Listing Service; Kansas Association of REALTORS® and participating multiple listing services across Kansas; Lawrence Multiple Listing Service; Manhattan Association of REALTORS®; South Central Kansas Multiple Listing Service; Sunflower Association of REALTORS®; U.S. Bureau of the Census; Wichita Area Builders Association; WSU Center for Real Estate

Notes:

Total home sales, average price and sales volume figures include both existing and new home sales. Building permits reflect single-family residential building permits. Home price appreciation figures are the year-over-year percentage change in the Federal Housing Finance Agency all-transactions house price index, as measured using 4th quarter values. Kansas City figures include transactions from both Kansas and Missouri.



Kansas Kansas City Lawrence Manhattan Topeka Wichita

2012

Total Home Sales	31,090	28,895	1,290	700	2,787	8,207
Building Permits	3,801	3,229	165	188	263	781
Home Price Appreciation	-0.1%	-0.9%	0.0%	1.8%	-0.6%	-1.1%
Sales Volume (in millions)	\$4,988	\$4,859	\$235	\$137	\$333	\$1,080
Average Price	\$160,435	\$168,176	\$181,947	\$196,020	\$119,422	\$131,642

2013

Total Home Sales	35,078	32,062	1,538	762	3,003	9,024
Building Permits	4,459	4,209	212	174	270	995
Home Price Appreciation	1.0%	1.3%	1.6%	1.1%	0.5%	0.4%
Sales Volume (in millions)	\$5,978	\$5,863	\$299	\$153	\$374	\$1,262
Average Price	\$170,423	\$182,874	\$194,646	\$200,300	\$124,423	\$139,839

2014

Total Home Sales	35,340	32,265	1,628	790	2,965	9,225
Building Permits	4,334	4,129	179	193	262	1,012
Home Price Appreciation	3.8%	4.8%	1.2%	3.4%	1.8%	3.0%
Sales Volume (in millions)	\$6,239	\$6,204	\$301	\$163	\$366	\$1,347
Average Price	\$176,536	\$192,278	\$184,826	\$206,163	\$123,411	\$146,001

2015

Total Home Sales	38,790	35,690	1,880	870	3,280	9,650
Building Permits	5,105	4,740	235	165	305	1,015
Home Price Appreciation	4.0%	6.1%	2.7%	3.9%	0.4%	3.6%

2016

Total Home Sales	42,110	38,280	2,020	950	3,430	9,970
Building Permits	5,530	5,260	225	175	315	1,065
Home Price Appreciation	4.7%	6.3%	3.0%	4.9%	0.9%	3.0%

FORECAST

All of your friends at Security 1st Title would like to thank you for your business. We take great pride in providing you with a consistent, friendly and professional experience. In the title industry it is truly all about the service. Our team of local experts can assist you with your residential, commercial or multifamily transaction whether the property is located inside or outside of our local communities. When you think of title and closing companies, be sure to make us *Your 1st Choice!*

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Meritrust Credit Union is open to the public with 15 branches in metro-Wichita, Junction City, Lawrence and Manhattan, Kansas. We offer members the products, services and tools needed to achieve financial goals with confidence, including flexible mortgage programs with local servicing. Meritrust brings simplicity to the home-buying process. On the Meritrust path to homeownership, we're here for you, every step of the way. No runaround. No unnecessary delays. No surprises.

For more information, visit meritrusthomeloans.com.



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