



2025
LAWRENCE

KANSAS
HOUSING
MARKETS
FORECAST



WICHITA STATE
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SCHOOL OF BUSINESS

2025
LAWRENCE



FULL CIRCLE

This year marks the 25th anniversary of the WSU Center for Real Estate. As we celebrate this milestone, housing markets across the state appear to be returning to the “old normal” not seen since before the Financial Crisis in 2008. After years of turmoil, mortgage rates now seem to be settling into a range we have long thought to be ideal. And while inventories of homes available for sale remain quite tight, market conditions have become more balanced between buyers and sellers.

As the market comes full circle, it’s our pleasure to bring you the 2025 Kansas Housing Markets Forecast Series to help you prepare for all that may lie ahead.

Dr. Stanley D. Longhofer

Director, WSU Center for Real Estate
wichita.edu/realestate



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We are especially grateful to Security 1st Title and Capital Federal Savings for underwriting the cost of preparing this year's Lawrence Housing Forecast.

We are also grateful to the Lawrence Board of REALTORS[®], the Kansas Association of REALTORS[®] and participating multiple listing services across Kansas for providing much of the data used to prepare this forecast.

Thanks to the many colleagues and friends who have helped make this forecast possible:

Maranda DeSanto | Kansas Association of REALTORS[®]

Rob Hulse | Lawrence Board of REALTORS[®]

Participants in the 2024 Lawrence Real Estate Roundtable



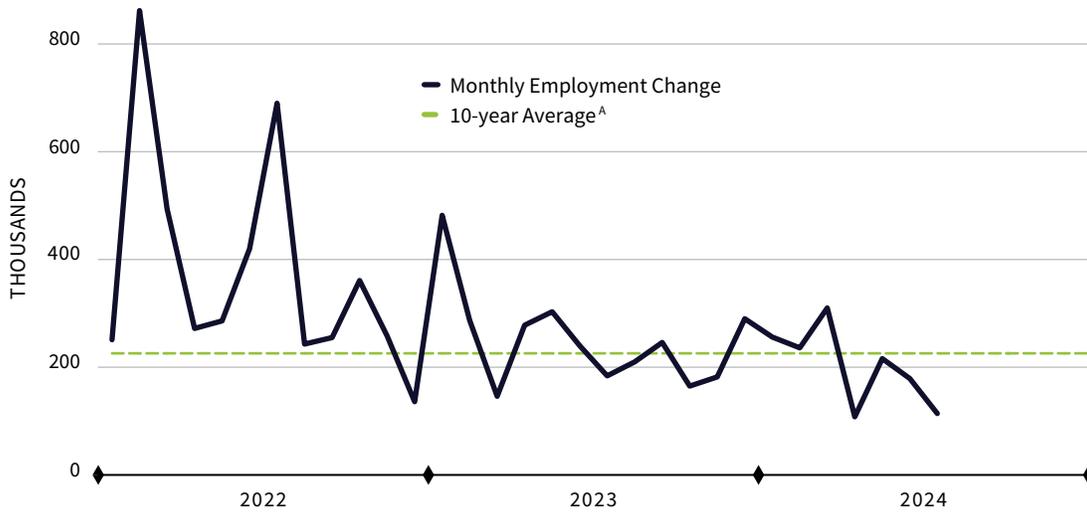
ECONOMIC OVERVIEW

The major economic uncertainty of the day is when the Federal Reserve will lower short term interest rates and how far they will drop. Nationally, employment growth has slowed in recent months, giving the Fed more impetus to act. At the same time, while the inflation rate has dropped considerably from the highs seen in 2022, it remains stubbornly above the Fed's two percent target. Housing inflation – the result of nearly 15 years of underbuilding – has moderated recently but continues to help drive up the overall inflation number.

In balance, the Fed appears to be poised to begin lowering rates. At the time of this writing, financial markets expect the Federal Reserve to cut short-term rates by $\frac{3}{4}$ of a percent by the end of 2024. If this happens, however, it does not mean that long-term mortgage rates will fall by the same amount. Indeed, the Mortgage Bankers Association is forecasting that mortgage rates will fall only slightly in the coming year, ending 2025 just below 6 percent. In our view, this is a good thing: Mortgage rates may finally be settling into the range we have always seen as consistent with a healthy market and low inflation.



U.S. EMPLOYMENT GROWTH



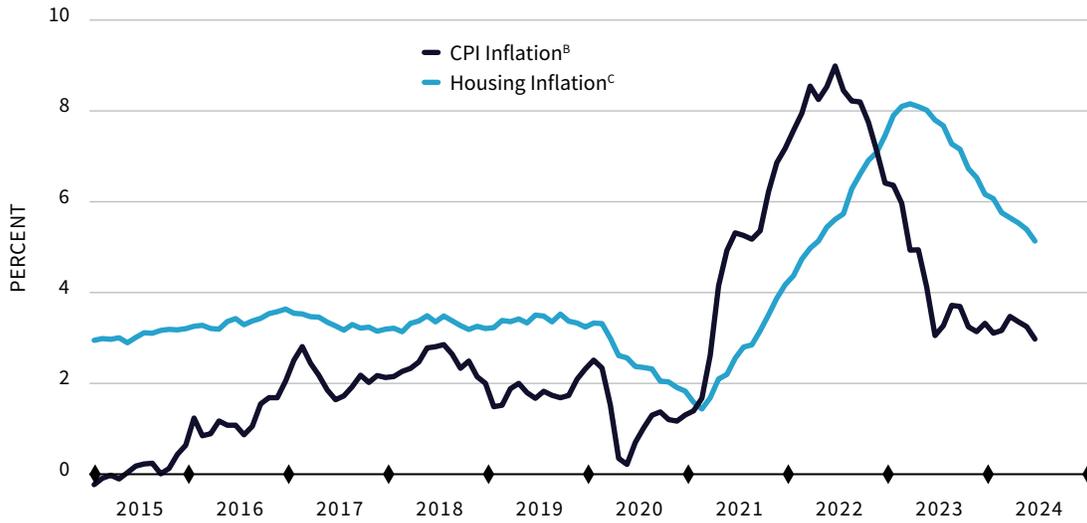
SOURCES:

FREDDIE MAC
MORTGAGE BANKERS ASSOCIATION
U.S. BUREAU OF LABOR STATISTICS

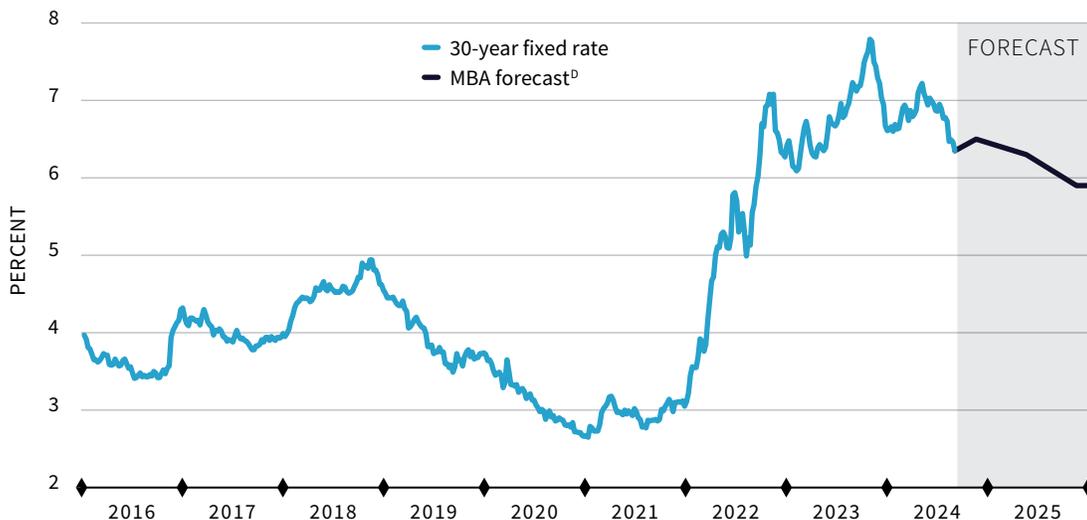
NOTES:

- A. AVERAGE MONTHLY EMPLOYMENT CHANGE SINCE AUGUST 2014, EXCLUDING THE 2020-2021 COVID YEARS
- B. YEAR-OVER-YEAR PERCENTAGE CHANGE IN THE CONSUMER PRICE INDEX FOR ALL URBAN CONSUMERS
- C. YEAR-OVER-YEAR PERCENTAGE CHANGE IN THE SHELTER COMPONENTS OF THE CONSUMER PRICE INDEX
- D. MORTGAGE BANKERS ASSOCIATION AUGUST 2024 FORECAST OF THE 30-YEAR FIXED MORTGAGE RATE

CONSUMER INFLATION



MORTGAGE RATES

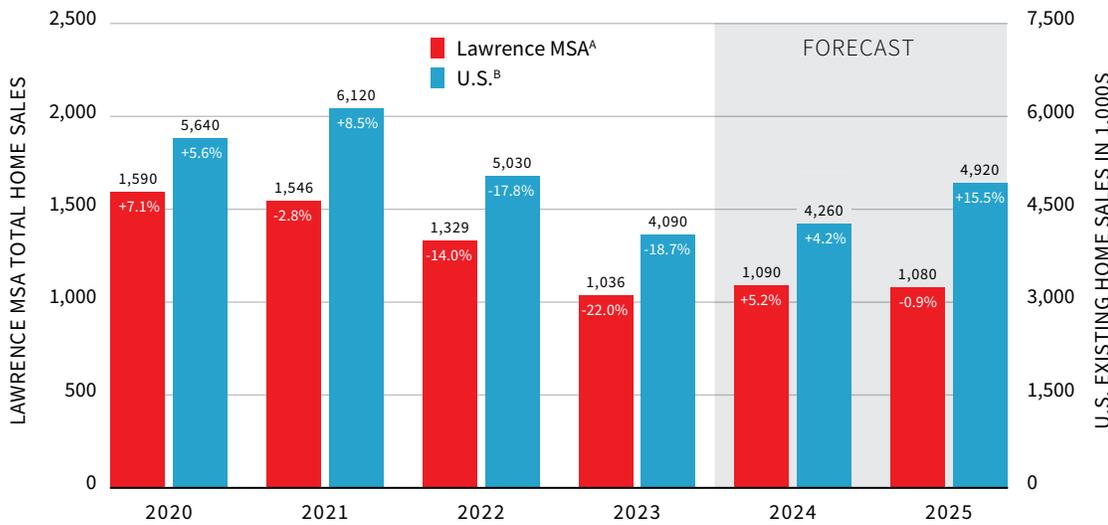


HOME SALES AND CONSTRUCTION

Home sales activity in the Lawrence metropolitan area has rebounded nicely this year as mortgage rates have dropped nearly 1.5 percentage points from last October's peak. We project that sales across Douglas County will rise 5.2 percent this year to 1,090 units. While demand will remain strong in 2025, the lack of supply will constrain the market. As a result, sales should end the year down slightly, dropping to 1,080 units.

New home construction in the Lawrence area has picked up significantly this year after falling to the lowest levels in a decade in 2022 and 2023. Still, permitting activity remains far below what will be needed to bring housing markets back into balance. We expect that 240 new single-family building permits will be issued across Douglas County in 2024. Construction activity should then level off in 2025, finishing the year down slightly at 235 units.

HOME SALES ACTIVITY



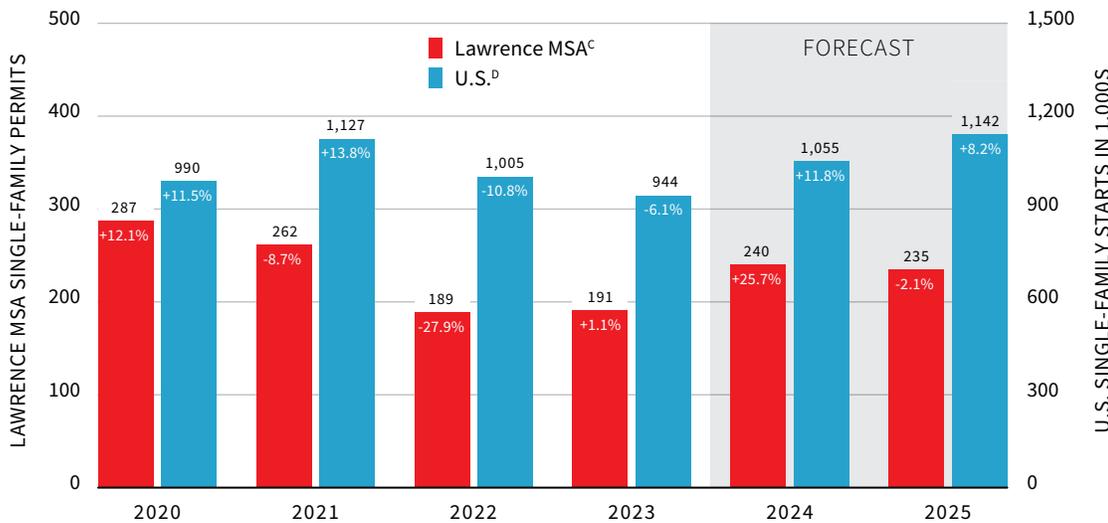
SOURCES:

LAWRENCE MULTIPLE LISTING SERVICE
 NATIONAL ASSOCIATION OF REALTORS®
 U.S. BUREAU OF THE CENSUS
 WSU CENTER FOR REAL ESTATE

NOTES:

- A. TOTAL HOME SALES IN THE LAWRENCE METROPOLITAN AREA AS REPORTED BY THE LAWRENCE MULTIPLE LISTING SERVICE
- B. U.S. EXISTING HOME SALES AS REPORTED BY THE NATIONAL ASSOCIATION OF REALTORS®; FORECAST IS THE JULY 2024 FORECAST BY THE NATIONAL ASSOCIATION OF REALTORS®
- C. SINGLE-FAMILY BUILDING PERMITS ISSUED IN THE LAWRENCE METROPOLITAN AREA AS REPORTED BY THE U.S. BUREAU OF THE CENSUS
- D. U.S. SINGLE-FAMILY HOUSING STARTS AS REPORTED BY THE U.S. BUREAU OF THE CENSUS; FORECAST IS THE JULY 2024 FORECAST BY THE NATIONAL ASSOCIATION OF REALTORS

NEW HOME CONSTRUCTION ACTIVITY





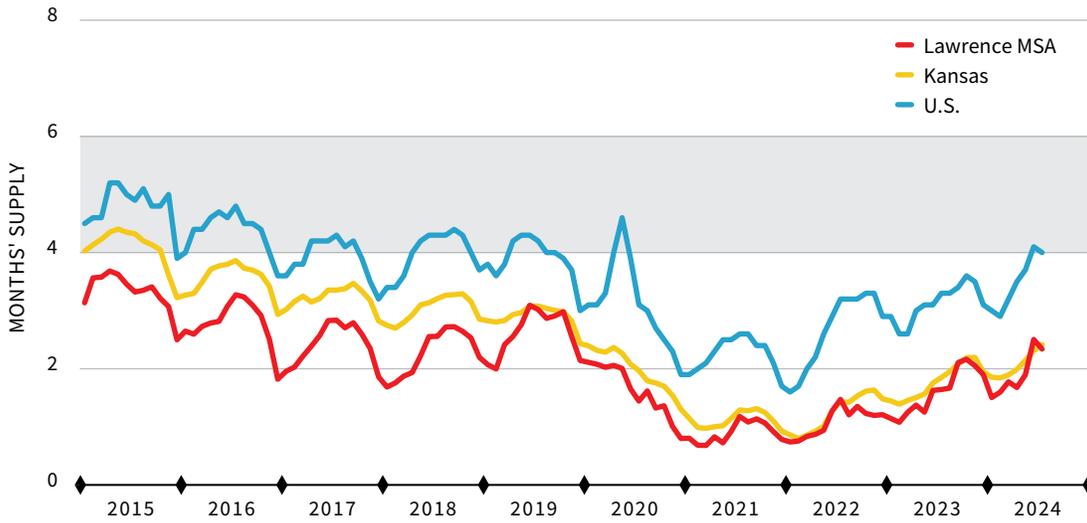
HOME PRICES

Demand for homes in the Lawrence area continues to outpace supply, with the inventory of homes available for sale still well below the 4 to 6 months' supply typically associated with a balanced market. Nevertheless, buyers remain cautious in the face of higher home prices and financing costs and appear willing to pass on homes they deem overpriced or in less than perfect condition.

As the competitive position of the market has become more balanced, the rapid home price gains seen over the past few years have slowed. We expect that Lawrence area home values will end the year up 2.4 percent in 2024, and then increase by a healthy 3.4 percent in 2025.



INVENTORY OF HOMES AVAILABLE FOR SALE^A



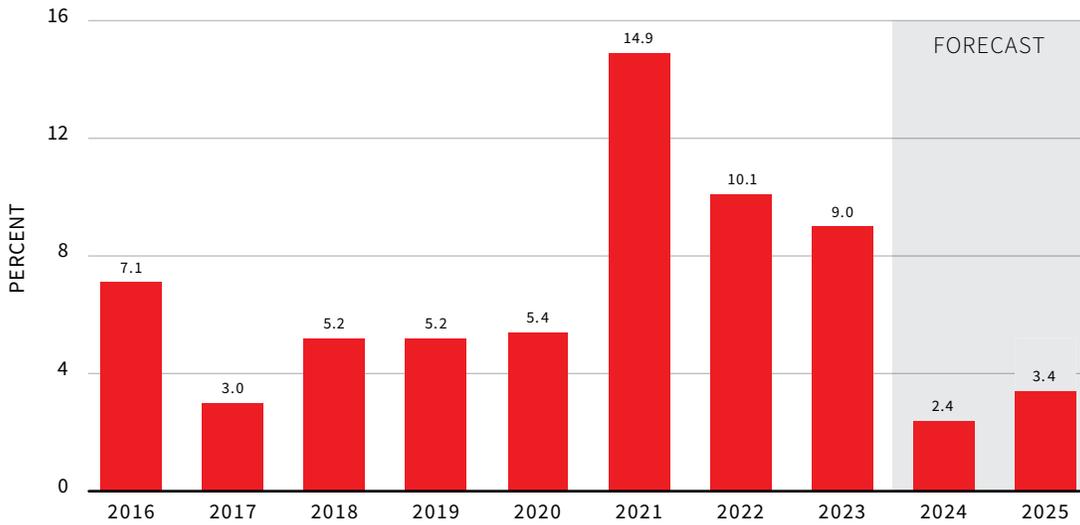
SOURCES:

FEDERAL HOUSING FINANCE AGENCY
 LAWRENCE MULTIPLE LISTING SERVICE
 WSU CENTER FOR REAL ESTATE

NOTES:

- A. ACTIVE LISTINGS DIVIDED BY THE 12-MONTH TRAILING MOVING AVERAGE OF SALES
- B. YEAR-OVER-YEAR PERCENTAGE CHANGE IN THE FEDERAL HOUSING FINANCE AGENCY ALL-TRANSACTIONS HOUSING PRICE INDEX FOR THE LAWRENCE METROPOLITAN AREA, AS MEASURED USING 4TH QUARTER VALUES

HOME PRICE APPRECIATION^B



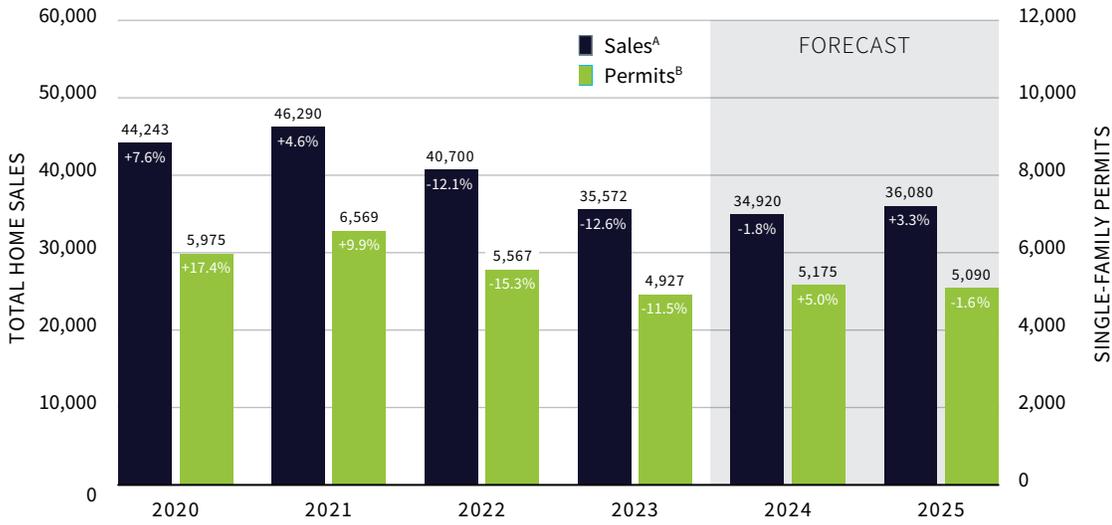
KANSAS FORECAST

After falling for the past two years in the face of rising mortgage rates, home sales activity across Kansas has stabilized during the first half of 2024. Inventories remain very tight in most markets, but higher home prices and mortgage rates are holding back buyers, making for a relatively balanced market. We expect that sales across the state will fall slightly this year and then rebound in 2025, rising 3.3 percent to 36,080 units.

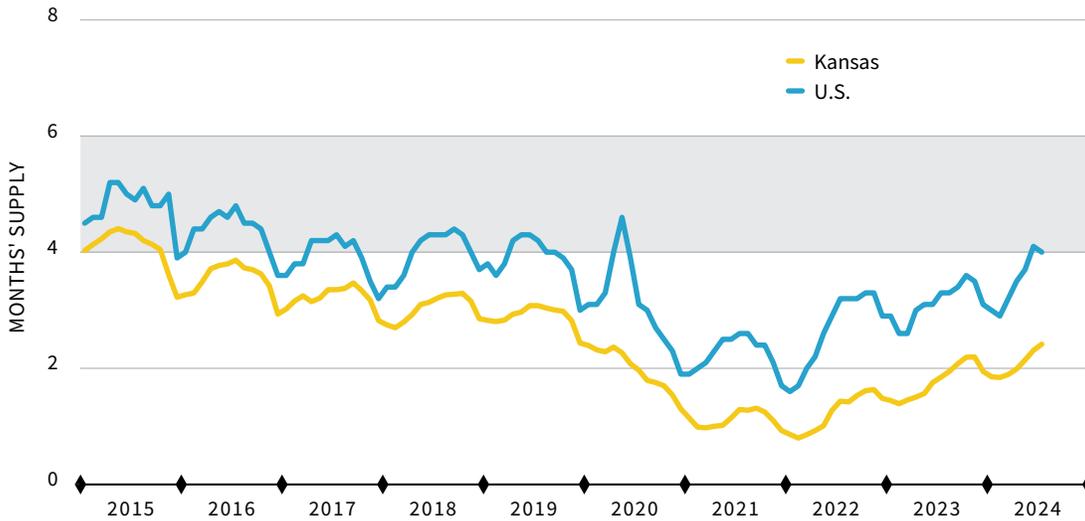
The current inventory shortage is ultimately the result of 15 years of too little new home construction, especially at more modest price points. Unfortunately, high construction and financing costs make it difficult for move-up buyers to afford the type of homes we need to build in order to resolve the inventory problem.

The double-digit home price appreciation we experienced in 2021 and 2022 now appears to have slowed. Nevertheless, limited inventories are still putting strong upward pressure on home prices in most markets across the state. We project that Kansas home values will continue to appreciate at an above-normal rate for the foreseeable future, rising 7.9 percent this year, followed by another 6 percent gain in 2025.

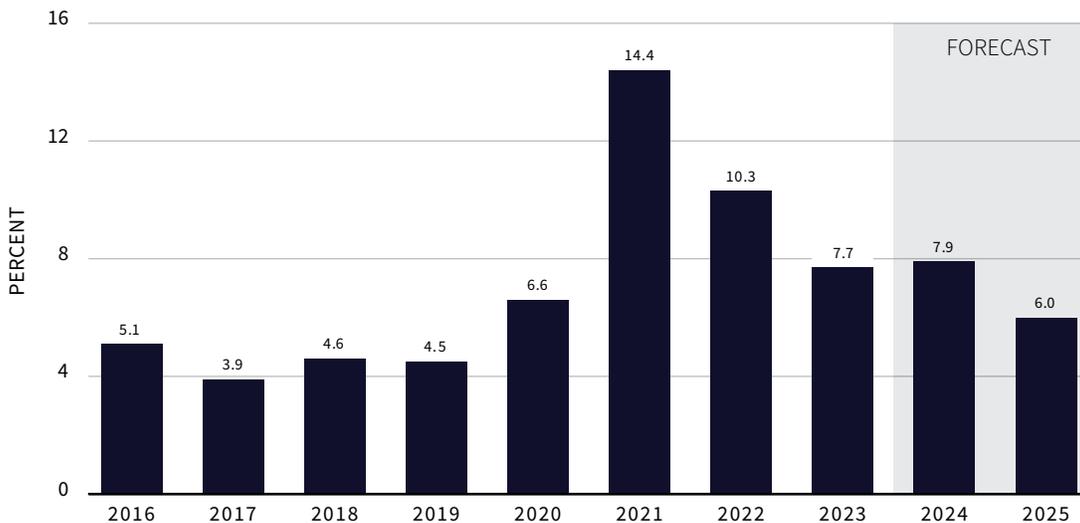
KANSAS HOUSING MARKET ACTIVITY



INVENTORY OF HOMES AVAILABLE FOR SALE^C



HOME PRICE APPRECIATION^D



SOURCES:

FEDERAL HOUSING FINANCE AGENCY
 PARTICIPATING REALTOR® MULTIPLE LISTING SERVICES ACROSS KANSAS
 U.S. BUREAU OF THE CENSUS
 WSU CENTER FOR REAL ESTATE

NOTES:

- TOTAL HOME SALES IN KANSAS AS REPORTED BY PARTICIPATING REALTOR® MULTIPLE LISTING SERVICES ACROSS THE STATE
- SINGLE-FAMILY BUILDING PERMITS ISSUED IN KANSAS AS REPORTED BY THE U.S. BUREAU OF THE CENSUS
- ACTIVE LISTINGS DIVIDED BY THE 12-MONTH TRAILING MOVING AVERAGE OF SALES
- YEAR-OVER-YEAR PERCENTAGE CHANGE IN THE FEDERAL HOUSING FINANCE AGENCY ALL-TRANSACTIONS HOUSING PRICE INDEX FOR KANSAS, AS MEASURED USING 4TH QUARTER VALUES

FORECAST SUMMARY

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

SOURCES:

Federal Housing Finance Agency; Flint Hills Association of REALTORS®; Heartland Multiple Listing Service; Kansas Association of REALTORS® and participating multiple listing services across Kansas; Lawrence Multiple Listing Service; 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 home sales, sales volume, and average price figures include all closed transactions reported in the Heartland Multiple Listing Service; Kansas City building permit and home price appreciation figures are for the Kansas City, KS-MO Metropolitan Statistical Area.

FORECAST

		2021	2022	2023	2024	2025
KANSAS Statewide	TOTAL HOME SALES	46,290	40,700	35,572	34,920	36,080
	PERCENT CHANGE	4.6	-12.1	-12.6	-1.8	3.3
	BUILDING PERMITS	6,569	5,567	4,927	5,175	5,090
	PERCENT CHANGE	9.9	-15.3	-11.5	5.0	-1.6
	HOME PRICE APPRECIATION	14.4	10.3	7.7	7.9	6.0
	AVERAGE PRICE	262,713	288,350	299,510		
KANSAS CITY Area (KS & MO)	TOTAL HOME SALES	45,916	40,737	35,978	34,760	36,300
	PERCENT CHANGE	4.6	-11.3	-11.7	-3.4	4.4
	BUILDING PERMITS	7,051	5,198	4,299	4,435	4,465
	PERCENT CHANGE	14.2	-26.3	-17.3	3.2	0.7
	HOME PRICE APPRECIATION	15.8	12.1	7.4	6.0	5.6
	AVERAGE PRICE	304,474	334,211	343,656		
LAWRENCE MSA	TOTAL HOME SALES	1,546	1,329	1,036	1,090	1,080
	PERCENT CHANGE	-2.8	-14.0	-22.0	5.2	-0.9
	BUILDING PERMITS	262	189	191	240	235
	PERCENT CHANGE	-8.7	-27.9	1.1	25.7	-2.1
	HOME PRICE APPRECIATION	14.9	10.1	9.0	2.4	3.4
	AVERAGE PRICE	301,658	331,883	340,954		
MANHATTAN MSA	TOTAL HOME SALES	2,239	1,940	1,619	1,620	1,800
	PERCENT CHANGE	19.3	-13.4	-16.5	0.1	11.1
	BUILDING PERMITS	266	242	215	250	255
	PERCENT CHANGE	12.7	-9.0	-11.2	16.3	2.0
	HOME PRICE APPRECIATION	7.5	9.8	6.3	7.7	4.9
	AVERAGE PRICE	222,137	237,095	255,569		
TOPEKA Area	TOTAL HOME SALES	3,486	3,154	2,795	2,860	2,840
	PERCENT CHANGE	0.8	-9.5	-11.4	2.3	-0.7
	BUILDING PERMITS	417	413	303	355	365
	PERCENT CHANGE	9.7	-1.0	-26.6	17.2	2.8
	HOME PRICE APPRECIATION	16.6	10.6	6.6	5.6	4.2
	AVERAGE PRICE	191,245	207,807	218,424		
WICHITA Area	TOTAL HOME SALES	12,152	10,570	9,461	9,360	9,550
	PERCENT CHANGE	5.7	-13.0	-10.5	-1.1	2.0
	BUILDING PERMITS	1,455	1,352	1,226	1,225	1,285
	PERCENT CHANGE	4.2	-7.1	-9.3	-0.1	4.9
	HOME PRICE APPRECIATION	14.6	11.1	10.8	8.0	7.7
	AVERAGE PRICE	215,276	236,774	245,583		

CENTER FOR REAL ESTATE

The Center for Real Estate was created to help deepen the connections between the region's professional real estate community and the academic programs at Wichita State University. Whether you need to better understand the area's real estate markets or would like to engage our students as interns or full-time employees, the WSU Center for Real Estate is your go-to resource.

BARTON SCHOOL OF BUSINESS

Located in Kansas' business hub and with significant ties to the business community, the W. Frank Barton School of Business provides extensive applied learning opportunities. With in-person and online options, Barton School undergraduate and graduate programs are tailored to transform the lives of its students. It also holds a double AACSB accreditation for business and accounting, which puts it in the top 1% of business schools worldwide. The Barton School was established as the university's College of Business Administration and Industry in 1926 and has thousands of graduates around the world.



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For more than 130 years, Capitol Federal[®] has remained steadfast in its corporate philosophy of Safety in Savings, Sound Lending Policies, Quality Customer Service, and Commitment to Community. Capitol Federal is a leader in residential lending in Kansas and Missouri and boasts more than \$9 billion in assets. In addition to single-family residential lending, the Bank offers commercial loans, Small Business Loans and business banking services. Capitol Federal offers a variety of retail deposit accounts, including checking, savings, money market, IRA and certificates of deposit, as well as trust services. The Bank has a branch network that extends across the state of Kansas and into Missouri.

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