

Roundtable Star Performers

Forecast Summary

Each August, the Center for Real Estate brings together the area's top residential real estate professionals for our annual Real Estate Roundtable. As we look into the mist to forecast the future, we are indebted to the real magicians who know the tricks of the trade and provide their insights to help us separate reality from illusion.

Mayor Carl Brewer
 LeAnn Adams, Grubb & Ellis | Martens Commercial Group
 Marsha Allen, RE/MAX Realty Professionals
 Kathy Baker, Prudential Dinning-Bear
 Stephen Banks, Wichita/Sedgwick County MAPD
 John Beckman, First Horizon Home Loans
 Liliya Bell, WSU Real Estate Student
 Darren Boldea, Keller Williams Signature Partners
 Michael Borchard, Sedgwick County Appraiser's Office
 Kimberly Brace, J.P. Weigand & Sons, Inc.
 Steve Briggs, Star Lumber & Supply Co., Inc.
 Jeremy Broadstreet, Wells Fargo Home Mortgage
 Phil Brumbaugh, J.P. Weigand & Sons, Inc.
 Brian Brundage, Mike Grbic Team - Coldwell Banker
 Bradley Bugner, Community Bank
 Elissa Buller, Grubb & Ellis | Martens Commercial Group
 Don Burford, Jeff Lange Real Estate
 Cindy Carnahan, The Carnahan Group - J.P. Weigand & Sons, Inc.
 Sue Christensen, Mortgage Centre a Division of Equity Bank
 Bud Cortner, Keller Williams Hometown Partners
 Joan Downs, C. Downs Realty
 Kevin Dreiling, Restaurant Management Company
 Lily J. Duncan, Lily Duncan Realty, Inc.
 Sandy Dunn, New Home Marketing
 Mark Farha, Farha Development
 Grant Farha, Mike Grbic Team - Coldwell Banker
 Stephen Farmer, Bank of America
 Becky Forcht, Wells Fargo Home Mortgage
 Jeremy Fouse, Mike Grbic Team - Coldwell Banker
 Gary Franz, RE/MAX Associates of Newton
 Angie George, Plaza Real Estate
 Curtis Gibson, Grubb & Ellis | Martens Commercial Group
 Dustin Girrens, First Horizon Home Loans
 Patrick Goebel, Star Lumber & Supply Co., Inc.
 Michael Gonzales, M.E.G. Investment Group
 Mike Grbic, Mike Grbic Team - Coldwell Banker
 John Greenstreet, Prudential Dinning-Bear
 Steven Hadley, SNB Bank of Wichita
 John Head, Coldwell Banker Stucky and Associates
 Gary Hill, Coldwell Banker Stucky and Associates
 Charlie Houlik, Keller Williams
 Tod Howard, M.E.G. Investment Group
 Jill Johnson, Dave Neal and Associates
 Penny Johnson, Keller Williams
 Dorsha Kirksey, Sedgwick County Housing Department
 Brenda Knipfer, Verus Bank
 Candace Kunkel, RE/MAX
 Shalyn Kvassay, WSU Real Estate Student
 DeLaine Lacey, J.P. Weigand & Sons, Inc.

KJ Lager, J.P. Weigand & Sons, Inc.
 Chad Laipple, Wells Fargo Home Mortgage
 Lyn Landrian, Mike Grbic Team - Coldwell Banker
 Jeff Lange, Jeff Lange Real Estate
 Lindi Lanie, J.P. Weigand & Sons, Inc.
 Larry Levich, J.P. Weigand & Sons, Inc.
 Dalton Lewis, WSU Real Estate Student
 Sam Lines, Legacy Bank
 Stephen McCullough, Midwest Land Specialists, Inc.
 Lonny McCurdy, McCurdy Auction Service
 Sandy McRae, Prudential Dinning-Bear
 Kate Mix, Prudential Dinning-Bear
 Troy Moellinger, Estates Unlimited
 Carole Morriss, J.P. Weigand & Sons, Inc.
 Clifford Nies, Nies Construction
 Vince Nikkel, Coldwell Banker Stucky and Associates
 Barry Park, Fidelity Bank
 John Potochnik, Copperleaf Creek, LLC
 Shari Rickard, Real Estate Connections, Inc.
 Linda Robbins, J Russell
 Steve Robl, Robl Construction
 Sonja Rogers, Keller Williams
 Susan Rowl, Sunflower Bank / WSU Real Estate Student
 Tammy Sanders, Coldwell Banker Stucky and Associates
 Patty Sanders-Dowty, Prudential Dinning-Bear
 Dana Schafer, Verus Bank
 Cathy Schmitt, Flint Hills Realty Company
 Gary Schmitt, Intrust Bank
 Kirissa Shipp, Mike Grbic Team - Coldwell Banker
 Wayne Short, RE/MAX Realty Professionals
 Barbara Smith, New Home Marketing, Inc.
 Sarah Stanton, WSU Real Estate Student
 Bryon Stevens, J.P. Weigand & Sons, Inc.
 Debi Strange, Prudential Dinning-Bear
 Frank Stucky, Coldwell Banker Stucky and Associates
 Amelia Sumerell, Plaza Real Estate
 Larry Theurer, United Country - Theurer Auction
 Kiel Tracy, WSU Real Estate Student
 Alissa Unruh, J.P. Weigand & Sons, Inc.
 Lawrence Volbrecht, Estates Unlimited
 Gary Walker, J.P. Weigand & Sons, Inc.
 Chuck Warren, Plaza Real Estate
 Roger Weast, J.P. Weigand & Sons, Inc.
 Leslie Wessel, The Carnahan Group - J.P. Weigand & Sons, Inc.
 Danielle Wildeman, J.P. Weigand & Sons, Inc.
 Karen Wilkins, J.P. Weigand & Sons, Inc.
 Melissa Womack, J Russell
 James Wood, New Home Marketing, Inc.
 Greg Yocom, Prudential Dinning-Bear

HOUSING MARKET ACTIVITY

	2007				2008	
	Q1	Q2	Q3	Q4	Q1	Q2
HOME PRICE APPRECIATION ^a	3.78	2.86	2.07	2.12	2.44	3.34
EXISTING HOME SALES						
Volume ^b	224,684	364,818	344,892	260,745	209,182	309,376
Median Price	90,000	108,833	106,000	97,900	95,000	112,800
Percent of List ^c	98.15	98.84	98.42	97.86	97.95	98.62
Days on Market ^d	46	33	35	44	49	35
Months' Supply ^e	4.04	3.94	4.21	4.36	4.46	4.81
NEW HOME SALES						
Volume ^b	81,977	107,085	97,932	94,997	81,098	113,874
Median Price	169,281	169,900	185,403	180,510	191,206	197,698
Months' Supply ^e	5.22	5.34	5.89	5.97	5.84	5.81
BUILDING PERMITS ^f	561	653	605	488	487	576

HOUSING MARKET FORECAST

	2008		2009			
	Q3	Q4	Q1	Q2	Q3	Q4
Home Price Appreciation ^a	3.87	4.05	3.86	3.49	3.18	3.00
Existing Home Sales	2,310	1,943	1,652	2,768	2,539	2,136
New Home Sales	439	435	368	489	437	421
Building Permits ^f	605	494	477	543	524	438

Sources: WSU Center for Real Estate using data provided by the Sedgwick County Appraiser's Office; South Central Kansas MLS; Wichita Area Builders Association
 Notes: a) Year-over-year percentage change in the WSU HPI for Sedgwick County
 b) Millions of dollars
 c) Median sale price as a percent of listing price
 d) Median number of days between listing and contract dates
 e) Quarterly average of the seasonally adjusted monthly ratio of active listings to sales
 f) Single-family residential building permits in the Wichita area as collected by the Wichita Area Builders Association