

2019 WSU Existing Business

As business owners, Wilt and Tina Dod have witnessed many changes in the housing market over the past 28 years.

Since they first opened Dod Installations Inc.—their stove and fireplace business in Wichita, Kansas—the market has hit its highs and lows. With that, the demand for their fireplaces and stoves and other hearth products has followed suit.

In 2016, business was going strong at Dod Installations Inc. and had been on a steady growth trend for years, keeping them busy. Then the next year's predictions came out. The 2017 Wichita Housing Forecast, published by the Wichita State University Center for Real Estate, predicted Wichita home sales to rise 5.1% and home prices to increase 3.5% over 2016 numbers. For Wichita, it would be the sixth straight year of growth following the housing bubble and the housing bust.

With bigger growth predictions in front of them, how would they handle an even busier 2017? Could they successfully manage the growth and the many challenges and growing pains that came with it?

They needed some ideas, some help, and some guidance—a sounding board from the outside-204 from JTJETQ.00000912 0 612 792 reW* nBT#1 9.96122 0.1., TJETTTT 792g board from