

# MATANUSKA-SUSITNA BOROUGH



Su	M	Tu	W	Th	F	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

Sunday, May 3

# 2020

## TABLE OF CONTENTS

Market Summary Table .....	Page 1
Glossary .....	Page 2

## Lou Crandall

eXp Realty Alaska  
[www.UpcycleRealEstate.com](http://www.UpcycleRealEstate.com)  
[www.AKRealEstateGuy.com](http://www.AKRealEstateGuy.com)  
[Lou.Crandall@exprealty.com](mailto:Lou.Crandall@exprealty.com)  
 (907) 351-8820  
 Want my FREE Mobile APP?  
 Text "loucrandall" to 907-312-2274



**Upcycle Real Estate**  
*Moving Up!*



<https://www.facebook.com/AKRealestateGuy>



<https://www.linkedin.com/in/akrealestateguy/>



<https://twitter.com/AKRealestateGuy>

**Real Market Reports**

[www.RealMarketReports.com](http://www.RealMarketReports.com)

# REAL ESTATE MARKET REPORT

# MATANUSKA-SUSITNA BOROUGH

Sunday, May 3, 2020

Lou Crandall  
eXp Realty Alaska  
Lou.Crandall@exprealty.com  
(907) 351-8820

MARKET SUMMARY TABLE				299 PENDING <sup>[2]</sup>			346 OFF-MARKET (last 6 mos) <sup>[3]</sup>				ABSORPTION RATE (months of inventory)			
A = Average Value M = Median Value N/A = Not Available				354 ACTIVE <sup>[1]</sup>			714 SOLD/CLOSED (last 6 months) <sup>[4]</sup>							
Price Range		Num #	Days on Market	Current List Price	Num #	Pend Ratio	Num #	Num #	Days on Market	Original List Price	Final List Price	Sold/Closed Price	List-Sale Ratio	Est. Mos.
Low	High													
\$0	\$49,999	0			0		0	4	A 66 M 61	\$ 42,225 \$ 47,450	\$ 36,850 \$ 41,250	\$ 37,025 \$ 37,500	100% 91%	N/A
\$50,000	\$99,999	9	A 112 M 65	\$ 89,667 \$ 90,000	4	31%	5	8	A 41 M 37	\$ 86,475 \$ 75,000	\$ 76,713 \$ 74,950	\$ 74,075 \$ 73,950	97% 99%	6.8
\$100,000	\$149,999	8	A 63 M 64	\$ 132,725 \$ 137,500	8	50%	13	29	A 58 M 34	\$ 146,169 \$ 149,000	\$ 136,279 \$ 140,000	\$ 131,086 \$ 135,000	96% 96%	1.7
\$150,000	\$199,999	20	A 81 M 64	\$ 175,886 \$ 170,000	35	64%	25	96	A 59 M 23	\$ 183,828 \$ 184,900	\$ 179,145 \$ 179,950	\$ 177,303 \$ 180,000	99% 100%	1.3
\$200,000	\$249,999	58	A 54 M 33	\$ 227,587 \$ 225,000	55	49%	46	155	A 50 M 24	\$ 233,121 \$ 234,900	\$ 229,259 \$ 229,900	\$ 227,499 \$ 229,000	99% 100%	2.2
\$250,000	\$299,999	68	A 55 M 26	\$ 277,899 \$ 274,950	73	52%	76	160	A 66 M 38	\$ 283,702 \$ 280,000	\$ 277,341 \$ 279,000	\$ 275,405 \$ 275,500	99% 99%	2.6
\$300,000	\$349,999	56	A 72 M 56	\$ 328,877 \$ 329,000	31	36%	48	95	A 59 M 29	\$ 332,478 \$ 330,000	\$ 326,018 \$ 325,000	\$ 325,342 \$ 325,000	100% 100%	3.5
\$350,000	\$399,999	55	A 70 M 35	\$ 378,220 \$ 379,900	34	38%	41	75	A 70 M 22	\$ 383,101 \$ 380,000	\$ 376,300 \$ 375,000	\$ 374,437 \$ 375,345	100% 100%	4.4
\$400,000	\$449,999	24	A 53 M 29	\$ 424,490 \$ 424,975	29	55%	26	35	A 79 M 59	\$ 432,343 \$ 429,000	\$ 428,457 \$ 429,000	\$ 425,506 \$ 425,000	99% 99%	4.1
\$450,000	\$499,999	21	A 59 M 41	\$ 480,190 \$ 479,000	12	36%	19	26	A 115 M 63	\$ 477,187 \$ 477,000	\$ 474,871 \$ 478,450	\$ 471,328 \$ 465,500	99% 97%	4.8
\$500,000	\$549,999	11	A 78 M 72	\$ 538,236 \$ 539,000	7	39%	20	9	A 163 M 123	\$ 577,898 \$ 589,000	\$ 549,498 \$ 549,000	\$ 533,343 \$ 539,000	97% 98%	7.3
\$550,000	\$599,999	6	A 122 M 78	\$ 575,733 \$ 574,450	4	40%	10	8	A 56 M 21	\$ 582,738 \$ 574,500	\$ 578,988 \$ 567,000	\$ 572,865 \$ 565,460	99% 100%	4.5
\$600,000	\$649,999	4	A 15 M 3	\$ 629,350 \$ 629,450	2	33%	2	5	A 69 M 91	\$ 615,385 \$ 599,900	\$ 620,385 \$ 600,000	\$ 618,200 \$ 615,000	100% 103%	4.8
\$650,000	\$699,999	3	A 211 M 180	\$ 661,667 \$ 650,000	3	50%	4	4	A 36 M	\$ 658,203 \$ 646,000	\$ 678,000 \$ 677,500	\$ 668,377 \$ 665,000	99% 98%	4.5
\$700,000	+	11	A 71 M 45	\$ 939,982 \$ 799,900	2	15%	11	5	A 169 M 64	\$ 928,080 \$ 779,400	\$ 962,600 \$ 785,000	\$ 926,761 \$ 788,600	96% 100%	13.2
Market Totals		354			299	46%	346	714						3
Market Averages		66		\$ 342,350				65		\$ 297,399	\$ 292,104	\$ 289,649	99%	
Market Medians		44		\$ 315,000				32		\$ 279,000	\$ 269,975	\$ 270,000	100%	

Date Range (Off-Market & Sold) = 11/03/2019 to 05/03/2020

Data believed to be accurate but not guaranteed.

Status = [1] Active; [2] Pending; [3] Expired, Cancelled, Withdrawn; [4] Closed

Residential Type = Single Family Res

Borough/Census Area = 1D - Matanuska Susitna Borough

Favors Sellers     Favors Buyers

Sunday, May 3, 2020

Lou Crandall  
 eXp Realty Alaska  
 Lou.Crandall@exprealty.com  
 (907) 351-8820

**1. PROPERTIES FOR SALE (ACTIVE)**

- a. **Number Active:** The number of listings for sale which are currently being marketed but do not yet have a purchase agreement.
- b. **Days on Market (DOM):** The marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- c. **Current List Price:** The price that a property seller is currently asking.

**2. CONTRACTS PENDING**

- a. **Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- b. **Pending Ratio:** Sometimes called a “list-to-pending ratio”. This is a measure of how fast properties are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents properties that buyers have chosen

(A+P) represents the entire pool from which they have chosen

**3. OFF-MARKET**

- a. **Number Off-Market:** The number of listing agreements that have failed to close in the last 6 months. Some owners may choose to re-offer their property for sale.

**4. PROPERTIES SOLD (CLOSED CONTRACT)**

- a. **Number Sold:** The number of properties that have gone to a closing in the last 6 months.
- b. **Days on Market (DOM):** The marketing time it has taken properties to sell in the last 6 months.
- c. **Original List Price:** The price at which a sold property was originally marketed.
- d. **Final List Price:** The price at which a sold property was marketed just prior to selling.
- e. **Sold/Closed Price:** The price for which a property sold.
- f. **List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the property.

$$\text{List to Sales Ratio} = \frac{\text{Sold Price}}{\text{Final List Price}}$$

**5. ABSORPTION RATE / MONTHS OF INVENTORY**

- a. **Absorption Rate / Months of Inventory:** An estimate of how fast listings are currently selling measured in months. For example, if 100 properties sell per month and there are 800 properties for sale - there is an 8 month supply of inventory before counting the additional properties that will come on the market.