

MATANUSKA-SUSITNA BOROUGH



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Sunday, July 15

2018

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Sunday, July 15, 2018

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MARKET SUMMARY TABLE		341 PENDING ^[2]				341 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)				
A = Average Value M = Median Value N/A = Not Available		605 ACTIVE ^[1]							748 SOLD/CLOSED (last 6 months) ^[4]					
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	2	A 92 M 92	\$ 26,500 \$ 26,500	0		1	3	A 138 M 147	\$ 80,300 \$ 75,000	\$ 61,600 \$ 65,000	\$ 48,558 \$ 48,000	79% 74%	4
\$50,000	\$99,999	8	A 100 M 49	\$ 82,456 \$ 79,975	1	11%	4	10	A 43 M 10	\$ 94,450 \$ 92,000	\$ 84,180 \$ 88,000	\$ 75,940 \$ 80,750	90% 92%	4.8
\$100,000	\$149,999	16	A 70 M 54	\$ 134,256 \$ 137,500	13	45%	21	37	A 73 M 49	\$ 145,138 \$ 145,000	\$ 136,049 \$ 139,900	\$ 132,325 \$ 137,500	97% 98%	2.6
\$150,000	\$199,999	62	A 70 M 45	\$ 181,816 \$ 181,000	47	43%	41	107	A 81 M 41	\$ 185,526 \$ 184,999	\$ 179,969 \$ 179,900	\$ 178,233 \$ 179,900	99% 100%	3.5
\$200,000	\$249,999	108	A 58 M 49	\$ 230,457 \$ 231,750	71	40%	63	185	A 55 M 33	\$ 230,900 \$ 231,305	\$ 226,502 \$ 226,900	\$ 224,817 \$ 225,000	99% 99%	3.5
\$250,000	\$299,999	138	A 55 M 43	\$ 278,117 \$ 276,000	62	31%	67	164	A 67 M 34	\$ 280,609 \$ 275,000	\$ 274,840 \$ 272,950	\$ 272,062 \$ 271,500	99% 99%	5
\$300,000	\$349,999	95	A 78 M 61	\$ 329,066 \$ 329,900	56	37%	39	89	A 71 M 39	\$ 330,671 \$ 327,500	\$ 327,567 \$ 325,000	\$ 325,749 \$ 325,000	99% 100%	6.4
\$350,000	\$399,999	73	A 87 M 60	\$ 379,701 \$ 385,000	36	33%	53	63	A 75 M 62	\$ 382,114 \$ 376,000	\$ 376,246 \$ 374,800	\$ 373,939 \$ 375,000	99% 100%	7
\$400,000	\$449,999	37	A 69 M 58	\$ 423,748 \$ 424,900	27	42%	12	39	A 76 M 43	\$ 428,146 \$ 429,000	\$ 423,499 \$ 424,900	\$ 421,347 \$ 420,500	99% 99%	5.7
\$450,000	\$499,999	22	A 60 M 37	\$ 479,338 \$ 484,750	16	42%	18	26	A 56 M 34	\$ 473,709 \$ 472,450	\$ 477,693 \$ 477,450	\$ 473,549 \$ 475,000	99% 99%	5.1
\$500,000	\$549,999	14	A 104 M 109	\$ 529,767 \$ 532,450	0		5	9	A 108 M 40	\$ 549,211 \$ 545,000	\$ 537,655 \$ 530,000	\$ 513,833 \$ 515,000	96% 97%	9.3
\$550,000	\$599,999	8	A 60 M 64	\$ 574,938 \$ 580,000	6	43%	2	8	A 21 M 4	\$ 586,620 \$ 582,301	\$ 584,120 \$ 582,301	\$ 572,135 \$ 569,466	98% 98%	6
\$600,000	\$649,999	6	A 53 M 59	\$ 627,733 \$ 624,450	2	25%	1	4	A 171 M 189	\$ 669,373 \$ 670,000	\$ 639,248 \$ 649,250	\$ 638,230 \$ 637,000	100% 98%	9
\$650,000	\$699,999	6	A 73 M 56	\$ 678,100 \$ 687,450	2	25%	6	2	A 118 M 118	\$ 697,000 \$ 697,000	\$ 694,500 \$ 694,500	\$ 677,250 \$ 677,250	98% 98%	18
\$700,000	+	10	A 120 M 82	\$ 905,870 \$ 874,450	2	17%	8	2	A M	\$ 1,061,601 \$ 1,061,601	\$ 1,061,601 \$ 1,061,601	\$ 1,123,863 \$ 1,123,863	106% 106%	30
Market Totals		605			341	36%	341	748						4.9
Market Averages		69		\$ 316,556				68	\$ 285,415	\$ 280,305	\$ 277,717	99%		
Market Medians		53		\$ 292,000				36	\$ 263,500	\$ 259,900	\$ 256,700	99%		

Date Range (Off-Market & Sold) = 01/14/2018 to 07/15/2018

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, July 15, 2018

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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.