

MATANUSKA-SUSITNA BOROUGH



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Sunday, October 14

2018

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REAL ESTATE MARKET REPORT MATANUSKA-SUSITNA BOROUGH

Sunday, October 14, 2018

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MARKET SUMMARY TABLE		272 PENDING ^[2]					444 OFF-MARKET (last 6 mos) ^[3]					ABSORPTION RATE (months of inventory)		
A = Average Value M = Median Value N/A = Not Available		527 ACTIVE ^[1]					942 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 174 M 174	\$ 20,000 \$ 20,000	0		0	3	A 138 M 147	\$ 80,300 \$ 75,000	\$ 61,600 \$ 65,000	\$ 48,558 \$ 48,000	79% 74%	4
\$50,000	\$99,999	3	A 51 M 6	\$ 66,567 \$ 69,900	5	63%	7	8	A 62 M 21	\$ 92,050 \$ 91,450	\$ 82,225 \$ 84,000	\$ 72,863 \$ 71,500	89% 85%	2.3
\$100,000	\$149,999	21	A 81 M 73	\$ 131,876 \$ 130,000	13	38%	18	35	A 48 M 30	\$ 141,706 \$ 142,000	\$ 133,837 \$ 135,000	\$ 129,781 \$ 130,000	97% 96%	3.6
\$150,000	\$199,999	63	A 77 M 55	\$ 180,862 \$ 181,000	39	38%	45	149	A 61 M 27	\$ 185,568 \$ 185,000	\$ 181,145 \$ 179,900	\$ 178,095 \$ 179,999	98% 100%	2.5
\$200,000	\$249,999	122	A 67 M 59	\$ 228,484 \$ 228,750	47	28%	88	226	A 49 M 22	\$ 231,796 \$ 233,750	\$ 227,900 \$ 229,000	\$ 225,328 \$ 225,000	99% 98%	3.2
\$250,000	\$299,999	85	A 85 M 86	\$ 276,643 \$ 275,000	57	40%	92	209	A 50 M 24	\$ 280,814 \$ 278,000	\$ 275,724 \$ 274,900	\$ 273,433 \$ 272,000	99% 99%	2.4
\$300,000	\$349,999	81	A 80 M 67	\$ 328,993 \$ 329,900	44	35%	58	119	A 70 M 46	\$ 331,647 \$ 329,000	\$ 326,245 \$ 325,000	\$ 324,243 \$ 325,000	99% 100%	4.1
\$350,000	\$399,999	69	A 96 M 79	\$ 375,297 \$ 375,000	30	30%	63	84	A 78 M 55	\$ 382,541 \$ 378,500	\$ 377,544 \$ 375,000	\$ 373,854 \$ 375,000	99% 100%	4.9
\$400,000	\$449,999	29	A 103 M 84	\$ 420,612 \$ 419,000	16	36%	23	52	A 53 M 25	\$ 427,813 \$ 429,250	\$ 424,232 \$ 424,950	\$ 422,699 \$ 424,200	100% 100%	3.3
\$450,000	\$499,999	20	A 76 M 54	\$ 473,590 \$ 467,250	8	29%	20	25	A 69 M 40	\$ 480,447 \$ 479,000	\$ 481,367 \$ 479,000	\$ 476,499 \$ 477,500	99% 100%	4.8
\$500,000	\$549,999	5	A 82 M 83	\$ 521,800 \$ 525,000	5	50%	6	11	A 100 M 38	\$ 575,678 \$ 574,000	\$ 557,360 \$ 535,000	\$ 523,817 \$ 522,500	94% 98%	2.7
\$550,000	\$599,999	5	A 140 M 152	\$ 573,060 \$ 569,000	3	38%	4	12	A 17 M 8	\$ 587,199 \$ 592,000	\$ 580,607 \$ 582,500	\$ 578,764 \$ 582,500	100% 100%	2.5
\$600,000	\$649,999	8	A 72 M 71	\$ 630,225 \$ 627,000	4	33%	4	3	A 60 M 47	\$ 678,551 \$ 650,000	\$ 670,647 \$ 650,000	\$ 632,313 \$ 640,000	94% 98%	16
\$650,000	\$699,999	7	A 83 M 73	\$ 678,414 \$ 679,000	0		7	3	A 106 M 82	\$ 693,000 \$ 695,000	\$ 679,667 \$ 690,000	\$ 668,167 \$ 664,500	98% 96%	14
\$700,000	+	7	A 126 M 101	\$ 1,009,843 \$ 950,000	1	13%	9	3	A 0 M	\$ 949,401 \$ 820,000	\$ 949,401 \$ 820,000	\$ 990,908 \$ 820,000	104% 100%	14
Market Totals		527			272	34%	444	942						3.4
Market Averages		82		\$ 308,047				58	\$ 287,538	\$ 282,673	\$ 279,556	99%		
Market Medians		67		\$ 280,000				28	\$ 265,000	\$ 259,900	\$ 259,000	100%		

Date Range (Off-Market & Sold) = 04/15/2018 to 10/14/2018
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, October 14, 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.