

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						

Sunday, September 2

2018

TABLE OF CONTENTS

Market Summary Table	Page 1
Glossary	Page 2

Travis McGrann

Alaska Realty Experts LLC
 11127 Old Eagle River Rd
 Eagle River, Alaska 99577
www.AlaskaRealtyExperts.com
travis.mcgrann@eXpRealty.com
 (907) 406-9403
 (907) 406-0191



[Facebook.com/AlaskaRealtyExperts](https://www.facebook.com/AlaskaRealtyExperts)



[Linkedin.com/in/travismc1](https://www.linkedin.com/in/travismc1)



<https://twitter.com/McgrannTravis>

Real Market Reports

www.RealMarketReports.com

REAL ESTATE MARKET REPORT MATANUSKA-SUSITNA BOROUGH

Sunday, September 2, 2018

Travis McGrann
Alaska Realty Experts LLC
travis.mcgrann@eXpRealty.com
(907) 406-9403

MARKET SUMMARY TABLE		357 PENDING ^[2]				446 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)				
A = Average Value M = Median Value N/A = Not Available		745 ACTIVE ^[1]				957 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	9	A 90 M 75	\$ 29,022 \$ 25,300	0		6	15	A 84 M 66	\$ 57,980 \$ 55,000	\$ 51,273 \$ 49,600	\$ 42,358 \$ 42,500	83% 86%	3.6
\$50,000	\$99,999	31	A 107 M 86	\$ 77,821 \$ 79,000	10	24%	21	27	A 119 M 52	\$ 92,152 \$ 87,000	\$ 82,057 \$ 84,500	\$ 73,237 \$ 75,000	89% 89%	6.9
\$100,000	\$149,999	43	A 100 M 82	\$ 129,899 \$ 130,000	13	23%	27	55	A 68 M 33	\$ 142,996 \$ 145,000	\$ 134,436 \$ 138,000	\$ 130,741 \$ 137,000	97% 99%	4.7
\$150,000	\$199,999	83	A 80 M 65	\$ 178,424 \$ 179,000	56	40%	39	137	A 74 M 35	\$ 185,201 \$ 185,000	\$ 180,041 \$ 179,000	\$ 177,473 \$ 179,900	99% 101%	3.6
\$200,000	\$249,999	127	A 65 M 50	\$ 230,653 \$ 230,000	79	38%	76	216	A 52 M 24	\$ 230,952 \$ 232,250	\$ 227,309 \$ 229,000	\$ 225,579 \$ 225,000	99% 98%	3.5
\$250,000	\$299,999	124	A 81 M 66	\$ 276,375 \$ 275,000	68	35%	93	197	A 62 M 29	\$ 279,983 \$ 275,000	\$ 274,769 \$ 272,000	\$ 272,211 \$ 270,000	99% 99%	3.8
\$300,000	\$349,999	106	A 80 M 69	\$ 329,650 \$ 329,900	56	35%	57	115	A 70 M 46	\$ 331,477 \$ 329,000	\$ 327,385 \$ 325,000	\$ 324,434 \$ 325,000	99% 100%	5.5
\$350,000	\$399,999	82	A 96 M 73	\$ 378,113 \$ 381,250	38	32%	53	83	A 69 M 37	\$ 383,666 \$ 378,000	\$ 378,701 \$ 375,000	\$ 373,935 \$ 375,000	99% 100%	5.9
\$400,000	\$449,999	50	A 84 M 76	\$ 425,291 \$ 420,000	13	21%	18	50	A 61 M 27	\$ 427,788 \$ 426,532	\$ 423,186 \$ 423,400	\$ 421,973 \$ 421,218	100% 99%	6
\$450,000	\$499,999	23	A 67 M 70	\$ 477,922 \$ 479,999	10	30%	24	30	A 80 M 43	\$ 481,351 \$ 486,046	\$ 483,420 \$ 487,546	\$ 477,910 \$ 478,407	99% 98%	4.6
\$500,000	\$549,999	15	A 113 M 84	\$ 527,193 \$ 525,000	4	21%	7	11	A 130 M 40	\$ 600,182 \$ 589,000	\$ 559,682 \$ 535,000	\$ 524,945 \$ 525,000	94% 98%	8.2
\$550,000	\$599,999	14	A 139 M 113	\$ 575,631 \$ 575,450	3	18%	3	14	A 28 M 8	\$ 580,782 \$ 582,000	\$ 577,567 \$ 582,000	\$ 578,451 \$ 582,000	100% 100%	6
\$600,000	\$649,999	8	A 63 M 63	\$ 633,812 \$ 634,450	3	27%	5	2	A 136 M 136	\$ 655,000 \$ 655,000	\$ 649,500 \$ 649,500	\$ 625,000 \$ 625,000	96% 96%	24
\$650,000	\$699,999	8	A 88 M 102	\$ 682,325 \$ 687,450	2	20%	5	3	A 167 M 156	\$ 689,667 \$ 695,000	\$ 679,667 \$ 690,000	\$ 668,167 \$ 664,500	98% 96%	16
\$700,000	+	22	A 82 M 62	\$ 1,077,317 \$ 887,000	2	8%	12	2	A M	\$ 1,061,601 \$ 1,061,601	\$ 1,061,601 \$ 1,061,601	\$ 1,123,863 \$ 1,123,863	106% 106%	66
Market Totals		745			357	32%	446	957						4.7
Market Averages		83		\$ 315,481					66	\$ 279,694	\$ 274,524	\$ 271,291	99%	
Market Medians		69		\$ 280,000					33	\$ 259,900	\$ 255,000	\$ 255,000	100%	

Date Range (Off-Market & Sold) = 03/04/2018 to 09/02/2018
Data believed to be accurate but not guaranteed.

Favors Sellers Favors Buyers

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

Area = BG - Big Lake, CN - Chickaloon/Anthracite Ridge, HO - Houston, LL - Lake Louise, MG - Mat Glacier/Glacier View, ML - Meadow Lakes, PA - Palmer, PM - Pt McKenzie, PV - Trapper Crk/Petersville, SU - Sutton, TA - Talkeetna/Montana, TR - Talkeetna Remote, WA - Wasilla, WI - Willow
Property Type = A

Sunday, September 2, 2018

Travis McGrann
 Alaska Realty Experts LLC
 travis.mcgrann@eXpRealty.com
 (907) 406-9403

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.