



# Alaska REAL ESTATE BY DAVE WINDSOR

Elite AGENT  
duPont REGISTRY



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## THE MILLION DOLLAR MARKET

The luxury end of the market is quite different to the main-stream and, if you are trying to sell a home over \$1 million, you need special attention and skills applied to the marketing.

There are 22 homes over a million dollars on the market in Anchorage right now and, by coincidence, precisely 22 homes over a million dollars sold in the last 12 months if you include the one in Eagle River at 9338 Spring Street.

The first conclusion from this data is that you have 12 months supply on the market right now without any additional properties being listed. In other words, this is a tough market for home-sellers, especially if you consider that there has not been more than 4 months supply of homes under \$1 million

for a year or so. That is, under \$1 million we have a market favoring sellers but over \$1 million, we have a market favoring buyers.

The million dollar homes sold in the last 12 months were on the market an average of 120 days while the current 22 homes active have been on the market approximately 200 days average and as much as 542 days!

This shows that some million dollar homes sell in a reasonable time while others take a year or two, sometimes longer. Why is that?

In 2015, I sold an Anchorage home for just under \$3 million but it took almost 2 years and an extraordinary effort but, if you have a luxury home with a significant brokerage commission on the line, you should

expect a significant service from your chosen real estate representative. Indeed, you should expect superior service irrespective of the price range of your home.

Superior analysis and judgement, superior presentation advice, superior photography and a superior marketing effort. Fortunately you have a number of choices in this niche market from whom to choose. Don't get caught still sweating the sale of your home a year or two later like many of the current 22 will almost certainly do.

Dave

Windsor



## **AEDC Confirm Economic Retracement Over**

The applause was palpable at last week's economic forecast luncheon at the Dena'ina Center.

The star of the show was not Bill Popp, President of the Anchorage Economic Development Corporation, but Dave Wilkins, Senior Vice President of Hillcorp, the new owners of all B.P. assets in Alaska.

While AEDC predicts a flat 2020 economy, albeit with a net 100 jobs added in Anchorage, Dave Wilkins surprised the audience with the announcement that 1000 jobs were offered to former B.P. employees and 800 were filled. The other 200 jobs will be posted through the coming year and Hillcorp is full steam ahead in the Oil and Gas business.

The sober facts are that, to be truthful, Anchorage lost 2600 population and 300 jobs in 2019. Both these numbers are well under 1% of the total and should be seen as a pivot point as we now resume a growth pattern.

In fact, although some jobs were lost, the unemployment rate was the lowest in 20 years at 5.1%.

Not only did Oil and Gas add jobs in 2019 but, between AEDC and Hillcorp forecasts, it is reasonable to assume that 200-300 new jobs will be added in 2020.

Retail jobs are being lost but are more than offset by increased jobs in tourism, leisure and hospitality and healthcare.

The bottom line is that there is good reason for applause. A flat economy is not a bad economy and the next 5 years are likely to accelerate growth because of the attractiveness of Alaska for business, military and climate options.



### **Cash Cow Opportunity In Seward**

With expanding annual traffic in the summer months this level, oceanfront land, directly across from the city, is begging for development as an RV Park and Campground.

Parking fees alone for visiting fisherfolk gross \$200,000 May through August with over 8,000 vehicles, and this is with no facilities.

**Call Dave Windsor at 907-727-3300**

The attraction of this 22 Acre parcel is the exclusive control of one of the earliest and healthiest Sockeye runs in the State and a huge Silver run in the fall - i.e. the "Salmon Creek" estuary. Two large shop outbuildings and a residence onsite and conveniently located at Mile 2 of Nash Road.

We have pro forma calculations that show a return on investment of 21% per annum.

Zoned Harbor Commercial, at \$1,980,000, the possibilities are endless.

