



Alaska REAL ESTATE BY DAVE WINDSOR

Elite AGENT
duPont REGISTRY



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MEASUREMENT— PLUSSES AND MINUSES

I know that the speed of light is 186,000 miles per second (or 299,792,458 meters per second - Let's say 300,000 kilometers per second, near enough?). However, that is only in a vacuum. If light is traveling through air, water or glass it slows down. But what is it with our need to measure everything, and is it accurate?

Everything measured actually depends on the standards of the person measuring. Einstein, for example, demonstrated that the speed of an object, which is a factor of the time it takes to move from one place to another, depends on where you are looking at it from and indeed, if you yourself are moving while looking.

Measurement is a useful tool in living our daily lives but it is not everything, whether it be in real estate, investments, dollars or, actually, what you think you are looking at right now.

We apply measurement to our happiness and, often, to the happiness, or wisdom, of a decision made by others. I decided recently that it is more

important to love someone than hold them to my standards of measurement. I came to this conclusion intellectually and intuitively after realizing that science has shown how unreliable measurement is.

Measurement requires a mathematical or other baseline which we individually adopt and then, using that very personal mental standard, we make a judgement. But everyone's standard of mental judgement (let alone their position and velocity), is different. Indeed, the reality you experience is your reality and not someone else's.

Before talking about measurements you are perhaps more interested in, I wanted to forcefully impress you that 'measurement' is unreliable and may not always be the right way to make your next decision.

Your economy: - As mentioned in my last newsletter, uncertainty and some chaos is the ether in which we are currently living here in the United States and planet-wide. U.S. companies now importing parts or products from everywhere in the world are being taxed between 10%

and 54% on those imports. This import cost must be passed on to consumers like you and I. Automobiles, electronics, clothing, food and building materials are all included.

Job losses from business layoffs and federal dismissals will create a Recession, although measuring how much pain will be felt is difficult. The recession could be slight and short in time, although my guess has it more painful and longer. And now we are talking about measuring the future from here in the present!

My best prognosis for you and your family suggests that you should tighten your belt financially. Be cautious about discretionary spending, vacations etc. to provide insulation from your cost of living going up.

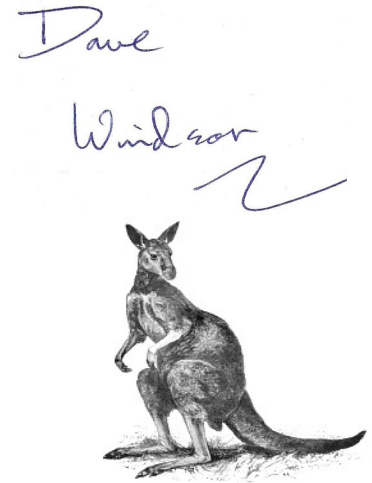
Real Estate values will for sure level out in 2025 and likely decline in 2026. The number of buyers will decline, which will actually level out the playing field so heavily stacked against them over the last year or two.

Sellers will not be able to ask exorbitant prices anymore. Multiple offers on listings will go away.

The FED will reduce rates and home loans will be cheaper. The current rate in the 6's will come down into the 5's and as low as 4.5%. difference is moderating.

Conclusion: Life will go on. The disruption is temporary. Moms and Dads will keep having children. The Alaskan economy will slow but not crash. Make your plans but be aware of the headwinds.

Best wishes.....



Measuring the Value of Your Home

Mathematics was my favorite subject at school, apart from a secret passion for astronomy, so let's talk the value of your home.

When I list a home for sale, I have several options to figure out the price I recommend for you to go on the market. There is the algorithmic software program on MLS. There is the Municipal Tax record. There are recent sales in your neighborhood at price per square foot. There is your personal opinion. There are the other homes currently on the market. Which would you like me to use?

Your home is unique. It is not square footage multiplied by a price per square foot. It is not a piece of data for A.I. to measure and, goodness knows, it is not what the Municipality taxes you on. The value of your home is what the market (buyers) will pay. It does not really matter about calculation. It matters what the buyers are willing to give you for the home.

Assessing this estimate means taking into account past sales, looking at active competition the day you go on the market, and seeing through the eye of the beholder how they will feel when they come by to view the home. In other words, it is not like the speed of light, or the number of electrons in a hydrogen atom, but a judgement based on all the above.

Price per square foot of living space is the worst because it pays zero attention to the garage or the lot, or the location, ambience and landscaping. The MOA has very poor data (Alaska being a Privacy State) and they have very few personnel to figure out the value of your home. Always hope the MOA valuation is less than your real market value. At least you will then pay less taxes!

When I value your home and recommend a range, so you may decide final list price, I do look at previous sales in your neighborhood, adjacent neighborhood and similar neighborhoods.

I do compare the facilities of the comparables - bedrooms, baths, garages, size of the lot etc. However, the bottom line is a 'Competitive' Market Analysis, not so much the historical 'Comparative' Market Analysis.

What matters is the market NOW, not the market YESTERDAY. So, given the balance of current MARKET CONDITIONS (the background noise if you like) and, given the APPEAL of your home from my EXPERIENCE in the business and, given its CONDITION - I will come up with a fairly narrow range in which we should go on market.

*******Your home is worth whatever we can get for it.** I want that to be the highest possible number in the personal timeframe you need to close and be done.
