



Alaska REAL ESTATE BY DAVE WINDSOR

EliteAGENT
duPont REGISTRY



RE/MAX Dynamic Properties • 907.727.3300 • windsor@alaska.net • www.davewindsor.com

POST HUNKER REAL ESTATE

It was a typical summer day out in the bush of Western Australia. Hot and dry, but I was enjoying the solitude hiking through the outback, no steakhouses in sight.

I chanced upon a shady tree and took the opportunity to escape the brutal sun rays and re-hydrate with my canteen. The underbrush was strewn with debris from the tired tree branches, parched and many fallen to the ground.

Suddenly, as I approached the trunk, a red-bellied black snake reared up in front of me like a Disneyland surprise in the haunted mansion. It is amazing how a snake can virtually stand erect when threatened, and I froze in place with only 8 feet between me and my adversary.

I am not sure to this day if I was brave, or simply stunned into paralysis, but the two of us just looked at each other for some 30 seconds or so.

Then, to my great relief, the snake, non-lethal but able to pack

a painful bite, slowly sank to the ground and slithered off to my left and away.

In many a crisis, including the recent pandemic, with all its threatening fury, it pays to be calm and just hold your ground. Even toilet tissue is not a vital life-sustaining material. No need to run, just hunker down and wait for the demons to disappear.

Post Hunker Policy:-

Time to hunker up, that's what I say! You have simply had a forced vacation time-out to reflect but your real estate plans, though deferred, do have a path forward.

As the crisis slithers away you can start to prepare for life after Covid and I have some thoughts on that:-

Basic Scenario

It seems to me that, after studying the masses of scientific evidence and projections, it is likely that social distancing practices will ease somewhat by the end of April.

Although the Virus will still be seriously active, some of us will have experienced contact and developed immunity, and medical capacity plus some treatment measures (not vaccine) will be available by the end of April. Numbers of new cases will be coming down.

By 1st May at the latest, folks interested in buying and selling real estate will be active. I am personally dealing with active buyers and sellers even now, so I expect accelerating demand, even before 15th May when Sockeye Salmon swarm into my awesome listing at Salmon Creek in Seward (Call me for this opportunity to develop a highly profitable campground).

Although Covid will be added to the annual Flu virus threats, a vaccine will be developed over time and life will return to normal sometime this summer. Given this general scenario, how should you behave (apart from hunkering up your spirits in general)?

Homesellers:

The biggest question here is when to go on the market and how to show your home with a measured infection risk.

There is still a pent up buyer demand from the beginning of this year with a shortage of inventory under \$800,000 and especially under \$500,000. My advice is to get your property on the market early before your competition which will flood the market in June and July.

Call me to set up your listing now with a flexible on-market date which likely should be 1st May 2020.

I have specific showing recommendations for you that include:-

- 1) Pre-screening of homebuyers and their agent in a written format.
- 2) Limiting the number of persons in the home to 2 (maybe 3) at a time, and no children.
- 3) Visitors to be met outside, with suitable distancing, and tours to be conducted by you as the homeowner with visitors not permitted physical contact with surfaces on door and cupboard handles.
- 4) The use of gloves and/or masks subject to discussion and agreement between you as the owner and myself as your Realtor. Gloves and masks have their place depending on circumstances

and we should talk about that.

In any event, I can help you develop a strategy for selling your home this year, crafted to your individual needs and concerns, plus subject to change as needed. We need to be flexible, but careful.

Homebuyers:

By May 1st the Bars and Restaurants will be active again though likely with less numbers directed by the State and/or City with moderate social distancing.

Interest rates, which have been volatile as the banking industry weighs the cost of money against the risks in economic hardship, will be low or lower. In other words, very attractive.

As a homebuyer, you should be able to do well and, again, always best to beat the crowds. Do not hesitate to start shopping, particularly since most of your efforts can be done online.

Alaskarealestate.com and, I have to say, Zillow is awesome (even though some 'Zestimates' are inaccurate).

Also, a listing agent will have great photo libraries of property for sale and, in some cases, a virtual video tour, although I have found they don't work that well and there is no substitute for an onsite viewing, even if you have to wear latex gloves and be escorted through a property with distancing.

Conclusion:

It is my sincere belief that, by June, Alaskans will be largely conducting normal summer activities and lifestyles, but with some caution and restrictions.

I encourage you to start thinking about a 'Hunker Up' attitude and not allow mass consciousness and media to shut you down. As always, feel free to call or comment. I am excited about the future of the State. How fortunate we are to live in this beautiful, low-density environment.

Dave

Wilson

