

DISCOVER ALASKA REAL ESTATE

Alaska Home Seller Guide

A structured approach to pricing, preparation and closing

Wasilla · Palmer · Anchorage · Eagle River · the Mat-Su Valley

40+	36+	1,200+
years licensed	years as a broker	clients served

Prepared by Don Zimmerman

Broker, Discover Alaska Real Estate

907-331-3619 · don@zimmermanteamak.com · discoveralaskarealestate.com

INTRODUCTION

Selling Property in Alaska

Selling property in Alaska takes thoughtful preparation, realistic pricing and an understanding of local market conditions. This guide gives you a clear framework for evaluating price, preparing your property and knowing what to expect from listing through closing.

Every property is different. This guide is educational, and is meant to help you make informed decisions, not to replace a conversation about your specific home.

STEP 1

Pricing Strategy in the Alaska Market

Accurate pricing is one of the most important decisions a seller makes. In Alaska, price has to reflect more than an online estimate. **Road access, wells and septic systems, heating sources, lot characteristics and seasonal timing** all shape how buyers see value.

When we build a pricing strategy, we look at:

- Recent comparable sales in your area
- Current competing listings, and how yours will stand against them
- Property condition, upgrades and deferred maintenance
- Access, utilities and land characteristics
- Seasonal timing and current buyer activity

WHY ONLINE ESTIMATES MISS IN ALASKA

Automated estimates can't see a shared well, a private road, a new boiler or a heated shop. We review them, but we never rely on them alone. The right price brings more showings and a stronger negotiating position.

STEP 2

Property Preparation Checklist

Good preparation reduces delays and builds buyer confidence through inspections and negotiations. Tick off each item as you go.

Interior

- ☐ Deep clean all living spaces
- ☐ Declutter and depersonalize
- ☐ Fix minor repairs and deferred maintenance
- ☐ Improve lighting where possible
- ☐ Freshen paint in high-traffic areas

Exterior

- ☐ Keep the driveway clear, plowed and safe
- ☐ Tidy the yard and entry
- ☐ Check roof, siding and entry areas
- ☐ Fix visible maintenance issues
- ☐ Make house numbers easy to read

Documents

- ☐ Utility and heating cost history
- ☐ Well and septic records, if applicable
- ☐ Survey or legal description
- ☐ HOA documents, if applicable
- ☐ Receipts for upgrades and repairs

ALASKA TIP

Gather your **well and septic paperwork early**. Lenders often require a well flow test and water quality test, and a septic inspection or as-built drawing. Having these ready before you list can save weeks once you're under contract.

STEP 3

Seller Timeline: Listing to Closing

1. **Consultation and pricing review**
2. **Preparation and photography**
3. **MLS launch and marketing**
4. **Showings and buyer feedback**
5. **Offer review and negotiation**
6. **Inspection and appraisal**
7. **Closing and transfer of ownership**

Clear communication at every stage reduces uncertainty, so you always know where things stand and what comes next.

STEP 4

Alaska-Specific Considerations

Access and utilities

Many Alaska homes rely on private wells, septic systems, alternative heating or privately maintained roads. Buyers and lenders look at these closely, and clear records build confidence.

Military and relocation buyers

Anchorage and Eagle River see steady relocation activity tied to military assignments and job transfers. These buyers often work to fixed timelines and use VA or other loan programs, which can shape contract terms.

Seasonal patterns

Spring and summer usually bring more showings. Winter listings can still do well with the right price and preparation, and winter buyers are often more serious, even if there are fewer of them.

COMMON QUESTIONS

Frequently Asked Questions

How is my home priced accurately?

From recent comparable sales, active competition, your home's condition and local market conditions. Automated estimates may be reviewed, but are not relied on alone.

What costs should I expect when selling?

Typical costs include brokerage fees, title and escrow charges, any negotiated concessions, and repairs that come up during inspection.

How long does it take to sell?

Time on market depends on price, preparation, season and buyer demand. We'll give you a realistic range for your property.

Should I make repairs before listing?

Minor repairs usually improve how buyers see a home. Bigger projects should be weighed against market conditions and expected return.

I live outside Alaska. Can you still help?

Yes. We regularly help out-of-state owners and can meet by Zoom, coordinate access and handle the details locally.



NEXT STEP

Get Your Personalized Seller Strategy

Every Alaska property is different. Sit down with us, in person or by Zoom if you're out of state, and we'll walk through your home's value, preparation and timing. Don has been licensed for more than 40 years, over 36 as a broker, and has helped 1,200+ clients.

Request Your Seller Strategy | **Book a Consultation**

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This guide is for general educational purposes and is not legal, tax or financial advice. Every transaction is different; consult the appropriate professionals for advice on your situation.