



# AMBA April Luncheon

April 23, 2025



# Thank You Sponsors



**Knowledge  
Coop**



# AMBA Elections!



# AMBA Elections!

- Elections will be held on at our May Luncheon on May 21st.
- Employees of Regular Member Companies are eligible to serve on the board.
- Self-nominations are welcome
- Current Vacant Positions: Secretary, Director
- Submit your nominations to [amba@alaskamba.org](mailto:amba@alaskamba.org) with the Full Name, Email, Company Name and Positions, and Board Position Sought by May 6th.
- Nominations can also be taken at the May Luncheon



# AMBA Elections!

## Current Nominations

**President** - Benjamin Reynolds (Interim Incumbent)

**Vice President** - Sharon Seymour

**Secretary** - Vacant (Previously Sharon Seymour)

**Treasurer** - Deborah Manfred (Incumbent)

## Directors -

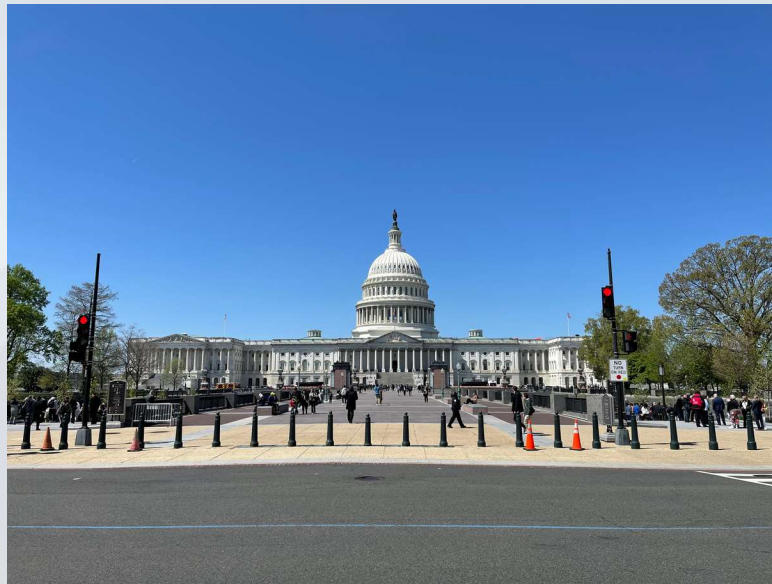
- Michelle Graves (Incumbent)
- Stephanie Eddy - AHFC
- Tina Lynch - FNBA



# National Advocacy Conference



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# National Advocacy Conference

## TRIGGER LEADS

- Bipartisan Legislation is back on the House and Senate Floors.
- Would restrict the use of trigger leads to limited circumstances:
  - The consumer has authorized the solicitation
  - The entity originated the consumer's current mortgage loan
  - The entity services the consumer's current mortgage loan
  - The entity is an insured depository institution holding a deposit account for the consumer



# National Advocacy Conference

## TRIGGER LEADS

- Conversations with all three offices went well, reminding and educating about the importance of this legislation. All three offices were amiable to the legislation. Senator Sullivan's office noted that they would provide the Senator with a request to co-sponsor.
- Utilize the Mortgage Action Alliance tool at [www.alaskamba.org/maa](http://www.alaskamba.org/maa) to contact all of our state representatives and urge their support and co-sponsorship of both bills.



# National Advocacy Conference

## GSE RELEASE

- Support a safe and sound plan for the responsible release of the GSEs, including:
  - Congressional Involvement
  - Creates an explicit, “fully paid-for” federal backstop for GSE mortgage-backed securities
  - Enhances FHFA regulatory powers to ensure -
    - A level playing field
    - Clear separation of primary and secondary markets



# National Advocacy Conference

## GSE RELEASE

- Support a safe and sound plan for the responsible release of the GSEs, including:
  - Enhances FHFA regulatory powers to ensure -
    - Transparent pricing structures
    - Strong affordable housing requirements
- The goal is to maintain the stability and liquidity of the secondary market while avoiding market disruption.



# National Advocacy Conference

## VA LOAN SERVICING

- Advocating for a permanent partial claim option for veteran borrowers
- The Veteran Affairs Purchasing Program (VASP) is being sunset May 1, 2025, leaving few to no loss mitigation options for veterans
- A partial claim program would:
  - Give the VA additional tools to help resolve delinquencies and reduce foreclosures



# National Advocacy Conference

## VA LOAN SERVICING

- A partial claim program would:
  - Allow VA borrowers to either defer missed payments and resume regular payments, or achieve a sustainable payment reduction through loan modification
  - Provide veterans access to the same options available to borrowers with FHA, USDA, and GSE loans



# National Advocacy Conference

## AI IN THE MORTGAGE INDUSTRY

- Education and advocacy surrounding the existing use of AI in the mortgage industry, while advocating for narrow legislative frameworks specifically targeted at growing AI concerns.
  - Existing Automated Underwriting Systems
  - Credit Scoring Models
  - Should focus on generative AI (Deepfakes and Fraudulent Documents) versus established systems
  - Should be established at a Federal Level vs. State to avoid issues



# AMBA Testimony on HB-13



# AMBA Testimony on HB-13

- Testimony has been sent to the House Committee on Community and Regional Affairs
- Submitted as “Opposed as Written”
  - Permits several potentially costly exemptions to be passed without direct voter approval
  - Lacks adequate parameters around short-term to long-term rental conversion, mobile home park construction and renovation, first-time homebuyer provisions, and low-income exemptions



# Membership Class Updates



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- Potential changes will be up for voting at the May Luncheon
- A memo with the detailed changes will be sent a week before the Luncheon
- Simplified Regular Member Definition
- Updates the definition to include business with offices in *and* conducts verifiable business in Alaska.
- Removes the Associate Member Category
- Clarifies Individual Memberships



# Special Guests



# ANCHORAGE HOME BUILDERS ASSOCIATION

*2024 Recap & 2025 Outlook*

By: Scott Allen, 2025 Board President





# 2024 AT A GLANCE

- 14 Members Events
- 34% Increase in Participation
- Increased engagement drives industry collaboration and advocacy





Affiliated With



# NATIONAL REPRESENTATION

- Welcomed NAHB Leaders to Anchorage:
  - *Bob Peterson, Third Vice Chairman*
  - *Danushka Nanayakkara, AVP Forecasting & Analysis*
- Brought national insight directly to local members





# GIVING BACK TO OUR COMMUNITY

- AK Trades Scholarship Program
  - *\$30,000+ awarded in 2024*
- Shoebox Program
  - *Sponsored 1,000+ less fortunate children in the Anchorage School District during the holiday season*





# STRONG START IN 2025

- 12 New Construction Homes, 2 Subdivisions
- Builders: Colony Design + Build, Hultquist Homes, Michael Quinn Construction, Spinell Homes





# ANCHORAGE HOME SHOW HIGHLIGHTS

- Attendance up 41% over 2024 (highest since 2017)
- Vendor participation also up
- Key partnerships:
  - *Alaska Botanical Garden: Garden Display*
  - *American Cancer Society of Alaska: Pink Toolkits (100/day)*
  - *Better Business Bureau: “Trust Row”*





# MARKET SENTIMENT

- High interest, low investment readiness
- NAHB Economist Update:
  - *Global trade war impacting markets*
  - *Consumer confidence at lowest since January 2021*
  - *Inflation and tariff concerns slowing big purchases*





# AFFORDABLE HOUSING PROGRESS

- Multifamily design standard suspension
- HOME Initiative: Expands duplex construction
- Triplex & Fourplex reforms
- Flexibility in B-3 zoning





# SUPPORTING CODE REFORMS

- \$20,000 NAHB Grant to update Title 21, Chapter 7
- Monthly meetings with the Building Official
- Focused on reducing barriers and increasing housing inventory





# STAY CONNECTED

- Golf Tournament at Anchorage Golf Course, June 25 at 7AM
  - Great chance to network and support the industry
  - Registration is open, visit [AHBA.NET](http://AHBA.NET)
- Follow us on social media: Facebook, Instagram, LinkedIn
- Join us in shaping Anchorage's housing future



ALASKA MORTGAGE BANKERS  
ASSOCIATION

APRIL 23, 2025

# Working Together to Strengthen Alaska's Housing Market

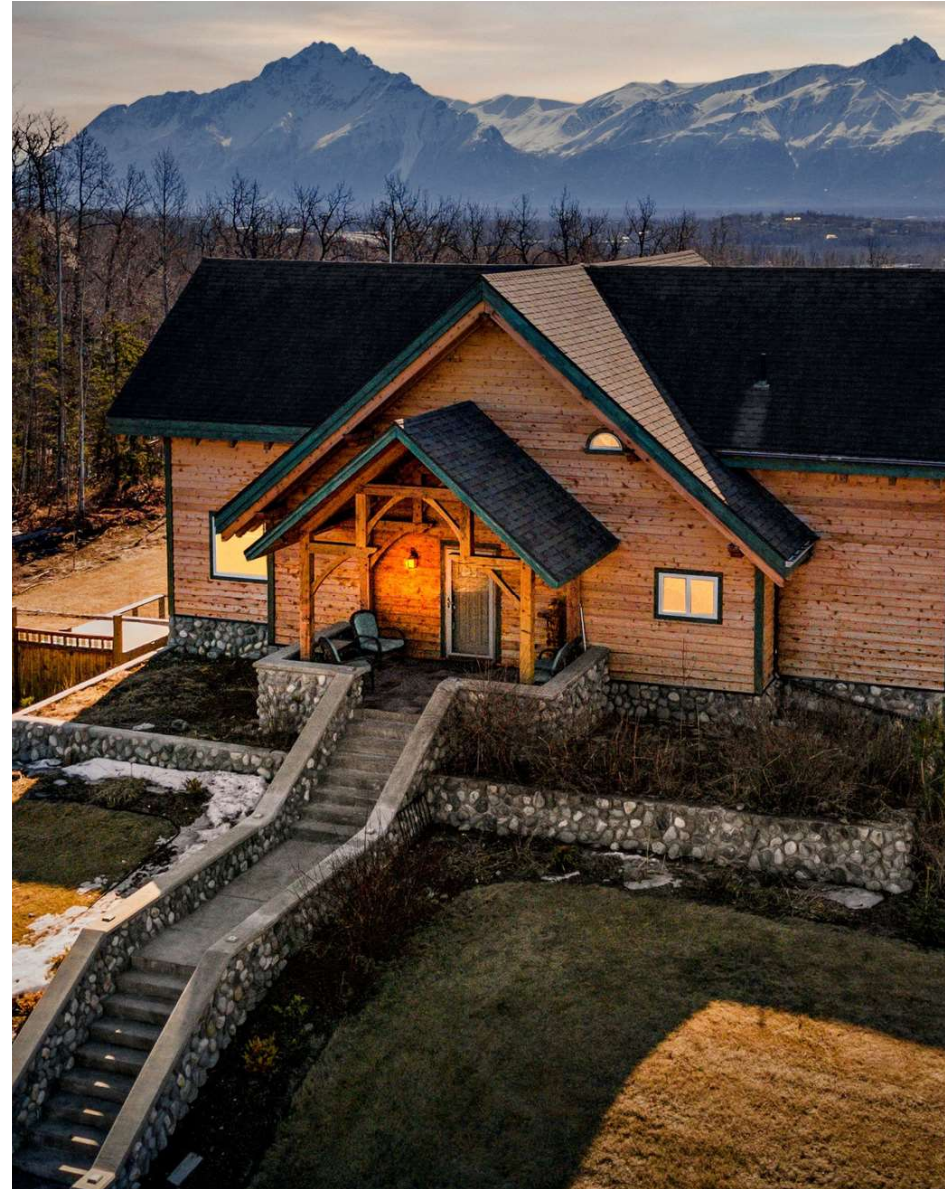
Representing the Alaska REALTORS®

Kaitlyn Espada, President

Valley Board of REALTORS®

Sara McSheehy, President

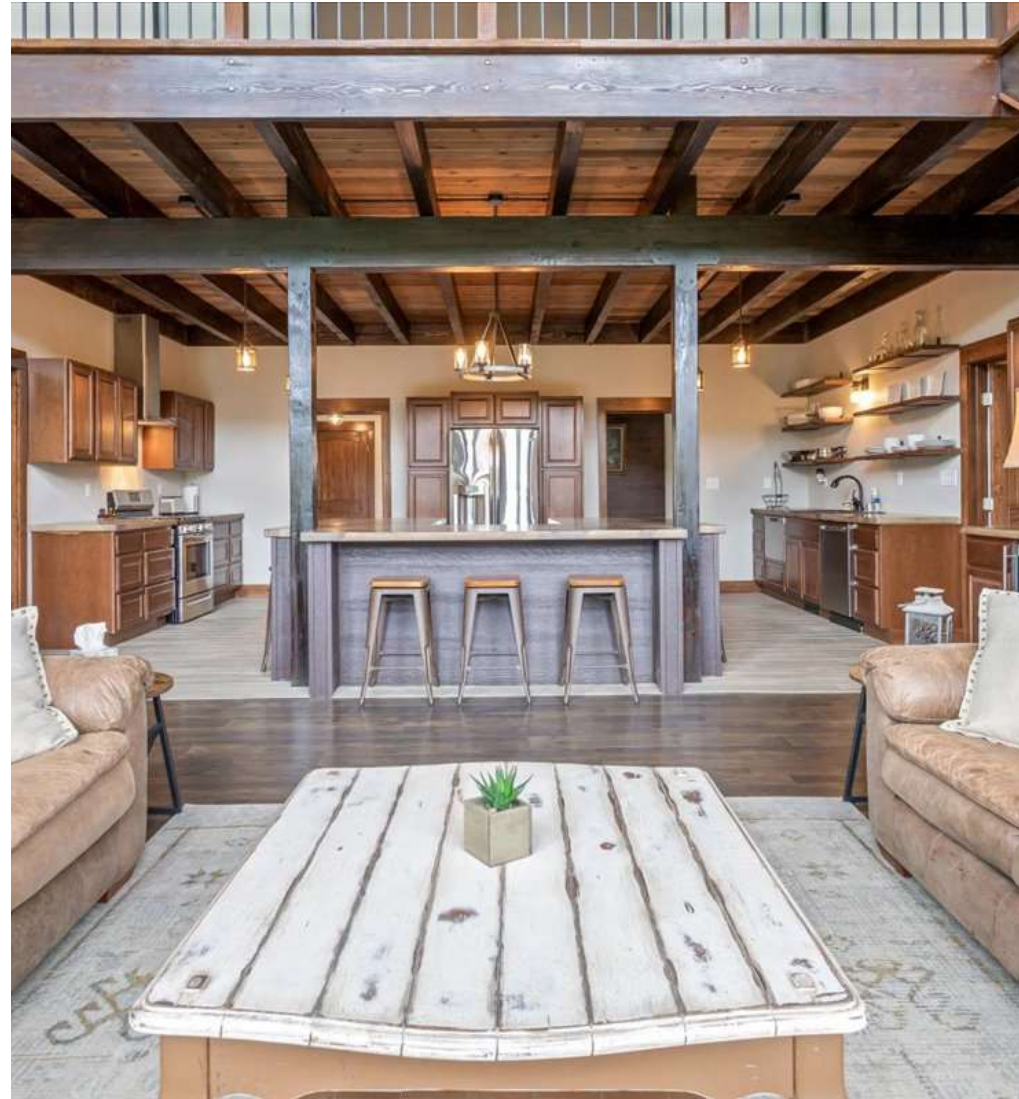
Anchorage Board of REALTORS®



# Common Goals, Shared Impact

“Our associations may serve different regions, but we’re aligned in so many of the same goals—protecting property rights, promoting smart growth, and supporting our communities. These shared priorities are what strengthen our REALTOR® voice statewide.”

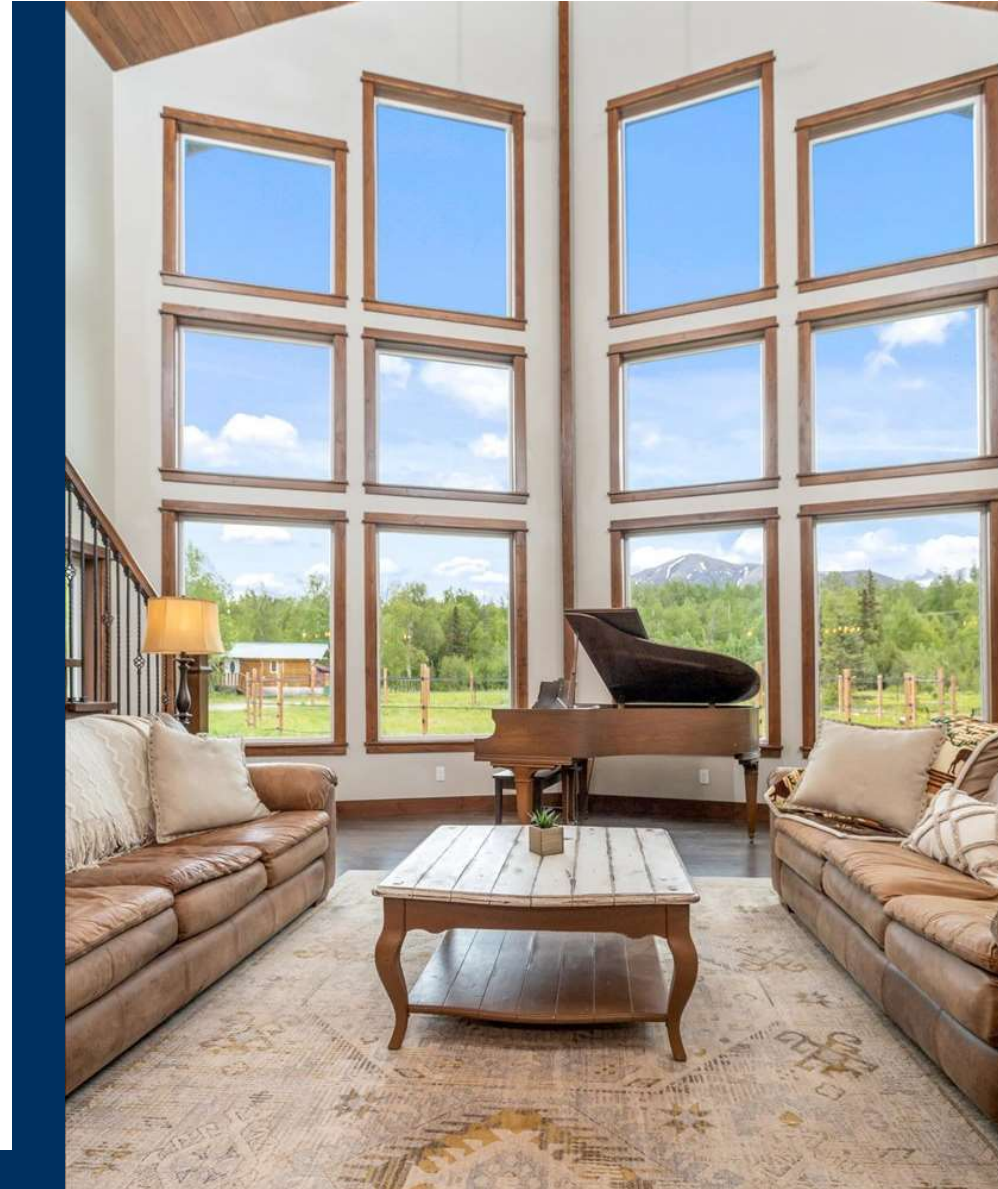
- Affordable, accessible housing for all Alaskans
- Transparent, efficient real estate transactions
- Advocacy for balanced regulation and economic development
- Strong communities through responsible homeownership



# REALTOR® Legislative Priorities

(Alaska REALTORS® 2025 Fly-in)

- **Energy Rating Mandate** - Repeal or revise burdensome 18 AAC 50.081
- **Deed Fraud Prevention** - Support RON, ID verification, legal remedies
- **Squatter Abatement** - Criminal penalties, affidavit of ownership
- **HB 273 Implementation** - First-time buyer assistance, down payment support
- **Short-Term Rentals** - Support local control to management housing impact





## VBR: Local Advocacy Priorities

- Land use planning that supports growth while protecting property rights
- Emergency services planning, especially with our rapid community expansion
- Addressing low inventory and housing affordability
- Engaging directly with the Matanuska-Susitna Borough and City of Wasilla to represent real estate concerns in real-time



# REALTORS® In Service – Not Just Sales

- *Organized community clean up days*
- *Donated playground equipment to City of Wasilla*
- *Only Alaska REALTOR® Association to earn the national REALTORS® Are Good Neighbors recognition*
- *Members are embedded in their communities - we give back, not just sell homes*





# ABR: Legislative Advocacy

- For Anchorage Municipal Elections, we hold annual interviews for Anchorage Assembly candidates, and when a Mayoral election is held, we hold a debate.
- We give our support to candidates that advocate for homeownership and property rights.
- Created Deed Fraud Committee to research and give examples to Alaska Realtors® Legislative Advocacy Committee.
- We continue to stay up to date and advocate each day for our residents from Chugiak to Anchorage to Girdwood.



# Annual FOOD DRIVE Month



ABR: Around  
the  
Community



## SPRING IS HERE!

LET'S TEAM UP ONCE  
AGAIN TO KEEP OUR CITY  
CLEAN AND LITTER-FREE!



## Mat-Su Housing Market Trends

Residential Activity: 4/14/25 to 4/25/25

Total Active Listings - 263

Total Pending This Week - 44

Total Closed (6 Mo) - 660

Metric

Avg List Price Active

Avg Price (Pending)

Avg Price (Sold, 6 mo)

Avg Days on Market (Active)

Avg Days to Contract

Avg Days to Sold

Value

\$538,447

\$419,300

\$432,092

81 days

17 days

82 days



## Anchorage Market Trends

### Residential Activity: 4/14/25 to 4/25/25

Total Active Listings - 123  
Total Pending This Week - 36  
Total Closed (6 Mo) - 720

Metric	
Avg List Price Active	\$811,398
Avg Price (Pending)	\$540,945
Avg Price (Sold, 6 mo)	\$505,685
Avg Days on Market (Active)	51 days
Avg Days to Contract	5 days
Avg Days to Sold	52 days

# What's On The Horizon



- **Low Inventory** - especially under \$400K
- **Workforce Housing Shortages** - especially in tourism and seasonal markets
- **Land Use Planning** - zoning, emergency response needs, expansion
- **Housing Strategy**- 10,000 Homes in 10 Years
- **State Budget Tightness** - infrastructure growth challenges
- Ongoing need for industry cooperation and public-private partnerships

# LET'S KEEP WORKING TOGETHER

Let's continue  
solving the housing  
challenges together

REALTORS® and  
MORTGAGE BANKERS  
are on the same team

Sara McSheehy  
Sarasellshomesak@gmail.com  
907-947-9304

Kaitlyn Espada  
Kaitlyn@matsuliving.com  
907-414-1664