LORRIE SEWARD
Realty

FREE SELLER GUIDE | EAGLE RIVER AND CHUGIAK, ALASKA

The Eagle River Home Seller Guide

Pricing, preparation and marketing for one of Alaska's most competitive neighborhoods



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EAGLE RIVER

Selling in Eagle River, the local way

Eagle River buyers compare street by street, view by view and driveway by driveway. This guide shows you how to price, prepare and market for the buyers who actually compete for homes like yours.

Eagle River sits inside the Municipality of Anchorage, about 20 to 25 minutes from downtown on the Glenn Highway, with Chugach State Park at its back door and the Richardson gate on JBER often about 10 minutes away. That combination keeps buyer demand steady from relocating buyers, service members and local owners moving up or closer to the mountains.

Demand does not mean every home sells itself. Eagle River is several markets in one, and each part of town attracts a different buyer and prices differently.

218	419	1.9
Homes sold in the Anchorage municipality, Sept 2026	Active listings, up 11% from a year earlier	Months of supply, still a seller's market

Source: Alaska MLS data for the Municipality of Anchorage, which includes Eagle River and Chugiak, compiled by Real Broker, LLC, as of September 30, 2026.

THE MARKET

Market considerations

Inventory is higher than last year, but the municipality is still absorbing listings in under two months. Well priced Eagle River homes still move quickly, while homes priced on hope tend to sit and invite lower offers. With more choices available, buyers are comparing condition, presentation and price more carefully.

PRICING

Pricing by property type

Property type	What buyers compare
Established subdivisions such as Eaglewood	Updates, floor plan, garage space and lot usability. Condition differences drive most of the price spread.
Hillside and view homes, including Hiland Road	The view against driveway grade, winter access and sun exposure. Views add value, but not unlimited value.

Property type	What buyers compare
Eagle River Valley and wooded lots	Privacy, lot size and distance between homes, plus well and septic records and road maintenance.
Condos and townhomes near downtown Eagle River	HOA dues, reserves and upcoming projects, along with parking and storage.
Acreage on the Eagle River and Chugiak edges	Usable land, outbuildings, access and utilities. Fewer comparable sales means more careful pricing.

Alaska is a nondisclosure state, so sale prices are not published in public records. Online estimates often miss what Eagle River homes actually sold for, especially view homes and acreage. I price your home against Alaska MLS sales, pending sales and the active listings you will compete against on day one.

Features that move price in Eagle River

- ☐ Heated garage, arctic entry and practical winter storage
- ☐ Heating system type, age and service history, plus recent utility costs
- ☐ Roof age, windows and any drainage history
- ☐ Views, trail access and distance to the Glenn Highway
- ☐ Driveway grade and who maintains the road
- ☐ Well and septic documentation where applicable

PREPARATION

Seller preparation checklist

- ☐ Declutter and deep clean, with special attention to entries, kitchens and baths
- ☐ Handle small repairs: lights, hardware, caulking, touch up paint
- ☐ Service the furnace or boiler and keep the receipt for buyers
- ☐ Open blinds and clean windows; Eagle River light and views sell
- ☐ Clear snow and ice from the driveway, walks and entry for every showing in winter
- ☐ Gather utility history, HOA documents, permits and well and septic records
- ☐ If your home has a well or septic system, plan the COSA early (see below)

Well and septic: plan the COSA early

In the Municipality of Anchorage, which includes Eagle River and Chugiak, a Certificate of On Site Systems Approval (COSA) is generally required for title transfers on properties served by an on site well or septic system. A professional engineer inspects or tests the system. Starting early helps avoid closing delays.

MARKETING

Marketing your Eagle River home

Every listing gets professional photography, with video and aerial footage when the mountains, trails or setting are part of the value. Your home goes on the Alaska MLS, which feeds the major home search sites, plus targeted reach across YouTube, Instagram, TikTok and Facebook and direct outreach to agents and buyers in my network, including relocating and military buyers who shop from out of state.

OFFERS

Evaluating offers

I review every offer line by line: price, financing type, down payment, concessions, inspection and appraisal terms, closing date and possession. Then we compare the likely net and the likelihood of closing. VA offers are common in Eagle River; they can be excellent offers, and I help you understand VA appraisal requirements up front.

EXPERIENCE

Real Eagle River results

19529 Pribilof Loop, sold July 2026 for $420,000. I represented the seller, who lived out of state. The home drew multiple offers on day one.

11316 Bridger Place, sold September 2026 for $420,000. The seller started out selling on their own. I represented both the seller and the buyers, and the home was under contract in under 24 hours.

> *"Once we changed to Lorrie, she put her team and resources to work to get the property ready to be listed and found a buyer in short order."*
>
> Rob Kelley, sold a home in Eagle River, 2026, Google review

FAQ

Common Eagle River seller questions

Is Eagle River part of Anchorage?

Yes. Eagle River is inside the Municipality of Anchorage and shares the Anchorage School District and municipal services.

How long will it take to sell?

It depends on price, condition and season. The municipality had about 1.9 months of supply in September 2026, and my current listings average 14 days on market.

Can I sell while living out of state?

Yes. I coordinate access, vendors and showings, and signing can often be handled remotely through the title company.

What does it cost to sell?

See the Alaska home selling costs guide and the seller net calculator. Brokerage compensation is negotiable.



LET'S TALK

Want to know what your Eagle River home would sell for?

I will prepare a street level pricing analysis and estimated net sheet for your Eagle River or Chugiak home, free and with no obligation.



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A lifelong Alaskan since age two with more than ten years in Alaska real estate. RealTrends Verified Top Agent, ranked #4 in Anchorage by transactions based on 2025 sales data. Anchorage Daily News Best of Alaska Real Estate Professional, four years. Real Broker Elite Agent, four years. Featured on HGTV House Hunters: Grand Alaska.

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MORE FREE RESOURCES

Eagle River seller page | Eagle River guide | Net calculator

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