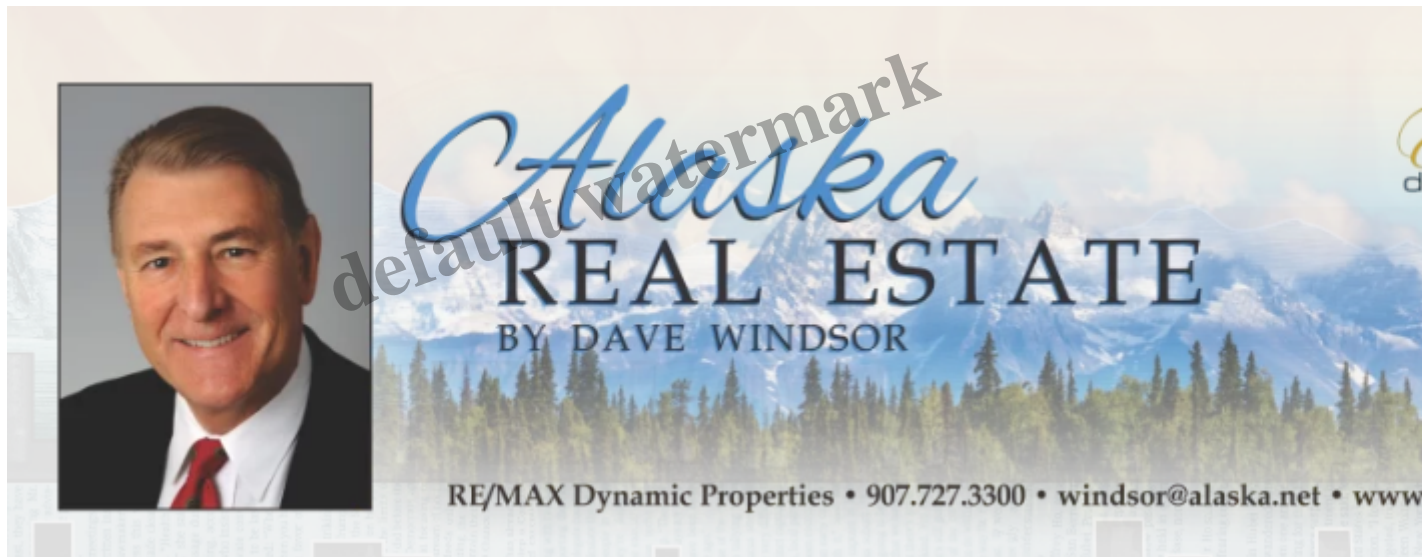




Transitions – Summer 2025

Description



Editor's note: My long-time friend, **David Windsor** is one of the kinds of people who once made Alaska a great place—displaying care for others, integrity, wit, intelligence, and honor. I previously interviewed and wrote a story about David's 1980s arrival in Alaska, and his distinguished career as one of Alaska's highest production Realtors over decades. So I am honored to now feature David's latest column about *Transitions* as he and his wife Kathi anticipate life beyond Alaska (Kathi and my late wife Cathy Liston were best friends).

Two Business Models



**Caring,
Informative,
Honorable**



David has assisted this writer in my own tumultuous transition from Alaska with the clothes on my back at the hands of Georgia crackers Bill, Brenda and Waneta Borden, dba High Caliber Realty, Inc. (sic). They targeted me through a complicated confidence scheme at the worst time of my life. I left Alaska as a result of well-documented threats to my life by Bordens before criminal-coddling AK Courts.

Alaska Food Security has also been challenged by acts of such Outside scumbags,



By contrast to David's helpful, instructional, by-the-book Business model, *who hasn't heard of a real estate huckster finding a way to sell a property to a purchaser who likely cannot afford it, hoping to pick up that property on the bounce for pennies on the dollar?* **Bill Borden** made the November 2025 Annual LEASE PAYMENT on the Palmer slaughterhouse he pretended to sell to **Todd and Sherrie Elsberry** with a paper AK Corporation having no assets.

This Directly Impacts Alaska Food Security

[1] **Food Security Scam Hurts Alaskans**, DONN LISTON, October 16, 2024
Live Links in References

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Making a Dignified Exit

Windsor counsels that many Alaskans are better off to take measured steps to transition from Alaska through conscious choice—as he is himself also having to do.

Thank you for your friendship and assistance in my time of need when Bordens violated me using Lawfare, David. You have witnessed all that happened to me, counseled me well to minimize damage, and I look forward to the possibility of your visit here in months to come.



Alaskan

in

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Philippines!

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From the story:

Back in Anchorage David got his real estate license. With his experience he knew that the secret to business is to do what everyone else is doing, but do it better. So, he started a newsletter and began building a mailing list.

I've always enjoyed writing, Donn, and I almost can't stop myself writing, said Windsor. There's a lot of information in the real estate industry that remains classified—or in fact, if I may say so, largely unknown even by Realtors! Some of this information might be manipulated by the industry for their benefit, as opposed to the public benefit.

[2] David Windsor's Secret of Success: Top Real Estate Producer Since 1992 Educates Alaska, DONN LISTON, July 13, 2022
Live Links are in References

David Windsor's Latest Column

My wife and I have enjoyed the last 15 years in a 4000 square foot, multi-level home on three quarters of an acre with Susitna views (an essential requirement for Kathi). She loved the architectural design and, naturally, husbands want their wives to be happy. Now that we are downsizing to 2400 square feet, we are feeling the emotions that you have when relocating—and this is good for a Real Estate Broker such as myself. You will receive more sympathy from me in our next transaction together!

Transitions across the spectrum of life require a certain amount of steel in the temperament, not to mention bucketful's of patience. Over the last year I have represented several people, many of them seniors, (Including DONN LISTON!) needing to make that courageous journey to DOWNSIZE. The issues are multi -dimensional.

1.) The family decision must be made with all parties on board, particularly husband and wife. If seniors leave this decision too long, the transition becomes even more difficult, even impossible after age and health issues accelerate. Do you really want your children to carry this burden because you could not make up your mind?

2.) Logistical issues in Anchorage and Eagle River add a fourth dimensional aspect to your normal three dimensional world. Please do allow an experienced and sympathetic Realtor to counsel you on the steps involved. Ideally, you will have a 'Plan B' intermediate landing pad between the sale of your house and the acquisition of your next home. This is, of course, unless you have a lot of cash resources to carry 2 properties for an overlap in timing. If you need an intermediate landing pad, this is where family (or dear friends) can assist, particularly if you need the money from the home you sell to buy the next one.

3.) Inventory of the smaller homes, 2,500 square feet or less, does not match the inventory of larger homes that people need to sell. Spinell Homes and other builders are trying to fill this gap but, if you really need to be done with stairs, you certainly need a vigilant outlook, not to mention aggressive representation, to score Summer 2025 the acquisition of a ranch-style home.

4.) Elimination of personal baggage presents the most emotional challenge, but you will need to look forward, and not backwards, as you dispose of, likely, 50% of your 'stuff'. The pain comes when you

look at those knickknacks, photos, artwork, gifts received and special purchases you made to create your current home. With clothing, it is not so difficult because weeding through your closet and drawers will reveal that you have not even worn most of those clothes in at least the last 5 years. Will you suddenly decide to wear them in the next home? I don't think so.

5.) Preparing the home for sale is a tricky decision. I was asked just recently by clients on Hillside if they should just sell their home as-is? I told them it would cost them \$50,000 in net proceeds to do so. Essential exterior or structural issues must be addressed. Interior cosmetics, especially floor coverings and paint, ALWAYS generate more sales price than the cost of doing them. You may even need to completely vacate the home and, possibly, stage the empty home for anything from \$5,000 to \$20,000 to achieve the best result. Let me help you with that decision.



Conclusion: Excuse the philosophical element – you probably have learned to expect that from me. Change is constant in our lives. We can resist it, or embrace it. If you embrace it, it can feel like take-off at the Anchorage Airport for a trip to Hawaii. What you do is focus on the end result and inject the emotions into that thought that you will feel at the other end. This works and the dream materializes. My perpetual calendar has a December 13 posting that I will share:-

*You wondering "how," is as silly as
me wondering "why."
I don't, and neither should you.
I mean, let's not be that silly -
You can have whatever you want if
you let me deliver it however I want.
The Universe
(some of you may prefer 'God' for the signature)*

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Best wishes.....

Dave

Wilson

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Understanding New Commission Rules

Since last year's multi-million dollar lawsuits against several national real estate chains, the law has changed and we, in Alaska, have had to change with it to stay out of jail. Here is a simplified version of the old and new landscape regarding how your Real Estate representative gets paid.

Old Landscape: When listing a property for sale, the agent charged you a fee (e.g. 6%) but offered half of it to any co-operating broker that made the sale. Simple, and worked for decades. Buyers cannot normally afford to pay for representation on top of their down payment and closing costs.

Seller's New Landscape:

1.) When I, or any Realtor, work with you as a Seller, I simply contract with you for my fee only (normally 3%). You, as a Seller, have no obligation to pay for the Buyer's representation. In our new listing agreements we do suggest that you indicate that you might be willing to concede, as an allowance to the buyer, an amount to assist them with engaging a real estate licensee on their end to help them purchase your home.

However, this contribution to the buyer's agent's commission is negotiable and part of the offer they present to you. Sellers should be open to that request for 'Seller paid compensation' to the buyer's representative since it has been traditional, and needed, to facilitate real estate sales.

Buyer's New Landscape:

2.) When I, or any Realtor, work with you as a Buyer, I must negotiate with you a Personal Service Agreement upfront with your consent to my fee to represent you. As part of that agreement, you are saying that you understand (a) my services are not free and (b) we will try to negotiate, in any offer, for the Seller to pay that fee.

Sorry for this inconvenience. Even licensees in the industry are struggling with the new rules. Do call me for the long version of these new regulations should you have a question.



This story is
linked to DONN's
Professional
Resume here:

CLICK
HERE

References:

[1] **Food Security Scam Hurts Alaskans**, DONN LISTON October 16, 2024
<https://donnliston.net/2024/10/food-security-scam-hurts-alaskans/>

[2] **David Windsor's Secret of Success: Top Real Estate Producer Since 1992 Educates Alaska**, DONN LISTON, July 13, 2022
<https://donnliston.net/2022/07/david-windsors-top-real-estate-producer/>

All Windsor Columns on this Site

[3] **Today is NOT Tomorrow**, David Windsor March 26, 2024
<https://donnliston.net/2024/03/today-is-not-tomorrow/>

[4] **Everyone Wants to Know the Future**, David Windsor March 26, 2023
<https://donnliston.net/2023/03/at-everyone-wants-to-know-the-future/>

[5] **If Houses Were People**, David Windsor November 11, 2022
<https://donnliston.net/2022/11/if-houses-were-people/>

[6] **Your Cat, And Contract, Can Expire**, David Windsor October 25, 2022
<https://donnliston.net/2022/10/article-2/>

[7] **FACEBOOK A TWO-EDGED SWORD**, David Windsor October 11, 2022
<https://donnliston.net/2022/10/facebook-a-two-edged-sword/>

[8] **BEAR NAKED LADIES EVERYWHERE!** David Windsor September 20, 2022
<https://donnliston.net/2022/09/bear-naked-ladies/>

[9] **How are You Wired?** David Windsor September 13, 2022
<https://donnliston.net/2022/09/how-are-you-wired/>

[10] **Anatomy of a Team**, David Windsor, September 6, 2022
<https://donnliston.net/category/realestate/>

[11] **Peckers Can't Be Choosers**, David Windsor, August 30, 2022
<https://donnliston.net/2022/08/peckers-cant-be-choosers/>

[12] **Why Buy Gold when you can trade Gold at Home?** David Windsor, August 23, 2022
<https://donnliston.net/2022/08/why-buy-gold-when-you-can-trade-gold-at-home/>

[13] **DOING BUSINESS IN AN AGE OF UNTRUTH**, David Windsor July 19, 2022
<https://donnliston.net/2022/07/doing-business-in-an-age-of-untruth/>

[14] **HOW LONG IS A DAY?**, David Windsor July 12, 2022
<https://donnliston.net/2022/07/how-long-is-a-day/>

[15] APPRAISAL WAIVERS BECOMING MORE FREQUENT David Windsor 07/05/2022
<https://donnliston.net/2022/07/appraisal-waivers-becoming-more-frequent/>

[16] THESE THREE TREE QUESTIONS, David Windsor 06/30/2022
<https://donnliston.net/2022/06/tree-questions/>

Alaska has become a Land of Scammers



A joint legislative panel on Sunday, May 18, 2025, approved a \$1,000 Permanent F for this year. (Sean Maguire / ADN)

When Alaskans Fought for Their PFD-Those Days are Likely Gone, DONN LISTON May 23, 2025
<https://donnliston.net/2025/05/when-alaskans-fought-for-their-pfd/>

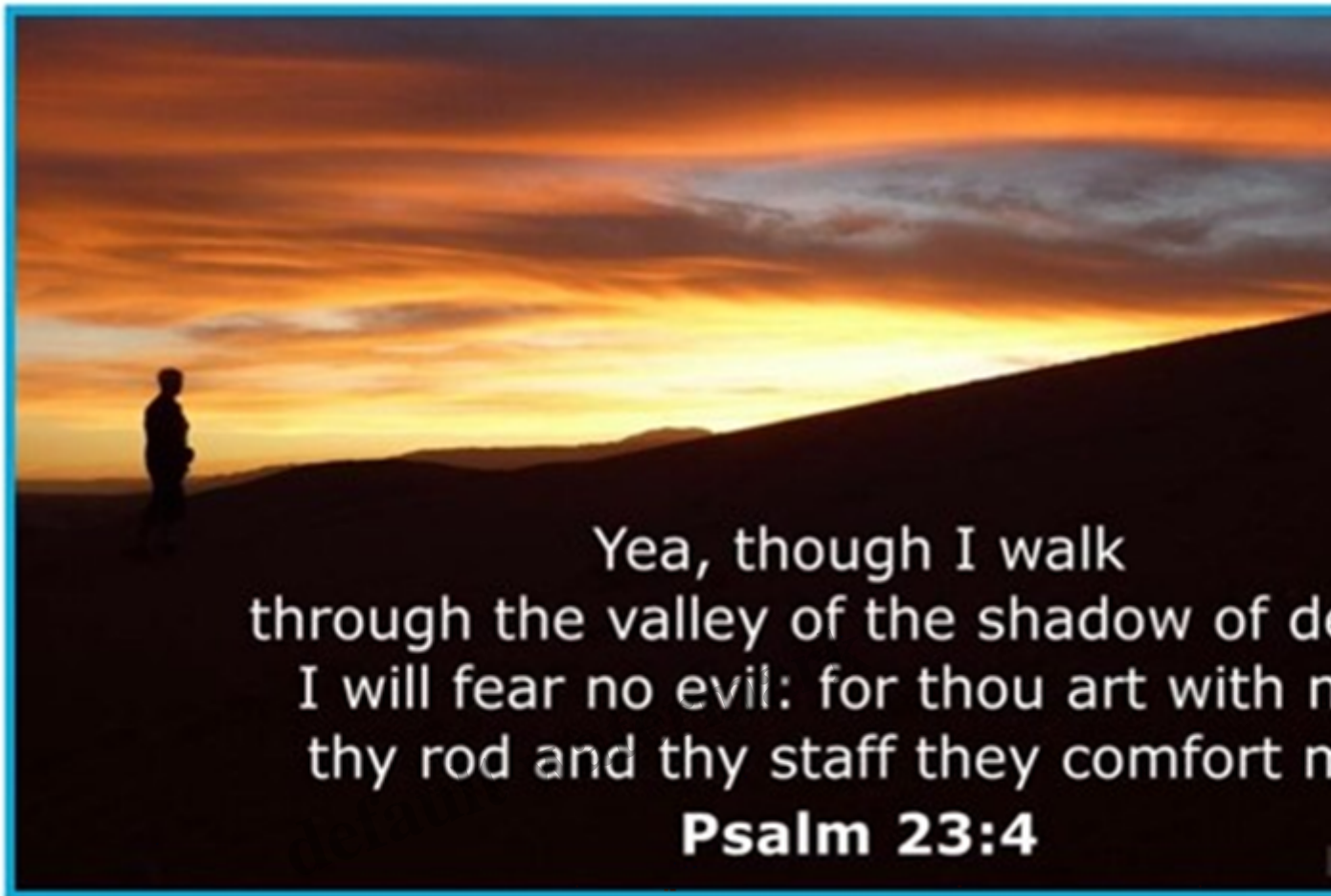


Although he declared Mt. McKinley Meats & Sausage sold for publicity purposes, Bill Borden actually arranged a lease with a newly-formed company in which he had an ownership. Giannulis still owns this plant outright.

Had Borden sold this listing under the contract, and taken an honest commission, the future of this USDA Processing plant might today be more assured.



Alaska Meat Packers' Pig in a Poke, DONN LISTON November 5, 2024
<https://donnliston.net/2024/11/alaska-meat-packers-pig-in-a-poke/>



Category

1. Alaska Economy

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