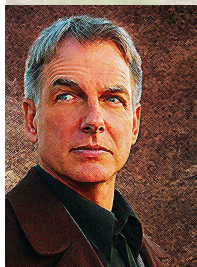


# Al Gage Report

November 2021



## Happy Thanksgiving!

I have always been a fan of the original CBS TV

show NCIS. Many of you may be fans, but many may not, so I will try to catch some of you up and then proceed with my article. In the show, Jethro Gibbs is the team leader of a group of Naval Criminal Investigative Service agents that are quite good. Gibbs is a little old school in the show and hesitates to embrace technology at times. He also never hesitates to rely on the science and investigative leads provided by his team to solve a crime. Like all TV dramas, they always solve the crime. There are two other constants in the show. There is always a new agent called a "nube" and Gibbs has a defined set of rules for investigations. In the real estate market right now, we have quite a few of the "nubes" attempting to practice in a very tough market, so I am going to take some of Gibbs's rules and transfer them to the real estate market.

### Rule 1: Never let suspects stay

**together!** The reasons are obvious in a criminal investigation. I am not try to say that buyer's and sellers are suspects but we actively try to keep the two parties separate and make all communication go through the agents. The reasons for this are two-fold. The first is you never know how fragile a transaction may be. The slightest wrong thing being said or a little attitude perception may be all it takes to dissolve a transaction. The agents are experienced at talking to each other and have a good read on their client's sensitivities. The second reason to operate in this fashion is so that there is preservation of a record of everything that was said or done in a transaction. This

## Gibbs Rules!

eliminates the accusation that Susie Seller told Bobby Buyer erroneous information.

### Rule 3: Don't believe what you are told.

**Double check!** This is just good basic real estate practice and should be on every agent's list. It is very surprising how many agents receive and rely on information that they have not verified. I remember a home in Upland Park that had the square footage listed on the county assessor as 1387. Having sold many homes in that area, I recognized that this was not right on the listing appointment. After digging through 20-year-old floorplans, and looking at on-line photos of more than 40 listings, we were able to verify that it was in fact 1493 square feet based on the placement of a bedroom window set. This may not sound like much, but when you figure 100 square feet times \$200 per square foot, that means \$20,000 net to the seller. When the final appraiser measured the property, it measured 1493, but it would have been too late to renegotiate at that point if we had not spotted this up front.

### Rule 3: Don't be unreachable! *Not a*

*typo. There are two rule #3's.* This one goes without saying for a real estate agent. The only way I am not answering your phone call is if I am on the other line with a client, on a plane, in church, in the hospital (might answer even then) or in a meeting with a client. I see many agents that say their business hours are 8-5, and not on weekends, or for the fastest response to text them. Whichever method you prefer to communicate with me, be it morse code, or heliograph for you history buffs, I will attempt to respond immediately.

### Rule 8: Never take anything for

**granted!** This applies to buyers, sellers,

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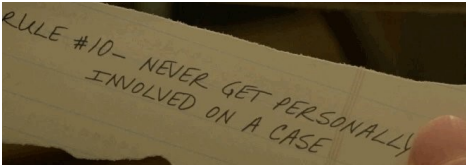


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escrow agents, lenders, appraisers, as well as other agents. You cannot assume that they either know how to do their job or, that if they do know how, that they are doing their job. It may be annoying for me to call and ask if you remembered to get that insurance claims history or the documentation for the termite treatment or solar transfer, but I am protecting your interest in the transaction by doing so.



**Rule 10: Never get personally involved on a case!** This one I can go both ways on. I love to become friends and get to know my clients. We will go out of our way to be as personable and friendly as we can be. Where this rule does apply is when agents get so emotionally involved in a transaction that it starts to affect the outcome of the transaction. Sometimes agents do this because they are so vested with their clients that they cannot be objective or fair about things and sometimes it is out of a necessity for the transaction to close for the agents financial wellbeing. Neither of those situations will ever apply to our team.

**Rule 15: Always work as a team!** We have developed an experienced team of escrow officers, Patty Miller

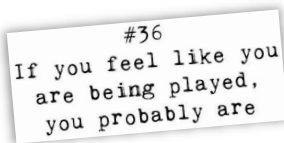
and C.J. Miller and a lender in Rita Marie that have proven their ability to solve almost any problem. I don't care whether it is a tax lien, trust question, probate issue or a low appraisal, we have been able to solve almost any problem as a team.

**Rule 20: Always look Under!** In NCIS, they use this to always look under the bed or under the body or under something. In our context, we have to always look for those red flags that might lead us to an underlying condition that may warrant attention.



**Rule 23: Never mess with a Marines-Terri's coffee if you want to live.** Need I say more? I think we can all just live with the fact that working without caffeine is a miserable state of life and leave this one at that. Terri is an integral part of the team and is well appreciated but there are boundaries.

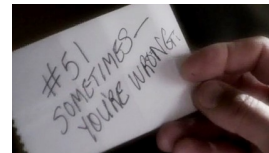
**Rule 28: When you need help, ask.** This may seem simple but there are everchanging rules and nuances of this business that sometimes you just have to ask for help on. In many cases, my fellow agents are asking me for assistance but sometimes I have to ask for help as well.



**Rule 36: If you feel like your are being played, you probably are.** If you listen to

some of these ads about selling your home to an i-buyer and they say they "received thousands more", the question is thousands more than what? The amount you expected, because that happens on almost every listing appointment I go on these days. Thousands more than the home was worth is the implication, but we just know that can't be real. Bottom line is, if you sell to an i-buyer, you will never know the true value of your home, whereas if you list with our team, you will know the true value of your home and you still have the option to sell to an i-buyer.

**Rule 45: Clean up your messes!** It isn't often that we make a mistake, but we pledge to make it right if we do.



**Rule 51: Sometimes you are wrong!** Every time that I have been wrong in the

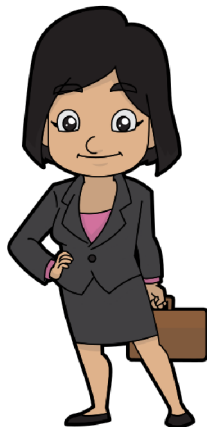
last year, it has been that we received a higher price for the home than the comps or my projection predicted.

Gibbs rules do not all apply to real estate, but they are mostly a reflection of common sense which is sadly lacking in our world today.

**For the best in service and compliance with Gibbs common sense rules listed above, please give the AI Gage Team a call at 623-536-8200 or email us at [al@algage.com](mailto:al@algage.com)**



## Terri's Tips: 10 Thanksgiving Fun Facts!



1. The first Thanksgiving took place in 1621.
2. Every Thanksgiving, the current U.S. president pardons a turkey.
3. Macy's has put on a parade every Thanksgiving since 1924. (2020 was a virtual parade)
4. Thanksgiving is the biggest travel day of the year.
5. The foods eaten for Thanksgiving dinner haven't changed much since 1621.
6. Americans eat over 280 million turkeys every Thanksgiving.
7. Cranberries are native to North America.
8. There is an official Thanksgiving postage stamp.
9. The wishbone tradition is much older than Thanksgiving.
10. Watching football is an integral part of most Thanksgiving celebrations.







## Subscribe Online & Get Your Subdivision Report!

Go to [www.ai@algage.com/SubscribeToENewsletter.html](http://www.ai@algage.com/SubscribeToENewsletter.html) or just send us an email with your address and subdivision. We now offer individual subdivision reports. Stay up to date with the current news, right in your inbox. Subscribers are placed in a drawing to win a set of FREE gift cards! 2 gift cards will be given out this month! Please share this opportunity with family, friends, and neighbors.

## featured listings



New Listing

### 1936 N. 128th Dr.

A fabulous Jerome Model featuring 3 BR, 2 BA, great room, lots of tile, RV gate and two storage sheds in Rancho Santa Fe!

Listed by AI Gage for **\$345,000**

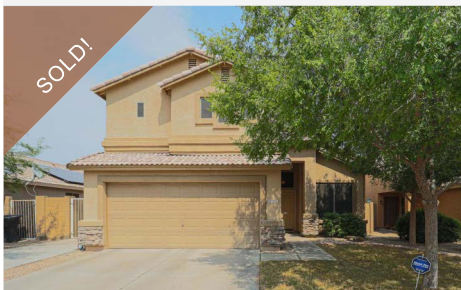


SOLD!

### 12534 W. Honeysuckle Dr.

A beautiful Cottonwood Model, 1668 S.F., 3 BR, 2 BA in Wigwam Creek featuring bay window and sitting area in master BR, family room and lots of ceramic tile.

SOLD by AI Gage OVER LIST for **\$392,000**



SOLD!

### 3713 N. 125th Dr.

2169 S.F. 4 BR, 3 BA with downstairs suite, huge kitchen with extra cabinets, counter space and large eat-in area. RV gate and lots of pavers in the back yard!

SOLD by AI Gage OVER LIST for **\$405,600**



SOLD!

### 10937 W. Cottonwood Ln.

A Charming 3 BR, 2 BA, 1997 S. F. with a fully paid Solar Lease, lots of wood-style porcelain tile, huge pergola in Garden Lakes!

SOLD by AI Gage OVER LIST for **\$410,000**

## What's My Home Worth?

Email AI at [ai@algage.com](mailto:ai@algage.com) with the address, a list of upgrades, the current condition of the property rated < from 1 being terrible condition and 5 being model perfect > and he will personally prepare a professional market analysis of your home free of charge. Use "What's my home worth?" in the subject line and also include the purpose of the evaluation in the email.

*No automated valuations here!*

Want a current and local Market Update? Go to [www.algage.com/November2021MarketUpdates.html](http://www.algage.com/November2021MarketUpdates.html)

In 2020, AI Gage successfully represented **125%** more clients than the closest competitor and **283%** more than the average of the Top Ten Agents in your neighborhood! #1 in your neighborhood five years in a row!



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# Hello.

Interesting And Helpful  
Real Estate Info  
Just For You

Local Postal Customer

## Over 1400 Homes Sold in Avondale and Litchfield Park!

Subdivisions	Home Levels	2019 Sales #s	2019 Price/SF	2019 Days on Market	2020 Sales #s	2020 Price/SF	2020 Days on Market	% Change In Price per SF	Oct 2021 Sales #s	Oct 2021 Price/SF	Oct 2021 Days on Market
Cortes Sierra/Sage Creek/Las Palmeras	1	68	144.9	36	61	167.3	23	15.45%	1	207.2	10
Cortes Sierra/Sage Creek/Las Palmeras	Multi	33	125.3	39	31	138.7	36	10.69%	3	184.2	55
Crystal Gardens, Crystal Ridge, Crystal Point, Upland Park and Donatella I	1	103	146.7	42	99	162.1	35	10.50%	2	261.2	22
Crystal Gardens, Crystal Ridge, Crystal Point, Upland Park and Donatella I	Multi	26	119.1	66	32	135.3	37	13.60%	7	195.2	17
Garden Park, Palm Meadows, Palm Gardens and Donatella Phase 2	1	48	141.8	34	29	156.3	27	10.23%	9	225.1	14
Garden Park, Palm Meadows, Palm Gardens and Donatella Phase 2	Multi	20	107.0	61	17	120.5	30	12.62%	0	0	0
Rancho Santa Fe	1	83	145.3	50	68	160.2	29	10.25%	5	224.9	30
Rancho Santa Fe	Multi	36	126.2	41	36	136.0	28	7.77%	3	208.4	23
Westwind and Glenarm Farms	1	24	165.6	47	15	168.3	44	1.63%	0	0	0
Westwind and Glenarm Farms	Multi	21	136.4	41	12	128.2	44	-6.40%	2	245.5	39
Wigwam Creek South and Bel Fleur	1	65	139.8	43	76	159.2	22	13.88%	6	227.2	12
Wigwam Creek South and Bel Fleur	Multi	45	101.3	73	37	116.0	35	14.51%	4	169.0	0