

AI Gage Report

April 2019

The Doctor Is In!



I recently had an opportunity to interview for a listing in our area. There were many of the most successful agents in our area, all interviewing for the same position. The seller selected us, and as part of that conversation, they explained to one of our competitors that they were listing with us because they did not like the concept of a big team. **The agent countered that proposal with a statement to the effect that when you visit the doctor's office, the first person that you talk to is NOT the doctor! But how cool would it be if you could?**

Not to be too hard on the medical profession, but lets just say that they are not known for their customer service skills as to office management. That is not to say that many doctors don't have a good bedside manner, but I think we all agree that the waits and paperwork are simply not conducive to customer service.

If you contact my office, you are either going to speak to the Doctor (me) or the Doctor's Boss (my wife, if you need a second opinion).

We have had the huge team before, and had to manage and correct the mistakes and errors of underlings, and

just want to be responsible for what comes out of our mouths from this point forward.

Having just done the yearly statistics for the other agents in the areas that I work, just before that appointment, I was able, during the interview, to quote those statistics for my closest competitors. **"Agent X, I sold 250% of their sales! Agent Y, I sold 275% of their sales."** Of course this was very powerful combined with the fact that I have been #1 in overall sales within our neighborhoods for 4 years in a row.



Customer service is our goal, combined with the actual success of selling your home. In essence, we want to diagnose the problem, treat the problem AND do it all while having a single point of contact throughout your transaction. No passing your file off to someone with minimal experience that has to continuously get back to you with the more experienced answer.

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But don't take my word for it. Listen to what our clients are saying in 2019. One of our clients said:

"As we all know, selling a home can be extremely stressful. Al Gage was wonderful! He was very professional and knowledgeable in all aspects of the sale. What impressed me the most was his direct approach, none of the usual sales jargon was imposed. If your looking for a good, honest and down to earth realtor, Al Gage is your man. Also a shout out to Terri who is an absolute delight to work with."

This review sums up everything we are trying to put forward as our philosophy in business. They characterized us as professional, knowledgeable, direct, good, honest and down to earth! You may ask how we do this? It is easy! We work efficiently, and for many long hours, to service our clients.

In another review, one of our clients writes: **"My house went on the MLS the next day, New Year's Eve. I**

averaged one showing every day and received an offer in 6 days, higher than the list price, and closed in 3 weeks. There were 2 unexpected large repairs required before closing, but Al's accessibility by phone, text, and email, at all times, enabled the parties to resolve the matters efficiently and to everyone's satisfaction. I would highly recommend using Al Gage."



Again the review strikes at some of the core values of our business. **Answering the phone** and being prepared to offer expert advice and referrals on a moment's notice comes with over 34 years experience. We pride ourselves in answering the phone and working efficiently. My

wife and I were both blessed with great work ethic inspired by parents that had great work ethic. It does not bother us to work 12-15 hour days if need be. **We would love the opportunity to work that hard for you.**



If you want to have the doctor answer the phone, diagnose the problem, treat the problem and give you a perfect prognosis on the first visit, schedule an appointment with Al to sell or buy your home.

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Find us on 
 /AlGagePC

RITA'S CORNER

The Most Fun Ever!

Shortly, I will be celebrating 42 years in the mortgage industry. I love it, and believe that if you love what you do for work; it won't seem like work at all. I have seen many changes, some great, some not so great; at least in my opinion.

One of my favorite things is letting a first time home buyer know that their loan application has been approved. That is always cause for celebration, not just for the buyer; but for all of the parties to the transaction. Send me the names of your family and friends and let me give them some cause for celebration.

Call me for information about this and other available programs. We have a large variety of programs!

Pinnacle Capital
 mortgage corporation

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Go to www.al@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 movie passes! 4 sets of passes will be given out this month! Please share this opportunity with family, friends, and neighbors.

featured listings



2705 N. 115th Dr.

A beautiful 3 BR, 2 BA, 2155 S.F. with too many upgrades to mention including a pool and premium custom window shades in Garden Trails!

Listed and Pending in 1 day by
Al Gage for \$275,000



11601 W. Palm Brook Rd.

A beautiful 3 BR, 2 BA, 2009 S.F. with too many upgrades to mention including a pool and a den in Garden Lakes!

Coming Soon from Al Gage for \$295,000



3134 N. 127th Ave.

An 1849 S.F., 4 BR, 2 BA with a pool, den that could be another bedroom and a downstairs master, plus a huge patio in great shape in Corte Sierra.

Listed by Al Gage for \$260,000



12883 W. Sheridan St.

An 1313 S.F., 3 BR, 2 BA with a den. In great shape in Rancho Santa Fe. This one won't last long!

Listed by Al Gage for \$215,000

What's My Home Worth?

Email Al at al@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/April2019MarketUpdates.html

In 2018, Al Gage successfully represented 50% more clients than the closest competitor and 217% 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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ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL

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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	2018 Sales #s	2018 Price/SF	2018 Days on Market	Mar 2019 Sales #s	Mar 2019 Price/SF	Mar 2019 Days on Market
Cortes Sierra/Sage Creek/Las Palmeras	1	71	136.47	48.6	6	144.4	27
Cortes Sierra/Sage Creek/Las Palmeras	Multi	37	118.81	54.6	3	118.2	69
Crystal Gardens, Crystal Ridge, Crystal Point, Upland Park and Donatella I	1	85	137.72	41.0	7	134.2	39
Crystal Gardens, Crystal Ridge, Crystal Point, Upland Park and Donatella I	Multi	37	115.22	57.0	2	118.5	128
Garden Park, Palm Meadows, Palm Gardens and Donatella Phase 2	1	45	128.41	54.3	4	146.2	21
Garden Park, Palm Meadows, Palm Gardens and Donatella Phase 2	Multi	19	109.64	46.8	0	0	0
Rancho Santa Fe	1	87	139.05	50.4	11	141.2	67
Rancho Santa Fe	Multi	26	117.53	43.1	8	126.2	72
Westwind and Glenarm Farms	1	28	149.87	80.2	1	122.0	11
Westwind and Glenarm Farms	Multi	16	118.10	41.2	1	145.4	22
Wigwam Creek South and Bel Fleur	1	85	135.49	45.4	5	132.8	59
Wigwam Creek South and Bel Fleur	Multi	45	98.78	60.1	8	102.1	80