



West USA Realty
2920 N Litchfield Rd, Suite 100
Goodyear, AZ 85395

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Interesting And Helpful
Real Estate Info
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Over 1400 Homes Sold in Avondale and Litchfield Park!

Subdivisions	Home Levels	2018 Sales #s	2018 Price/SF	2018 Days on Market	2019 Sales #s	2019 Price/SF	2019 Days on Market	% Change In Price per SF	May 2020 Sales #s	May 2020 Price/SF	May 2020 Days on Market
Cortes Sierra/Sage Creek/Las Palmeras	1	71	136.47	48.6	68	144.9	36	6.17%	3	140.6	14
Cortes Sierra/Sage Creek/Las Palmeras	Multi	37	118.81	54.6	33	125.3	39	5.46%	2	123.7	44
Crystal Gardens, Crystal Ridge, Crystal Point, Upland Park and Donatella I	1	85	137.72	41.0	103	146.7	42	6.52%	8	155.1	29
Crystal Gardens, Crystal Ridge, Crystal Point, Upland Park and Donatella I	Multi	37	115.22	57.0	26	119.1	66	3.37%	2	99.5	84
Garden Park, Palm Meadows, Palm Gardens and Donatella Phase 2	1	45	128.41	54.3	48	141.8	34	10.43%	2	167.4	30
Garden Park, Palm Meadows, Palm Gardens and Donatella Phase 2	Multi	19	109.64	46.8	20	107	61	-3.41%	2	99.3	32
Rancho Santa Fe	1	87	139.05	50.4	83	145.3	50	4.49%	8	154.7	31
Rancho Santa Fe	Multi	26	117.53	43.1	36	126.2	41	7.38%	4	128.8	29
Westwind and Glenarm Farms	1	28	149.87	80.2	24	165.6	47	10.50%	3	171.7	6
Westwind and Glenarm Farms	Multi	16	118.10	41.2	21	136.4	41	15.50%	1	150.5	3
Wigwam Creek South and Bel Fleur	1	85	135.49	45.4	65	139.8	43	3.18%	7	153.4	31
Wigwam Creek South and Bel Fleur	Multi	45	98.78	60.1	45	101.3	73	2.55%	5	107.2	29



Where Do We Go From Here?

I know many of you are tired of watching the depressing information coming across the newswires on a minute by minute basis. I also know that most of you will not receive this article prior to Father's Day, but in writing this article prior to the day it has me reflecting on my parents' generation.

We have just finished suffering under a more than two month lockdown of the entire country based on a pandemic. This pandemic has resulted in more than 100,000 deaths and a job loss rate approaching 25 million and an unemployment rate thought to be on its way to 20%. To everyone's surprise, the job numbers added almost 3 million jobs in May. The stock market had dropped significantly and then recovered significantly. There is political spin and impact at every turn based on every aspect of this pandemic and the governments' reaction to it. There has been abuse of power and wide variety among the state and local governments as to how to react to the pandemic.

Just as we were about to exit (at least temporarily) this long dark tunnel, the incident in Minnesota (which we can all agree was wrong) occurred and sparked widespread protests, some of which devolved into looting and rioting. Let me be clear, those are two very different things.



Every person has a right to protest and no one has the right to loot or riot.

The bottom line here is that both of these occurrences were thought to

put the economy on a precipice of disaster. The housing market does not agree! In fact there are significant signs that the entire economy is turning around. With regard to the housing market, there is no statistically significant impact on the market to this point that can be shown for either of these two earth shattering events. All of the major housing stats in our area show either a steadiness or a slight improvement in the number of sales and the prices of the homes, both of which are pretty typical for this time of year.

That level of stress that all of us are feeling about what will happen next is very real and having an effect on all of us. The fear of the unknown often paralyzes us into inaction, but the general public simply is moving along with their lives as best they can. I know this seems like trying times and the worst time to be alive, which makes me think about the stories my father and mother told me about their lives.

My father grew up in a not wealthy but not poor family in West Texas, but the family did own and operate a cotton gin. I remember a story of my father falling out of the top of the gin while working at about 13 years old and never telling his dad for two reasons: The first reason was he didn't want to endure the wrath of his father for disobeying and not being safe in the first place. I never actually met my grandfather on my dad's side, but apparently this was wise decision on the part of my dad. The second reason was that he did not want to miss work or incur the medical expenses that such an injury would cause to the family. In light of these two reasons, he simply endured the pain and suffered



- 1 Where Do We Go From Here?
- 2 Cover Article Continued
- 3 I Wonder Why? Subscribers Win
- 4 Featured Listings
- What's My Home Worth?
- 4 Sales Statistics



Al Gage, P.C

Phone: 623-536-8200
Mobile: 623-694-9004
Fax: 623-536-8222
Email: al@algage.com

www.algage.com

Continued on page 2

Continued from page 1

through his injury without ever missing a day of work, **all for .50 cents a day.** I want you to understand that this occurred in 1933 which would have been the approximate height of the great depression and may help to understand why a 13 year old would press through an injury instead of going to the doctor.

Eleven or twelve years later, my father found himself wounded on Leyte Island in the Philippine Islands as a result of a Japanese .31 caliber rifle round and numerous shrapnel wounds, all for \$21 a month. It took more than 24 hours for him to be evacuated to an aid station to the best of the memories he shared (he never liked to talk about his time in the war). He was eventually evacuated to a hospital near San Francisco, where he suffered a severe infection and a partial foot amputation. He was also involved in the trial runs of the use of penicillin and later suffered from a severe allergy to penicillin due to the over application of the drug.

After the war, he left West Texas and drove West until his allergies (to other pollens) eased up, which led him to stop in Avondale in the early 50's. He owned and operated a couple of garages as a mechanic and eventually signed the Avondale City Charter as a Charter Member.

My mom grew up very poor. They migrated to Arizona from Oklahoma as a result of a combination of the dust bowl and the depression. She lost a sister at age 3 from Diphtheria (which she also had) and was widespread at the time. Interestingly enough, it is almost unheard of now, due to a vaccine and other medical treatments, but it was deadly at the time. As a teenager, she picked cotton along with her parents, matching their production of about 200 lbs. of cotton per day. She went on to work behind the scenes as a bookkeeper (in the most flawless handwriting you have ever seen) and parts store manager for their garage and auto parts business for almost 40 years.

The point I am trying to make is that they never gave up on the American Dream. Work hard and honestly and you will succeed. I fully understand that some people in America may not have the same level of access to that American dream due to inequalities. The bottom line here is that even in these areas, America has made progress towards forming "a more perfect union." **It should be noted that the preamble to the constitution does not mention that they have formed a "perfect union" only that we are continuously striving to do so.** I do not profess to understand



the tribulations of my fellow man. I do know and believe that if I exercise the work ethic given to me by these two exceptional individuals that I have a high likelihood of being successful.

Our current real estate market is an expression of the faith that our community has in America. It has shown little or no slowing whatsoever. This is a function of the confidence that despite the two current tragedies, the country will get through the crisis and emerge both stronger and more equitable for all!

I am and always have been a hard working patriot to our country, including some of its flaws. If you want a hardworking, experienced professional real estate agent to work on your behalf give the

AI Gage Team a call at 623.536.8200 or email us at al@algage.com

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featured listings



11010 W. Holly St.

Spectacular Home With a Pool
A 2569 S.F., 4 BR, 3 BA huge tri-level home with a pool, spa, 3 Car Garage, huge back yard in Crystal Gardens!
Listed by AI Gage for \$345,000



13014 W. Luchana Dr.

A Bel Fleur Beauty!
This large 5 BR, 3.5 BA has 4457 S.F. with a ton of upgrades including premium flooring, granite counters in a gorgeous kitchen with a dry bar and a huge lot!
Listed by AI Gage for \$470,000



16020 W. Sherman St.

A Beautiful home featuring
4 BR, 3 BA, 3112 S.F. with a pool, fireplace, 3 car garage and much more in Wildflower Ranch!
Listed by AI Gage for \$342,000



10555 W. Crimson Ln.

A Beautiful home featuring 3 BR, 2.5 BA, 1949 S.F. plus a loft, pool, green belt for a back neighbor in Westwind!
Listed by AI Gage for \$255,000

What's My Home Worth?

Email AI 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!

RITA'S CORNER

I Wonder Why?

Arizona is a Community Property state. That means that if a husband or wife doesn't want, or can't be on the mortgage for a new home; a credit report of the party not on the loan must be included in the loan package. The debts of that spouse have to be counted against the buyer, BUT none of their income can be used. The party not on the loan is required to sign a Disclaimer Deed. Here is the strange part, that credit report rule only applies if the loan is either VA or FHA. There are different rules for buyer's using Conventional financing. It doesn't matter about debts, but the Spouse still has to sign a Disclaimer Deed.

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



RITA MARIE NMLS ID #186758
623-935-4664

Mortgage Advisor
Please leave me a "LOAN"

ritamarie2020@gmail.com
Creative Home Loans, LLC
NMLS ID #132851

16401 N 40th Street
Phoenix, AZ 85032

Want a current and local Market Update? Go to www.algage.com/June2020MarketUpdates.html

In 2019, AI Gage successfully represented 20% more clients than the closest competitor and 214% more than the average of the Top Ten Agents in your neighborhood! #1 in your neighborhood five years in a row!