

Al Gage Report

August 2019

Do You Really Want Or Need An i-Buyer?

I just want to tell you a story about a client we represented last month. This particular client had interviewed all of the major i-Buyer companies about the sale of their home. You know the ones that advertise that it's the new way to sell real estate, you move whenever you want and it saves you the hassle of selling your home the traditional way! Fortunately for this seller, he decided to get a second opinion from me on the sales price of his home. The best offer he was able to get from any of these companies was \$230,000 which would have just barely netted him \$100,000 after his loan payoff and other expenses. Keep in mind, this is the figure that he started with before they came in and did their inspection and asked for somewhere between \$3,000 and as much as \$10,000 in repairs. They also advertise that these repairs are being done at wholesale prices because they do so many transactions, but it seems like a lot.

In consultation with the seller, I convinced him that I thought I could get him at least \$15,000 more net in his pocket. He agreed and we went to work! Before I tell you what happened, let's review the math on the i-Buyer offer. It would have netted him \$100,000 minus approximately \$3,000 as a minimum for repairs or \$97,000 net to the seller.

We put the home on the market, and it sold for almost full price, at \$247,500 within a few weeks. The seller had some repairs to perform, which

amounted to about \$1,000. After it was all said and done, the seller still netted at least \$20,000 more than if he had taken the i-Buyer's offer.



Let's analyze the rationale to NOT use an i-Buyer under the title of...

6 Reasons Not To Use An i-Buyer:

1. It Will NOT Net You As Much Money. The example above clearly illustrates that unless the i-Buyer company makes a mistake on pricing your home, you will not make as much money on the sale of your home versus a traditional sale methodology.

2. Pay The Cost Of Moving Out Of Your Extra Profits. In all of their advertisements, they advertise that they will move you for free. Sounds like a great deal but for \$20,000? I checked with many local moving companies and the average cost for a local move is less than \$2,000, that is only 1/10th of the savings. Even if you moved cross-country, It probably would only be \$5,000-\$7,000.

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Please share this opportunity with family, friends, and neighbors.

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3. The i-Buyer Or Their Representative Do Not Represent You. That's right, they represent the investor who is buying your house and THEIR best interest. At the AL Gage Team we will always represent you, our client!

4. You May Be Able To Negotiate Not Moving Twice. It is not always possible, especially if you are doing a new build, but we can usually negotiate a longer or shorter closing or a lease back for you to stay in the home. Even if this is not possible, again, what is the cost of putting your belongings in storage and finding a temporary place to stay. It certainly is nowhere near \$20,000.

5. They Are Not Providing Their Service Just To Be Good Neighbors, They Must Make A Profit. The only way a company can make a profit at doing this service is to buy your home below market value. The fees are between the same, and almost twice as much as a Realtor charges and that doesn't take into account the discounted price that they offer.

6. They Don't Make You Do Open Houses. Neither do we. They don't make you do open houses, because open houses generally don't work to sell the house you are holding open.



Don't sell your home to an i-Buyer and throw your equity in the trash! Give the AL Gage Team a call at 623.536.8200 or email us at al@algage.com



Find us on [/ALGagePC](https://www.facebook.com/ALGagePC) 

RITA'S CORNER

A Very Fun Deal!

Many of you know that I am the preferred lender for AL Gage, my preferred Realtor. I believe I can truthfully state that the reason for both of these truths is our expertise and honesty. This has been the case for many years. I have a client who had a disagreement with AL many years ago over something not involving real estate. Recently, she decided to move from this state and tried selling her house "by owner". This is never a good idea, as the potential savings of not having to pay a commission are generally lost by low priced offers.

She called me one day last week and said she decided to list her house, which I encouraged. Imagine my surprise when she told me that she was going to call AL Gage! I was glad and fully supported her decision. Even mad, she knew he was the best choice. All of us were happy that a more than full price offer was made ON THE FIRST DAY. Suffice it to say that she is more than happy that she opted to take the high road.

PINNACLE CAPITAL
mortgage corporation

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Mortgage Advisor
Please leave me a "LOAN"
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Pinnacle Capital Mortgage LLC #1071
Finance of America LLC #1071
1595 Mohave Drive, Suite 3,
Bullhead City, AZ 86442

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

featured listings



3517 N. 127th Dr.

A 2011 S.F., 3 BR, 2 BA with a great room and a pool and many upgrades in Sage Creek!

Sold by AI Gage for \$279,000



12909 W. Monte Vista Rd.

A 1611 S.F., 3 BR, 2 BA with a loft and a pool in great shape in Rancho Santa Fe!

Listed by AI Gage for \$235,000



2401 N. 109th Ave.

A beautiful 3 BR, 2 BA 1290 S.F. Cottonwood Model with many upgrades in Crystal Gardens.

SOLD by AI Gage for \$220,000



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!

SOLD by AI Gage for \$285,000



12817 W. Clarendon Ave.

A 2011 S.F., 3 BR, 2 BA with a great room and living room, lots of tile, plus a pool and a 3 car garage in Sage Creek.

Listed by AI Gage for \$289,500



12688 W. Osborn Rd.

A 1537 S.F., 3 BR, 2 BA with a den and a pool in Corte Sierra. This one won't last long!

SOLD by AI Gage for \$247,500



11008 W. Almeria Rd.

A 1870 S.F., 3 BR, 2 BA with a den and a pool in great shape in Crystal Gardens!

SOLD by AI Gage for \$275,000

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!

Want a current and local Market Update? Go to www.algage.com/August2019MarketUpdates.html

In 2018, AI 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!



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

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 | July 2019 Sales #s | July 2019 Price/SF | July 2019 Days on Market |
|--|-------------|---------------|---------------|---------------------|--------------------|--------------------|--------------------------|
| Cortes Sierra/Sage Creek/Las Palmeras | 1 | 71 | 136.47 | 48.6 | 4 | 143.7 | 5 |
| Cortes Sierra/Sage Creek/Las Palmeras | Multi | 37 | 118.81 | 54.6 | 4 | 129.5 | 19 |
| Crystal Gardens, Crystal Ridge, Crystal Point, Upland Park and Donatella I | 1 | 85 | 137.72 | 41.0 | 12 | 155.8 | 32 |
| Crystal Gardens, Crystal Ridge, Crystal Point, Upland Park and Donatella I | Multi | 37 | 115.22 | 57.0 | 4 | 121.7 | 58 |
| Garden Park, Palm Meadows, Palm Gardens and Donatella Phase 2 | 1 | 45 | 128.41 | 54.3 | 4 | 141.8 | 53 |
| Garden Park, Palm Meadows, Palm Gardens and Donatella Phase 2 | Multi | 19 | 109.64 | 46.8 | 2 | 110.1 | 90 |
| Rancho Santa Fe | 1 | 87 | 139.05 | 50.4 | 13 | 141.8 | 56 |
| Rancho Santa Fe | Multi | 26 | 117.53 | 43.1 | 8 | 121.7 | 44 |
| Westwind and Glenarm Farms | 1 | 28 | 149.87 | 80.2 | 1 | 160.9 | 86 |
| Westwind and Glenarm Farms | Multi | 16 | 118.10 | 41.2 | 0 | 0 | 0 |
| Wigwam Creek South and Bel Fleur | 1 | 85 | 135.49 | 45.4 | 6 | 140.0 | 70 |
| Wigwam Creek South and Bel Fleur | Multi | 45 | 98.78 | 60.1 | 4 | 102.2 | 173 |