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## Al Gage Report



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## Rita's Corner

### No Free Lunch!

I get asked often about the many down payment assistance programs. The Home in Five Program, Pathway to Partnership, The Arizona Housing Authority are all programs that offer homebuyers assistance with the down payment and closing costs. Generally these funds do not have to be paid back, but the buyers have a set time that they must live in the property. The interest rate and the fees are higher than if the buyers have their own down payment, but it definitely provides a way for people to become homeowners. The

buyers have to have a credit score of at least 640; they also have to participate in a homebuyer counseling program. There are also income limits, generally not more than \$90,000.00 per year. The specific details are too many to list but call me if you think your are interested in this kind of assistance.

#### RITA MARIE

NMLS ID #186758

623-935-4664

Mortgage Advisor

Please leave me a "LOAN"

[rmarie@pcmloan.com](mailto:rmarie@pcmloan.com)

Pinnacle Capital Mortgage LLC. #1071

17215 N 72<sup>nd</sup> Avenue D-145

Glendale, AZ 85308

*Call me for information about this and other programs. I pride myself on keeping up to date with the ever changing mortgage market.*



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# Al Gage Report

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## Reading the Fine Print!

Does it annoy you when you see advertisements on TV or online and there is a whole stream of "fine print" disclaimers at the end? How about when you call in for what you perceive as an error on your cell phone or cable bill and find out that those extra charges were fully outlined "clearly" in the disclaimer portion which, of course, is always in minus 6 font that no one over the age of 15 can read? I especially hate the car and credit card advertisements that advertise the price of a car or an initial rate that are very attractive. When you

actually try to buy the car, you find out that there was only one stripped down model at that price or that the interest rate on the credit card actually goes to 22% as soon as you use it or after a year's time. These kinds of advertising are perfectly legal! But how do they make you feel? Kind of like you have been taken advantage of? There are several parallels in the real estate industry. If you watch television and pay any attention to some of the more advertised mortgage companies,

**you might actually believe that they were going to pay you interest to take out a loan with them.** I am sure that these exceptionally low rates are possible if you have the highest possible credit score, have a very high down payment and, in essence, don't need the loan. For the average population of borrowers, these rates are simply not available. In actual practice, the borrower comes to me having calculated their payment online expecting to have

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### Homes ACTUALLY Sold by Al Gage in April (No FINE PRINT HERE, We Sold THESE in April!)

| Address               | Features            | SQFT | Price / Closing Date |
|-----------------------|---------------------|------|----------------------|
| 11439 W. Sheridan St. | 3 BR, 2 BA, 2G      | 1309 | \$157,500 4/01/16    |
| 258 E. Maya Dr        | 3 BR, 2 BA, 2G      | 1780 | \$195,000 4/27/16    |
| 2608 N. 128th Dr.     | 4 BR, 2.5 BA, 2G    | 2232 | \$200,000 4/10/16    |
| 12969 W. Verde Ln.    | 3 BR, 2.5 BA, 2G    | 2159 | \$203,000 4/15/16    |
| 5780 N. Kristi Ln.    | 4 BR, 2 BA, Pool 3G | 2279 | \$271,000 4/01/16    |
| 1043 E. Segovia       | 3 BR, 2 BA, 2G      | 1679 | \$284,300 4/01/16    |

SUBSCRIBE  
TO WIN

Subscribers are placed in a drawing to win a set of FREE movie passes! 4 sets of passes will be given out this month!



In 2015 Al Gage sold 72% more homes than the closest competitor and 240% more than the average of the Top Ten in your neighborhood! #1 in your neighborhood two years in a row!

# Mobile App For Al Gage



Download the new mobile app from Al Gage and find all of the closest homes for sale, recent sales, rentals and mobile friendly up to date information straight from the MLS system.

Download the app at <http://app.westusa.com/WUSA5N9> or scan the image to the left.

Continued from page 1

purchasing power of 20-25% more than they can actually qualify for. This happens because of the difference in the advertised rate and the actual rate as well as the fact that many of these calculators do not factor taxes, insurance and homeowner's association dues into the equation. Again, we feel a little misled but still perfectly legal.

**Home warranties** are another place where we see a lot of "fine print". In their defense, no warranty could possibly cover every item in a home. Most of them, in the fine print, disclose exactly what they do and do not cover. In spite of this up front process, when the warranty tells you that your heater is not covered because of a pre-existing

problem you still feel the same way.

In recent weeks, I have seen real estate advertisements distributed to our neighborhoods that say in giant letters "Recent Sales" or "Homes Sold" and then it lists 6-12 homes sold in the neighborhood. On most, but not all of these flyers, it does say somewhere on the page that these sales are not necessarily those of the agent being advertised. This disturbs me when I see my sales being advertised by another agent and you have to look, in some cases, very closely to determine that they were not that agent's sales. **At the Al Gage Team we only advertise the sales in which we were directly involved.**

There is nothing improper or unethical about the aforementioned practice but how does it make you feel about the agent you are about to hire?

Let me reiterate, in 2014 and 2015 we sold more homes in your neighborhood than the next two agents combined and the top ten competitors average by an average of 3 times as many sales.

**We don't need to rely on "fine print" to promote our track record of sales in your neighborhood and in the "fine print" of all our listings, we allow you to cancel your contract if you are not happy with our service without charge.**

# FREE Movie Night

From 1999 to 2007 we hosted a free movie night. We would love to offer this little payback to our community again but the only way we can do that is with your help. If each of you forwards the E-newsletter or the subscription website to

your friends and family in the Phoenix, Avondale, Goodyear, Litchfield Park and Buckeye areas, we may reach our goal of 3,500 E-Newsletter subscriptions. When the opt ins reach 3,000 we will fire movie night back up again.



# FEATURED HOMES



Sale Pending

### 12411 W. Sheridan St.

A Brigata model (4 BR, 2 BA, 2335 S.F.) with a pool, many upgrades and fresh carpet in Rancho Santa Fe.  
**Listed by Al Gage for \$270,000**



Sale Pending

### 12718 W. Catalina Dr.

A 2552 model (4 BR, 3 BA) with a downstairs bedroom, pool and built in BBQ in Corte Sierra.  
**Listed by Al Gage for \$250,000**



Sold

### 5780 N. Kristi Ln.

A Brigata Model (4 BR, 2 BA, 2335 S.F.) with a pool and many upgrades, in Wigwam Creek North.  
**Sold by Al Gage for \$271,000**



Sold

### 11439 W. Sheridan St.

An 1320 Model (1320 S.F., 3 BR, 2 BA) in great shape in Crystal Ridge.  
**Listed by Al Gage for \$160,000**



Just Listed

### 5922 N. 180th Dr.

A custom home in Russell Ranch featuring 5 BR, 4 BA, lush landscaping, a pool and over 3500 S.F.  
**Listed by Al Gage for \$525,000**



Sold

### 12969 W. Verde Ln.

A 2159 model (3 BR, 2.5 BA) with many upgrades in Las Palmeras.  
**Listed by Al Gage for \$205,000**



Just Listed

### 14685 W. Catalina Dr.

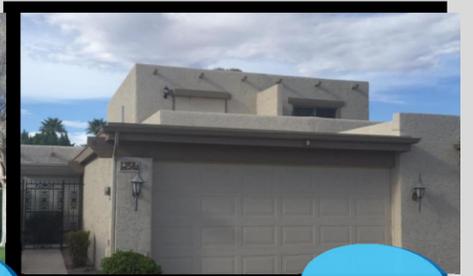
A 2163 S.F. Model (3BR, 3 BA) with many upgrades and a 3 Car Garage in Palm Valley Phase 3A.  
**Listed by Al Gage for \$245,000**



Sold

### 2608 N. 128th Dr.

A Cape Cod model (4BR, 2.5 BA) with tons of upgrades, on a large lot in Rancho Santa Fe  
**Sold by Al Gage for \$195,000**



Sold

### 258 E. Maya Dr.

A 3 bedroom, 2 bath townhouse in Litchfield Park that is completely remodeled.  
**Sold by Al Gage for \$195,000**