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EZ Real Estate Platform Weekly Mastermind Call 12

Join us every week for coaching and Q and a, you'll learn how to get more listings signed and sold following the simple and fun, easy listing method. Plus find hidden gem tips and get motivated as you surround yourself with like minded peers in this weekly mastermind, let's jump in. Morning, Michelle. Good morning, Michael, how are you? I am late, but I'm good. Otherwise. Okay, that's okay. We'll let you come on in. Come on in. Obviously, Robert's not here. You have me today instead to answer any questions anyone may have.

So, I know Polly was interested. She has seen your name come up on the, in the MLS. And they're in Arizona doing the online bidding stuff and Mike, you and I have talked a few times. Yes, we have. So it sounds like you're using the program. And so I need to talk to you offline to figure out what's working for you.

Okay, yeah, my, my little tiny brokerage that I'm with they're watching me with bated breath to make sure that what I'm doing will look works great. And then we're going to take it all brokerage wide. Nice. Yeah, do you know when Robert's going to do his next round of 5 listings in 30 days group?

Uh, I think he's starting that in March. In March. Okay. Yeah, that's when the, the, the easy challenge is starting and I'm waiting. I'm cheating. I like cheating,

[00:01:29] "Coming Soon!" for EZ Real Estate Platform Listings

but I've got a house that's being built right now and the builder wants me, you know, it's a, it's a single custom home, single guy. And so he wants me to do the videos, you know, time lapse kind of thing, watching it going up and all that and put it on the platform.

So let me, let me ask you this. I don't know if this happens in other states, but here in Arizona, we've got something called coming soon, which is not completely on the market yet. But people can see it. Right? And since we have

the, you know, Google. The six day deal Thursday through Tuesday. What do you think about putting a property like that on the platform?

And just, you know, being able to accept offers and all that, but still have the bidding event with the close with an open ended closing date, simply because we don't know when the, you know, construction's weird. We don't know exactly what's going to be done. So, so we can do a coming soon for sure. Okay.

You know, under construction, you're coming soon and have, we often will have a page for a coming since. And then we just, we don't have to have an end date on it because obviously construction, you don't know. You're right. There's often delays for whatever reasons. Right and then as we get closer to the idea of having

a closer idea, then we can try to put a date on it. If you want. If we feel like we can\ get to that point in time.

Right.

We can definitely have that coming soon and getting offers and coming in now, you know, people at least getting people of interest. Right? And, you know, what I'm thinking and hoping is that somebody would come in with a, hey, I love the house.

You know, the renderings that you've got going on are great. I just want to choose my own colors, and oh, instead of that wall, I want this wall over there. And so here, here's enough money to make all that happen. And just because, again, my. My seller might just say, okay, I'll take it. We'll do it your way.

Absolutely. And as far as this final details, I'm going to defer over to Robert. As far as putting dates on it, and how we want to handle the finer details. But, yeah, I can see definitely doing a coming soon. No date attached to it. More open ended things was under constructions. Okay. Have you done it before?

We haven't done 1 under construction now, but we have put things up and coming soon. No, it is not not quite on the market yet. Okay. No, 1 is under construction. So that's why it's a new to me. Okay. Fair enough. Okay, John joining us and Brett morning. Morning, everybody afternoon really here in Cleveland. It is really afternoon for you, isn't it?

And then there's Brett, I see coming in. Hello. Good morning. Good morning. Someone else is still in the morning time. I like that.

[00:04:42] Hosting a BIG Open House at a Small or Hard-to-Access Property

So, any questions, what else is going on? Sure. Mike had some good questions there. Yeah, I got to see what the group thinks. I have a house that will be coming up. It's a, it's a great property. It's a fixer. So, I think it's going to draw a lot of investor attention. You know, in thinking about putting it on the platform, the issue with it is it's not super easy to get to.

And once you get there, there's like not a lot of parking for people. And, you know, if you're trying to get 50 to 100 people in there, it could pose a problem. But, you know, the property itself, I think it would be, it would be awesome if you could get even 50 people in there. Any suggestions you have trouble getting that number of people in there at 1 time.

Could you do a longer period of time? A little more time constraint on you being there for a longer day, but that might give people more time to spread out. That's, that's not the issue for me. It's just, just, you know, you don't know when all these people might show up, you know, you could be open for 8 hours.

And the problem is when I say it's difficult to get to, it's not like, oh, how do you find this? It's easy to find, but then a good portion of it, once you get close to the property... the road is really only single vehicle and then once you get there, there's not a lot of place for people to park. It would be, it would be like a train of people come in and get out.

So that's the bummer because the property, I think, would. Draw a lot of interest Frank. Is there is there any chance that you could use some type of a landing page to have people schedule and open their visit to your open house? You know, tell them there's there's 20 minute time slots and we're going to do

3, an hour or whatever. I don't know. I'm just trying to guess here. Maybe have 3 or 4 people, 3 or 4 parties at a time on the property that every maybe do a calendly thing and then they go on there. Whatever time slots are open. They can fill them. Yeah, that could work and just put it out there and you do to parking or fire hazard or traffic or whatever.

You give the reason. That is our sort of this is an exception to a typical open house. Yeah, it's a, it would be an open house that's scheduled for participants or maybe is there, like, down the road a place to park and you can just shuttle

people back and forth and rent a van or something. Uh, that that's more than I would want to get into.

Okay, you know, you could give a 2nd person to restrict access, you know, do the do the takeaway same time. Hey, we're so busy. You know, we're only allowing so many people to come down here. I mean, I've had that on, we had a property like this, a fixer and not like terrorists that was in a neighborhood, but it was.

Hard to park is on a busy street and we had a lot of activity. So that's what we did was, you know, unfortunately, at this time, come back in 10 minutes to see what happens or or we can take your number and text you when it's available. And that kind of brings the takeaway as well.

Yeah, one of the things that I've found effective for me in the past is having complete walkthroughs on video posted on a website. I did an auction last year and the people who ended up buying the house were out on the west coast and they had a local realtor come by because they, they felt like they had walked through the entire house with the two or three videos that I posted on my website.

I started at the front door and walked through the whole first floor and then I shot another video from the top of the basement steps down into the basement. And I walked every square inch of the basement. That was, it was a horrible basement. It had a half inch crack, four inches high all the way through the basement.

Everybody said, we'll give you one 30 to one 40 tops and we sold it for two 20. And so people will watch videos and be used to videos and not even need to come to an open house. One thing to keep in mind, the EZ platform is a fantastic way to gather additional listing opportunities or, or buyer opportunities by having an open house that gathers, you know, 50, 75, 100 people, but not every situation is the same.

And not every situation presents the ideal circumstances to gather that many names and you're running headfirst into that. So, in this particular property, your best bet may be to shoot, you know, a good 8 to 10 minute walkthrough video of each floor of the house, and be as open and transparent as possible about every single flaw in the house.

And then let the platform do its job. It will allow people to get into a FOMO mode where some flippers may be more in need of their next project and are

willing to spend a little more. And that transparency on the EZ Platform gives them the ability to continue to push that price up and up and up so you get to fair market value.

So don't always think every single listing that you put on the platform is going to be perfect and it's going to draw a crowd of a hundred plus people and is always going to be just exactly what you want. Every, like you, you're in real estate, you know, every home is different. So take advantage of what the platform has to offer, but at the same time, utilize some of your other real estate skills.

To be able to take advantage of the platform and and get it in a position where people are willing to sign in and sign up and upload their, their proof of funds and participate in the event. If that helps know that the video walkthrough, that's a great idea. Yeah. And I know that I know that this isn't one size fits all.

You know, right. You know, I can see getting it together with someone and sizing up the situation and saying to this potential sellers, like, we have this, I have this program, but I don't think your property qualifies for it. So, we may have to go to plan B, but the video walkthrough is a great idea. I didn't I don't know.

I didn't even think of that myself, but yeah.

Frank, you could go and anybody on the call could go to my website. It's J. F. marketing dot U. S. you'll see my smiling face on the home page. But if you click on past auctions, the 1 you're looking for is 3260. Dover Center Road and that gives you an example, an idea, and even when I use the easy platform, I go ahead and post the same kind of walkthrough videos on my website, and I can drive traffic to my website.

I can drive. You know, if you're ready to bid, if everything you've seen looks like you want to. participate, then go ahead and click here and it'll take you right to the bidding platform. There's those kind of things. This particular property I mentioned to you was not part. I wasn't part of EZ at that time, but that's how I will work it in the future as I get listings and move forward.

What's your web address again? J. Like John F. Like Freilich marketing dot us Thank you, you know, and this is this ties into what, you know,

Robert's been talking about over the past couple of weeks also regarding the buyers pool. And analyzing, you know, do you have 100 percent buyers pool being able to do this, or are you in a risk some sort of restriction where you're.

Your buyers pool is going to shrink because not everybody's going to want to live in a 55 plus gated community or, you know, 50 miles away from school and grocery stores. You know, you've got to, you know, I've got 1 of those fixers also. So, you know. What do you do? You market it the other ways that, you know, we know how to do.

And Robert's got some great ideas with that also. And you're right. Just the videos, you know, if a picture is worth a 1000 words of videos worth a 1, 000, 000

out there buying based on videos, not even stepping foot in the home. It works for me. Thanks for all the feedback folks. Appreciate it. We're all here for

I say, wait, because it's not just me as a team here.

What else do we have going on out there?

Well, you know, like, like I just mentioned,

[00:13:54] As-Is Sale or Retail Listing to Get that ARV?

I've got a another, another property that I've been going back and forth with this owner for probably 2 years as a personal friend and he has. A house that the tax rolls put it at 1800. The actual square footage is closer to 4200. They're unpermitted additions on there, but they're done nice.

So they've done well. And also, he recently had a flood in it. So, most of the, you know, 4 feet up, you know, drywall is gone and. You know, the place needs to be remodeled because, you know, it was built back in the 70s. So, you know, the bathrooms are probably 3 ft by 4 ft, you know, so having a master bath that small, just, you know, it's not conducive to what's going on in today's today's market.

What would you guys think is the best course of action? Does he fix it and bring it back to where it was? Or does he sell it as it is saying, Hey, you're going to remodel this anyway. So why put the money into it now? I don't know ideas.

How does your seller feel about the concept of fair market value, or does he have an inflated value in his mind?

That, that this is his little baby. It's going to be his retirement when he sells it for a million bucks. Well, you know, it's and that's a that's a very good question. He is very well educated. He is on top of the market pricings. I, you know, he, I send him comparables to different, different things, you know, monthly.

He's well versed. So let me let me ask you this. Okay, Michael, you, you mentioned that there were some some additions put on that never got vetted by the city. There's got a tiny little bathroom in the master bath. Some other what I refer to behind the scenes as warts on the property.

How do you find comparables in a neighborhood when you've got those kind of things going on? Because in my mind, without even seeing anything, there probably are very few, if any comparables. So what he's got. That's not true, though, in this neighborhood. It's everything is running between, uh, probably 3000 and 5000 square foot.

Now you know, there's been a lot. He was 1 of the 1st houses built in there. And then they just, they just kept building on, you know, the thing is that he doesn't have a tennis court or a pool where a lot of the other houses like that do.

Is he the one who did the additions? Say it again? Is he the one who did the additions or were they already done when he bought the property? He bought the property that way.

Are a lot of the other properties in the neighborhood Comparable with add ons? Have they added on to their properties like he has or like someone did? Yes. Okay. And so we're getting closer to comparables. Yeah, we're getting closer to having true comparables again. It boils down to our lot of times when you have a house that's been redone.

It doesn't flow. Well, it feels like an add on, all kinds of things that impact the true market value. And, and where does the seller lie? Does he need the money? Does he feel that he has to get a certain amount for the house? Is he just willing to sell it and, and understand fair market value in a competitive bidding situation, a competing offer situation?

And will he accept fair market value? Those are, those are attitude questions that, that you probably want to clarify with your seller. Yeah, he, he, he, at this,

at this point, this, this is their, this is their retirement, you know, so a year ago, the house was valued around 750. Today, there's another house that's.

That is the same square footage, same type of floor plans, same bedroom count. But it's got a tennis court in a pool and it just hit the market at 650. So he was very upset with that saying, Oh my gosh, my house is now in the five hundreds. The thing that I'm, I'm worrying about for him is

if he does move back here to Arizona, because he doesn't even live in the house, it's vacant you know, is he, is this, this house is too big for, you know, a pair of senior citizens to, to live in. So they need to offload it. They don't need 5 bedrooms or 6 bedrooms, you know, and 3 living areas and all that.

I can make a darn hotel out of the thing. And the taxes are eating them alive, too, because the taxes are in this area are very high. Thing that I'm thinking is don't do the repairs on it and just sell it off and take what you can get and run. And, you know, again, with that, the buying pool is going to be smaller, but you're going to look better with videos, you know, that you can, you know, get people across the country and all sorts of different investors because it's a beautiful house, beautiful neighborhood, beautiful area.

It's just how you beat her well from from a marketing standpoint, you hit all the high points. If he could, if he would foot the bill to have a professional videographer videographer come in and and then put together a a sizzle reel of the property and the neighborhood and the community, that's something that could attract outside investors at the same time from an internal point of view, you need to have a conversation with him about the time value of money.

He's already seen his property start to decline in value because the neighborhood is becoming better and better and his house is stagnant. It's on, it's unoccupied and so it's never gonna go up in price because the homes that are being built or are being upgraded are are becoming much rosier properties than what he has.

And if he were to just take Fair market value for what he has now, and being an educated, smart guy, invest that money somewhere else where he could get a return on his investment that's not turning into a rotten banana, then maybe he'll be able to say, yeah, I do need to just cash out and do something better with my money, because The time value of money and especially when you're getting eaten alive by taxes, taxes will outpace inflation every day, all day long.

I've got a, I've got a customer right down the street. She won't sign a listing agreement, but the house has been vacant for four years. Keep trying to tell. Look, you spent 24, 000 on city taxes, and you live in a home three cities away, and she still won't pull the trigger.

[00:21:07] Inspections and Appraisals on Property with Unpermitted Add-Ons

Mike, have you you said it was in good workmanship.

Have you, as he talked to the city or had a contractor talk to the city on his behalf about grandfathering it in, or what would it take to bring it up to code? So then you can sell it at its full square footage. You know, I remember having that conversation with him. I don't remember what the results were, but yeah, I need to check that out.

'cause that would, that would, that would help if that wasn't an issue because I, I know it's, it, since it was built in 72, it's, it's gotta be back in the nineties if this was done. So being there 35 years, who knows? That's a great, that's a great point, Polly. Yeah, Polly. That was a super idea because if you can advertise, you know that

all the additions, and I don't know who would ask whether or not it was approved by the city or not, but do you have to have an inspection prior to sale prior to closing to where they would check for those permits? You know? No, all that can be waived. Okay. But then the problem would come in with the appraisal because then it would appraise what the

the records are sometimes, you know, yeah, no, that's true. I mean, sometimes appraisers will appraise on if it looks like it's, you know, quality workmanship. I have had him appraise and not go along with the tax records. And you can always have you know, I know his big deal is taxes, but you can always have the tax access assessor come back out and re and have him remeasure the house.

And then if they say, was it done with permits? Say, well, he bought it this way and, you know. And it may make his taxes go up to the current square footage, but at least then you could sell it for that. If they update the tax records.

Interesting. Okay. Yeah, no, that's that's good. Polly. Thank you. What's what city is that in Glendale? Ooh, I might I might know somebody so I'll talk to you

offline. Okay. Good ideas for you there, Michael. Well, just run into problems and share them out.

[00:23:09] Using the Facebook Group

So, speaking about sharing them out, how come nobody goes on the Facebook group?

Don't, I don't use Facebook very much at this point in time. But I, I do need to get on there more often about Facebook as well, especially with this group. If we, like, we did today, start running across things and ideas and problems and start sharing them. We've got a lot of talent. You know, there's just a lot of talent here.

Guys, you can start solving these problems within ourselves 24 7, not just once a week. As these problems come up on a Thursday morning or Friday night, Saturday afternoon, there's somebody that might answer that question or give you their input right away. So, I have to wait till the next Monday morning Q and a,

let's see, Ronald and Mike, you've been kind of quiet. They're listening in. Do you have any questions?

Have a question for John again. What was the property address on your website under the past auctions? 3260 Dover Center.

Were you able to find it? Hang on. Let me check it out.

I see it. Very good. Hold on. Yeah, scroll down a little bit. You'll find 2 or 3 videos.

I shot those. I edited them. I added the titling and the all everything. I did everything for those videos. Didn't take me long at all. Yeah, it's definitely a fixer. Hey, John, what program do you use? Use

Snagit and Camtasia.

Camtasia has become a very, very easy to learn tool to edit videos, and you can buy their, or, or subscribe to their external assets, like pictures and videos and stock images and all that stuff to go along with it, and a lot of stock music as

well, so. Through Camtasia, and they have everything you need to edit videos in it.

And once you, once you understand it, you spend 2 or 3 hours playing with it. You'll be able to do whatever you need to do. Okay, thank you. Absolutely.

Thank you much. Appreciate it.

[00:25:34] 30 Day Listing Challenge

And someone talk a little bit about that, that 5 listings in 30 days challenge.

You've been doing that 1. Well, no, not not. Well, are we doing it or we've been going through it? Yeah, I probably basically Robert has a a training that he puts together and it is, I think it's 5 weeks and we've done everything from develop mailing lists to. Work on mail merging to you know, editing, introduction letters and some seller magnet things.

And basically, there's there's a couple of different avenues. It seems to take 1 is to have 1 database where you're going to mail out 100 mailings. And just, you know, basically hit them every month with, you know, a different mailing. And then there's another 1 where you take 100 people and you divide it into groups of 25.

And you for for 1 week, you take those 25 people and knock on their door 5 a day, hand them an introduction and letter and a, you know, 30, 000 foot CMA. On the 1st round, if they're not there, and you, you use a door hanger device to hang it on their door. If you've got their telephone number or email, you can take a picture.

And with a little note saying, hey, you know, just dropping this off. I think it might be valuable for you. It's a little bit of information about what your house is worth right now. And I can sell your house for no, no commissions.

On the 2nd, 1, usually 3 days later, you're hitting that's that same, you know, 25 you do another introduction letter, another seller magnet and a more detailed, to really drill down on, you know, their house in particular you know, but it's still, it's still not a complete CMA.

It's still going to leave a lot of questions. You're, you're hoping that they're going to give you a call and, you know, let you know, hey, I'm, you know, leave me

alone. I'm, I'm going to die here or yeah, let's talk about this. And then 3 days after that you drop off you know, like a buffini goodie bag.

1 of the examples would be during Christmas time. You go to the dollar store, get a mug, some candy canes, some bags of hot chocolate. And you know, you do a detailed CMA a little bit more about, you know, how the EZ method works. And you also you know, again, you, you take a picture, you, you, if they're not home, you send them a, a, a video text message saying, hey, here's this, this is for you.

One of the things that he says is really good is if you leave a explanation video, you know, email to them of their CMA at the same time, then what the, what they're going to do is they're going to be, my gosh, you have been working really hard to get my attention and to get my business and the response would be something like, and just imagine how hard I'm going to work to sell your house.

So, basically, 25 houses a week, 4 weeks, different 25 each week, should end up with at least 3 listings. The people that have been doing it in his brokerage, I guess, and I don't know, Michelle, I think you're associated with the brokerage a little bit, so you can nod your head to do, to confirm this, but some of the people that are using this system are getting 15 listings a month.

And in doing that, I don't know if it's happened more than once, but I guess it's happened at least once. But they have. You know, started to hire people to do some of the work for them. You know, the agents are still dropping off themselves and doing the video description of what. Is on the CMA and how the numbers, you know, they came to those numbers and that the EZ system is going to be making the market determine your value instead of a realtor doing their good job of doing this a long time and guessing what the property is actually going to be for the market value.

Because the house is worth what it'll sell for. It's not worth what we say it will, you know, a lot of people properties or go ahead, Polly. Oh, I was just wondering if they're distressed property, or how do you pick your list? Oh the, the list can be, it can be anything. It could be a neighborhood. It could be FOMO or for sale by orders.

It could be, you know, if you're subscribed to expires. So it could be pre foreclosures. It could be. You know, what else is there? Empty nesters. That's a nice 1. You know, people that have owned their house for a while that, you

know, that the kids have grown up and moved out and they're like, in this 4, 000 square foot house with 2 people.

You know, so it just, you know, all the normal spots. Thank you. Yeah. No, and I'm pretty good at data mining monsoon. So, if you need help with that, let me know. Thank you. Yeah, no problem.

Any questions

I'm going to head out guys. I just wanted to stop in and check in and see how the meeting was going. So glad I had a chance to participate. It was nice seeing everybody and we'll see you again next week. Thank you very much. It's a good input there. Appreciate you. Thanks, Michelle. All right. Bye. Bye. Guys.

Bye.

I've seen your little square there, but we haven't heard from you. Do you have any questions that I want to leave you out?

Yeah, I'm good. Okay. Robert said this was more of a Q and a, so I'm here to help answer. Oh, there he is. Yes. Uh, no, I'm good. Okay, but I make sure you're not just sitting there, you know, in the dark, so to speak. No, I hear I'm, I'm, I hear everything. Okay, let's get other questions asked and answer the thing you need from me.

Robert, your normal host and he has lots of the information and was very wonderful, wonderful resource. Yeah, I can add to it. I'm here today. So, and then are there any other bidding platforms around us? And, you know, I don't know of any well, 72 sold was kind of doing the same thing. Now they've, they've abandoned that and got, you know, going to act or whatever it is. Yeah, different business model. Yeah, they're getting sued again.

Yeah. Yeah. Yeah, we need to get, we need to get this normalized out here, you know, and that's, you know, agents that I talked to about the platform. They say, well, gosh, this sounds fantastic. Why are you telling me said? Because we need some synergy.

We need people to to do this. I, you know, how many listings are I can't do them all. You know, Polly and I can't do them all my brokerage and Polly and I can't do them all,

[00:33:18] How to Earn Commission as a Buyers Agent in 2025

you know, with our EZ Addendum. And that's what we are saving the industry with their buyers agents. We're giving our buyers agents the opportunity to get full commissions. Yeah, see, now it's interesting here. We. We've had in Arizona and again, my broker is looking at this and talking to other brokers on, you know, their broker hotline stuff

in Arizona, the status is that there, once it's set, you can go down, you can't go up.

And that's so that's what, you know, she's looking at and trying to figure out with the addendum, whether or not that can be in there for that. So, once she gets all of her ducks in a row, she's going to talk to Robert. And discuss it with him to see if he's got a way around it, but just because you write it doesn't make it legal.

Then the reimbursement, their mission can can go down, but not up? Correct. So, whatever the original buyer broker agreement states and say, they agree to, oh, I got 900 bucks, you know, Robert's example. It can't go up period that Arizona state law. I Don't, I don't think it's a state law because I know I think my, my brokerage, we have 1, we have an addendum that's broker exclusive where we can change him out and I think we can go up or they're looking, I think, and they're looking at, like, new homes and things like that, where they, you can go up more, but I'd have to go back. But I think on my addendum, I think we can, but I'm not positive. Yeah, it's it's on the form.

You can't I don't. You know, again, with my previous brokerage, they were, they were dead set on hey, you know, whatever it is, you can't, you can, you can go down, but you can't go up. So, you know, having having that in there on the EZ addendum I hope is going to be what works. I hope it is. Because it does solve that problem my understanding by having a clause on that addendum that this will supersede anything else period.

Well, Anyway, to be seen still, it's still in process. Yes, well, it's, you know, walking in new walking in new. Right again anyway, there's another lawsuit coming so.

But I bet you Robert's correct that, you know, within a year, we're not going to have a buyer's agent. It's only going to be listings

looking that way

Anything else?

Well, I'm just yapping to fill time because I can and I like to talk. No, are you? Me? Yeah, a little bit. I'm ready for that next listener to come on. , you know, my, my 1 down in Casa Grande, he's, he's not calling me back for some reason. So, you know, I don't know, but I got, uh. Got another couple out in fountain hills that are looking to do something.

It's, uh, you know, probably a 650 dollar for a 700,000 dollar house. So, I'll find out about that probably this afternoon, Michelle. Okay, sounds good. And thank you. Yeah, . Anyway, I gotta sell houses, guys. If you've got any referrals, we'll take 'em. Got one, but it's on Bullhead City, so you know, and you don't want it not for a trailer.

If it was 300,000, I'd do it. You know that ?No. Hey Polly, you want to go out to Bullhead City? Well, not for a trailer, but I would go out for a house. Yeah, I've done it right around 100, 000. So it's, yeah. So, how did these folks find you mom and dad? Huh? They found me when I was born. Oh, well, what's your mom and dad?

If you need a great network of referrals that changes things, you know, doing things for family is why I'm doing something for Casa Grande. Because who would want to go down to Casa Grande. I've gone down there. Michelle, did you want, did they want, maybe it should help you. We can talk later, Mike. Alright, alright.

You think about it. Yeah, no, I might need to charge a gas money, but, you know, probably work something out. By then I'll make you a batch of snickerdoodles when you show up. That might be worth it, Mike. Alright, well, yeah, let's talk offline. All right, guys, I'm going to I'm going to hit today. Appreciate it.

You're very welcome and good luck team. We'll talk to you soon. Okay. Have a good week. Everybody. Thank you. All right. Well, I guess we're, we're kind of just down to the random stuff now. So,

okay. So, Polly you still have my number. I do. I'll give you call me. Okay, Michelle, call me Ron. Hey, I haven't talked to you very much. So call me.

Okay. I'm signing up as well. All right, folks. Thank you. And you know how to get ahold of me if you need me. All right. Have a good week. Bye.