

RE/MAX

The Finding Home Method

HELPING GROWING FAMILIES
UPSIZE IN THE COMOX VALLEY

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Once upon a time, your home felt like a safe place. Four walls protecting you and your young family from the hardships of everyday life. But lately coming home no longer feels like stepping into a warm embrace.

It was your first home as a young couple with one on the way. It had everything you needed at the time.

But now as your family grows with more kids and fur babies this home feels as if it's shrunk in half.

Before you thought a proper linen closet and pantry were luxury items. Now they are necessities that you don't have. Clutter seems to take over most of the house. The kid's toys have overflowed to every corner of every room. As they grow there is no extra space for them to hang out on their own.

Because of the mess, you're embarrassed to host visitors. Plus the kids usually start fighting. Or someone knocks over a full glass of wine ruining the nice rug. There's also the mile Long Honey-do-list! It has you and your spouse living on edge. After a long work week, you spend the weekend ticking off another item. Life starts to slip away.

And it's not as if you haven't tried your best to solve these problems. Spending hours on Pinterest looking up organization hacks.

But without the proper space, no hack lasts very long.

You've taken the odd holiday but each weekend away only makes the to-do list longer. And you can't be bothered to host friends or family anymore. Each time you do, something goes terribly wrong.



In bed at night, you both bicker about what needs to get done the next day. You rarely see friends and family since the house looks like a bomb went off 24/7. You're exhausted from putting the clutter away each night so the only activity you do as a family is watching TV.

Your life has come to a standstill. Any extra money goes towards finishing a project. Forget about date nights or family adventures. The bond you once shared with your spouse feels tense and uncomfortable. The kids are getting to an age where they can sense that tension. Time together is not as enjoyable as it once was. Something has to change!

**Life changes,
families grow
and needs evolve.
Your first home**

**had many amazing
memories but it
cannot grow with
you.**

You knew this was never your forever home but how do you get to the next step?

Well, the next step comes in stages! Using my "forever home" method I will help your growing family find that perfect fit. A new home to build happy memories in. A welcoming place that brings balance to your lifestyle. Of course, you'll still be busy parents but at the end of the day, you can come home, feel safe and enjoy each others company.

I have a 5 step process that helps guide you into your forever home.





STEP ONE:

Plan Your Dream

A house is a big investment. It can take an emotional toll. Moving from one home to the next is hard. My goal as your real estate agent is to help guide you. Move you in the direction of your dreams. Helping you find a new home that will meet the needs of your growing family.

First things first we'll break down the function of your current home. We'll tour the home together. Then make a list of what you love, like, and dislike. We rank your priorities and create a realistic idea of your dream home. I'll also present a complete breakdown of the selling/buying process. There will be no surprises as we travel from preparation to closing.

This is also when it's time to speak with your bank or a mortgage broker and get pre-approved. I can set you up with a reputable broker if you do not have one. After this first step you'll have a path to follow and a strategy to get there!



STEP TWO:

Prepare Prepare Prepare

We need to be ready to list your home in an instant. Having everything in place before the house hunt makes everything 10X easier.

We'll tour your home together. I'll pinpoint where we can make improvements and what to do for showings. De-cluttering is helpful and I'll provide some moving and packing

materials if needed. If staging is necessary we can work it into the marketing plan.

Once the house is showhome ready I'll call the marketing Pros! My marketing package consists of Professional photography, floor plans and 3D virtual tours. Marketing is everywhere and needs to be high end to get the best price.

Without polished marketing, your home will not show as well as it could online. Since most house hunts start online high-end advertising is crucial!



STEP THREE:

Let the house hunt Begin!

We've already discussed your wants, needs, and desires in step one. We have a budget from your broker. And we have the marketing material for your own listing ready to go. So now we hunt!

To begin I will compile a list of homes that fit your criteria. I'll organize showings, schedule

appointments and guide you through the purchase. Once the dream home is found, we'll put in an offer and at the same time list your current home!

I'll negotiate on your behalf. Should we end up in a multiple offer, I'll educate you on putting your best foot forward.

Using my buyer's package you'll have access to any contacts you may need. Each step from accepted offer to subject removal is explained.



STEP FOUR: Going Live!

We've put in an offer on your forever home. Now it's time to get your house listed and SOLD!

I'll market your home on all social media platforms. I will boost adds in town and other major cities. We've seeing an influx of out of town buyers. By advertising to larger cities

like Vancouver & Victoria we aim for multiple offers.

We'll discuss showing schedules. We'll work around what works best for your family. If you're flexible or need certain time frames no problem.

**I'll be in constant contact so you know whats happening at all times.
Once we've received an offer I'll help negotiate to get the best deal possible.**



STEP FIVE:

Forever and Always

In this step we navigate and clear conditions on your current home. The final call from the lawyers confirms the transfer of funds for the Title. On possession day, I'll hand over the keys and celebrate!

This is the last step in the buying and selling

process! Everything you have worked hard to achieve comes together.

You will be surprised at what can change when you make a move to your forever home. The house will be full of fresh and positive new energy.

**Your days are full of joy and family balance.
A stronger marriage and a tight family unit!**

IF YOU'RE READY FOR A NEW AND BRIGHTER FUTURE IT'S TIME TO MOVE! AND DON'T JUST TAKE MY WORD FOR IT. HEAR FROM A FEW PAST FAMILIES WHO MADE THEIR MOVE TO A FOREVER HOME:

"We have bought and sold many houses over the years and have worked with many realtors. Tessa is the one of the best realtors we have ever dealt with. She went the extra mile to learn what we were looking for and give us information on the area we chose. She put together a list of past and present sales to help us decide on a price to offer and we felt we got good value and did not over-pay for the property we bought, as Tessa made sure she did her homework and gave us a reliable benchmark to consider when we made the offer. I would recommend Tessa to anyone looking for a knowledgeable, hard-working realtor with full confidence that they will be happy with the results."

Adam & Deb

"Tessa was extremely professional, always prepared and very knowledgeable. I was extremely impressed as to the level of kindness and honesty that she brought to the process of buying a home. It was a breath of fresh air to go through this journey with her. I would 100% recommend her to anyone looking to sell or buy in the Comox Valley."

Bianca & Mario

"I truly appreciate all that Tessa did for me. Having Tessa as my realtor while going through this part of my journey has been a wonderful experience. She is intuitive and proactive; having things taken care of before I even asked. Her pleasant nature, patience and support will take her far in her chosen career."

Diane

"We met Tessa, and immediately liked her. She showed us through 12 different listings over 2 days, was very flexible and knew almost immediately what we were looking for. We saw the home we eventually bought on the first day, and requested a second viewing the next day.

Tessa quickly organized that. She included some subjects in the offer that we hadn't considered, which benefited us greatly. She negotiated on our behalf and was able to reduce the price to include some renovations that were required. She was efficient, professional, and her warm sweet personality made what we thought would be a stressful experience, very enjoyable."

Bob & Roberta

IF YOU'RE READY TO
TAKE THE NEXT STEP,
BOOK A STRATEGY
CALL WITH ME TO SEE
IF I CAN HELP YOU
FIND YOUR NEW HOME
SUITABLE FOR YOUR
NEXT PHASE IN LIFE.

CLICK HERE TO BOOK YOUR 15 MIN CALL OR
CHAT WITH ME IN FACEBOOK MESSENGER.



The blue one opens up a chat with me on
FB messenger. Or, if you're more of a phone
person, click on the red button to book a
time in my calendar.



Hi' I'm Tessa Procter and I help growing families upsize in the Comox Valley.

I grew up around Real Estate and it has always been a passion of mine. Retired from the Canadian Air Force, my grandfather Tom Procter got his license. He started selling homes right here in the Comox Valley. Following suit were his sons, Dave my uncle, and Glenn my father. I have been born and raised by a handful of realtors, it runs in the family, through our veins, and in our thoughts. But the journey of it becoming my career was not straightforward.

I am fortunate to have been born and raised in the Comox Valley. It is here that my family has created a household name when it comes to real estate. In a smaller community where everyone is connected, the Procter name is familiar. My immediate family members have all achieved success in more ways than one. As a young child, I listened and learned but the idea of following in their footsteps felt daunting.

The self-doubt hindered me from embracing my passion earlier on. Since I was young I'd daydream of becoming my own boss. The flexibility of it enticed me. Yet the fear of failure halted any dreams I had. Instead I registered for University and followed the traditional and often safer path.

I enrolled in a bachelor of science degree at Concordia University. I'm studious and hard working. So it wasn't surprising that I excelled in school, but ending up as a lab technician or a 9-5 was not my hearts desire.

**I'm a people person,
an avid adventurer,
a social butterfly
with a desire to
create and follow
my own rules.**

As I stumbled through my early adulthood I never had a sense of fulfilment. I was about to turn 23. I had completed two years of school and third as a humble coffee shop Barista. My life felt stagnant and stalled. The pressure from family to find a "real" career was ever pressing. My relationship with my highschool sweetheart was fading. My goals and desires felt lost and out of sight. Was I following someone else's path, something someone at some point had told me to do?

The stable consistent life I'd grown comfortable with was changing. And with

change comes growth. It was finally time to stop day-dreaming and start achieving.

And that's when everything clicked. Of course, I could be afraid of failure. Perhaps I wouldn't be as good as my family. But what if I was as good or even better. I grasped onto those positive thoughts and plunged headfirst. I decided to leave my relationship, leave Montreal, and move back home to get my real estate license.

Now of course things didn't go exactly as planned. As they rarely do. Throughout my studies, I found myself creating a marketing business for Realtors. I taught myself how to take professional photography and create 2D floor plans. With the help of my family, I was promoting these services to agents all over town and Swift Home Tours was born.

**My goal of becoming
my own boss,
building my own
schedule, and taking
time for family and
friends was a reality.**

During that time I gained immense knowledge. Not only about the Real Estate Industry but how to operate a successful business. I grew from a young college student to a female entrepreneur.

With my new found success I was able to buy my own property.

Two years after purchasing my first home I was able to take the equity and leverage it into two more rentals. I took on the challenge of becoming a landlord with gusto! My mortgages were being paid and my savings was growing.

My skills, experience and knowledge surrounding real estate were growing. I learned how to value homes and understand market trends. I had the tools to market the most luxury homes. I know the BC residency act like the back of my hand. I have a father who is a mentor with 40 years experience. But my most valuable tool is the ability to listen to my clients. Taking pride in understanding their needs, wants and dreams.

My first year in business has come and gone. I served 19 clients! All agents should have great contract knowledge, market understanding and strategic negotiation skills. But there's more involved in being a stellar agent than business skills.

Real Estate is a business built around a family and their home. A great agent is also an emotionally intelligent person with unmatched listening skills. She is able to diffuse stress rather than add to it. She can anticipate challenges and handle them with ease. She is organized and guides clients with a clear step-by-step process.

This is me and my story. Real estate is my passion. People are my passion. And I help people buy and sell homes like a boss.

I can't wait to meet you and help guide you to your forever home!