



ROYAL LEPAGE  
ArTEAM  
REALTY

# THE M3 METHOD

**Move out. Move UP. Move Easy**

I help busy Edmonton families move  
by using my M3 Method.



When you first bought this house it was you and your spouse. There were plenty of bedrooms and enough bathrooms. You could work from home and have guests over if needed. You also had a standard double detached garage which had more than enough space. Fast forward a few years and the house is now at its max capacity. You've slowly been filling the space. First with babies, then toddlers and now pre-teens! Not to mention, the pets. It's becoming more and more clear that this house no longer suits your needs.

Each kid is in a different sport and each sport has its own gear. You're an active family in both summer and winter. You enjoy hiking and biking in the summer and skiing both downhill and cross country in the winter. On top of that you both do some work at home!! It seems that every room in the house is doing double duty and filled to the max!

As the kids turn into teenagers they NEED the shower every morning now. No question. But this causes all kinds of arguments. Plus you and your spouse need a space to get ready as well. You dream about an ensuite where you can get ready in peace and relax with a hot bath or shower at the end of the day.





The fights are also happening because the kids have to share a bedroom. They are getting older and could use their own privacy. Somewhere to go relax or do their homework without interruption. Plus the mess is also beyond control in that shared environment. Which just adds to the fighting when you send them to clean it up.

It's Sunday and you're getting together with extended family. Half of the people are eating at the kitchen table and the other half on the couch with TV trays in front of them. You're kind of together but also kind of separate. At least it's in the same area of the house. Soon someone else is going to have to take over Sunday dinner unless you get a larger space. You just need more space! A separate dining area may seem old fashioned but for you , it would actually get used a lot.

Your kids are always going to their friends' house instead of coming home to your house. You would love to be the house where the kids come over after school, drop their bags in the mud room, and go and chill with snacks in the family room. And if both kids bring their own friends home, there are other spaces to hang out so that they don't bother each other. In the space you have now, everyone would have to hang out in the same room and then where would you go? You know they dont want you hanging out with them.





It hasn't always been this way. Time crept up on you and then all of a sudden you're tripping all over each other, with nowhere to get personal space and nowhere to store anything. You've tried every storage hack and room reorganization technique possible. You've assigned times when everyone can use the bathrooms and provided individual storage bins but none of it is working.

There's stuff everywhere and no private space for anyone. You feel like everyone is walking over each other because they are. Unfortunately, your house didn't grow with you. The house can only be renovated so much but that doesn't change the square footage. You need to find a space that gives everyone the opportunity to thrive for many more years to come..

When you stop caring about your home because you and your partner can't agree on whether to move or not, your home starts to take a back seat. You don't keep up on the maintenance, you don't enjoy decorating it

anymore, you don't even want to spend time in it. So thus you don't want to be there. You end up spending more time apart and not connecting.

You fear all you do is yell at the kids to "stop fighting" or "put your stuff away" or "stay out of eachothers space". You think about how this would affect them long term. They'll stop coming to you with problems because they think they'll get in trouble. They spend more time at their friends' houses. Soon your quality time with them suffers and their trust in you starts to go down.

At the end of the day if you don't move, you don't see your family coming together in any way. Fighting will worsen and then complacency will happen where instead of fighting ppl will just ignore each other, which is worse.

If you can relate, don't worry! Using my M3 Method, your family can Move out. Move UP and Move easy. Here's how it works.



## STEP ONE

# Let's talk money!

To move from one house to another you need to know where you are with your finances. Some people think they are sitting pretty with their money. Sometimes though, there are a few skeletons that crept into that closet that prevent us from borrowing as much money as we want.

Enter step one. We need to discuss finances. It's important you sit down with your purchasing partner and look at your monthly budget. Find out if there are any places you can cut and figure out how much room you have to increase spending. Then meet with

your mortgage broker. If you haven't heard from your last one in years or you didn't like the experience I am happy to suggest some people that my clients have had great success with. Since you created your budget beforehand, this process should go fast.

Knowing your budget is key to getting started. We need to have an idea of a range that you feel comfortable spending. If you don't have a pre-approval in place then it could impact any offer you want to make on a property





## STEP TWO

# Start the search!

Before we do anything, we need to know what the competition is doing. What they are listing for, how many days on the market, if they had any price reductions and then what they sold for. I set up a search so that you can keep tabs on what's happening in YOUR market so we can adjust .

This helps us with listing your home, but it also helps give you an idea of what you can get in your budget for your next home. We set up a search for what you are looking to

move into. We keep this broad at first and as we get searching we narrow it down to what you're looking for.

We do this so that you can list confidently! Then you can focus on what you're moving into. This way you can shop with a bit more ease knowing what type of market you're heading into . Also have confidence knowing what the market is like that you'll be selling in.



## STEP THREE

# Get to work

Getting ready to move can be a lot of work. Whether you know a year in advance that you're moving or 2 weeks, the process is the same. When you call me to talk about listing your home for sale, I'll get a few details from you on the phone. This helps me pull comparables and have an idea of what you'll need to do to get ready for sale.

All preparation starts with packing up extra items. Decluttering and donate what you no longer use. I know you're a busy family. I have colleagues that I can connect you with to help you through these steps.

Once the decluttering and packing up happens, we can do photos, measurements and video. Don't forget to do a good clean. This is all preparation for marketing. This is a lot of work at the front end. But the work done up front yields better results in the end.

The preparation on the front end has to happen if you want the best results. First impressions count for a lot. Don't leave small household tasks for the buyers to pick up on inspection. If they are all taken care of the buyer feels as though you have taken care of the home. They will pay even a premium for it.





## STEP FOUR

# Show time!

It's time to list your house for sale. You've done all the heavy lifting and now it's time to show the world what you have to offer in your home. Life is busy and there are schedules and bedtimes to keep in check. We are going to do our best to stick to routine. If showings can't happen after 7:30 pm that is ok. We need to make sure that's communicated to the buyers and their agents coming to see your home! We want to be as flexible as we can so that the most amount of people can go through your home. This is what will yield the best results.

At the same time we need to make a plan for how we will schedule shopping for a new house. The best way to go about this is to make a list of 3-6 homes that we can go

see at once. Once that tour is complete you will leave with a top 2 or 3. We don't want to keep more than that on the list. This is our benchmark for what you are comparing the next group of homes to. Keep in mind that this can take 1 time out and you'll find the right home. It might also take many times out. Keeping our must have lists in mind is what will keep us focused and the process enjoyable.

It's time to get this show on the road and the best way to get through this as busy ppl is to have a plan and communicate! When it comes to offers, you steer the bus here. The decisions are yours to make. My role is to provide details and stats and process clarification to help you get to your decision.





## STEP FIVE

# Celebrate!

"Celebrate good times..come on!" It's time to pop the bubbly, the house sold and we have found a new home. It's time to celebrate the hard work you put in to getting your home ready. It's also time to get excited about the new one you're about to move into. Now the work of packing begins. You'll have an easy time with this because you did so much of it before you listed for sale. I have relationships

with movers and storage companies. If you need these services I can connect you with them. I have a move out checklist that I will supply you with so that nothing gets missed. Sometimes it can get overwhelming trying to remember where you need to change your address or what utility to remember to cancel or move!

You never stop hearing from me. Once the move happens I'll be popping into your text messages or email to see how things are going. Did you forget a parcel at the old home? I can coordinate pick up. Are the boxes all taken away and everything is unpacked? Do you need to get back in touch with the inspector because you can't remember where he said to start with some seasonal maintenance? I can help you with all this and you'll never need to feel like you're at this new home ownership journey alone!

Our goals have been met and it's now time to celebrate all the hard work by everyone. Sometimes it's bitter sweet to move out of a family home but by also finding a new home there are exciting things to focus on as well. I have all sorts of checklists already created so that you don't have to remember what you need to do. There is enough going on that you don't need to remember one more thing! Always remember I'm a phone call, email or text away if you have any questions. I can help in any way I can.







## Want to hear what some past clients have thought after working with me?

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“Our condo had been listed for six months in a very slow market without a sale. Ashley took over and in very short order had many showings and was able to sell the property very quickly. Even today, many years later, she is always willing to answer questions and provide guidance when we need it. We appreciated her hard work and effort and will always recommend Ashley to anyone wishing to sell their home.”

Sandra

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“Ashley was fantastic. She was always friendly and went along with any want or need we had on our list. Unless in her professional opinion she thought it was not in our best interest. We found the place we wanted under budget, in the end what else can you ask for. In the future we will use her services again I highly recommend !!”

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I help busy families move to their next home with ease using my M3 method; move out, move UP, move easy

You have a new house and everyone has their own space. Work is flowing and the family is more cohesive than they have been. Fighting is less and less frequent. Everyone is actually enjoying spending more time together. So more holidays happen to connect on a deeper level.

You both have your own dedicated work spaces. It may be a shared office space that's larger and more separated or separate offices. Either way, the productivity is much higher and your desire to go to work is also higher

You're so proud of your space and want to entertain in it. There are more family dinners at your house and there is space to do it. The larger family unit is coming together more too as a result.

Your kids are also so proud of their home.

They love that they have space and they ask you more often to have their friends over. You're happy to have them over, all under your watchful eye.

If you talk to enough Realtors, you get to learn pretty quickly that this path was not most of our Plan A's. I'm no different.

I graduated high school, did a 5 week french course in Montreal, took some time off and then applied to post secondary. I finished with a Bachelor of Arts in Sociology. The only problem was no one told me that there's not much you can do with a Bachelor of Arts. So I got a job in administration.

I ended up working in Human Resources in Health care for 3 years. It was a good job, I met a lot of great people, some of whom I'm still close with to this day. But I learned it was not for me. The regular schedule, the reporting, the many unions I had to work with, and the time it took for upward mobility.



Towards the end of my career in HR, I lead personality profiling workshops for new hires. I thought it was pretty interesting stuff so I profiled myself in the work force. Real Estate came up more than once. It makes sense now, looking back. I'm a bit of a free bird in some senses. I like creating my own schedule, working when it works best for me, and being with and helping people! This is where my sociology degree kicks in. At least that's what I tell myself since I paid all that money for the degree.

I talked it over with my husband a few times. First casually, then a bit more seriously. At this point most people would interview a handful of agents they knew of or even meet with brokerages. I just jumped right in with two feet. I started my licensing, half way through I quit my job so I could get it done quicker and off I went.

I didn't know many people who worked for themselves. I'm sure at that time a lot of the people I knew were like "you're going to do what?" And to be honest I probably thought the same thing to myself. But now, after many many years in this career, I'm so glad I went for it.

Helping people make (one of) the biggest purchases of their lives is a huge responsibility and compliment. I'm grateful to be a part of your family's life and help it grow by finding you the right home. So often I hear that people felt left behind after the for sale sign went up on their property. With my M3 method; Move out, move UP, move easy you will always be in the know. As a busy family, selling and buying a home is a lot of work. I'm here to make the process clear and streamlined so you are in control of the process from day 1.



**If you want to take the next step, book a strategy call with me to see if I can help you get into your first home. Email me at [ashleytich@gmail.com](mailto:ashleytich@gmail.com) or call or text me at 780-940-4582**

