

What does established real estate look like?

**generationsrep.com**

**RE/MAX** Sabre Realty

#102 2748 Lougheed Highway  
Port Coquitlam, BC V3B 6P2

*Each office independently owned and operated.*



**generations**  
**real estate partners**

HAWTHORNE • JOHNSON • GOUTSIS  
HARRIS • FRANCIS

# CONSISTENTLY IN THE TOP 1% OF REALTORS IN THE VANCOUVER REAL ESTATE BOARD

Our partners have consistently attained top RE/MAX awards, such as Pinnacle Club & Diamond Club, and the Real Estate Board of Greater Vancouver's Medallion Club.

Why is our service above and beyond?  
Because...whether the property is a small condo, or multi-million dollar home,  
**our care and attention to detail are the same.**



My wife and I sold our condo and purchased a townhouse with the assistance of Generations Real Estate. Michelle was our primary agent, but we also dealt with Scott on several occasions. There are not enough good things that can be said about their honesty, patience, empathy, and advice. This is a TOP Real Estate team, and the fact that they work as a team is fantastic. There is always someone to contact for questions and advice. If anyone is looking to buy and/or sell, Generations Real Estate cannot be recommended higher.

- Mark T.

## WHY RE/MAX?

The world's most recognized real estate brand. More than just the balloon... the commitment to excellence worldwide. Cutting edge in Real Estate technology + the most productive network of realtors.



Based on 2017 residential transaction sides, Source: CREB, RE/MAX



IT'S NOT ABOUT BEING DIFFERENT... IT'S ABOUT MAKING A DIFFERENCE!



## THE EVOLUTION OF GENERATIONS

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To all intents and purposes, we are a happy family covering multiple generations!

Like most families, we originated in 1976 with one realtor, later becoming a duo, eventually progressing to a team of three, and a strategic merger to become five. Time flies and our Millennial has now been our licensed partner for well over a decade.

Every generation has a perspective to offer and we have learned from each other over the years.

Our longevity can be attributed to mutual respect, kindness and the same core values and integrity. The interests of our clients are always paramount and we all still love the real estate world.

**Being part of a multi-generational team keeps us relevant and up with the times.**



OVER  
**45**  
YEARS

## OUR EXPERIENCE IS YOUR GUARANTEE

We've seen enormous growth and flux in this ever changing market. We help you deal with its challenges.

**Our small family business has been in real estate full time since 1976.**

We are your partners in real estate, committed to providing you with powerful representation in your negotiations. We advise you well ahead of your time to buy or sell, and help you to navigate any market.

Potential clients often ask what type of real estate we specialize in.

We don't.

**We specialize in people!**

“

Generations Real Estate Partners have the experience, knowledge, resources and professionalism to provide the best outcome. If you are looking to buy or sell real estate in the Tri-cities area, we highly recommend them. We are confident that you won't find anyone more qualified to provide you with honest, attentive and intelligent service.

- Tanya L.

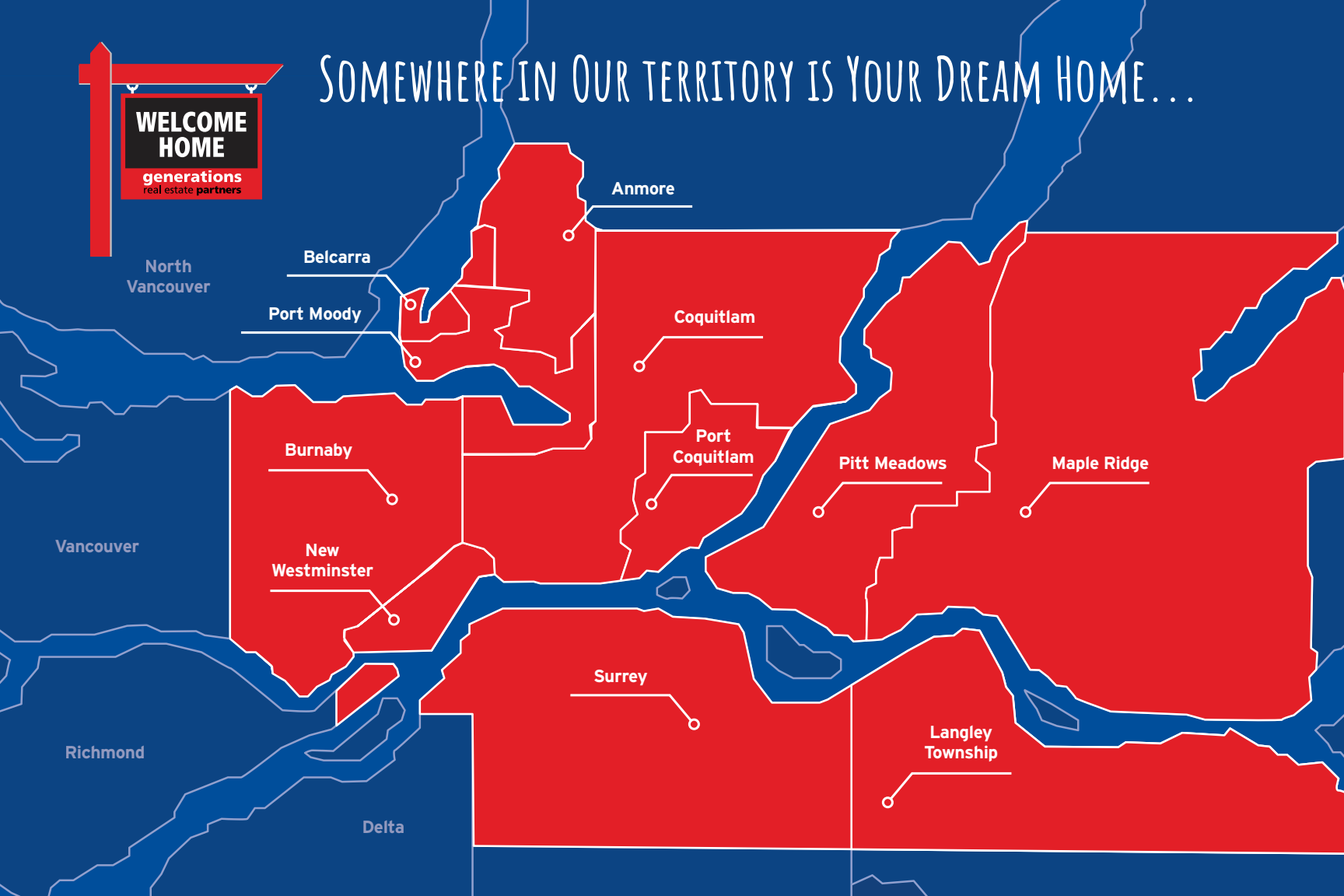
“

I was treated as if I was family. Sheila and Michelle handled all aspects of our home search and purchase as if it was their own. I never had one moment of anxiety or worry. They are experts regarding the housing market, trends, locations, and prices. After the purchase, their amazing service continued with advice as to dentists, dining, shopping, hair salons and much more. I am so grateful for having them as my realtors.

- Adrienne S.



# SOMEWHERE IN OUR TERRITORY IS YOUR DREAM HOME...



North  
Vancouver

Belcarra

Port Moody

Anmore

Coquitlam

Burnaby

Port  
Coquitlam

Pitt Meadows

Maple Ridge

Vancouver

New  
Westminster

Surrey

Richmond

Langley  
Township

Delta



# HEAD EAST...

As the population and prices grow in Vancouver, the Eastern Lower Mainland is more desirable than ever.

**Live just 25 - 40 easy minutes from Vancouver... with no bridges to cross!**

The Tri-Cities area (Port Moody, Port Coquitlam and Coquitlam) and their surrounding municipalities offer you the ultimate West-Coast lifestyle.

Families are also moving further east to extend their purchasing power in the lovely communities of Pitt Meadows, Maple Ridge and the Fraser Valley.



*Ray and his team did a great job finding us a home. We were first time home buyers and they walked us through every step and made sure we bought a home that was best suited for us. Very organized, professional and easy to communicate with! I can see why they have many loyal clients!*

- Michal R.



*I have used the partners of Generations Real Estate for multiple purchases and sales of homes, over multiple years, and I will continue to use & recommend them in the future! I love the security and comfort that this team gives me, especially during the often stressful time of buying and selling such a significant asset as a home. Organization, communication, and a feeling like they are always advocating for what is best for me, are the reasons I will keep coming back to these amazing people.*

- Adam A.



*Michelle and Shane were a pleasure to work with. Michelle gave us exceptional advice and Shane actually took the time to show our home to prospective buyers. The pictures taken of our home for the listing were amazing. They sold our home very quickly. It took us over a year to find a new home to purchase. We wanted to move to Mission and Shane was very patient and made dozens of trips to Mission to show us potential homes. When he went on vacation, Scott stepped in and drove to Mission to show us potential properties. We can't say enough about the Generations team. They are knowledgeable, professional, and very pleasant to work with. We enthusiastically recommend this team to anyone needing to sell their home or are looking to purchase a new one.*

- Gilles & Carol P.





Scott Johnson and his team are awesome! What I enjoy most about working with Scott is that he spent time understanding our needs, wants, points of views and is genuine and realistic with what we can expect the market to provide. His team's recommendations and photos, videos and presentation alongside the necessary media to help support the sale is Best In Class. Scott also worked very hard to make our experience as seamless as possible. He doesn't boast about his efforts but the positive outcomes and effects are quite noticeable. Scott's after sales service is also phenomenal. He updates and follows through with all of his commitments. He is generous with his time even after all contracts are signed. Superb integrity!

- Arthur F.



We worked with Scott Johnson, who could not have been more professional. He's also incredibly knowledgeable - about the business, the Tri-Cities, housing market trends, construction, pricing, and making offers. He was also caring, hard-working, honest, and we knew that he was concerned about helping us find the right home - not just making a sale. Buying and selling a home are incredibly stressful events, and Scott was fantastic every step of the way. We're thankful to have had the chance to work with him, and would recommend him to anyone.

- Joella R.

Don't just take their word for it, check out more client testimonials on our Google & Rank My Agent pages.



# WE KNOW OUR COMMUNITIES

## **We all live, work, volunteer and play here.**

This is where we have raised our families and where our next generations continue to raise them. We know the schools, the sports & recreation, the arts community and we believe in shopping local. We are not just your real estate professionals, we are also your community consultants. Just ask!

We work with all generations of clients - first home buyers, new families, singles, and downsizers. We sell all types of homes: detached houses, duplexes, townhomes, and condos.

We guide you through which areas are the best fit for you. We live here and we understand what's on the horizon municipally, politically, and most importantly, market-wise.

Our clients are our friends and neighbours ❤



# GET THE TEAM ADVANTAGE

**Our team brings you experienced multi-generational knowledge and decades of negotiating expertise.** In addition to RE/MAX Sabre Realty office staff, we have our own office administration.

We are your long term consultants: how to manage your plans if you want to sell in six months, or in two years... we will help you make a difference to your home that will get it sold, for top dollar. Then we roll out our strategic plan.

But the high tech never loses sight of our "high touch"...

**... an unequalled level of personal service and personalized care.**

**Our full-time, professional administrative & marketing duo, Terry and Westley, keep you covered in the office so we can be out showing homes!**



**WESTLEY SCHULZ**  
Client Care Coordinator



**TERRY STANLEY**  
Team Administrator

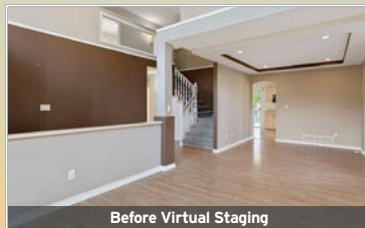


**Personalized Team Service from the first to final moment!**





**LAURA RICKER**  
Home Staging  
Consultant



Before Virtual Staging



After Virtual Staging



**JEFF BALLARD**  
Floorplan  
Technician



**SANDRA RODRIGUES**  
Cleaning Service



**THE JUNK IN YOUR TRUNK**  
Junk Removal &  
Charitable Donation Services

## OUR EXTENDED TEAM

Our cutting-edge marketing includes quality photography, video content for virtual tours, professional floorplans, and social media target marketing, showcasing your home to the best advantage.

Coordinating everything for the most strategic timing for you, we help with every detail that can affect your transaction, such as facilitating home staging, carpet cleaners, skilled tradespeople, decorating, rubbish removal, decluttering and down sizing specialists. In addition, we have a list of reputable and respected home inspectors, lawyers, and mortgage brokers.

We add value by connecting you with quality resources to impact your bottom line.



**CAMERON JOHNSON**  
Videography and Social  
Media Editor



**VAL EGOROV**  
Photography &  
Video Services



# TIME TO BUY?

**We know that a home is the biggest purchase of your life!**

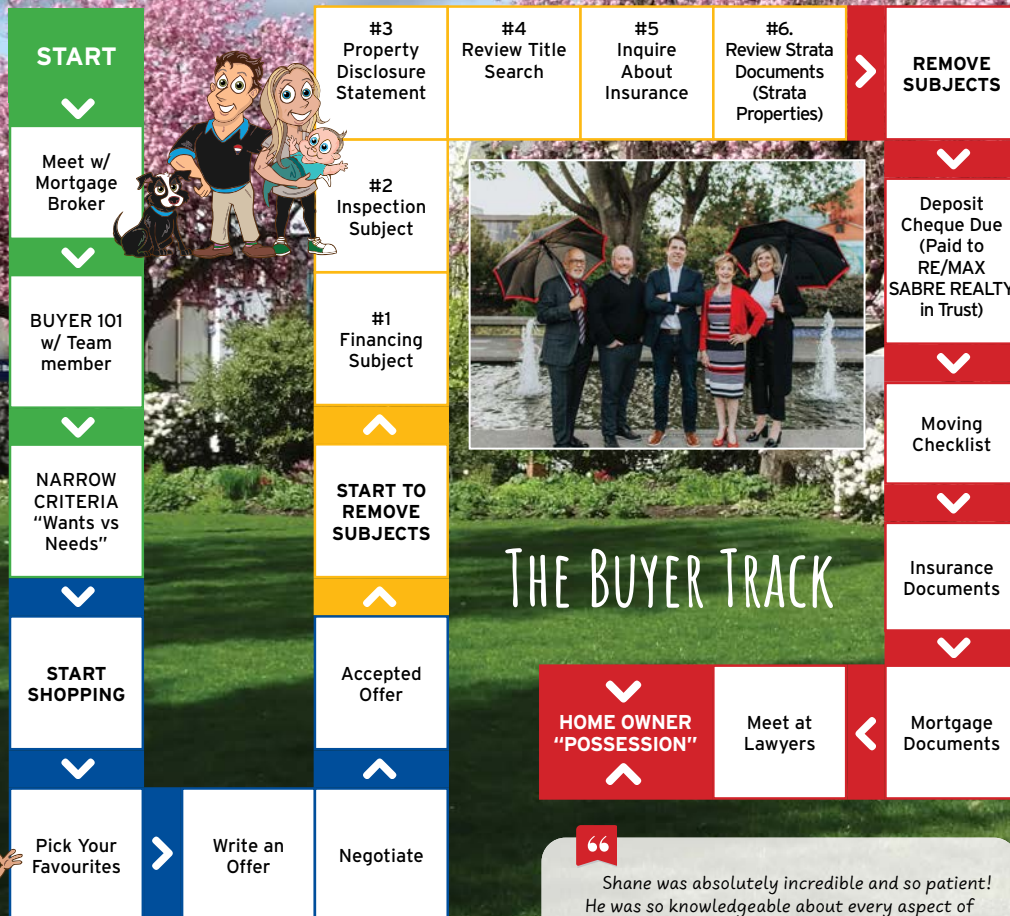
There is nothing more rewarding than working with buyers from the 'Buyer 101' meeting all the way through to giving you your keys.

We ♥ buyers.

Interactive home searches will provide you with immediate access to new homes on the market, solds and price reductions, and most importantly 2-way feedback.

Working with a team, there is always one of us available to show you the newest hot listing. We want you to know what you're getting into: we'll always give you the honest real estate resale perspective.

- First Steps
- Search, Finding the Right Place & Tying it up
- Doing Your Homework
- Finalizing & Moving Forward

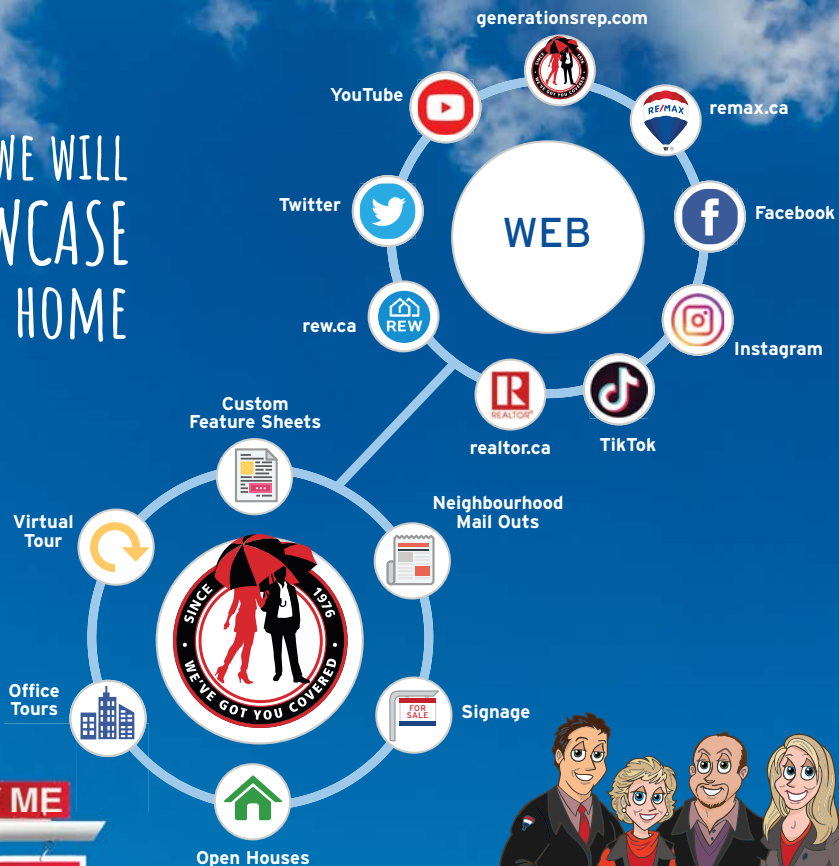


“Shane was absolutely incredible and so patient! He was so knowledgeable about every aspect of being first time home buyers and made the entire experience amazing and simple! Will definitely go to him in the future!”

- Sarah. M



# HOW WE WILL SHOWCASE YOUR HOME



## TIME TO SELL?

Call us at **GENERATIONS REAL ESTATE PARTNERS** for your consultation on the many steps to take before going on the market. This is a process and for some of our clients it can take years. We are with you all the way and have the resources to help you.

Supply real time market information for what's happening in your neighbourhood and keep you connected with the area trends until you are ready.

Showcasing your home with effective proven strategies, along with all of the new technological methods and social media - floorplans, colour brochures, photos/video & target marketing.

Seasoned professional negotiators working in YOUR best interests and navigating all the different terms in your contract.

We work with you through all of the details to keep you informed every step of the way! We provide detailed marketing reports of how your listing is performing on MLS & social media.



# WHY RELOCATE TO THE EASTERN LOWER MAINLAND?

Great schools, parks, and family amenities, with easy access to Vancouver by road, SkyTrain, West Coast Express commuter train, major bus hubs, and bicycle.

Modern urban villages, high-rises, city living and nightlife. Tons of international cuisine, funky micro-breweries, and foodie heaven. Outdoor recreation, mountains, the ocean, lakes, the Fraser River and hundreds of kilometers of trails.

**Whether you want urban living, a safe place to raise your family, or a walkable place to downsize, trust us when we say this area has the full range of lifestyle choices.**



WE HAVE ALL THE RIGHT REASONS TO MOVE TO OUR  
COMMUNITY & WE PRACTICE WHAT WE PREACH!





Staying up to date on all things real estate



The team at the RE/MAX Celebration Tour accepting their Pinnacle Club Award



Michelle & Sheila in Quebec, for the RE/MAX Activate Conference

# MOVING OUT OF THE LOWER MAINLAND?

We attend conferences all across North America strengthening not only our skills, but our working relationships. We have spent years cultivating and creating a network of trusted professionals all across Canada, the U.S. and even abroad!

No matter which part of the world you are looking to call home, we can connect you with someone who will provide you with the highest level of service we strive for.

**We still have you covered!**



# WE ♥ OUR COMMUNITY.

The Generations Real Estate Partners team have years of deep involvement in our community - volunteering, participating in local sports, family and charity events.

Within our industry, we mentor new realtors, work on panels and in an advisory capacity to the Vancouver Real Estate Board. We help to organize the Board's baseball and hockey tournaments, and volunteer with our colleagues in the RE/MAX Sabre Realty office.

Ours are vibrant, active communities with exciting events year round and huge local participation. We are part of that: on committees, boards, and in local sports and arts organizations. AND... we are consistent supporters of our local businesses.

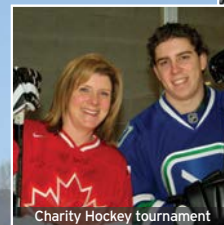


The Generations Real Estate Partners have pledged to donate a portion of their income earned on EVERY sale to the RE/MAX Miracle Home Program. This program gives back to our most vulnerable families in our community requiring the services at Vancouver Children's Hospital.

We are proud to have been an active part of CMN since the start and proud of the awesome results - \$72 million raised since 1992.



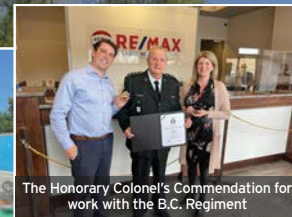
Presenting the cheque from The Gouttsisson Family Foundation fundraising initiatives to BC Cancer Foundation



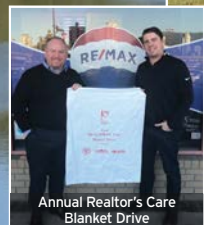
Charity Hockey tournament



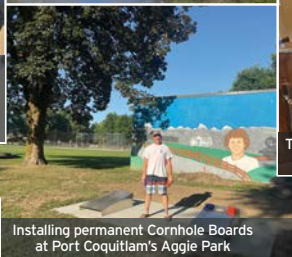
Shoebbox project - going to those most vulnerable in our communities



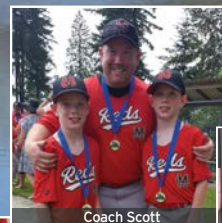
The Honorary Colonel's Commendation for work with the B.C. Regiment



Annual Realtor's Care Blanket Drive



Installing permanent Cornhole Boards at Port Coquitlam's Aggie Park



Coach Scott



Cops for Cancer Fundraising



Eagle Ridge Hospital Foundation High Tea



Ray sits on the Government Relations Committee for the REBGV & BCREA.

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This communication is not intended to cause or induce breach of any existing agency agreement.  
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# WE ♥ WHAT WE DO.

We ♥ where we live.

We ♥ what we do.

We ♥ to hear from you!

We love hosting client appreciation events like our Skating Party, Family Mornings at the Movies, Casino Nights, and Rockstar Referral parties. Networking helps us all.

The Generations Real Estate Partners love showcasing our listings, hosting property preview parties, negotiating the details of the contract, and helping our clients have the best possible outcome in every way.

Call: **604-936-7653**  
[team@generationsrep.com](mailto:team@generationsrep.com)



"MY MODEL FOR BUSINESS WAS THE BEATLES: THE WHOLE WAS GREATER THAN THE SUM OF THE PARTS." - STEVE JOBS



Shane Goutsis PREC\*

Michelle Hawthorne PREC\*

Scott Johnson PREC\*

Sheila Francis

Ray Harris MCNE\*\*



@GenerationsRealEstatePartners



Generations Real Estate Partners  
In the YVR 'Burbs



@GenerationsREP

\*Personal Real Estate Corporation  
\*\*Master Certified Negotiation Expert