

A COMPREHENSIVE PROCESS DESIGNED TO LEAD YOU
TO THE RIGHT HOME

HOME BUYERS

guide




KYLE MCDERMID
REAL ESTATE

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MEET

Kyle



Originally from Ontario, Kyle McDermid brings over 15 years of experience as a successful gym owner and personal trainer to his real estate career. After relocating to Abbotsford, he quickly connected with the area's vibrant energy, natural beauty, and strong sense of community.





Before entering real estate, Kyle built a thriving fitness business by focusing on relationships, consistency, and results. That same client-first approach now guides his work as a Realtor. He is known for being a great listener, communicating quickly, and creating a stress-free experience for his clients.

Kyle specializes in helping first-time buyers, young families, and investors across Abbotsford and the Fraser Valley. He combines his strong people skills with a modern edge, producing his own high-quality video content, and leveraging social media to give every listing maximum exposure.

Now working with Sutton West Coast Realty, Kyle is committed to helping clients make informed, confident real estate decisions. His creativity, professionalism, and drive make him a trusted choice in today's fast-moving market.

When he's not working with clients, Kyle enjoys staying active, exploring the outdoors, and traveling to experience new places and cultures.

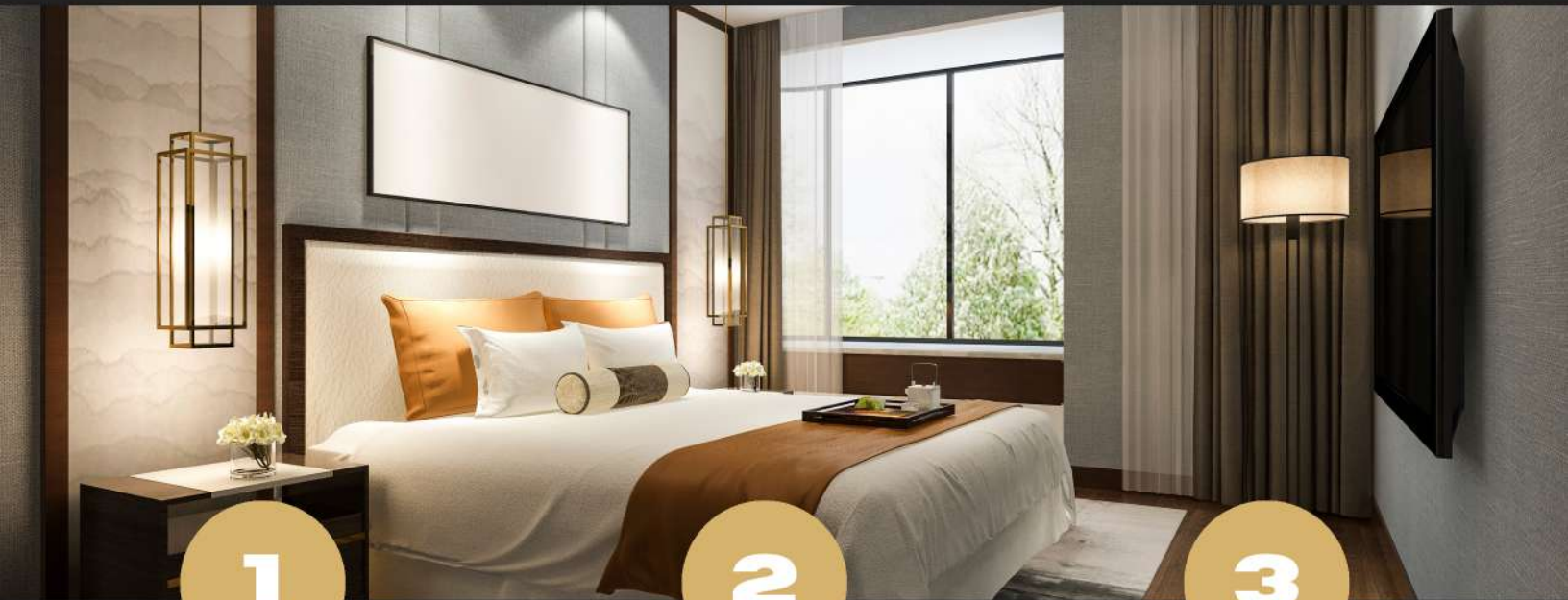


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CHOOSING THE RIGHT *Realtor*

Buying a home is one of the biggest financial and emotional decisions you'll ever make. It's more than just a transaction, it's about finding the right fit for your lifestyle, your goals, and your future. That's why choosing the right realtor is so important. The right professional will guide you through the process, protect your best interests, and make sure no detail is overlooked.



1

2

3

COMMUNICATION

Buying a home can feel overwhelming without clear communication. I pride myself on being accessible, responsive, and proactive. You'll never be left wondering what's next; I'll keep you informed every step of the way, explaining the process in plain language so you always feel confident in your decisions.

NEGOTIATION

When it comes time to make an offer, having a realtor with strong negotiation skills can make all the difference. My role is to make sure you get the best value possible, whether that means negotiating the price, securing favourable conditions, or simply ensuring the deal is structured in a way that protects you.

KNOWLEDGE

Real estate isn't one-size-fits-all. Every community, neighbourhood, and street has its own unique story. A realtor who knows the local market can tell you where the hidden gems are, which areas are up-and-coming, and how to spot long-term value. My in-depth understanding of the Fraser Valley and surrounding areas allows me to give you insight that goes far beyond what you'll find online.

WHAT I BRING TO THE TABLE

- » Personalized guidance tailored to your goals and lifestyle
- » Commitment to protecting your best interests every step of the way
- » Proven negotiation skills to secure the best deal for you
- » Local market expertise with deep knowledge of neighbourhoods and trends
- » Step-by-step support from first viewing to final paperwork
- » Clear, consistent communication—no guesswork, no confusion

HOME BUYING

Road Map

1

GET PRE APPROVED FOR A MORTGAGE

2

CHOOSING & MEETING WITH YOUR REALTOR

3

FIND THE PERFECT HOME

4

PUTTING FORWARD A WELL-INFORMED OFFER

5

NEGOTIATING & GETTING YOUR OFFER ACCEPTED

6

REMOVING SUBJECTS

7

MEET WITH LAWYERS

8

COMPLETION & POSSESSION

HOUSE HUNTING

Tips



DEFINE YOUR PRIORITIES

Identify the must-have features in a home, such as the number of bedrooms, bathrooms, and preferred location, and separate them from nice-to-haves, like a finished basement or a big backyard. This helps you stay focused, make quicker decisions, and ensures your Realtor can show you homes that truly match your lifestyle.

ATTEND OPEN HOUSES AND TAKE NOTES

Seeing homes in person gives you a better sense of space, layout, and how the property feels. Take notes and photos during each visit to help remember key details. Comparing homes this way makes it easier to identify what you truly like and make a confident decision.

RESEARCH THE NEIGHBOURHOOD

A home's location can impact your lifestyle just as much as the house itself. Visit neighbourhoods at different times of day to get a sense of traffic, noise, and overall atmosphere. Check local amenities, schools, parks, and commute times. Understanding the community ensures you choose a home that fits both your needs and your long-term lifestyle.

BE READY TO MOVE QUICKLY

Great homes can sell fast, so being prepared is key. Get pre-approved for a mortgage, know your must-haves, and have your questions ready. Being organized allows you to make a confident, informed offer when the right property comes along.

FINANCES

First and foremost, getting pre-approved for a mortgage is a critical step. Pre-approval not only gives you a clear understanding of what you can afford but also signals to sellers that you are a serious buyer. It involves a lender reviewing your financial situation, including your credit score, income, and debt-to-income ratio, to determine the maximum loan amount you qualify for. This step can save you time by focusing your home search on properties within your budget and can give you a competitive edge in a hot market.



**CREDIT
SCORE**



**OTHER
EXPENSES**



**DOCUMENTS
YOU WILL NEED**

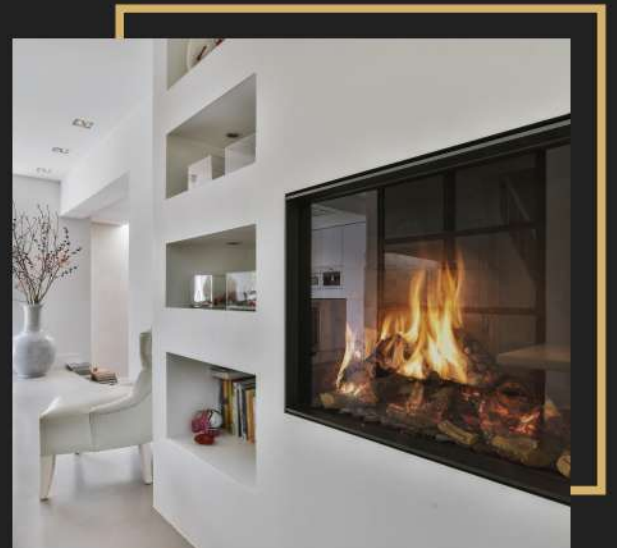


**DOWN
PAYMENT**

FINANCE

Checklist

- » Tax returns from the last 2 years
- » Pay stubs from the past 3 months Pension
- » Retirement, Child Support, or Disability Income documents
- » 2 pieces of government ID
- » Job letter
- » Bank statements supporting direct deposit pay



MAKING AN

Offer

Once you've identified a home you're interested in, we act quickly and strategically to submit a compelling offer. Together, we'll review the home's value, the current market, and your budget to decide on the right approach. Sometimes that means going in with a strong first offer; other times, it means allowing flexibility with conditions or terms. My job is to strike the right balance, protecting your interests while positioning you as a serious and appealing buyer.

These conditions give you the right to back out of the deal if certain conditions are not met, safeguarding your earnest money deposit.



WHAT MAKES AN OFFER MORE ENTICING?

1

LARGE DEPOSIT

2

**ACCOMODATING
DATES**

3

**PRE-APPROVAL
FOR FINANCING**


4

**STRONG PURCHASE
PRICE**

5

PERSONAL TOUCH

NEGOTIATIONS



Once your offer is submitted, the seller has three options: accept, reject, or counter. If a counter offer comes back, I'll guide you through each option, explain the implications, and negotiate on your behalf. Clear communication is key; I'll ensure you always know where things stand and what your next move should be.

ACCEPTED OFFER



If your offer is accepted, congratulations! For unconditional offers (subject free), you've officially bought your home. If there are conditions, we'll work together to satisfy them before the removal date.

REJECTED OFFER



The seller may decline your offer outright. This doesn't mean the deal is over; we can discuss alternative strategies or make adjustments for a second offer.

COUNTER OFFER



The seller may respond with changes to price, conditions, or terms. This is where negotiation really comes into play.

Negotiation isn't just about price, it's about creating a deal that works for both you and the seller. This can involve:

- » Adjusting the closing timeline to align with the seller's needs
- » Modifying contingencies to make your offer stronger while protecting you
- » Including or excluding items like appliances or furniture
- » Addressing inspection findings with repair requests or credits

By balancing flexibility with protection, we can strengthen your offer without compromising your interests.

REMOVING

Subjects



Once both you and the sellers have signed the Contract of Purchase and Sale, your offer is considered accepted. If your offer includes subjects, it's now time to work on satisfying them as outlined in your contract.

If at any point during the subject removal process you're not comfortable moving forward, you have the option to back out of the deal. The contract will be canceled, and you're free to continue your home search.



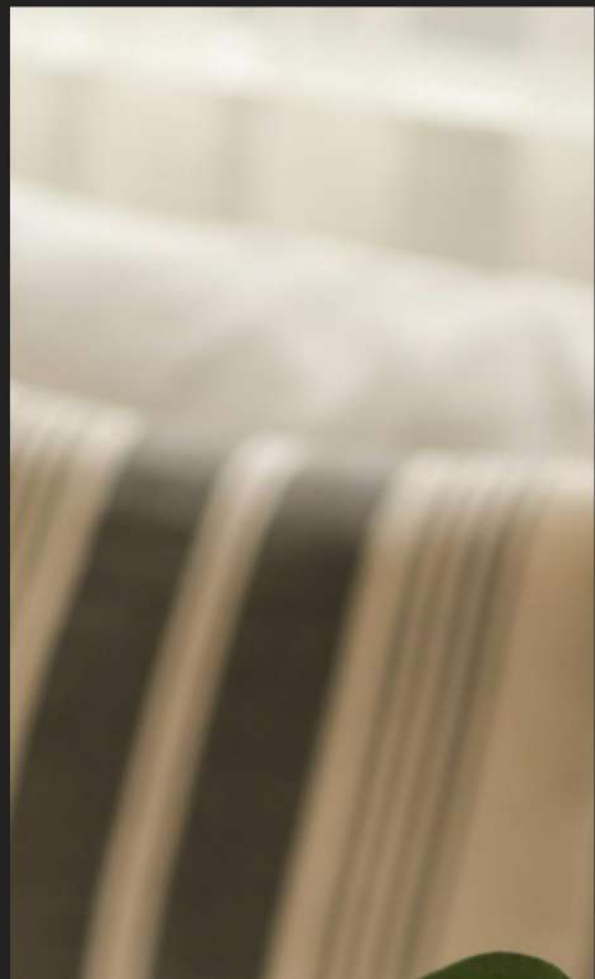
HOME INSPECTION

It's time to hire a qualified home inspector to thoroughly evaluate the property. The inspection report will highlight any issues, such as structural problems, or major and minor repairs, and provide recommendations. Based on the findings, you can renegotiate price, request repairs, or seek allowances to ensure your new home is a solid investment.



TITLE SEARCH

A title search reveals the property's legal status, including ownership, liens, easements, and any restrictions. It ensures the title is clear and free of issues that could affect your ownership. If problems are found, they must be resolved before closing, helping you make a secure and informed investment.





PROPERTY DISCLOSURE STATEMENT

The Property Disclosure Statement (PDS) provides details about the home's condition and history, including past repairs, system ages, and potential issues like water damage or pests. Reviewing it helps you assess risks, make informed decisions, and negotiate repairs or price adjustments before closing.



INSURANCE

Home and title insurance are essential for protecting your investment. Home insurance covers risks like fire, theft, and natural disasters, while title insurance protects against ownership issues or defects. For strata properties, review the strata's insurance note to ensure full coverage, giving you peace of mind in your new home.



FINANCING

You'll work with your lender to secure the best mortgage rate, comparing offers from banks, credit unions, and brokers. By completing the application and providing required documents, and staying in clear communication, you'll help ensure a smooth financing process.



STRATA DOCUMENTATION

Reviewing strata documents provides key information about the property's management and operations, including bylaws, budgets, meeting minutes, management agreements, and insurance policies. This helps you assess the strata's financial health and governance, ensuring you're well-informed before purchasing.



FIRM *sale*

Once all conditions or subjects in your offer have been satisfied or removed, your deal is considered firm. This means both you and the seller are now committed to completing the transaction, and the purchase is officially moving toward closing.

01

DEPOSIT

Depending on your contract, your deposit must be submitted to your realtor normally within 24 or 48 hours after subjects are removed. The deposit should be in the form of a bank draft unless agreed upon in your contract and made payable to your realtor's brokerage in trust.

02

LAWYERS & NOTARIES

You'll need a real estate lawyer or notary to represent you in your home purchase. They will review all documents related to the sale, be present for signing, and answer any questions you may have throughout the process.

03

CONVEYANCE

Your realtor's brokerage and your lawyer will communicate with each other, as well as with the seller's brokerage and their lawyer. Together with your mortgage broker, your team ensures all documents are in order and that the sale of your new home proceeds smoothly to completion.

MEETING YOUR

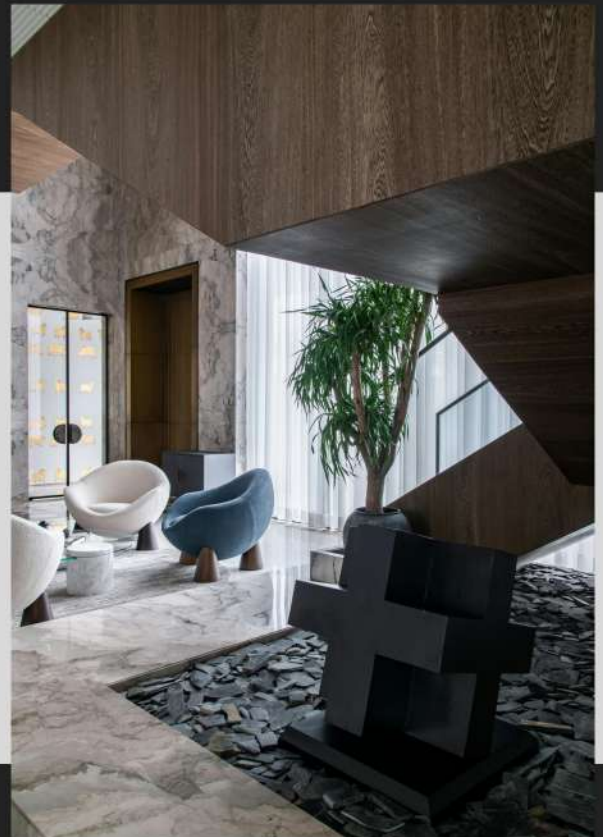
Lawyer



Completion is the final step in buying your home. On this day, both parties sign the necessary documents, and funds are transferred. Ownership of the property is officially passed from the seller to you through the Land Titles office, making you the proud new owner of your home.

ITEMS TO BRING TO YOUR CLOSING APPOINTMENT:

- » 2 pieces of valid government issued photo ID
- » Certified cheque or Bank Draft
- » Check with your lawyer before your appointment to see if anything else is required.



CLOSING

Costs

When purchasing a home, it's important to budget for more than just the purchase price. Closing costs are the additional fees and expenses required to finalize your home purchase, and understanding them ahead of time ensures a smooth and stress-free closing process.

Funds to cover your closing costs and down payment will most likely have to be in the form of a bank draft or wire transfer paid directly to your lawyer's office.

DEPOSIT

A buyer's deposit is an upfront payment made to secure a property. It usually ranges from 5% to 10% of the purchase price and demonstrates the buyer's commitment. The deposit is applied toward the down payment or closing costs, with the balance due at closing.

CMHC

CMHC mortgage insurance required if your down payment is less than 20%. The insurance rate depends on how much you put down; the closer you are to 20%, the lower the rate. By putting 20% down, you can avoid CMHC altogether, saving money on both the insurance cost and the interest that would accrue if it were added to your mortgage.

INSPECTION COSTS

I always recommend that clients schedule a home inspection before removing contingencies. We include this in the contract and allow time to complete our due diligence, ensuring you're aware of any issues before finalizing the purchase. The cost typically ranges from \$500 to \$700.





LEGAL COSTS

All real estate purchases require a lawyer or notary to handle the title transfer, manage the funds, and ensure all contract details are completed correctly. Costs typically range between \$1,200 and \$1,800.



REALTOR COSTS

Fortunately, most MLS listings include a commission for the buyer's agent, meaning my services are typically covered by the seller's brokerage. Exceptions, such as For Sale By Owner (FSBO) properties or listings with discount brokerages, are rare. If this occurs, we would discuss how to include my commission in the purchase price.



PROPERTY TRANSFER TAX (PTT)

PTT is applicable for all properties at a rate of 1% on the first \$200,000 and 2% on any remaining balance up to \$2,000,000.



GST ON NEW BUILDS

GST applies to brand-new homes that have never been lived in, at 5% of the purchase price, in addition to PTT. New homes or those built within the last ten years include a 2-5-10 warranty: two years on labor and materials, five years on the building envelope, and ten years on the structure. For older homes, the warranty duration is reduced based on the home's age and does not reset with new ownership.

THE MOVING

Checklist

PREP IN ADVANCE (8-6 WEEKS BEFORE)

Logistics:

- Set a moving budget
- Choose a moving company
- Book movers and truck (if needed)
- Schedule moving day off work
- Book elevator (if needed)

Purge and Pack:

- Declutter ruthlessly (donate, or sell)
- Gather packing supplies (boxes, tape, labels)
- Research packing hacks for efficiency
- Start packing non-essentials in labeled boxes (room by room)

New Place:

- Research your new neighborhood
- Measure doorways and furniture for fit at the new place
- Schedule utility and internet transfer/installation for new home

NOTIFY OF UPCOMING MOVE (6-4 WEEKS BEFORE)

Change of Address:

- Submit Change of Address (Canada Post)

Update Your Contact Information:

- Work & School
- Family & Friends

Utilities & Home Services:

- Electricity
- Water
- Gas
- Internet, Phone & Cable
- Garbage Removal
- Lawn Service
- Move-out cleaning

Finances:

- Bank & credit unions
- Credit cards
- Loan agencies

Subscriptions & Memberships

- Gym, clubs & organizations
- Streaming services
- Online shopping accounts

Insurances & Service Providers

- Homeowner & renters insurance
- Car insurance
- Health & dental insurance
- Life insurance
- Doctors, Dentists & Veterinarians
- Accountants
- Attorneys

Government Agencies:

- Update your address with ICBC
- CRA
- BC Services Card

THE MOVING

Checklist

PACK AN OVERNIGHT BAG (DAY BEFORE)

Essentials for your first night

- Pajamas & change of clothes
- Toiletries & medications
- Phone charger & power bank
- Snacks & drinks
- Paper towels & toilet paper

LABEL AN OPEN FIRST BOX (DAY BEFORE)

Essential unpacking items

- Trash bags & cleaning supplies
- Tools (screwdriver, multi-tool)
- Flashlight & headlamp
- Bottled water & snacks
- Medications
- Dishes, utensils & paper plates
- Bedding (sheets, blanket, pillow)

NOTES:

-
-
-
-
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-

MOVING DAY

Preparation:

- Have cash on hand for moving crew tips and unexpected costs
- Clear walkways and driveways for movers' access
- Disassemble furniture (if not done by movers)

Oversee the Move:


- Double-check inventory list
- Direct movers where to place boxes in your new home

Settling In:


- Unpack your labeled "Open First" box and overnight bag
- Set up the kitchen and bedrooms first for immediate comfort
- Make sure all utilities are turned on

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