



SOLD.



FROM START TO SOLD.

ALL THE DETAILS FOR
SUCCESSFULLY SELLING
YOUR HOME



"From the initial stages to the completion of our sale, they guided us through the process and made all the necessary arrangements to show and sell our small apartment. They worked with our tenant and strata and made the transition really smooth for everyone. We thought that a relatively small sale might not garner the white glove treatment, but we were totally wrong. They not only demonstrated expertise in what they do, but they also showed us just how much they truly value and respect their clients as well as other people involved. This totally exceeded our expectations. We feel fortunate and grateful to work with such good people and highly recommend the Bath-McKie Real Estate Group." **B.S.**



"The team at Bath | McKie were a delight to work with. Aeron, and Josh were knowledgeable, experienced, and supportive throughout the listing and purchasing process. Their team approach was a fantastic fit for us as we were always able to get quick responses to our questions and take advantage of each of their individual strengths. We have already recommended their team to friends and would do so again in a heartbeat." **B.G.**



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WELCOME

Every home has a story and we can't wait to share yours!

A home is more than just a physical space. It's where you've created countless memories, shared moments with loved ones, and where you feel most comfortable.

When it comes time to sell your home and begin a new chapter, the process can often feel overwhelming. Selling a home can be an emotional journey, and it's understandable to feel apprehensive and even overwhelmed. Rest assured that together, we can help you navigate the process with ease. We'll outline the process and create a plan together, so you don't have to do any of the heavy lifting.

From preparing your home, finding the right buyers, negotiating the best price and terms, as well as facilitating a smooth close and transition, this resource will be your guide.

WHY HIRE A TEAM?

When it comes to buying or selling a property, having a real estate team on your side is a game-changer. With multiple licensed REALTORS® on the team, there will always be one of us available. Not only to take calls and show your home, but we also bring a collective 75 years of experience and expertise to the table.

When it comes time to take your largest asset to market, it's vital to have a variety of perspectives to build your specific marketing plan. As a team, we build a plan just for your home and each listing is vetted through the team, which ensures we don't have any holes in the process.

Our role is to get you the best possible outcome for the sale of your home in alignment with your particular goals. Often times that is through leveraging our combined skillsets.

Our team's proven success with over 2,000 homes sold, is to personalize our approach to listing each home and ensure you always know what's coming next.





Josh Bath, PREC* can easily be described as the youngest “grandfather” of real estate. He brings over 35 years of experience in the real estate industry. He is tenacious in his exploration of all things real estate whether it’s new policies and procedures, new approaches to negotiations or new technologies; he is quite literally a human real estate encyclopedia. As a respected and approachable mentor, Josh is passionate about instructing other REALTORS® at the brokerage and Real Estate Boards across the province. Josh also sits on the Board of the Greater Vancouver REALTORS®. He has many interests, but none compare to his family. When he is not with his sweet kiddos, you can find him running, cycling, swimming, or doing anything adventurous.



Aeron McKie, PREC* brings more than two decades of sales, leadership, and business experience in the real estate and the construction industries. As a dedicated and conscientious REALTOR®, he is diligent and strategic in his approach to negotiations, often finding creative solutions. As a true people-person, he values the importance of guiding his clients step by step through the process of buying and selling, constantly ensuring they feel heard and supported. Aeron is an engaged father of 2 boys and loves all things motorsports. In between phone calls and showings, Aeron enjoys golfing, camping, boating, scuba diving and tinkering on his old car.



Since 2005, Jane has built a reputation grounded in her mantra; “Knowledge, Experience & Attention to Detail aren’t just important—they’re priceless.” Jane’s expertise is backed by a 50-year combined legacy of local knowledge established alongside her late husband, Ken, within the Ambrose Real Estate Group. As a former Managing Broker and past member of the Professional Conduct Committee of the Greater Vancouver REALTORS®, she has helped shape the standards of the industry. A breast cancer survivor and long-time advocate, she has recently turned her focus toward pancreatic cancer research, championing funding to provide a “glimmer of hope” for other families facing the same journey. Jane can often be found on the golf course or cheering from the sidelines at her grandsons' soccer games. At home in Port Coquitlam, life is shared with her two Havanese, Sarah and Jordie.



Bonnie McKie is licensed REALTOR® and is also responsible for operations and administration for the team. She has a background in residential appraisal, commercial property investment and over two decades of sales and marketing experience. She is professional, detail-oriented and takes a client-centered approach to all she does. Her wealth of experience leads her to be strategic yet creative and solution-oriented. Bonnie is a proud mom of two grown children and enjoys being outdoors on/near the water, whether walking, hiking or fishing. She loves all things chocolate, puzzles, has travelled to over 30 countries and enjoys learning about and being immersed in other cultures.

ABOUT OUR TEAM



In 2018, Josh Bath, PREC* and Aeron McKie, PREC* joined forces to form a partnership that today is known as the Bath McKie Real Estate Group. Bonnie, also a McKie, (Aeron's sister) has provided support for the team since Spring 2024. Following 20 years as an integral part of the Ambrose Real Estate Group working alongside her late husband Ken, Jane Ambrose (REALTOR® & Associate Broker) transitioned in December 2025 to also join the team.

Together we each bring unique abilities which have become paramount to the success of our business. We are family and are bound together by our devotion to our clients and are always striving for unparalleled professionalism.

We love to build strong relationships and value open communication. Our clients know that we care deeply for them and about what matters to them. We'll work tirelessly and advocate fiercely for them. But we also laugh a lot and genuinely find the good in every moment, so be ready for us to bring that energy to your experience of buying real estate!

Over 90% of our business comes from repeat clients and referrals.

When working with us, you'll have not just a REALTOR®,
but a team and friends for life.



LISTING CONSULTATION

This is where we make a plan together. As your real estate team, we are going to be asking you questions about your goals for selling your home and any questions or concerns you may have related to your sale. Please take time to think about these things before our consultation so that we can ensure we have enough time to answer all of these for you.

We'll also be preparing materials for your review, including an overview of the current market conditions and a comparative market analysis to show you what is selling (and not selling) in your area.



A few things to think about before we meet...

What is most important - ease, comfort, money, time?

What are you looking for in a REALTOR®?

Do you know where you're going next? What is your moving timeline?

Have you done any updates to the property since you purchased?

How much time/effort/resources are you wanting to put into the property before it goes on the market?

What concerns do you have about listing your home or buying your next one?

Be sure to write these things down before we meet so we can talk through all the details!

SETTING THE RIGHT PRICE



It is our fiduciary duty to look out for your best interests and get the best price possible for your home. Pricing is a science and the single most important strategy we need to employ when going to market. During the listing consultation, we'll do our best to make sure your goals align with the market conditions and we'll make a plan together.

We aren't looking for a 'quick sale.' However, if we overprice your home, no showings get scheduled and no offers come in. Based on experience, you often end up selling your home for less than if we strategically priced your home from the outset.

NOTES



PRESENTING YOUR HOME

Ever heard that old saying: "You never get a second chance to make a first impression"?

Well, it's true! In real estate, that first impression can be the difference between selling your home and having it sit on the market. The first impression is not just about the home—it's about the potential buyers' initial perception of how they would feel living in the home.

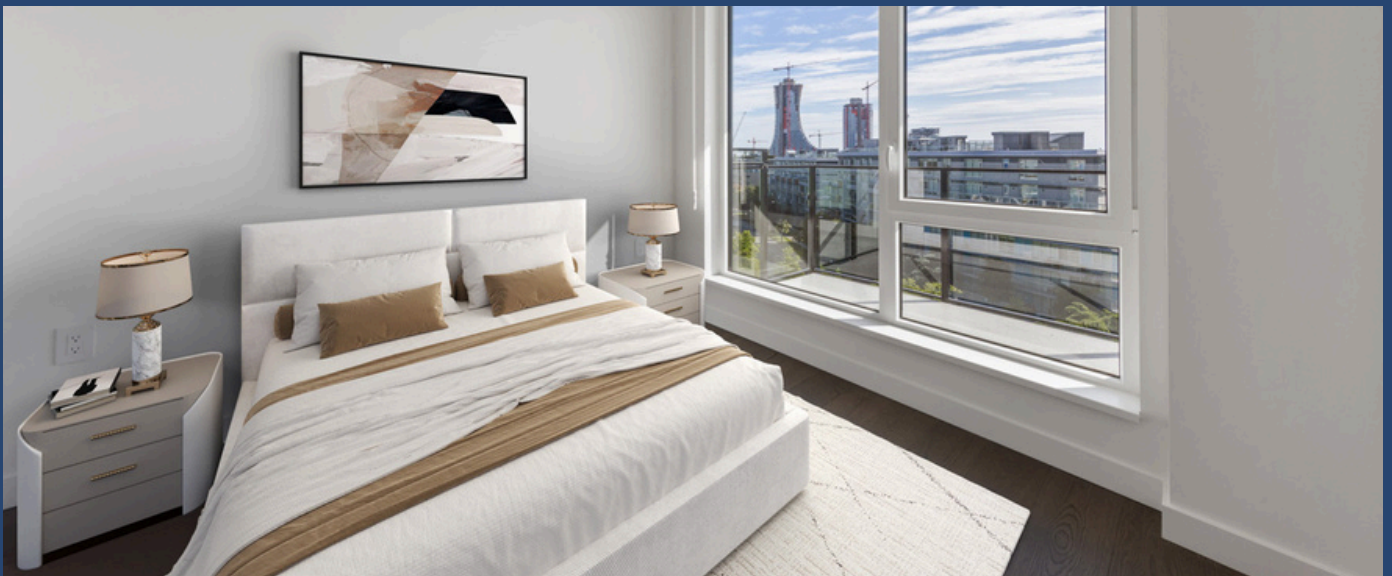
The goal of creating a great listing online is to generate interest and showings for your home which ultimately leads to great offers.

GOING TO MARKET

In our experience, homes perform best when they go to market early in the week. In order for the listing of your home to go live, all cleaning and photos need be done, ideally 1-2 weeks prior.

The photos/drone images and floorplan will then be used to build our marketing materials:

- Full colour Brochure
- Feature sheet including floorplan
- Virtual tour (where applicable)
- Video (where applicable)
- Custom page of your listing on our website
- Neighborhood direct mail or door hangers
- Social media content



8 STEPS TO PREPARE YOUR HOME

01 *Kitchen*

- Clear off all counters, everything from plants, paper towels and toasters
- Clean & declutter
- Tidy pantry

02 *Family Room*

- Clean & declutter
- Create as much open space as possible, consider removing some furniture if needed

03 *Bedrooms*

- Organize closets
- Clean & declutter

04 *Bathrooms*

- Clear all counters of products
- Clean & declutter
- Replace bright towels & rugs with white ones where possible

05 *Outdoors*

- Tidy all toys, pack away as many as you can
- Trim all bushes & mow any lawns
- Rake any leaves, gravel

06 *Front Entry*

- Touch up any paint where required
- Sweep front porch + add welcome mat
- Plant potted flowers
- Trim and mow regularly

07 *Throughout*

- Wipe down all blinds
- Touch up any drywall or paint

08 *Final Clean*

Prior to photos and videos we recommend giving your home a good deep clean including removal of any pet or cooking smells, etc. A deep clean and fresh home communicates that the home has been well cared for and increases the home's value to buyers.

Pre-Listing TO DO'S

MISCELLANEOUS

KITCHEN

BATHROOMS

LIVING / FAMILY ROOM

FRONT ENTRY

BEDROOMS

OUTDOORS

MARKETING PROCESS

When taking a home to market, it's imperative to have a comprehensive marketing strategy. This 3 Step approach plays an important role in allowing for buyers across all generations to see the details of your home in a manner which best suits them.

01

PRINT

02

DIGITAL

03

IN-PERSON

THE DETAILS...

01

PRINT: We produce professional, full colour brochures and feature sheets for those viewing your home to take away for further reference. We'll also do neighbourhood direct mail and/or door hangers - this is where we let all the neighbours know about your home. Research shows that someone on your street or in your neighbourhood knows someone that wants to move there.

02

DIGITAL: The vast majority of buyers say that using the Internet is their very first step in finding a new home. In our experience, the average home buyer spends 10 weeks searching for a home and previews 8-10 properties before deciding on their purchase. Your listing will be published on the MLS (multiple listing service), Realtor.ca, REW, as well as our website and many others. We'll also use various social channels to promote the sale of your home.

03

IN-PERSON: Buyers and their agents will book appointments to view your home at a mutually convenient time. We'll also host Open Houses typically in an afternoon on a weekend. We will discuss this strategy with you before going to market.

SHOWINGS & OPEN HOUSES



For showings, we'll make your rooms bright and airy by opening blinds and windows and turning on all lights. For your own security, make sure you store all your valuables.

When we hold an open house, we're providing prospective buyers, even those not yet working with a REALTOR®, a chance to experience your home in person!

Not only does this mean more exposure for your home —the extra foot traffic means that someone who's just looking for fun or out of curiosity might end up being your next buyer.

OFFERS

This is the **EXCITING** part!

Typically the market dictates how and when offers are received. We'll get together as a team to review the offer(s) and then present it/them to you.

Not all offers are created equal and we're here to provide you with the necessary guidance. Together we'll discuss the offer(s) and decide on the best course of action based on your particular goals and desires.



COSTS OF SELLING A HOME

There are various costs involved in the sale of a home. The following explains the commission fee as well as provides a list of the costs that are typically borne by the seller and need to be paid by or on the closing date:

- Lawyer or notary fees and expenses;
- Costs of clearing title;
- Any prepayment penalty levy by your bank/financial institution that may apply to paying out an existing mortgage prematurely;
- Seller's share of the property taxes for the year if the current year's taxes have not yet been paid, plus penalties for late payment of unpaid taxes.
- Real Estate Commission paid to your REALTOR's® brokerage plus GST;
- Goods and Services Tax (GST) if applicable

Inside real estate transactions there are typically two agents involved. One agent represents the seller, the other agent represents the buyer. Each agent works to create circumstances that are agreeable to their clients.

Our commission structure is 7% on the first \$100,000 and 3% on the balance (plus GST). This is calculated on the final sale price of your home. This is the total amount of commission you pay. Of that amount, our team then shares a portion of our commission with the buyer's REALTOR®. NOTE: This amount can vary depending on the Real Estate Board.



HOME SELLING PROCESS

BATH·MCKIE

— REAL ESTATE GROUP —



1
Meet with our team
for listing consultation



2
Hire our team! Sign listing
agreement paperwork



3
Plan and execute any
pre-listing improvements



4
Prepare home
for sale



8
Receive and negotiate
offers for best outcome



7
Showings and
open houses



6
List house on MLS &
prepare for showings



5
Professional photos,
floorplan



9
Accepted
offer



10
Rescission and subject
removal period



11
SOLD!



14
Completion



13
Sign all closing
documents with lawyer



12
Appraisal by buyers
mortgage company
(if applicable)



15
Possession



16
Tell your friends and family
about us!






COMPLETION & POSSESSION

We've done this over 2,000 times and promise you, we'll get through it just fine. There's sure to be some mixed emotions as you leave your old home behind but hopefully there'll be growing excitement moving into your new one!

Once you have an accepted offer, the rescission period has passed and all subjects have been removed, we'll put a SOLD sticker on the sign! The next step is to select a Lawyer or Notary if you have not already. They will complete all of the legal transferring of title & ownership as well as disbursement of all funds. If you do not have a lawyer or notary, we can provide you with a list for consideration.

At that point we can also support you with a moving checklist outlining what will need to be done in the weeks leading up to moving day. The time between subject removal and completion/possession is typically 6-8 weeks.

Completion is the day that title transfers to the new owners and funds transfer to you. Possession is the day the buyers of your home take possession and move in. Usually the time between completion and possession is 1-4 days but this could vary depending on the terms negotiated. 

What you
CAN EXPECT

We are big believers in fully preparing our clients for whatever comes next; when it comes to selling your home, you'll have an experience that's uniquely tailored to your home, situation, and plans for the future.



What Our Clients ARE SAYING



"I really can't say enough of the BATH | MCKIE team. From listing to the sale we were always kept part of the process and felt like we mattered. They were excellent in assisting with our tenant and really was the glue to this transaction. I've been a client of Josh's for about 25 years and I don't see that changing." **S.P.**



"This wasn't our first time dealing with Jane (and Ken) and it definitely won't be the last. Their level of knowledge, professionalism and ethics are truly exceptional. And the personal attention we received? Absolutely amazing! We loved working with them. We were guided smoothly through every step of the listing/selling process and made to feel like we were their only priority. They attended every showing and every inspection, promptly communicated all feedback, and offered helpful suggestions. And when a buyer didn't immediately materialize for our rather unique home and property they were so reassuring. Their dedication and assistance never wavered or waned during what turned out to be a longer-than-expected listing. They really went the second mile for us, and it paid off. We are delighted with the new family that will take over loving and caring for our home." **C.G.**



"I can't say enough about the integrity and quality of service that the Bath | Mckie team provides. 5 star!

From the very beginning of the process to the very end, they explained everything I needed and made sure I was comfortable with every decision. I trusted and followed their recommendations completely and it resulted in my home selling for significantly over asking, even at a time when the market had been challenging and questionable! Without hesitation, the highest recommendation!" **A.W.**

What Our Clients ARE SAYING



"It was a bittersweet decision for my mother-in-law to let go of the memories contained within her home, but the time had come to move on. Aeron not only understood the depth of emotions she was feeling, but he also approached the situation with a level of sensitivity that touched our hearts.

The journey began in September 2023, as we prepared her home for listing while she searched for a new place to call her own. Aeron's attention to detail was evident from the stunning photographs that showcased her meticulously maintained garden, to the virtual tour that highlighted every corner of her cherished abode. When she finally found the perfect home, Aeron wasted no time to get her home listed and sold.

With the clock ticking, Aeron implemented a strategic plan to generate maximum interest in her home, knowing that time was of the essence. From the heartfelt marketing remarks that captured the memories in her home, to the glossy brochures that caught the eye of potential buyers, every detail was meticulously curated to showcase her property in the best light. Aeron's dedication knew no bounds as he tirelessly attended each viewing, ensuring that every potential buyer experienced the magic of her home. His unwavering commitment to his clients was truly remarkable, as he went above and beyond to ensure that every detail was taken care of. When multiple offers came rolling in, selling above asking price, we knew that Aeron's expertise was unmatched.

Even during all this chaos, Aeron's kindness shone through as he personally thanked the neighbors with Starbucks cards for their patience during the open houses. His thoughtful gesture touched our hearts and showed us the genuine care he had for his clients. After a whirlwind week and a half, my mother-in-law could finally rest easy, knowing that she was on her way to a new chapter in her life.

As our family embarks on our own journey of downsizing and upsizing, we can't imagine trusting anyone else but Aeron and his exceptional team. The integrity, sensitivity, and ethical standards displayed by Aeron far exceeded our expectations, leaving us grateful beyond words. Thank you, Aeron, for making dreams come true and for treating our family with the utmost care and respect. You are a true gem in the world of real estate." **S.P.**



"A team that listened to my needs and gave me what I wanted. From the start at selling my home; to the end of purchasing my condo they (Bath/McKie) were supportive, patient and 100% committed to making sure I understood and was comfortable with every step of the process. I was never just another sale or just another purchase. I am beyond excited to start my new journey. Thank you for making it all possible - you guys are Top Notch!!" **L.H.**




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