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Whistler Real Estate & News

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## Selling Tips in a Slow Market

- 1. Price your home competitively.** By setting a price above market value, homeowners risk driving potential buyers away. Lowering the price may be difficult, but if you want to sell your home in today's market, grit your teeth and do it. There is a buyer for every property if the pricing is right.
- 2. Get a Pre-Inspection.** This actually works for both you and the buyer. By having the home inspected before listing it people don't have to guess what kind of condition it is in. They can see it in writing and address any issues upfront - increasing your home's sale-ability.
- 3. Bite Your Tongue.** Resist the urge to turn up your nose at low offers - even if you feel insulted. Respond with a serious counteroffer. You have nothing to lose by countering. An offer represents a potential buyer for your home!

In today's real estate market, not only does your home have to be more attractive than the other homes on the market, but the deal has to be more attractive also. For more Selling Tips:

<http://www.daveburch.ca/ViewBlog/147/>

## World Cup Events Coming to Whistler!

There are 13 World Cup events coming to Whistler this winter season – leading up to the 2010 Winter Olympic Games:

**Cross-Country Skiing** World Cup  
Date: January 16-18, 2009

**Ski Jumping** World Cup  
Date: January 24-25, 2009

**Bobsleigh & Skeleton** World Cup  
Date: February 2-7, 2009

**Alpine Skiing** World Cup Finals  
Date: March 9-14, 2009

**Biathlon** World Cup  
Date: March 11-15, 2009

## Investing in Whistler FAQ's:

Q: What does Phase 1 and 2 mean?

A: A rental zoning designation allowing for nightly/vacation rental located only in Whistler Village and Creekside.

Phase 1 properties allow 'unrestricted' and unlimited owner use.

Phase 2 covenant allows rental but limits owner usage.

More details contact Dave.

## Whistler Sales Stats

### # Condo Sales

Q3 2007:	94
Q4 2007:	80
Q1 2008:	43
Q2 2008:	46
Q3 2008:	35
Q4 (as of Nov 9):	13

### # Chalet Sales

Q3 2007:	41
Q4 2007:	40
Q1 2008:	22
Q2 2008:	30
Q3 2008:	19
Q4 (as of Nov 9):	5

## Listing of the Month



**8476 Matterhorn Dr. \$979,000**

Incredible Views! 4.5 bedroom, 3 bath on a huge flat lot – a rare find in Whistler. Currently rented for \$3450/mo. More info/photos:

<http://www.daveburch.ca/ActiveListings.php>

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