



BUYER'S GUIDE

BUYING PROPERTY IN WHISTLER



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REAL ESTATE

A woman with blonde hair, wearing a light-colored knit beanie with a pom-pom and a quilted orange jacket, is shown in profile, looking towards the right. The background is a blurred, snowy mountain landscape under a clear sky. A dark blue horizontal bar is positioned above the woman's head, containing the text 'MEET BIRTE' in white, uppercase letters. A thin blue line extends from the right side of this bar, running vertically down the right side of the page.

MEET BIRTE

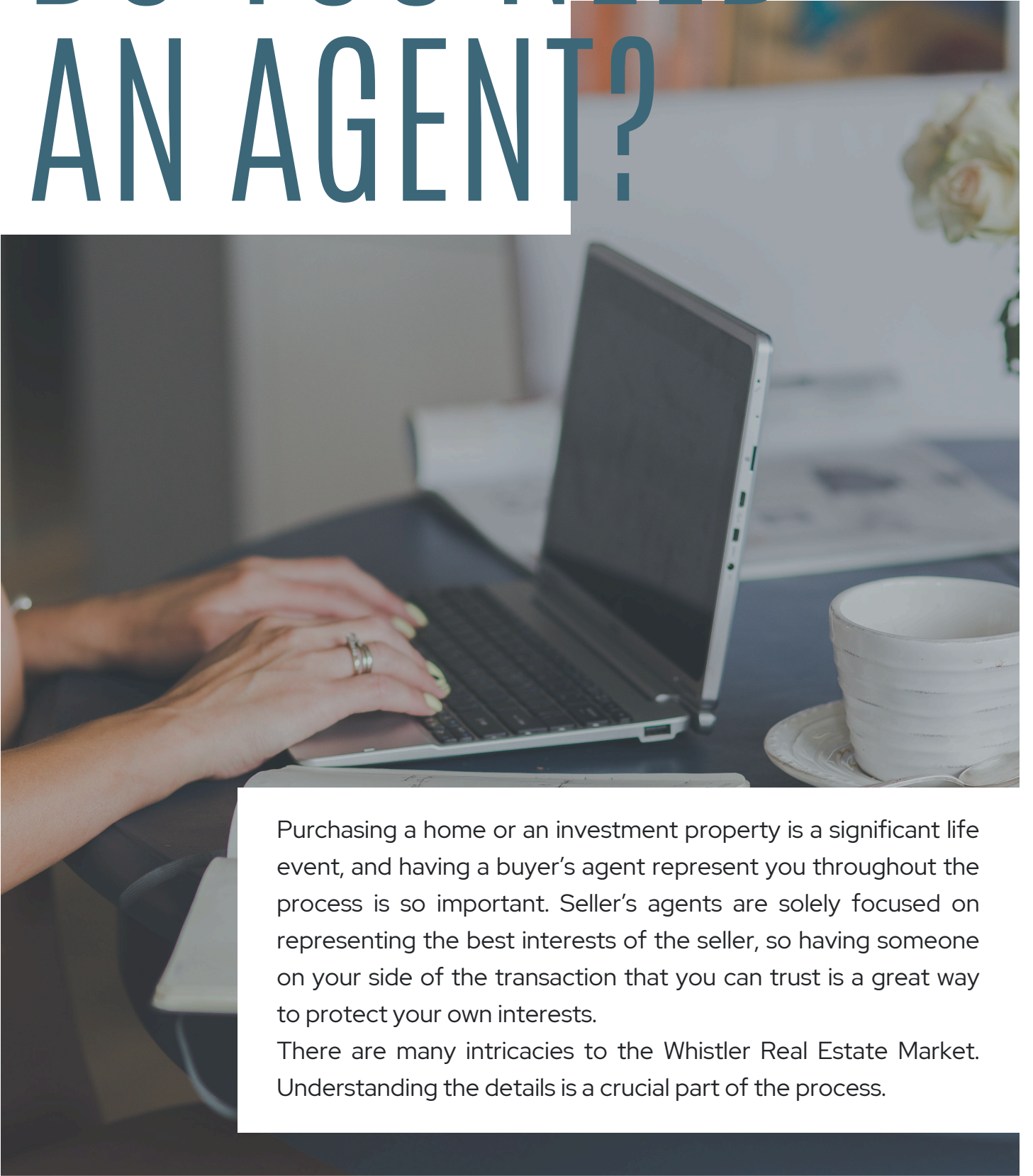
Let me start by saying: I love Whistler – this is home! This is where I am raising my family!

Originally from Germany, Whistler has been my home of choice for the past 10 years. It's truly an amazing and very special place.

The majority of these 10 years I've spent working in the real estate industry, with a background in hotels, sales and marketing.

My family & I are lucky enough to also call Germany and Australia home – so I know what it takes to make the move to Whistler, the options to move within Whistler and the opportunities to invest into Real Estate in Whistler.

DO YOU NEED AN AGENT?

A photograph of a person's hands typing on a laptop keyboard. The person is wearing a ring on their left ring finger and has yellow nail polish. The laptop is silver and open. To the right of the laptop is a white ceramic mug on a saucer. In the background, there are some papers and a vase with white flowers.

Purchasing a home or an investment property is a significant life event, and having a buyer's agent represent you throughout the process is so important. Seller's agents are solely focused on representing the best interests of the seller, so having someone on your side of the transaction that you can trust is a great way to protect your own interests.

There are many intricacies to the Whistler Real Estate Market. Understanding the details is a crucial part of the process.



THE STEPS

A QUICK LOOK AT A TYPICAL HOME
BUYING PROCESS

GET PRE-APPROVED

From knowing what you can afford to being more attractive to sellers, this step is essential.

CHOOSE YOUR AGENT

One whose personality meshes with your own and whose experience can work in your favour!

GET INFORMED

Learning about the current market conditions will give you a leg up when looking for a house.

START HUNTING

We'll take note of your requirements and start searching for properties that fit the bill!

ONE STEP AT
A TIME!

FIND YOUR HOME

Consider what's important to you when choosing an area like schools and commuting time.

MAKE AN OFFER

We'll discuss price, important date and subjects (e.g. financing, home inspection etc.) to be included.

SUBJECT REMOVAL

If all of the subjects have been resolved to your satisfaction, you'll sign a document. We have a firm deal!

COMPLETION / CLOSING DAY

Congratulations! We'll receive the keys and the property is officially yours!





MAKING AN OFFER

SO YOU FOUND "THE ONE". HERE'S WHAT YOU NEED TO KNOW ABOUT MAKING AN OFFER.

You'll need to decide the terms and conditions of what you want to offer the Seller (price, closing date, conditions, etc.). Don't worry, I'll walk you through everything.

If yours is the only offer, we might want to include some conditions like financing and home inspection, if we are in competition it's wise to remove as many conditions as we can to make your offer as competitive as possible.

Making an offer is an exciting and stressful event but I'll help you choose the ideal strategy to put you in the best possible position.

LET'S
MAKE
A DEAL!

OFFER ELEMENTS



PRICE

The price you are willing to offer for the home. I'll help you understand the market and what to offer.



DEPOSIT

Shows good faith applied against the purchase of the house when the sale closes (typically 5-10%).



TERMS

Terms include the total price offered and the financing details.



CONDITIONS

Conditions (or subjects) are items that must be completed or fulfilled within a certain time frame.



INCLUSIONS/EXCLUSIONS

Your offer may be contingent on certain items being either included or excluded in the sale.



CLOSING

The day the title of the property is legally transferred and the transaction of funds finalized.

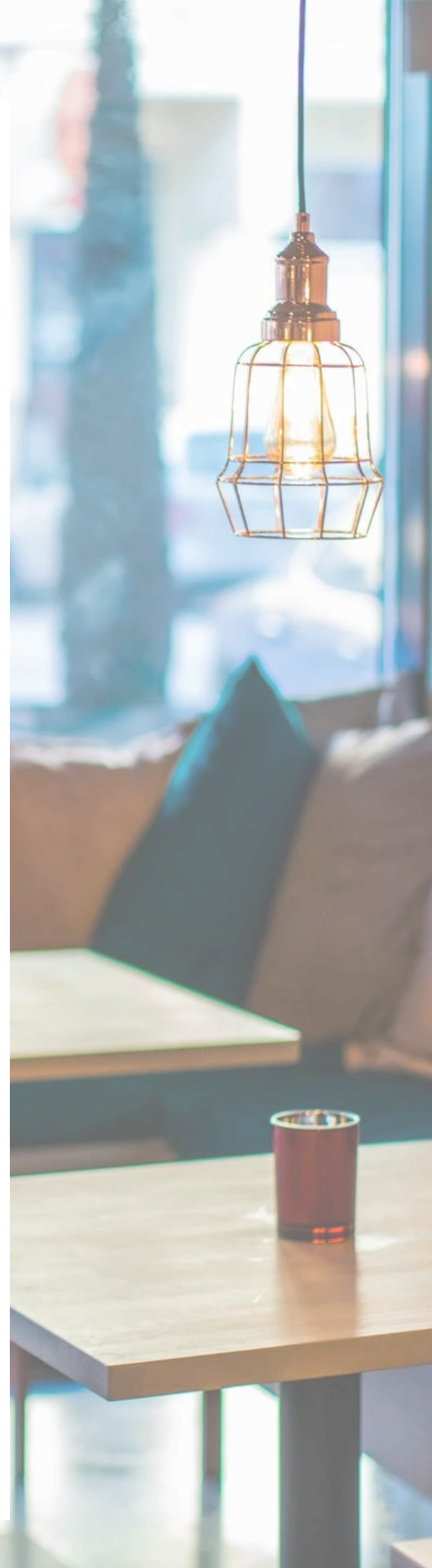


CLOSING COSTS

- **LAWYER** - Lawyer or Notary fees start at approximately \$2,000 and go up from there depending on the transaction.
- **PROPERTY TRANSFER TAX** - 1% on the first \$200,000, 2% on the portion of the fair market value greater than \$200,000 and up to and including \$2,000,000, and 3% on the portion of the fair market value greater than \$2,000,000, and if the property is residential, a further 2% on the portion of the fair market value greater than \$3,000,000.
- **GST** (if applicable) - Potentially, homes that have been rented as short-term or nightly businesses are GST applicable and will be required to file an annual GST return.
Buyers may choose to defer the GST by becoming a GST registrant at the time of closing if they are going to continue to rent their home on a commercial basis.
If you choose not to use the property for nightly rental (commercial usage) and charge the usage to residential usage, then you will be required to self-assess and pay the GST. Please discuss the specifics with your accountant.

ONGOING COSTS

- **PROPERTY TAX** - This tax is due once a year in July and based on the assessed value of the property.
- **STRATA FEES (if applicable)** - These fees are applicable to strata properties. They cover the monthly maintenance and managements costs for a complex of condos or townhomes. Special levy special payments might occur for extraordinary expenses if required.
- **TOURISM WHISTLE FEES (if applicable)** - Tourism Whistler is the official not-for-profit, member-based destination marketing and management organization representing the resort of Whistler.
The annual fee applies to properties located on designated "Resort Lands" . It is based on the number of bed units (one bedroom equals two bed units) in the accommodation.
If you are using the property for personal use only and it's not available for rental more than 14 days a year, you may apply to pay a lower rate (common fee).
- **HOME INSURANCE** -Policies and prices will vary on the type or property and the use of the property.



NIGHTLY RENTALS

As a Resort Municipality, Whistler is a unique town with its own particular zoning and land use restrictions. The Municipality has carefully and deliberately designated property use to ensure that there is a large enough supply of nightly rental bed units, while restricting nightly rentals in other areas to maintain residential character of certain areas.

Many of the condominium and townhome complexes in Whistler are zoned as Tourism Accommodation and are affected by rental covenants, designating them as either Phase 1 or Phase 2 properties.

Phase 1

Phase I units allow for unlimited use by owners.

Owners can occupy their unit year-round if they choose, or they can rent it out on a nightly or monthly basis. Rentals can be done by the owner or through platforms like Airbnb, etc.

Phase I units are typically found in non-hotel complexes throughout the Village, Creekside and the Benchlands.

Phase 2

Phase II units are more restrictive and are typically found in existing hotel operations.

Owners are permitted to use their units up to 56 days per year, 28 days in the winter (October 15 to April 15) and 28 days in the summer (April 15 to October 15).

Owners must pre-book their time in advance. The remainder of the time, the unit must be made available for nightly rentals and is managed by the hotel.

There are some exceptions to this and each property operates slightly different.

DO I HAVE TO PAY ANYTHING TO MY REALTOR?

No. Usually, real estate commissions are paid by the Seller and are split between the agent who represents the Seller (the 'listing agent') and the agent who represents the Buyer (the 'buyer's agent').

WHEN IS THE BEST TIME TO BUY?

I'm of the firm belief that the best time to buy is when you're ready! Your unique path and financial goals should guide your decision more than the current market ups and downs.

If you're prepared and confident in what you need for yourself, you'll make the right decision! Embrace the journey and make your move when YOU feel it's right.

CAN I RENT OUT MY RESIDENTIAL PROPERTY?

If your property is zoned residential, you are only allowed to rent long-term. Which is defined as 28 nights or more.

CAN FOREIGN OWNERS BUY IN WHISTLER?

Yes! Whistler is exempt of the foreign buyer ban. However, there are tax implications if you earn income in Canada. It's advised to speak to an accountant. I have great local recommendations of professionals that are deeply familiar with the process.

What is shared ownership?

When looking at properties online you might come across some "shared owner" listings. Some are timeshare as you can see by the prices. Many are "Quarter Ownership" and that is different. Here, the title to the home is split into four quarters. So you own the property together with three other parties. Ask me for my information sheet on Shared Ownership!

FAQ'S

KIND

WORDS



“Birte did extraordinary work helping me find my home in Whistler. She went above and beyond to find something that fits my needs.

Her friendly, welcoming, positive and professional personality makes it pleasant to work with Birte. She understands your desires and provides you with excellent support to find your home.

Thank you Birte for all your work you have done for me to secure my home in Whistler.

DIANA C.



“Birte helped us find and close the deal on our Whistler vacation home. She could not have found us a more perfect location and property, and we could not have asked for a more kind, pleasant, attentive and hard working buyer’s agent. As our dream find was a full gut renovation, Birte worked tirelessly to bring the final price more in line with our bottom line. She was always diligent in her approach, reachable and patient. Birte was genuinely invested in both our nervousness and excitement. We loved working with her, as she so effortlessly struck a balance between being the professional agent and getting to know us personally. Thank you, Birte; we LOVE our new Whistler home!

MICHAEL S.



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