

the BUYER ROADMAP



THE MUST- KNOWS BEFORE
BUYING IN **WHISTLER**

What's INSIDE

→ **WHAT IT'S LIKE TO WORK WITH ME**

My job is simple: honest advice, no pressure, no surprises. From our first coffee to the day you get your keys.

→ **HONEST ANSWERS TO YOUR QUESTIONS**

From “where do I start?” to “do I have to sell first?” I break it all down without the jargon.

→ **THE STEP-BY-STEP BUYER ROADMAP**

Because “we’ll figure it out as we go” is not a strategy.

→ **WHAT TO DO IF YOU’RE BUYING LATER**

1-2 years out? Perfect. Let’s set you up with a plan so you’re ahead of the game when the time comes.

→ **SHORT TERM RENTALS EXPLAINED**

Planning to rent it out when you're not here? I'll break down Phase 1, Phase 2, and what they mean for your plans.

→ **THE OFFER & WHAT IT REALLY COSTS**

What actually goes into a Whistler offer. And the closing and ongoing costs to budget for beyond the purchase price.



So you're thinking about buying in Whistler?

You're in the right place.

Hi, I'm Birte. A local real estate agent here in Whistler, and this guide was made to help you feel clear, confident, and in control of the property buying process (no matter where you are on the timeline).

Whistler isn't like other markets. Unique properties, unique rules, and buyers who all come here for different reasons. Which makes it even more important to get clear on what you are looking for, right from the start.

Whether you're planning to buy in six months or just starting to dream about owning a piece of this valley, this guide walks you through what to expect, how to prepare, and what it actually looks like to work with an agent like me.

How I work with buyers

I'm here to guide you through every step of the process. From setting up a custom home search to connecting you with trusted lenders, helping you understand your financing options, and advocating for your best interest during negotiations.



A tailored VIP Home Search with properties that match your lifestyle and budget



Access to off-market opportunities through my local network, mailers, or targeted campaigns



Step-by-step support once we're under contract (no guessing or Googling required)

the FAQs

01/ HOW DO YOU GET PAID?

In Canada, buyers don't pay their agent directly. The seller pays the total commission, which is then split between the listing and buyer's agent. Working with me costs you nothing extra.

02/ WHAT IF I'M NOT SURE IF I'M READY TO BUY?

Totally normal! I can help you explore what's possible, set up a custom search, and share resources to prepare. So you have all the information to help you feel confident when the time is right.

03/ HOW DO I KNOW WHAT I CAN AFFORD?

Start with a free mortgage pre-approval. I can connect you with a trusted local mortgage broker, who'll walk you through your numbers and help define your price range.

04/ WHAT IF I HAVE A HOUSE I NEED TO SELL FIRST?

No problem. Many people right now need to sell before they buy. I'll walk you through timing, prep, and pricing so we can make a plan that feels smooth and stress-free. Whether you need to sell first, buy first, or do both at the same time, I've got you.

05/ IS RIGHT NOW THE BEST TIME TO BUY?

The best time to buy is when it aligns with your goals. I'll help you understand what's happening in the Whistler market and guide you through timing, strategy, and next steps based on your situation.

06/ I'M NOT CANADIAN. CAN I STILL BUY IN WHISTLER?

Yes, Whistler is exempt from the foreign buyer ban. There are a few extra considerations for international buyers. I'll walk you through them.

the ROADMAP

WHAT IT ACTUALLY LOOKS LIKE TO BUY IN WHISTLER.

01

Let's talk goals

We'll chat about your timeline, must-haves, and what buying a property in Whistler actually looks like right now. It's a very unique market here and requires some explanation.

02

Set your budget

I'll connect you with my go-to mortgage broker if you like, to figure out your price range, monthly payments, and the best mortgage options for your situation.

03

Start your search

You'll get a personalized VIP property search. We'll start touring some properties, and fine tune your search as you figure out exactly what you are after.

04

Stay patient

Just a little note. Often this process isn't as straight forward as I can outline here. I understand! I've been there, and we are in this together!

05

Make an offer + go under contract

Found the one? I'll walk you through the offer & negotiations. Often the agreement includes conditions. We'll do the due diligence together.

06

Close + celebrate

Once the paperwork is done and the keys are yours, we celebrate (and yes, I'll still be here if you need anything after closing).

The “*Just Browsing*” Buyer Blueprint

1-2 YEARS OUT? PERFECT.

Buying later doesn't mean you have to wait to get organized. In fact, this is the best time to lay the groundwork so when you're ready, you're not starting from scratch. You're ready to make a move.



WHAT TO FOCUS ON NOW:

- **Think about your strategy:** what do you need to change to get on track, what is already in place.
- **Open a FHSA (First Home Savings Account)** if applicable. Or start putting aside money for your down payment, closing costs, and moving expenses.
- **Set up a VIP Home Search** with me so you can watch the market in real time and learn what your money can get you.
- **Become fluent in the market.** Whistler has its own language. Zoning, rental rules, restrictions. Watching listings over time teaches you what your budget really buys.

A Note On *Short Term Rental* Properties

Once again,
uniquely Whistler.

The standard BC short term rental regulations don't apply in Whistler.

As a Resort Municipality, Whistler has its own zoning and land use rules: some areas are deliberately designated for nightly rentals, while others restrict them to protect their residential character. As a result, many condo and townhome complexes are zoned as Tourism Accommodation and carry rental covenants — designating them as either Phase 1 or Phase 2 properties.

PHASE 1

Allows for unlimited use by owners, long term or nightly rentals through platforms like Airbnb.

Phase 1 units are typically found in non-hotel complexes throughout the Village, Creekside and the Benchlands.

PHASE 2

Typically found in existing hotel operations.

Owners are permitted use of up to 28 days in the winter and 28 days in the summer season. The remainder of the time, the unit is managed by the hotel.

I have a guide for that!
Ask me for my *short term rental* guide.

the OFFER

IT'S NOT ALL ABOUT THE \$\$

01

Price

What you're willing to pay. I'll help you read the market and comparable sales so we land on a number that's competitive without overpaying.

02

Deposit

A show of good faith, typically 5-10% of the purchase price, due immediately after subject removal. It's held in trust and applied toward what you owe when the sale completes.

03

Terms

The details that shape the deal beyond price: completion & possession dates and any special arrangements. Every deal is different. The right terms can make your offer stand out.

04

Inclusions / Exclusions

What stays and what goes: appliances, window coverings, furniture, the hot tub. We'll spell out exactly what's part of the deal; never assume.

05

Conditions

Also called "subjects": things that must be satisfied within a set time frame before the deal becomes firm — like financing, an inspection, or reviewing strata documents.

06

Closing

The day the property's title legally transfers and the funds change hands. In BC this is called the completion date. It's usually a day or two before you get the keys (possession).

the COSTS

CLOSING COSTS

Lawyer / Notary — Legal fees for the transfer, starting around \$2,000 – \$2,500 depending on the transaction.

Property Transfer Tax — 1% on the first \$200K, 2% up to \$2M, 3% above \$2M — plus a further 2% on the residential portion above \$3M.

GST (if applicable) — Some properties, especially new builds, or those run as nightly rentals, attract GST. It can sometimes be deferred by registering for GST and continuing commercial rental — talk to your accountant about the specifics.

ONGOING COSTS

Property Tax — Due every July, based on the property's assessed value.

Strata Fees (if applicable) — Monthly fees covering maintenance and management of the complex. Special levies can apply for extraordinary expenses.

Tourism Whistler Fees (if applicable) — An annual fee for properties on designated Resort Lands, based on bed units.

Home Insurance — Policies and prices vary with the type of property and how you use it.

Don't just take my word for it...



"We purchased a townhouse in Whistler as a second home and Birte helped us through the whole process without us having to be there. [...] She maintained good communication between us and the sellers after the closing. I highly recommend and trust Birte as a realtor for any home transaction."

SOLD IN 2026 | CHEAKAMUS



"...We always felt supported but never pushed. She was incredibly patient throughout the whole process and we couldn't be happier to have had her along on the journey!

Birte is exceptional at her job and we thoroughly appreciate all she has done for us and our family! We look forward to working with her again!"

SOLD IN 2025 | NORDIC



"We had such a great experience working with Birte! She was very responsive and had great attention to detail. We also really enjoyed working with her. With her help we were able to find and successfully buy our first condo in Whistler in under a month!"

SOLD IN 2024 | WHISTLER VILLAGE

Next Steps

LET'S MAKE A GAME PLAN

Whether you're ready to start touring homes or just getting your finances in order, here's how we can work together:

1. We'll book a quick intro call to talk timing, goals, and next steps.
2. I'll set up your custom VIP Home Search.
3. I'll send over prep tools based on where you are in the buying process.
4. We'll go at your pace. Whether that means looking now or prepping for later.

[SCHEDULE A 15 MIN CALL](#)

Your next move starts here — and
I'll guide you the whole way.



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