

DAVE BROWN'S WHISTLER UPDATE

Dave Brown, B.Ed.



**RE/MAX SEA TO SKY
REAL ESTATE WHISTLER**

Cell: 604.905.8438
Direct: 604.905.6317
1.888.689.0070 x2317
Fax: 604.932.4120

daveb@myseatosky.com
www.davesellswhistler.com

Licensed Sales Associate:

Jill Jacques, B.A.



**RE/MAX SEA TO SKY
REAL ESTATE WHISTLER**

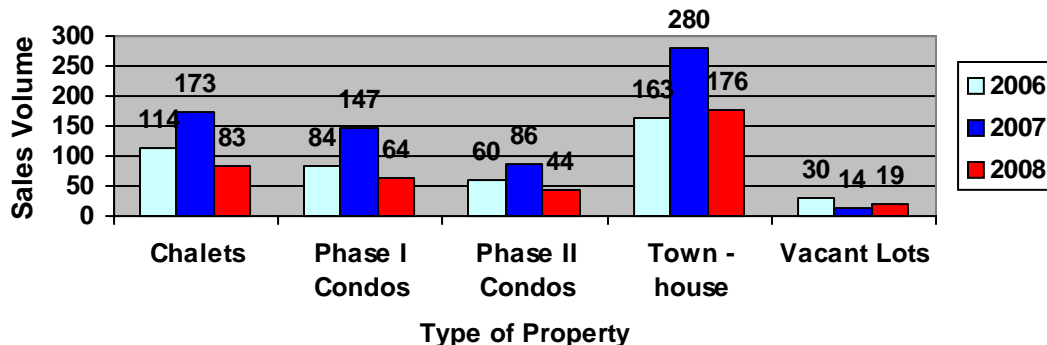
CELL: 604.932.0779
DIRECT: 604.905.6334
1.888.689.0070 x2334
FAX: 604.932.4120

jillj@direct.ca

www.jilljwhistler.com
www.whistlerrealestateforsale.ca

WHISTLER SALES UPDATE

Whistler Unit Sales Jan 1-Dec 31, 2006/2007/2008

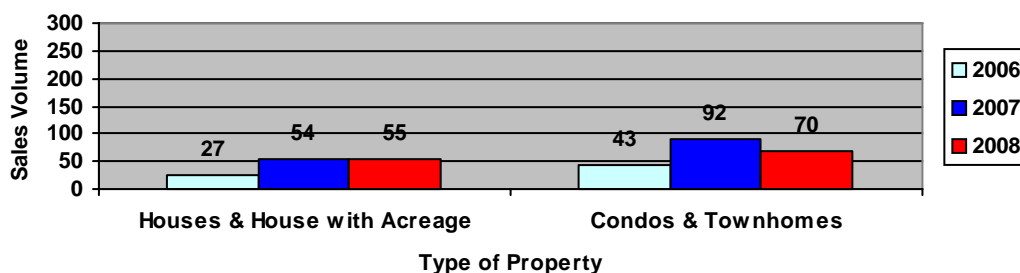


It was interesting in 2008, the start of the year saw condo and townhouse sales on pace with 2007 and chalets slowing down. We then saw chalets rally to closer to 2007 sales levels through the 2nd quarter and condos and townhouses tail off. The last half of the year everything tailed off, with most sales being in the under \$750,000 range.

2007 was our largest volume of sales for last five years in Whistler, so it was expected that 2008 would dip with the inventory of active listings being reduced. We did feel the impact the economic slow down, especially in the traditionally stronger fall market. Whistler Sellers are generally patient and are prepared to wait for their desired sale price. Buyers are looking for what they perceive as outstanding value.

PEMBERTON SALES UPDATE

Pemberton Unit Sales Jan 1-Dec 31, 2006/2007/2008



Home sale volumes were almost identical in 2008 when compared to 2007. We saw home sale prices increasing in 2008, with Buyers still seeing good value in Pemberton.

Condo and townhome numbers decreased in 2008 for two reasons, we had an extremely low inventory at the start of 2008, at one point having only 8 active residential townhomes and condo listings. The second impact was the fall economic slow down which saw the typical strong fall sales market decrease compared to 2007. Townhome and condo listing prices have backed off slightly with Buyers having more purchase options.

E&OE

All information is provided by the Whistler Listing System and is deemed to be accurate. The Whistler Listing System and RE/MAX Sea to Sky Real Estate Whistler make no warranties or guarantees as to the accuracy of the information and cannot be held responsible in the event of error.

CALENDAR OF EVENTS

JANUARY 2009

DEC 12—APR 5
7-ELEVEN FIRE & ICE SHOW

JAN 5-23
DISCOVER WHISTLER DAYS

JAN 15-18
FIS NORRDIC WORLD CUP
FIS CROSS-COUNTRY SKI-
ING WORLD CUP

JAN 17-25
NATIONAL LEARN TO
SKI/RIDE WEEK

JAN 22-23
TELUS WINTER CLASSIC

JAN 23-24
FIS SKI JUMPING WORLD
CUP

FEBRUARY 2009

FEB 1-8
WINTER PRIDE

FEB 1-28
WHISTLER WINTER ARTS
FESTIVAL

FEB 1-28
OUT OF BOUNDS: TALES
FROM THE BACKCOUNTRY

FEB 5, 6 AND 7
FIBT BOBSLEIGH AND
SKELETON WORLD CUP

FEB 6-7
APPLETON RUM PEAK TO VAL-
LEY RACE

FEB 12
2010 OLYMPIC COUNTDOWN

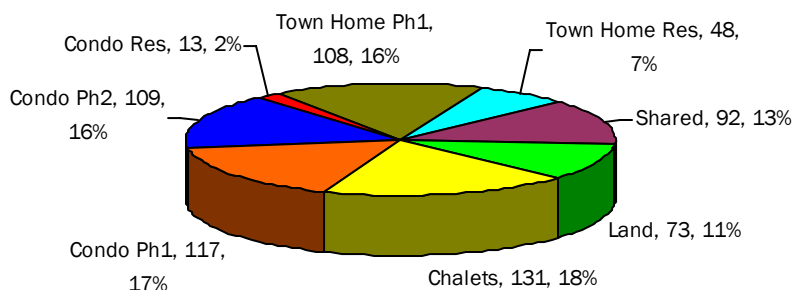
NEW PEAK 2 PEAK GONDOLA

Whistler Blackcomb's award-winning big mountain experience just got a whole lot bigger! The record-breaking new PEAK 2 PEAK Gondola links together Blackcomb and Whistler Mountains for the first time. Boasting the longest unsupported lift span in the world at 3.024 kilometres (1.88 miles), it's also the highest lift of its kind at 415 metres / 1,361 feet. It takes just 11 minutes to traverse the sky.

In winter, skiers and riders have easier and more convenient access to more than 8,171 acres of terrain (the largest in North America!) for all levels on the two mountains. During the summer months, the PEAK 2 PEAK Gondola adds safe thrills to alpine hiking and sightseeing on both mountains.

(<http://www.whistler.com/gondola/>)

Whistler Listings as of January 10, 2009 (691)



We have seen the over all number of current active listings in the Whistler Listing System drop from 773 on Sept 18, 08 to 691 as of Jan 10, 09. Active chalet listings decreased by 16%, active condo listings decreased by 15%, active town house listings decreased by 7%, active vacant land listings increased by 22% and active shared owner listings decreased by 19%.

Sales volume in Whistler typically increases during the Fall lowering the number of active listings by the end of the calendar year. In the Fall of 2008, sales volume increased, but compared to Fall of 2007, it was lower. Despite the lower sales volume, active listings still decreased during the period Sept08-Jan09.

Active Whistler listing inventory levels fluctuate every year in small amounts. This trend has continued despite the current economic climate. Whistler has not seen a large increase in current active Whistler listings. Once again, Whistler is shown to be a stable and a safe real estate market to invest and to own a property in.

WHISTLER WORLD CUP

Experience the thrill of 9 World Cups in 2009!

As Host Mountain Resort for the [2010 Olympic and Paralympic Winter Games](#), Whistler is gearing up to welcome the world in a little more than a year. 2009 brings the top athletes in bobsleigh, luge, skeleton, cross-country skiing, ski jumping, biathlon, and Paralympic alpine and cross-country skiing and biathlon to Whistler to compete for World Cup glory. These events are similar in scope to Olympic and Paralympic competitions, but offer a much more up close and personal experience with the athletes.

(http://www.whistler.com/world_cups/)

FAIRWAY FULL OF RENEWED FUN—PEMBERTON

WHISTLER – A squirrel bears little physical resemblance to a phoenix. But the Meadows at Pemberton golf club, boasting a new black squirrel logo to go with its new name, has successfully risen from the ashes of the Pemberton Valley Golf and Country Club with a fun-filled first season, according to the club's new president.

Around this time last year, staff and members of the club were expressing optimism that the member-built course could experience a rebirth after the financially strapped club officially went into receivership on Jan. 7, 2008, and the designated receiver looked to sell off its assets.

After revamping the club with partner Gord Bell of Hanily Golf Management, the course's new general manager, Millerd said the Meadows at Pemberton's first season was "a resounding success."

With the solid course and facilities needing only to be spruced up, and with little time between the sale and the opening of the first season, Millerd said the main thrust of the new ownership's plan was to take away the financial burden for members and turn the club into a fun place to spend time.

(<http://www.whistlerquestion.com/article/20090108/WHISTLER12/301089917/1030/fairway-full-of-renewed-fun>)

BIDDING LAUNCHED FOR 2014 SUMMER YOUTH GAMES HOST CITY

WHISTLER – On Dec. 19, the International Olympic Committee officially launched the bidding process for a host city for the second Summer Youth Olympic Games in 2014. A letter was sent out to all National Olympic Committees (NOCs) informing them of the procedure and documentation available for cities interested in bidding for the Games.

The first Summer Youth Olympic Games, involving athletes aged 15 to 18, are set to take place on Singapore in 2010. On Dec. 12, Innsbruck, Austria, was chosen as the site of the first Winter Youth Olympic Games in 2012. The 2014 Summer Youth Olympic Games (YOG) are expected to bring together approximately 3,500 athletes and 1,100 team officials, competing in sports chosen from the list of events to be contested at the 2016 Summer Olympics.

(<http://www.whistlerquestion.com/article/20090108/WHISTLER03/301089921/1030/bidding-launched-for-2014-summer-youth-games-host-city>)

DAVE'S MARKET ADVICE

My advice to Sellers looking to list a property in 2009, is to be aware that Buyers are very price sensitive right now. It's unwise to use a list price vs. a final sale price. Properties can be listed at a higher price than their value and they will sit on the market for a longer time, than those that are priced competitively and fairly. This holds especially true with Buyers not even wanting to consider writing on or even viewing over priced properties right now. You want the market chasing you not you chasing the market.

A perfect example of this was a home recently listed on December 1, 2008 in Alta Vista for \$1, 095,000. It was the talk of our Tuesday Realtor Tour at that price, had a competitive offer situation and sold for \$20,000 over asking on December 12, 2008. This shows you the importance and value of pricing it right from the start.

My advice to Buyers in 2009, is to stay informed on the market, get out and view property, determine preferences and desired locations, so when that deal shows up you act on it quickly. Don't be afraid to try a bit of negotiating with the Seller and see if you can get the deal that works for you.

CALENDAR OF EVENTS

FEBRUARY 2009

FEB 20-21

FIL LUGE WORLD CUP

FEB 20

CANADIAN AVALANCHE FOUNDATION GALA

FEB 23—MAR 13

DISCOVER WHISTLER DAYS

FEB 27-28

SHOWCASE SHOWDOWN

FEB 2009

WHISTLER WINTER ARTS FESTIVAL

MARCH 2009

MAR 5-8

IPC CROSS-COUNTRY SKIING AND BIATHLON WORLD CUP FINAS

MAR 9-14

IPC ALPINE SKIING WORLD CUP FINALS

APRIL 2009

DEC 12-APR 5

7-ELEVEN FIRE & ICE SHOW

APR 10-12

WHISTLER CUP

APR 17-26

TELUS WORLD SKI & SNOWBOARD FESTIVAL

APR 26

WHISTLER MOUNTAIN CLOSING DAY

APR 27-JUNE 14

SPRING SKIING BLACKCOMB

For more details and information on my TOP PICKS or to receive the most current Whistler real estate activity and the latest listings, please email

daveb@myseatosky.com
or visit my website at davesellswhistler.com

HELPFUL TRAVEL LINKS:

SNOW PHONE

Whistler: 604-932-4211
Vancouver: 604-687-7507

MOUNTAIN ACTIVITY UPDATE

Toll Free: 1-800-766-0449

HIGHWAY UPDATE

HIGHWAY CLOSURE & DELAY

1.877.4SAFE99
(1.877.472.3399)

HIGHWAY IMPROVEMENT
WWW.SEATOSKYIMPROVEMENTS.CA

B.C. HIGHWAYS WEBSITE
WWW.DRIVEBC.CA

DAVE'S TOP PICKS

Whistler Chalet

3 bed/2 Bath Town-home, with 2 bedroom revenue suite



\$930,000

Alpine Meadows

2bed/1bath,1050sq ft
Lofted ceilings, stone fireplace



\$484,000

Renovated Home

5 bed, 3 bath, 2802 sq ft with suite option



\$898,000

Ski In/Ski Out

1bed/1bath,604 sq ft views, pool&hot tub



\$224,900

Ski in/Ski out

2bed/2bath, Phase 1 hot tub/pool, Lock off



\$599,000

View Studio

Large mountain view studio, 420 sqft.



\$249,000

Prime Location

1.5 bed/ 1.5 bath, lofted, pool/hot tub



\$629,000

Whistler Village

2 Bed, 2 Bath, Phase I, Pool, Hot Tub, -



\$649,000

DAVE'S RECENT SALES

Sold

Powderview
1bed/1bath



\$319,000

Pemberton Plateau Townhomes
3.5 bed 2.5 bath,1900 sq ft



\$403,000

Sunpath
3bed/2bath



\$690,000

Gondola Heights
2bed/1.5 bath



\$480,000

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