

## HOW CLOSE ARE WE GETTING TO BUILD OUT IN WHISTLER? LET'S TAKE A LOOK:

*\*46387 bed units have been developed out of a total inventory of 55,031 that have been zoned and approved. That's for the year 2000. About 9000 bed units remain.*

*\*buildout of remaining inventory is projected for the year 2005 as reported by the Whistler Community & Resort Monitoring Report 2000.*

*\*total developed non-residential space is 1.8 million square feet. Of that 69% is commercial, 15% is public, 14% is industrial and 2% is vacant.*

*\*construction in 2000 was valued at \$64.1 Million; \$39.4 of it residential and \$24.7 Million was non-residential.*

*\*Renovations in the year 2000 were valued at \$19.4 Million.*

**MARKET UPDATE** - Knowing all of these facts and keeping in mind that the real estate market for the last three months has been very busy, it is expected that there will be less properties for sale in the year 2002. Good properties will sell quickly, prices will be stable and the market will be very tight. It will be important for you to keep closely in touch with me if you are in the market to buy property in Whistler this year.

**COMING SOON** - The newest Intrawest development will be offered for sale by April of this year. It will be called "At Nature's Door" and will be located slopeside in the Taluswood area at Whistler Creek. There will be 22 furnished, luxury homes offered for sale in one-tenth ownership and you can purchase as many tenths as you wish. The owner's lodge will include two guest suites, a large lounge area, a spa treatment area, an outdoor pool and hot tubs and will have a resident concierge couple. Owners of "At Nature's Door" will have the opportunity to use other such Intrawest developments around the world. If you are interested, let me know and I can send along a video presentation.

**VISITOR NUMBERS** - As a result of the September 11th incident, Tourism Whistler predicted a 20% decrease in room occupancy for this season. However, occupancy was down only 9% for November and 5% for December. U.S. and overseas markets decreased while Canadian and Washington state visitors increased.

**NEW IN WHISTLER** - Municipal council has appropriated \$145,000 to finance a capital fund-raising campaign for the new Public Library/Museum building. The Resort Municipality will pay for half of the estimated \$9 Million needed for the new facility to be built in the heart of the Village North area. Library officials aim to raise \$5 Million over the next two years. The \$145,000 will be repaid to the municipality when the campaign reaches the \$3 Million mark.

**FESTIVAL OF LIGHTS** - Once again the annual event sponsored by the Association of Whistler Realtors was held on opening weekend of the ski season in November 2001. This year's cheques were presented to the Whistler Public Library, Whistler Secondary Community School, Pemberton Secondary School Outdoor Leadership Program, Coast Mountain District Girl Guides, The Kelty Patrick Dennehy Foundation, Whistler Animals Galore, Zero Ceiling Society of Canada and the Whistler RCMP Drug Awareness Program. Total amount received by these groups was \$54,900.00.

**PLEASE KEEP IN TOUCH** - Give me a call or send me an e-mail anytime if you need additional property information or just to say hello. I look forward to hearing from you.

BARBCOFIELD  
Your Mountain Realtor  
RE/MAX OF WHISTLER  
[www.remax-whistler.bc.ca](http://www.remax-whistler.bc.ca)



# BARB'S BUYLINE - SPRING 2003

This year the Winter season was sunnier than ever. Now Spring is here and the snow is still coming to help maintain the base for all of the April events such as the Ronald McDonald Charity Race, the Telus World Ski and Snowboard Festival and the Pontiac Canadian Alpine Championships. At the same time the Whistler and Pemberton Golf Courses will be preparing for opening. The Pemberton courses should be open by mid April and the Whistler courses by mid May.

**MARKET DETAILS** - The year 2002 saw a 34% increase in dollar volume of sales. It was a busy year, to say the least! The average price of a home increased by 30% from one year ago and condos increased by about 18%. Sales of building lots were limited and the average price of a single family building lot declined slightly by approximately 10%. Near year end sales slowed somewhat and we had a gradual increase of properties for sale. At this point in time, there are lots of opportunities for buyers.....there are new listings every day. Please be in touch if you are looking to buy something specific as you will have more choices than have been available for a long time. If you are thinking of selling, your list price must be realistic in order to attract potential buyers. The market is still solid and active.

**OLYMPIC BID** - The International Olympic Committee delegates have completed their visit to Whistler and Vancouver as well as the other candidate cities. Feed back was very positive for us and now we await the final decision which will be announced July 3, 2003.

**SOMETHING DIFFERENT** - Perhaps you want to get away from the hustle bustle of a ski resort and spend some time in quiet relaxation. You can own a West Coast Vacation Home from \$149,000. Located near Long Beach on the West coast of Vancouver Island, the beautiful resort boasts that all suites are waterfront. Whale watching and storm watching are some of the activities to be enjoyed there as well as a full service spa. Unlimited owner use and rental participation are combined for a great buy. Let me know if you are interested and I will put you in touch with the sales team.

**COMING SOON** - The new Pan Pacific Hotel with 83 suites available for sale will be marketed soon. The Municipal Council of Whistler has now approved the building permit so the marketing team can move forward with their sales plan. This hotel will be located near the Holiday Inn right in the heart of the Village and walking distance to both Whistler and Blackcomb gondolas. The sales launch will take place at the end of April so please advise your interest before then.

## MY CURRENT LISTINGS:

**#2216 Delta Suites** - One Bedroom hotel suite with proven revenue history. Amenities include indoor/outdoor pool, 3 hot tubs and a workout facility. Priced at \$387,000.

**#407 Westin** - One bedroom hotel suite located in the Village close to both Whistler and Blackcomb Gondolas. Retail Mall and restaurants located within the building. Priced at \$365,000.

**#2 Arrowhead Point** - Located across the street from ski in/out on the Blackcomb ski hill. This 2 bedroom, 2 bathroom townhouse with a private hot tub is rentable or has flexible owner usage. Priced at \$929,000.

Give me a call or send along an e-mail if you need more information or have any questions about the content of this newsletter.

Cheers,

BARBCOFIELD

Your Mountain Realtor

RE/MAX OF WHISTLER

cell phone - (604) - 932-9511

Office - 604- 932-2300 Fax - 604-932-1140

Vancouver Direct 604-687-4222

[bcofield@remax-whistler.com](mailto:bcofield@remax-whistler.com)



# BARB'S BUYLINE - SUMMER 2003

It was an absolute thrill to be in Village Square at Whistler when the International Olympic Committee announced that Vancouver/Whistler had been awarded the 2010 Winter Olympics. The excitement and enthusiasm in the crowd was exhilarating. I'm sure you have all heard that news already. The lasting legacies for Whistler will include new employee housing, world wide promotion, new community facilities, new athletic facilities and increased community spirit and pride. Whistler's future looks very promising. I encourage your inquiries concerning investment opportunities.

**MARKET UPDATE:** The effect on the real estate market was immediate. Offers to purchase were flying around town like lightning. Sellers are wanting full price or more and some buyers are resisting resulting in some sales collapsing. However as of today's date, the market is still busy. Most activity is in the under \$600,000 range but it will not take long to filter upwards in price.

Pemberton, 25 minutes north of Whistler, continues to grow and recent government grants for infrastructure improvements will enhance that growth. Construction is well underway on new residential projects as well as commercial developments.

A recent RE/MAX recreational property report states that baby boomers continue to be the driving force in this recreational market, elevating prices in all areas across Canada. Shortage of inventory also maintains the high prices. The traditional cottage or cabin of yesteryear as a second home has evolved to today's mix of waterfront homes, resort-style condos and ski chalets. The most expensive recreational properties listed for sale includes a \$13 million home here in Whistler.

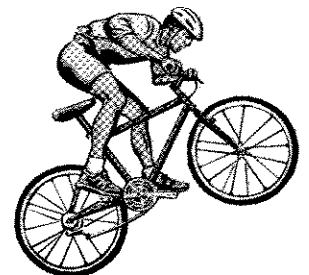
**RESORT NEWS:** Usually I am communicating news about Whistler being the No. 1 ski resort in North America. Now Whistler is home to Canada's No.1 golf resort. The Fairmont Chateau Whistler Golf Course was ranked No. 1 in Canada in a recent traveler's survey. It has breathtaking views and is the most difficult course in Whistler. As a special treat, black bears are regularly seen frolicking and feeding alongside the course.

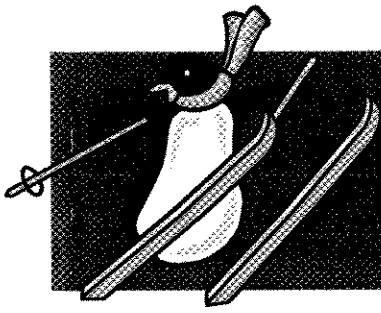
**NITA LAKE:** Nita Lake is a small lake located in the Whistler Creek area and a proposed mixed-use development adjacent to the lake is nearing final approval with our municipal council. It will include employee housing, free market building lots, a train station, trail development and a lakeside lodge. This development will certainly enhance the look of the Whistler Creek area.

**SUMMER IN WHISTLER:** If you are a mountain biking fan, Whistler is the place to be, with competitions, alpine tours and clinics available for all levels of expertise. Then end the day with a ride up the Gondola for the mountaintop barbecue, available every Saturday night in July and August. For more information on activities and events, check online at [www.mywhistler.com](http://www.mywhistler.com).

Give me a call anytime or send me an e-mail note if you have questions or need additional information about the real estate market. If you're planning on visiting this summer, do drop by my office and say hello. Before driving up to Whistler make sure and check the timing of highway closures by calling 1-866-986-8675. Highway improvement projects have been ongoing since springtime.

BARBARACOFIELD  
Your Mountain Realtor  
RE/MAX OF WHISTLER  
CELL - 604-932-9511





## BARB'S BUYLINE WINTER 2005

### **YEAR 2004 REAL ESTATE REVIEW**

*Total number of sales this year remained relatively the same as 2003. The peak volume that was achieved in 2002 was in part a strong four year run in sales combined with two major projects that were sold during 2002. Our resort market was due for a stabilization and that is exactly what has happened. Dollar volume dropped this year from last and the main factors were the 39 Four Seasons Private Residences that were sold in 2003 and a drop in Chalet sales for 2004. Total sales for the Four Seasons Private Residences were in excess of one hundred million dollars alone.*

*The average price of a Chalet increased this year to 1.79 million from 1.35 million in 2003. The chalet sales volume for 2004 is approximately 45% lower than 2003. At the same time Chalet sales over 2 million are ahead of 2003 volume and this has caused the average price to increase dramatically. Overall Chalet prices have not changed since the spring of 2002.*

*For condos, volumes remained relatively steady from a year prior. The drop in average price again can be attributed to the Four Seasons Private Residence Condos in 2003. If we adjusted for this project the average price would be the same year over year or perhaps slightly higher. Condominium prices peaked in the late summer of 2002 and have stayed steady. There has been the odd sale that reflects a drop in the selling price of comparable units but this is specific to certain buildings not to the overall condominium market.*

*Quarter Share product bucked the trend by having small increases since it peaked in 2000. Year over year has seen a slight decrease in average price and this could be attributed to more buyers for one bedroom units as the prices have increased and two bedroom units have become less attractive.*

*The very low volume of land sales makes it even more difficult to assess any trends. Sales of the Nita Lake lots and Kadenwood lots caused the average sale price to spike upward in 2004. These lots are located in exclusive subdivisions and carry million plus price tags.*

*Overall, prices have been constant since the summer of 2002. The odd spike in average sale prices is due mainly to the relatively low volume of sales in Chalets and Vacant land. While our prices have remained constant, prices in comparable US resorts have been increasing over the past two years. Even with the high Canadian dollar, the price gap between comparable US resorts and Whistler have increased, making Whistler more attractive today than two years ago.*

*Given the climate of the market over the last two years, it is likely that we will see an increase in volume in 2005. Non - restricted condominiums may see some increase if inventory levels drop for this product, as expected. Chalets will probably remain at the same comparable price levels and we may see some softening in the price of Vacant Land as speculative builders seem to be staying out of the market. Quarter Share product may see some small increase if inventory levels drop.*

\*\*\*\*\*

*Another year has passed and my thoughts turn gratefully to those whose friendship and good will are valued so highly. Thank you to my clients, associates and friends for your trust and support during the past year. I sincerely look forward to a successful and eventful 2005 and wish you prosperity, happiness and peace.*

The Real Estate Leaders



**BARBARA COFIELD**  
Resort Property Specialist  
RE/MAX SEA TO SKY REAL ESTATE  
WHISTLER  
CELL: 604.932.9511  
Email: [barbcofield@remax-whistler.com](mailto:barbcofield@remax-whistler.com)