

# TOP AGENT

MAGAZINE

Steve Legge



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Whistler, British Columbia couldn't ask for a better spokesman than Steve Legge of The Whistler Real Estate Company Ltd. After just a few minutes with Steve, any client would fall in love with this year round resort community. His dedication to his clients and to his town has landed him consistently in the top ten REALTORS® at Whistler Real Estate.

Whistler is the perfect place for Steve, a former Olympic Alpine Snowboard Coach, who combines his love of slopes with his real estate expertise. "The best part about this job is that I meet new people everyday and I get to show

them my backyard," says Steve. "And mine is one of the best in the world," he adds. With skiing, biking, boating, paddleboarding, and hockey, this town is a dream location for the outdoor enthusiast. The number of full-time residents in Whistler is just 12,000, though on weekends and during ski season there can be upwards of 25,000 people in town. "Many of our clients are looking for a vacation or second home," he explains. "They work hard all week in the office and then drive up here to enjoy themselves and take a break from city life. It really is a lifestyle choice to move here and that's what people are looking for."

# The Professional Group Realty



Selling to this largely part-time or commuter demographic requires an insider's knowledge, and that is exactly what Steve brings to the table. He visited Whistler in 1986, immediately decided to make it his home and has never looked back. "Local knowledge is everything," says Steve. "I also know the properties very well and have sold a house in nearly every neighborhood. I know all of the builders, contractors and tradesmen in town. For clients new to the area I can give them trusted recommendations for anything they might need. "Having an agent with a deep knowledge of the town is comforting to someone moving into the area, and for locals, Steve is a trusted and

familiar face in the community known for his outgoing personality.

This personality is very apparent in the way Steve approaches the business. "My theory is basic; it's your money and you have to be the one to decide how to spend it," he says. "I'll give you every piece of information you need to make that decision, but in the end you have to make that decision." He sees himself more as a guide than a salesman, happy to show his clients all of their best options and lay out the advantages to each from the very beginning of the transaction, but always ensuring that the



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client walks away feeling they have made the best decision possible.

Steve is very upfront about not just the advantages, but also about the disadvantages of each option. “I’m brutally honest,” he says. “My clients know that I’ll say whatever I think, good or bad.” Never covering over possible pitfalls or eliding the potential issues with a house, Steve allows for very honest and open communication that often leads to problems being solved before they begin and his clients arrive at the closing table feeling well prepared and at ease.

He and his team, comprised of two marketing assistants and two mortgage brokers, make sure their clients are well informed about not just the properties, but the process.” All of my clients, no matter if this is the first time or the fifth time I have worked with them, receive a buyer

information package,” he says. “It’s a list of all of the steps in the process from choosing a house to remembering to turn on the utilities.” Details like these help Steve’s clients stay informed and feel they are in control of the process giving them the autonomy to make the hard decisions.

Always on the go, you can find Steve on the hill with new clients, coaching the local junior league hockey team, or enjoying all that Whistler has to offer with his wife and two children. In all of his endeavors he brings both a sense of professionalism and a sense of humor, a perfect balance for a long and successful career.

For more information about Steve visit [www.real-estate-whistler.com](http://www.real-estate-whistler.com) call 604-902-3335 or e-mail [leggie@wrec.com](mailto:leggie@wrec.com)