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January 2016.

A New Year...a new adventure.

2016 may turn out to be the authentic first post-meltdown year, for discretionary real estate sales.

In the secondary home markets, between end of 2008 and end of 2014, there was scant activity. Although most sales in 2015 occurred under the label "entry level residential", such sales volume may have doubled and listing inventory dramatically thinned. This is a marker of an authentic recovery. In the end, all property types/price points find their buyer.

It's called hard asset investing, and is perhaps the antidote to years of quantitative easing. When currency uncertainties are a factor, ownership of a good real estate option is a solid route to safe haven investing.

This is an excellent opportunity for many to consider amplifying their property portfolio: to consider a recreational purchase as a means to grow their asset base. Undeveloped land opportunities may be the "best buy" venue.

Interest rates still remain at almost historic lows. Sellers might agree to hold a mortgage in order to facilitate a sale. Prices reduced over the past eight year downturn; recreational options are affordable. Vacation rentals can help to offset costs. And, there is the enjoyment aspect in this "always on" post-Internet world. A ferry to a retreat...hmmm...a recipe for a pleasing lifestyle?

A cottage. A garden. A kayak at a dock. A deck to invite one to ponder a view. A beach to stroll. A mountain trail to hike. A decompression chamber? Plus an appreciation component that makes the enjoyment also a good investment.

Timing is all. January reminds us of the message of the double faced Roman god who left his name on this beginning month: one face looked back to past days, and one viewed forward. A quick glance back shows a market finally in recovery. A glimpse forward sees a moment in time that invites participation.

A new year, a new adventure...will you answer the call? Time for that recreational purchase? Time to turn that daydream into reality? Time for action.

Call me! Discover how you can benefit from current market conditions. Your best interests are my motivation. Welcome your call!

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