

Autumn...Salt Spring's soft season.

The "soft season" is not the "off season". September offers Pride Weekend, Fall Fair, Saturday Market, Tuesday Farmers Market, Gallery openings, ArtSpring events...October adds Apple Fest, Sip & Savour Harvest festival, Thanksgiving, Arts Council SSNAP event (a wow, for sure!), plus the fun annual Grape Stomp event at Salt Spring Vineyard/Winery. November heralds many craft fairs, including WinterCraft (in same space as summer's ArtCraft). December is Winter's welcome, and craft fairs continue...plus Christmas on Salt Spring showcase. So, when is the "off season"...hmm...not sure that it's ever totally quiet on Salt Spring. It's just that the tenor of events shift

with the seasons. This is a very vibrant, creative, opinionated, & eclectic community. There's always something "cooking".

Early Fall is also a time to think about feeding the mind...improving one's health...being engaged in the community.

Volunteers are always needed. Where might you fit? Ask.

Attend organizations/clubs meetings...support the speakers that present at ArtSpring, take part in concerts, attend gallery openings.

Check out alternative health options (yes, to yoga). Join the Trail & Nature Club.

What is it that you've always wanted to do? Improve photography skills, polish your pottery efforts, write your memoirs, become effortless in public speaking? Take up Scottish Country Dancing?

So many things to do & to enjoy...check it all out, & be a part of the thing that appeals to you.

A caring & interesting community welcomes you.

More info? Call me.



"Season of mists, & mellow fruitfulness"... (John Keats)

Fall is a busy sales time for Gulf Islands real estate.

Salt Spring Island, the Gulf Islands, & Vancouver Island (outside of core Victoria) have evolved into Summer/Fall markets, now. With the ever aware internet search eye constantly seeking, it's important to be presented at all times of

the year. However, the actual physicality to view what has caught the seeker's interest is now mainly in that late summer to late fall "grid". This is a beautiful season in the entire Pacific Northwest Coast, in any case, & lots of great

events still take place. Some of the sales may finalize during the Fall, but possibly the property was viewed much earlier in the year. It still takes 2 to 3 visits before a buyer decides to "act". There are time lags between visits.

Fall Pleasures

Fall Fair	
Apple Fest	
Sip & Savour	
Thanksgiving	
Tuesday Farmers Market	
Farm-gate stands	
SSNAP Art Prize Event	

Did you know?

- The Pacific Northwest Coast enjoys a beautiful late Summer/early Fall season.
- The Gulf Islands & Vancouver Island offer warm days, cooler evenings, beauty everywhere.
- Without the crisp frosts of eastern continental regions, the maples here just turn a shimmering gold.

Harvest time...enjoy the bounty on Salt Spring & the Gulf Islands

Vineyard tastings at our stellar local wineries: Garry Oak, Salt Spring Vineyard, Mistaken Identity. Check out the new cidery in town (on Sharp Road), plus the craft brewery in Fulford Valley.

Our terrific restaurants create fresh fare from local producers: Auntie Pesto's, Salt Spring Inn, Rock Salt Café, Barb's Bakery, Treehouse Café, Hastings House, Piccolo's, Fernwood Cafe.

If you're looking for some day trips with an emphasis on foodie opportunities, check out Sidney/North Saanich, plus South Cowichan, plus a day trip to another Southern Gulf Island...enjoy the "surround sound" of Salt Spring Island.



may only have high cloud & even sunshine.

I sometimes think that our Winter season is really more like a long early Spring, or a long late Fall...take your pick.

The Apple Fest is an annual early October event...over 300 varieties of apples are growing on Salt Spring, & up until the 1930s, all apples in B.C. came from either Salt Spring or Mayne Islands.

The climate on the Southern Gulf Islands is called "cool Mediterranean"...it is a lovely microclimate, with the Islands in the 'rain shadow' of the larger Vancouver Island...a delectable location, indeed. It might be raining in Vancouver, but we

Olive grove, vineyards, cheese makers, farm gate stands, a Tuesday farmers market in the season...we are lucky indeed to be able to enjoy a sustainable & delicious 10K diet on special Salt Spring Island. More info? Call me! 250-537-7647

SSNAP...so, what is that?

This is the short form of the Salt Spring National Art Prize. A bequest from a resident artist on Salt Spring created this exhibition: panel discussions, book launch, art talks, gala awards night...exhibitors come from across Canada, & had to be winnowed down to 50 'potential winners'. Salt Spring has long been recognized as an authentic artists colony in Canada, & attracts painters,

photographers, sculptors, ceramic artists, fabric artists, woodworkers, writers, dancers, actors, playwrights, singers, poets, musicians...there is something here on this delectable Island that attracts & nurtures the artistic soul. Lucky islanders!

Don't miss the SSNAP exhibition, on now, Sept 25

to Oct 25, at Mahon Hall. This will take place once every two years, & this opening year is inspiring. The Salt Spring Arts Council is behind this, & Ron Crawford, a noted artist now calling Salt Spring "home", has been the spearheading influence in creating this successful venture.

*"A poor life this, if full of care,
We have no time to stand &
stare."
(W. H. Davies)*

Volunteers create the fabric of the Islands.

So, we who live on the Gulf Islands know that we are under the governance model of the Islands Trust. We are not municipalities. Created in 1974, with a mandate to "preserve & protect" the Gulf Islands natural beauties, for the benefit of all B.C. residents, the Trust has beautifully preserved the park-like ambiance of the Islands. Two trustees per Island, elected at the civic election time, & a CRD representative (Capital Regional District, out

of Victoria) also elected at that civic election time, creates our form of governance. Thinking it all over, I decided that Salt Spring is really run by volunteers. They fund-raise & create things we all enjoy: ArtSpring, the indoor pool, the Library, the pathways for walkers in the Villages



surround, the trails on the park reserves, & so on. Perhaps it's just as well that "no one is in charge"? Means the Islanders are creating serious outcomes of authentic value. Hmmm....

Things to look forward to:

WinterCraft, Beaver Point & Fulford Hall craft fairs, Christmas on Salt Spring events, farm gate opportunities, choral productions at ArtSpring, live music around the town (thank you Moby's), special harvest dinners at our great local restaurants, theatre, music productions, dance at ArtSpring...plus gallery openings. Hiking/walking adventures (join the trail & nature club). Sunday races if you're a sailor! Hallowe'en fireworks. Evening classes to expand our minds. What about taking up Tai Chi, really getting serious about Yoga? Check out the Wellness Centre on Hereford to find out what's available. Plus, it's great to finally explore this



entire Gulf Islands locale. Pack a picnic, & check out Saturna Island on a sunny Fall day. Or enjoy discovering Mayne's rural charm. What about a round of golf on Pender Island for a change? Don't overlook the allure of Galiano Island (is

that the best book store on the coast? A contender, for sure). Our neighbour on Southern Vancouver Island, the Cowichan Valley, is also worth a day trip...take in their vineyards, cheese makers, tea farm, plus enjoy their harvest opportunities in restaurants/coffee stops. Chemainus of mural fame is right there, too. A rainy day? Why not the B.C. Museum in Victoria? Understanding the lore of this coastal region is always worthwhile. As the days get shorter, it's always fun to do something completely different. How about your own version of cooking your way through a famous chef's repertoire...a la Julia/Julia film. What about singing out loud in public? A choir is your place. And don't forget Ladysmith's light-up.

Salt Spring enjoys a rich cultural experience.

Salt Spring Island has been famed as an authentic artists colony for several years...even in the 1960s, it was understood that artists found sustenance & inspiration on this Island. There is also an interesting spiritual aspect to Salt Spring: a Buddhist monastery, an Ayurvedic retreat, a recognition of the value of Nature in the Island's rhythm. The Salish Sea surrounds us & offers further beauty to inspire our souls. A spirit of

volunteerism is alive & well on Salt Spring. Whether the Food Bank, or the fundraising that created ArtSpring, Rainbow Pool, Library, or pathways for walking, or creation of outcomes that benefit the Island (completion of the boardwalk comes to mind). Painters, potters, sculptors, fabric artists, writers,

In change, lies opportunity.

actors, dancers, singers, musicians...they are all here, & they are the surround sound of the Island's "vibe". No place is perfect, of course, but Salt Spring might be described as "practically perfect". Works for me.

More info? Call me. 250-537-7647

Always wanted to live the agrarian lifestyle?

There seem to be cycles in all matters. That back to the land movement of the 1960s/70s disappeared for awhile, but it has now returned. A desire to be self-sufficient, to feed oneself if necessary, may be behind this return to small holding farming. A desire to know exactly what one is eating is also part of this. The Saturday Market, the Tuesday Farmers Market, the farmgate stands at the various small farms dotting the Island,

farm dinners, the Fall Fair, Apple Fest, Sip & Savour, the cheesemakers, the wineries/vineyards, the olive grove...all of these are a part of the pattern of growth. This time of year is very evocative...the Harvest moment. Fall is a perfect time to be a tourist in your own hometown, & to really discover the farms & their produce. If you have an interest in buying a farm holding, give me a call...I welcome the opportunity to con-

nect you to your next adventure. 250-537-7647.



Summer into Fall...dreaming towards Spring.

**LI READ AT SEA TO SKY PREMIER
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Successfully connecting sellers with buyers, since 1989, I look forward to bringing my experience, expertise (managing broker's licence), knowledge (of both inventory & market trends) to your benefit. Your best interests, whether selling or buying, are my main motivation.

Markets are cyclical in nature. Between 2000 & 2002, sales volume rose approximately 50%. Between 2002 & 2005, sales pricing rose around 60%. In 2006 & 2007, a "pause" developed in the secondary home/discretionary regions. Prices remained stable in 2006, but activity was lessening. In 2007, prices reduced around 10%. By the end of 2008, it became clear why real estate in recreational regions (& globally so) had quietened. Between early 2009 & late 2014, appraisers felt that prices had reduced in the coastal areas by around 45%.

Since Spring, 2015, there have been consistent sales in the entry level residential property segment. Inventory has been thinning. Some undeveloped land sales took place. Since late Summer, 2015, sales have been occurring in residential options, up to 1.8+. Commercial sales opportunities are improving. It may be, then, that the secondary home markets will have returned to 2006 sales levels by early 2016...is a sellers market nearby? Call!

Thinking ahead...what are the projections for 2016?

Our low Canadian Dollar against the U.S. currency may once again create desire for American buyers to hold property in Canada.

This thin strip of coastal opportunity, in B.C., has always been of interest to a U.S. seasonal owner. We are in the heart of some of the best protected boating waters in the world, and the Gulf Islands are beautifully positioned in this coastal region. Now called the Salish Sea, in most promotional materials, this "inner sea" protects the Gulf Islands from the open Pacific storms.

The huge population movements in Europe right now may also create a desire for a North American address for a European or someone from the U.K. Population movements of this scale often change cultures and economies. Lifestyle changes are powerful motivators for real estate purchases in other regions.

Markets of any kind appear to go in cycles. Some people speak of cycles of ten years, others of seven years. After the economic meltdowns at the close of 2008, all secondary home/discretionary regions, and globally so, suffered a huge

pause in activity. Thus, prices reduced. Locally, appraisers say that prices reduced by around 45% between early 2009 and late 2014.

Markers of an authentic recovery are: initial uptake in entry level residential properties. Thinning inventory in this category then brings forward land sales in entry level price points. Thinning inventory also closes the wide gap between a list and a sale price point. The prices that a buyer will entertain also rise, as buyers seek to lock into a good property parcel before a significant market shift into sellers conditions. At the moment, the price spread in higher end residential is showing activity in this property segment, too. As sales continue, here, that spread will narrow. Perhaps by Fall 2016, we will be back, in our coastal region, in sellers market conditions. In change lies opportunity. Call me. 250-537-7647 liread33@gmail.com



Be inspired...experience the natural world.