

## Li Read at Sea to Sky Premier Properties (Salt Spring)

Spring, 2016

Li's Real Estate  
News....



### Spring on the Islands

Easter Art Tour

Farmers Market

Saturday Market

Round Salt Spring Sailing Race

Studio Tours

Taste of Salt Spring

SeaCapers

### Yes...after an 8 year downturn, the secondary home marketplace is active again.

What are the signs of an improving real estate market? Undeveloped land sales start to take place, residential inventory thins out, spread between list & sale prices narrows, & buyers are confident enough to consider a recreational purchase. I always think that the best definitions of sellers & buyers markets are: in a buyers market, there are lots of listings & no buyers. In a sellers market, there

are few listings & lots of buyers. This ends with price stabilization & then price increases. It may take until this time in 2017 to see a sellers market in all price points/property types, but in residential up to 750,000, it is clearly already a sellers market. Affordable raw land is quickly selling off. Commercial opportunities are just now starting to get inquiries. All of



Discover yourself on Salt Spring & the Southern Gulf Islands...just "be".

these are signs of an upticking marketplace. Add to this the non-growth form of governance (Islands Trust), & you have a blueprint for price escalation again.

### Did you know?

- There is currently an incorporation study underway on Salt Spring. Check their website: [www.ssiincorporationstudy.com](http://www.ssiincorporationstudy.com)
- Salt Spring's "season" starts now: Easter to Can. Thanksgiving.

### What does the uptick in real estate activity mean for the Southern Gulf Islands?

Yes, it's busier than at any time since 2007. The 8 year "downturn" in the secondary home/recreational markets is definitely over. It's not yet an even-handed recovery, but it is authentically going forward. Perhaps by this time next year, we will see sellers market conditions on all

Gulf Islands & in all property types/price ranges. At moment, the spread between a list & sale price has narrowed. Even so, properties never race off the shelf on any Gulf Island. Buyers like to "be sure" before making an offer. Thus, they come, they view, they look on Vancouver Island &

possibly on other Gulf Islands, then they return for another "look", then they offer. For a Gulf Island, one has to sell the Island itself, as well as the property on it. Choice of areas means time lags, while the buyer is deciding "for" a particular Island location. Always time, then.



Arts, agriculture, alternative wellness op-

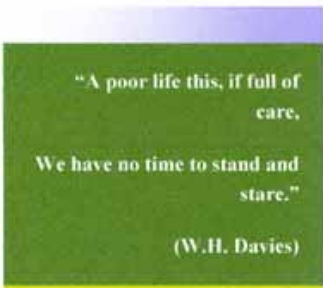
## Things to do & to see & to enjoy on Salt Spring Island...

Easter Arts Tour, Japanese Memorial Garden event, Studio Tours, Ganges Gallery openings, ArtSpring, live music events, Saturday Market, Farmers Market, hiking/walking at Ruckle Park, Burgoyne Bay Park, Channel Ridge Trails, SeaCapers, Taste of Salt Spring,

Round Salt Spring Sailing Race, coffee & fine dining places around the town, Farmgate stands, Vineyard wine tastings, cidery tastings, craft brewery tastings, kayaking, sailing, fishing, theatre, dance, speaker series, folk club events, Library events, alternative wellness op-

tions...what was that? You had no idea that there was such a rich cultural lifestyle on special Salt Spring Island? That was just the surface of it all...be inspired, find out the truth behind the Chamber's tag line: Discover Yourself Here! More info? Call me! 250-537-7647

## Outer Island discoveries...enjoy a sea cruise to Salt Spring's sister islands....



"A poor life this, if full of care,

We have no time to stand and stare."

(W.H. Davies)

The Southern Gulf Islands (Galiano, Mayne, Penders, Saturna, Salt Spring) all enjoy a micro-climate known as "cool Mediterranean", & they all offer great foodie choices, artistic enter-

prises, & ease of access by either private boat, or by B.C. Ferries, or by floatplane. Treat yourself to discovering the pleasures of each Gulf Island...all of them a little different. Check that

Ferry schedule, choose a different Island each time, & truly understand why the New York Times put the Southern Gulf Islands on their "52 Best Places to Visit in 2016". Lucky us!

## Is Vancouver Island just the largest of the Gulf Islands?



Arable opportunities...microclimate here!

Sometimes people look a little surprised when I suggest this. Although all the Gulf Islands (southern, mid, northern) are nestled into the east side of the much larger Vancouver Island,

& so benefit from its rain shadow effect, & are all much smaller in size, Vancouver Island itself is also a Gulf Island, swimming between the Pacific Ocean & the Salish Sea (the historic

name for Georgia Strait). Each Vancouver Island community has its own distinct "feel"...just as each smaller Gulf Island is uniquely 'itself'. More info on the big island? Call me!



## So...you're thinking of moving to Salt Spring. What's next?

No matter which Gulf Island you are thinking about, it's important to understand the form of governance for these smaller Gulf Islands. They are not municipalities. Since 1974, the provincial government body known as the Islands Trust, has been in charge of the Gulf Is-

lands. Growth has been strictly controlled by severe zoning/bylaws. Two elected trustees every civic election, & a CRD (Capital Regional Director) out of Victoria, basically cover off all government options on the Island. The Trust's mandate is to "preserve & protect" the environ-

mental beauties of the Gulf Islands. More info? Call me. Information is important, always! Interested in owning/starting a business? Opportunity here...call me! 250-537-7647



Deer, birds...seals, whales...a bountiful natural world.

## Easy day trips to nearby communities....

Easy to do a day trip to Vancouver via ferry (from Long Harbour on Salt Spring to Tssawas-san terminal in Vancouver) or by floatplane (to downtown Vancouver or to Vancouver Airport).

Or, catch the Vesuvius to Crofton ferry (20 min trip) & enjoy mid-Vancouver Island pleasures. The ferry from Fulford to Swartz (35 min trip) puts you at Sidney & Victoria. Easy

peasy to enjoy a daytrip, & then to return to the allure of Salt Spring Island. Although one doesn't have to leave Salt Spring, everything is here, it's always fun to adventure off, too!

In change, lies opportunity.

## Spring-into-Summer...it's the great Pacific Northwest Coast! Enjoy....

The great Pacific Northwest Coast is at its superlative best between Easter & the Canadian Thanksgiving Weekend (in mid-October). Early Spring, "real Spring", Summer, early Fall, "real

Fall"...weeks & weeks of pure beauty. Salt Spring & the Southern Gulf Islands are in the heart of some of the best protected boating waters in the world...kayaking, sailing, power boating...whale

watching, fishing, an abundance of marine & bird life. An inspiring natural beauty that restores & invigorates. Give yourself a gift...visit Salt Spring soon! Call me!



In the heart of the best protected boating waters in the world!

## Li Read at Sea to Sky Premier Properties (Salt Spring)



[Www.liread.com](http://www.liread.com)

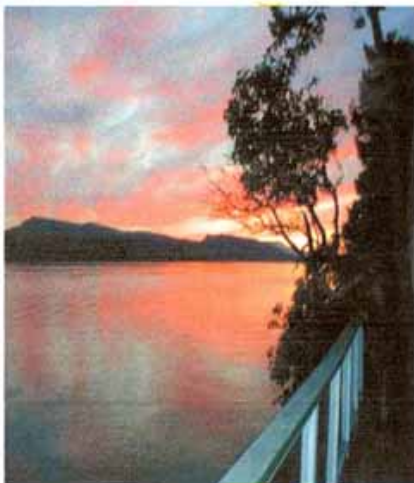
“See Li for Successful Solutions!”

  
Sea to Sky Premier  
Properties (Salt Spring)



*Successfully connecting sellers and buyers, since 1989, I look forward to sharing with you my knowledge (of both inventory & market trends), my expertise (managing broker licence), & my valuable experience (your best interests are my motivation). Pop by my Ganges Village office & pick up maps, all the latest listings (regardless of which Board a realtor is affiliated with...all info is available at my office), plus find out the places/spaces not to be missed! Local knowledge counts! 250-537-7647*

## Special...yes, that's what the lifestyle is all about on Salt Spring & the Southern Gulf Islands!



Sunsets to inspire....

Yes...it's beautiful in this coastal region. Yes, the 'preserve & protect' mandate of the Islands Trust retained a natural allure that has disappeared in many other places. Yes, the strong artistic base to life here has created a rich cultural experience. Yes, the alternative health practitioners attracted to this Island also offer a healing emphasis. (Not by

accident that there is a Buddhist Monastery on Salt Spring, & an Ayurvedic retreat centre?). The intangible, though, is the caring spirit of those who are lucky enough to call Salt Spring "home". There is always a lot of interesting opinion, on any given subject, but underneath that there is a strong community caring aspect...someone in trou-

ble? The Island reaches out and comes together to support. And yet, there is a lot of privacy, & just letting people "be", too. Nothing is ever perfect, but perhaps it can be "practically perfect"? Questions about how it would be for you to live here? Benefit from my knowledge & experience (& yes, I came here from a city). Call me! 250-537-7647