



Li's Real Estate News...

The very best oceanview property offering is now ready for you...Skywater is here!

The last truly is the best...& worth having waited for! Heading south from Ganges Village? A short ten minutes brings you to Fulford Harbour. Turn onto Isabella Point Road, & then onto Musgrave Road, & then onto Dubois Road. The Anna's Drive entrance invites you to discover Skywater. It's a short & beautiful drive from Ganges to the Skywater entrance...you'll recognize it by the dramatic rock enclave that welcomes you. With 27 exceptional parcels, ranging from 6 to 78 acres in size, some with dramatic ocean/islands/

mountain views, some with pastoral land, some with water features, & all with beauty & all day/year round sun exposures, this last development awaits your discovery. These lands are, in the main, level...it's the "mesa" top of Mt Tuam, and the properties extend from the views over Georgia Strait (the Salish Sea) to the mountain vistas on Vancouver Island...almost 500 acres of beauty, just for you. Call me, & let's view soon. Three properties have sold, & you will want your name on one of these most special land holdings. The developer

will entertain financing, on excellent terms. Ask me for details on this. Your own private hiking/walking trails, & adjacent to hundreds of acres of a further park trail network, this serenely private area is waiting for you. A WOW! And, it's on Salt Spring Island!



Meander into Summer...

Market recovery underway? Yes...as usual, when it starts, it's not "even". Patience!

Transitions, whether up or down, take time to go from beginning-to middle-to end. I think we are definitely in recovery mode in the secondary home/discretionary marketplace, & it may have started back in the late Fall

of 2013. As usual, it begins with sales in the entry-level residential category. As inventory thins out, prices then stabilize. That's when undeveloped land begins to sell...we seem to just be at the beginning

of that shift into stronger sales volume in raw land, in commercial options, in upper tier priced residential offerings. Does that mean we might be reaching that "middle point" in a market trend? With an uptick?

Sea to Sky Premier Properties (Salt Spring)

Summer, 2014.

Call Li first! 250-537-7647

Special points of interest:

☺ Skywater is an amazing group of oceanview & pastoral parcels...six to 78 acres in size...great wells, very sunny exposures, privately sited at Salt Spring's magical "south end". This is the best...bring your architect & let's go view! Call me (250-537-7647).

Summer-summer:

Nightly live music...

Vineyard tastings...

Al fresco dining...

Kayaking, sailing...

Picnic in a park...

Theatre fun...

Markets, markets...

Library, you say?

Salt Spring Island is full of lovely anomalies...in a digital age, full of Kindles, & with Amazon competition, Salt Spring built a new Library. In the middle of McPhillips Avenue, this lovely & modern structure has become a hub in Ganges Village. The meeting space is well used by the Chamber's new Conscious Wellness Group...their monthly meeting takes place on the last Wednesday of the month, from 7 to 9 p.m. (See you there!). Also in a digital age, we have a sort of print war going on, with two print real estate supplements. Some realtors are only in one or the other...I'm in both,

as it's important in this slow recovery of our real estate market to be "everywhere", on behalf of the sellers. Our retail merchants in Ganges Village continue to surprise & entertain their customers with great inventory & specials...in a time of online shopping. That personal touch is evident everywhere, in every business. Websites, social media, online commerce...we are all con-



The beach knows your name...

ected now, in this ever shrinking world, but there is something wonderfully eclectic that Salt Spring still calls out

that one to one message..."come discover yourself here" is the

new Salt Spring video's message...find it at the Chamber's tourism website.

Video of Salt Spring...download to your phone!

Yes, yes...there's a video of Salt Spring Island. Sponsored by the Chamber of Commerce, with an invitation to "discover yourself here", it can be downloaded from the Chamber's tourism website (www.saltspringtourism.com). The plan is to have 4 or 5 videos, seasonal in nature, to remind everyone that there's always something terrific hap-

pening on special Salt Spring Island, no matter the season. Ideas on what to include? Call me! Along with the Chamber's video, we also have the Driftwood Newspaper's digital sites (www.gulfislandsdriftwood.com & www.gulfislandstourism.com), the Salt Spring Exchange's online presence (www.saltspringexchange.com), & the amazing Salt Spring App

(www.hellosaltspring.com). There's a vibrant techie world here...all meshing with that alluring sense of yesteryear offered by all Gulf Islands. Thank you, Islands Trust.

"A poor life this, if full of care,

We have no time to stand and stare."

(W.H. Davies)

Be a Chamber of Commerce member on Salt Spring Island!

Have enjoyed the experience of being the Salt Spring Chamber's president during 2013/14. I certainly learned a lot. It's important in this non-municipal & Islands Trust locale that everyone in business belong to the local Chamber.



Afternoon tea in the garden?
I'm in!

My theory: if you are supplying a service or an item for sale, then you're in business. The Chamber receives no funding from sources open to other B.C. Chambers; they are in municipalities. Membership is key to retention of a vibrant busi-

ness voice, & the local Chamber has been here for 66 years. There's something for everyone: retail, trades, services, health/wellness, etc. We are all in this together! The Chamber does have an advocacy role to play. Bring your ideas & enthusiasm to this exceptional Island institution...the Chamber is the non-profit voice of the community, & is there to serve its members.

Things to do & to enjoy on the Gulf Islands!

Catch a ferry from Long Harbour & hop off at different Islands...Pender, Mayne, Galiano...even a transfer at Mayne to Saturna. All the Islands have their own character & charms, their own special places to catch lunch, or dinner, & it makes a great day to choose a different one for each adventure. On Salt Spring? Remember the nightly live music at Treehouse Café. Other venues offer live music, especially at weekends (Harbour House Hotel, Moby's, Oystercatcher), but Treehouse is there every night & the range is amazing. Fine dining? Hastings House, Picco-

lo's, & Auntie Pesto's. Farm to plate? Harbour House Hotel. Vineyard tastings: Garry Oak Vineyard, Salt Spring Vineyard, & Mistaken Identity. Award winning local wines! Off to the cheese-makers: Salt Spring Cheese & Moonstruck Cheese. Farmgate produce, Saturday, Tuesday, & Wednesday Markets, studio tours, gallery openings, al fresco dining options (Golf Course deck,



Your kayak awaits...Chocolate Island ahead?

Seaside Kitchen, Rock Salt Café, Salt Spring Inn, Harbour House Hotel, Tree-

house Café, Auntie Pesto's, Piccolo's, Fernwood Café...ah, summer,

it calls us...outside/outside is the chant. Short & sweet, remember!

So, you've always wanted to learn to sail?

Or kayak, or try hiking, climbing...or flyfish, or...something will be in your mind...maybe even finally reading War & Peace, while lazily swinging in a hammock. Or finally learn to snorkel, or maybe even row. Lots of things to do & to enjoy on Salt Spring & the Southern Gulf Islands. On Salt Spring? Call the Sailing Club...in the summer season, they race every

Wednesday evening...crew are always welcomed! Consider it a practice run for the annual Round Salt Spring Sailing Race in May. Contact the Trail & Nature Club & get together with your fitness level. Maybe it's time to truly perfect your Yoga moves? A kayak voyage out to Chocolate Island is a not to be missed experience. A fun thing to do: call Salt Spring Air &

take one of their 15 or 30 minute flights over the Islands. Yes, those green oases below are our gems...lucky us, to be able to call these Islands home. Beauty!

In change, lies opportunity!

Off Island adventures...day trip fun.

Vancouver Island is just the biggest Gulf Island. Try a day trip to Sidney by the Sea, take in the Butchart's Gardens, pop into Butterfly World, enjoy dinner at Haro's at the Pier Hotel...shopping, galleries, even Mattick's Farm, just up the highway. Saanich/Sidney has lots to entice for a day enterprise. Or, continue right on to Victoria, enjoy Government

Street shops, Munro's Bookstore, the B.C. Museum, Robert Bateman's gallery in the former CPR building in the Inner Harbour. The Parliament buildings, the Empress Hotel (high tea?), Beacon Hill Park. Cowichan Valley offers Cowichan Bay,



Catch the vibe...it's Summer in the Islands!

vineyard tours, Chemainus Murals, Lake Cowichan fishing...north of Namaimo, it's those Parks-ville/Qualicum beaches! Tofino? Why not?

Sea to Sky Premier
Properties (Salt Spring)

4—105 Rainbow Road, Salt Spring
Island, B.C., V8K 2V5
Cell: 250-537-7647
Email: liread33@gmail.com

"See Li for Successful Solutions!"



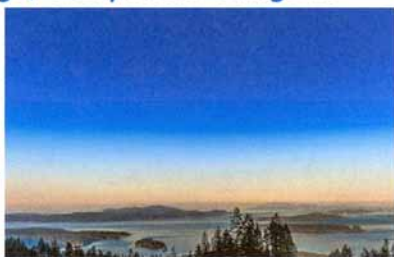

Sea to Sky Premier
Properties (Salt Spring)

How may I help you to discover & to buy your special place on Salt Spring Island & the Gulf Islands? With experience (successfully connecting buyers & sellers since 1989) & expertise (managing broker's licence), & with unparalleled knowledge of both inventory & market trends, I look forward to helping you...your best interests are always my motivation. Salt Spring Island is the largest & best serviced of the Southern Gulf Islands...all of them have their special charms, & I look forward to sharing these gems with you. The form of governance on the Gulf Islands is a provincial government body known as the Islands Trust. It controls growth through severe zoning/bylaw restrictions, & has done so since 1974. Call me, for more information about the Trust. Its mandate is "to preserve & protect" the environmental beauties of the Gulf Islands for the benefit of all B.C. residents. The Southern Gulf Islands/Salt Spring Island are not municipalities. Find out what this means for you. 250-537-7647 or liread33@gmail.com Thank you!

Projections...hmm...change, change, everywhere change...

We do live in a very interesting time. Economic uncertainties, globally, plus wars & rumours of wars, impacts of the internet on all business models, & local concerns beneath the global ones. Slowly, slowly we do seem to be working our way out of the downturn that hit Salt Spring & the Gulf Islands, & Vancouver Island, too, back in late 2008. It's been a long six years. The recovery in the secondary home/discretionary markets in our Pacific Northwest Coast region is finally showing itself...it's not even presented, it's still a transition time, but by the time we reach year end it should show consistent sales & price stability. On Salt Spring, the main sales window has evolved as May to

October, with the busier months being July, August, September. The recovery always starts first in the entry-level residential category, & then fans out to include undeveloped land options, commercial/business opportunities, upper-tier priced residential, & then water-access-only offerings. The boating season is a short one, & is weather dependent. It is possible to live anywhere in the world, now, if one is internet savvy. Salt Spring enjoys



Gulf Islands Dreaming...yes!

that illusion of yesterday while still delivering on the necessities of the 21st Century lifestyle. Close yet apart. More info? Please call me...your best interests are truly my prime motivation. 250-537-7647