



Li's Real Estate News...

Summer-summer...it's here!

The summer season is a short one on the great Pacific Northwest Coast, and all coastal communities are happy to see it arrive...Salt Spring & the Southern Gulf Islands are no exception. The past fall/winter/early spring seasons were not "the usual". The once every 20 years La Nina arrived, & both fall and early spring were more like a typical coastal winter. Winter was more like we'd all been transported to Ontario! A meteorologist in Seattle noted that between the beginning of October & end of April, all records (for 122 years) for precipitation

were broken. So, now that traditional summer is with us, the allure of long days, late sunsets (10 p.m.?), ocean & lake swimming, kayaking out to Chocolate Island & beyond, sailing through the Salish Sea (some of the best protected boating waters in the world), enjoying the myriad opportunities for patio lunches, dinners at our great restaurants, the amazing farmers markets, the roadside stands of fresh & local produce, star gazing, is all before us...it doesn't get any better. This is the 3rd year of the Tour des Iles, & one can

leave from Ganges via private boats, & visit the nearby Islands. This event encourages us to remember to be tourists in our own backyard. Canada Day is a special one...it's the 150th birthday this year. Then, the ease of summer & all its pleasures is there for us.



Seaside dreams...

The internet scrub brush continues its social rework...

Hmmm...retail has been re-organized by the internet & online shopping. To remain competitive in a store front, it means creative options & a strong web presence. Social media has offered an immediate con-

nectivity, while allowing one to cocoon. Is this changing us from Aristotle's social animals description? Tourism, accommodations, mapping, shopping, real estate & car purchase decisions,

trades & construction contacts, marketing venues, medical, warehousing, food distribution...it's all been reconfigured. If you had to go back to 1998, could you cope? And what about that 3-D printing revolution? Driverless cars?

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

Summer, 2017.

Summer time...

- ☺ Canada Day (July 1st) with fireworks, special events, Happy 150th Birthday, Canada!
- ☺ Tour des Iles
- ☺ B.C. Day Holiday Weekend (August).
- ☺ Saturday Market in Park.
- ☺ Tuesday Farmers Market
- ☺ ArtSpring events
- ☺ ArtCraft at Mahon Hall
- ☺ Studio Tours
- ☺ Ganges Galleries
- ☺ Treehouse Café's live music every evening
- ☺ Patio dining (SS Inn, Auntie Pesto's, Twig & Buoy, Treehouse, Rock Salt, Seaside, Moby's)
- ☺ Sailing Club races on Wednesday evenings
- ☺ Kayak to Chocolate Island
- ☺ Hike Ruckle Park
- ☺ Swim at Vesuvius Beach
- ☺ Seaplane tours

What does it mean, to be in the Salish Sea?

The Salish Sea is the historic name for Georgia Strait. The Sunshine Coast on the Mainland, and the East side of Vancouver Island, plus the Gulf Islands, are a part of this Salish Sea environment. The Southern Gulf Islands, including Salt Spring Island, are in the heart of some of the best protected boating waters in the world. Mariners love to kayak, sail, power boat through these waters...many lovely coves in which to drop anchor. Arriving by boat is a great way to note the water-access-only islands that lie off the main (ferry-accessed) ones: Secret, Wise,

Parker, Gossip, DeCourcy, Reid, Ruxton, Samuel, Russell...just a few of the names of these amazing islands. Another super way to discover the area is to choose one of the seaplane excursions...catch the eagle's eye view of our expansive island network. For a fun glimpse of Salt Spring's largesse, catch Chuck & Danny's Road Trip on the Food Network...they did an hour show on the



A dock for your yacht!

culinary extravaganza on this island. Shot last August, it captures the es-

sence of this beautiful island, with all of its micro-climate charms.

Check it out!

September 9 is the date of the Salt Spring referendum on incorporation

The "pro" group are using social media and the "con" group have a website...interesting dimensions in getting their messages out. There may be some public meetings as we get closer to the date...if you are on island, try to attend. Meantime, check out both voices, be thoughtful, and consider the changes to our lives in this post-internet world. It is essential that

1974 (the year the Trust came into being) meets 2017. The original Trust bylaws did preserve "the park", & the entire island is grateful for this. With changes to lifestyles, & an aging population, the bylaws need to encourage younger people to reside here. Important not to simply be reactive or protective of our ideas. Important to "listen". It's the blue-

print for the next several years of Salt Spring Island life. Decisions need to be made for the future citizens. What is your vision for the Salt Spring of the 2000s? Hmm.

"A poor life this, if full of care,

We have no time to stand and stare."

(W.H. Davies)

Weather...whether...

For the first time in my entire career, I would say that weather did bring a "pause" to real estate sales this long wet fall/long cold & snowy winter/long cool & wet spring. A meteorologist in Seattle did note that be-



Patio Pleasures...

tween beginning of October & end of April we broke all records on the coast for cold & precipitation...for 122 years! If you thought it was grey, wet, cold, etc., you were right! The La Nina pattern pops up every 20 years, & the

last time was the 1996 year of 5 feet of snow in one night. It may continue to be cool & cloudy for much of the summer. Whether or not, there are fun things to do: hiking, kayaking, studio touring, cheese farm bistro delights, farmers markets, great lunches/dinners at our superb restaurants (more local fare created there), live music venues...you know...summer!

Experience the Southern Gulf Islands initiative...

The Chamber of Commerce is the DMO (Destination Marketing Organization) on Salt Spring Island. TAVI (Tourism Vancouver Island) offered matching grants for Salt Spring to pursue tourism marketing initiatives. Now under the umbrella of Destination B.C., the emphasis is on regional marketing opportunities. Destination B.C. wants individual communities to work with other nearby ones, & so to amplify the marketing dollars & impact. Thus, the Experience the Southern Gulf Islands initiative came into being. Salt Spring, Galiano, Mayne, Pender, Saturna Islands are

all working together to create a Southern Gulf Islands destination presence. Salt Spring was asked to manage the process, & it has turned out to be a very successful enterprise. Travel writers are showcasing this amazing area...the 3rd year of Tour des Iles is reminding us how close we all are...new maps are out also noting that. Use the current B.C. Ferries schedule & take a trip to



Sailing the Salish Sea....

each of the other islands in this archipelago. In the heart of some of the best protected boating waters in

the world, your next adventure awaits.

Catch the vibe of the Gulf Islands...each has their own special signature. More info? Call me.

Buyer's Market/Seller's Market...signs of same.

The classic definitions:

- seller's market means few listings & many buyers. One outcome: price rises.
- Buyer's market means many listings & very few buyers. Prices can suppress.

In a seller's market, it's important that a buyer makes his/her best of-

fer right at the beginning. There will be competing offers, & there is less room for negotiating with a seller. The buyer's market that was in place between late 2008 & early 2016 ended in consistent sales. Most were in the entry level residential category, but undeveloped land offerings are catching up. The main sales action takes place between July & end of

October...we may see price rises by that time.

Real estate is a market driven industry...like a wave, there are crests & troughs. Suggestions? Call me!

"In change, lies opportunity."

So, who comes to Salt Spring?

Salt Spring offers an experience that is year-round. There is a life here in January as well as in July. Interested in the arts? There is an authentic arts community here, & a rich cultural life. Love the outdoors? Hiking/walking trails, a connection with the sea (kayaking, sailing). Seeking alternative health practice? Many options exist & the Island has a reputation as

a healing island. Wanting to work the land, be self-sufficient? The temperate micro-climate here encourages small farming enterprises. Orchards, vineyard/wineries, market gardens, cheese-makers, cidery, craft brewery.



Garden delights...

Enjoy the largesse of the Island! Musicians, singers, writers, the expressive arts are alive & well & inspiring on Salt Spring. Techies are here. All ages are represented. This is an eclectic & vibrant Island.

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

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"See Li for Successful Solutions!"




Sea to Sky Premier Properties (Salt Spring)

Seeking excellent information on Salt Spring & the Southern Gulf Islands? Thinking of moving to the Islands? What does it all mean? I look forward to connecting with you, & to sharing my knowledge (of inventory & trends & of lifestyle opportunities). I have lived & worked on Salt Spring Island since 1989, & am a full-time / full-service realtor. Your best interests truly are my motivation. A consistent award-winning agent (a recognition of excellence by one's peers), I love the Islands & appreciate the opportunity to present them for your consideration. Recently, the Chamber of Commerce president, I retain a strong commitment to community positive outcomes. Look forward to meeting you & to sharing my knowledge. How may I help you to discover & to buy your special Salt Spring Island / Gulf Islands property? Call me!

Future projections? Always fun...

We appear to be just starting up the incline of a seller's market. The Islands Trust 1974 bylaws/zonings did effectively cap growth. That non-growth model, with its preservation of the environmental beauties of the Gulf Islands for the benefit of all B.C. residents, coupled with an increased buyer demand, may result in price escalation over the next few years. The downturn lasted 8 to 9 years. Will the uptick go on for as long? Hmm...no crystal balls, here. What we do know: there is a limited inventory always of properties available on any Gulf Island. Often, Salt Spring is sought after first, as it offers a year-round lifestyle, with all of the amenities / services required in

the 21st Century. There is a life here in January as well as in July. 3 elementary schools, a middle school, a senior school. A hospital & health services. A cultural life. Encouragement to create new businesses & artistic outcomes. Farmers are valued. At the moment, all ages & incomes are represented on Salt Spring, & the concern is to keep that "everyone is here" scenario going forward. The internet has changed communication & business



patterns forever. Im-

Ocean? Lake? Pond? Creek?
Water is the summer vibe...

portant to connect the Trust's preservation model with the desire

for good living outcomes for the residents of Salt Spring. A challenge indeed! In early September, the Islanders will vote on governance.