

Li's Real Estate News...

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

WINTER SEASON:

- Christmas/New Year celebrations, Island style.
- Hiking in Ruckle Park.
- Beachcombing at Fernwood.
- Discovering new menus at great restaurants.
- Planning garden designs.

THINGS TO DO & SEE:

LIVE MUSIC (MOBY'S)

FOLK CLUB EVENTS

WINERY TASTINGS

TRAIL/ NATURE CLUB

THEATRE AT ARTSPRING

YOGA

GALLERY SHOWS

DISTRACTED INFORMATION SEEKERS?

The interesting thing about the internet, & that always on Google search eye, is that it creates an end user that is easily distracted. Whoops...there's another new listing, another hot property...oh oh, better see that one, too. Too much choice often leads to inaction...fear of making the wrong decision, perhaps? Data is not information. All the

stats in the world are never going to explain the dynamics of buying in a discretionary area with a limited inventory (thank you, Islands Trust). It's important to connect with someone who knows the inventory & the trends. More info? Call me.



Winter calm....

IS THERE ANYONE LOOKING AT PROPERTY IN WINTER?

Absolutely! Sometimes, people like to visit the Island in what they presume is the quiet time...they want to see what's what when tourism might not be so evident. Usually are very surprised to discover the delights of the year round lifestyle

offered on Salt Spring Island. It's never actually "off". A rich cultural life, a community minded population, ease of access to Vancouver & Victoria & Vancouver Island allows for inspiring daytrips, easy access to great skiing on nearby Van-

couver Island, plus a natural environment that encourages exploration of hiking/walking trails, of winter sailing races, of joining an art/craft group, of taking up dancing, of volunteering where needed...it's fun to be here in Winter.

WHY MOVE TO SALT SPRING ISLAND?

Why not? Salt Spring is the largest & best serviced of the Southern Gulf Islands, & does truly enjoy a year round lifestyle. The Islands Trust has effectively preserved the environmental beauties of the Islands, via strict zoning/density controls, & that means a "cap on growth". Hmm...I call that an investment opportunity. A strong artistic community, lots of musicians, writers, painters, actors, sculptors, plus a strong agricultural community, striving for sustainability & innovation in

small farm holdings. The 10K diet is alive & well, here. Salt Spring also offers many alternative health opportunities, along with traditional medicine options, & a hospital on Island. All amenities & services are offered here. Although daytrips to nearby Victoria & Vancouver Island are easy to do, & even a daytrip to Vancouver is easily possible, it's not necessary to leave. Regular year round ferry schedules (3 different ferry routes) & 3 regular sked floatplane companies providing access to Vancouver down



Silver dreaming days...winter peace.

town & airport. Ahh...life is good!

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

THINKING OF ANOTHER GULF ISLAND?

Every Gulf Island enjoys that microclimate called "cool Mediterranean"...nestled as they are, in the rain shadow of the much larger Vancouver Island. The Southern grouping (Galiano, Mayne, Saturna, Penders, Salt Spring, Thetis, & Gabriola) might just have the edge on that great

temperate climate. Each of the Islands is under the governance of the Islands Trust, & on all of them growth is controlled through strict zoning/bylaws. Salt Spring is the only stand-alone community...the others do have necessary connections to various Vancouver Island commu-

nities. Some of the smaller islands might be seen as recreational opportunities, with summer/weekender lifestyles. Salt Spring does offer that welcome year round lifestyle option. More info? Call me! 250-537-7647



Winter-into-Spring...enjoy.

SO, WHAT ABOUT VANCOUVER ISLAND?

Well, maybe Vancouver Island is just the biggest Gulf Island? It's a very long island, with definite north/central/south climate & topography differences. Easy to get to, from Salt Spring, it's fun to explore the Cowichan Valley (Mill Bay, Cowichan Bay, Maple Bay, Yellowpoint are highlights). A little farther north & it's the great

beaches of Parksville/Qualicum, plus the doorway to dramatic Uclulet & Tofino. Still farther north & you're into the Courtenay/Comox region...don't miss the time tunnel known as Cumberland. Skiing at Mt Washington is a big item, here. B.C.'s capital city of Victoria is located at the very south tip of Vancouver Island...catch the Empress

Hotel, the Butchart's Gardens, the seaside town of Sidney. Do the "circle tour" from Salt Spring. Call me for details & places to see & to enjoy. Winter is a great season to explore. Without leaves on trees & bushes, you really get to know the landscape. Bring your camera! Be on the lookout for the whales.

IN CHANGE LIES OPPORTUNITY:

It's about a point of view. Change is never easy, unless one is lucky enough to arrive at the point where shift has become seamless. Otherwise, there's a before & an after. Right now, we do seem to be at the end of the beginning of the technology shift that erupted in the early years of the 21st Century...this means that content style & delivery have to change markedly to meet the demands of the technology growth. Websites need to be mobile friendly, a meaningful social media presence needs to be encountered, & the input of the consumer needs to be sought after...it's about connectivity, & that means

a conversation between the provider & the user of a service or a product. Hmm... As I drive through small communities or stroll through a mall, I note all the empty storefronts. In most cases, I suspect that these retail owners have gone online. What does that mean for the owners of plazas, strip malls, large malls? Shopping patterns are changing. Perhaps the idea of bulk sales, fewer choices, is coming to an end? Will there be a resurgence in unique items? Is it just the same old question of differentiation wearing a new suit? Hmm... Shift &



January says hello...a resting moment.

change...I do call that opportunity. Lucky us to be around right now!

PROXIMITY PLUS "APART"...HMMM.

The allure of Salt Spring Island & the Gulf Islands is easy to explain. Along with temperate climate, ability to be self-sustaining, dramatic beauty of the region, seaside pleasures of being located in the best protected boating waters in the world, strong artistic community base, environmentally aware population, there is also the fact that these Islands are close

to major centres, and yet wonderfully "apart". They are like the withdrawing rooms of old...a place to recharge & renew...without experiencing isolation. I find that Salt Spring is a bit of a "think tank"...it models out a community ethic. Easy to get here via ferry or floatplane, one is never "stuck"...enjoy that daytrip to a nearby city. Then, savour the return

to the thoughtful tranquility of the Island you've chosen as "home". Coming up Fulford Harbour, the ferry dreaming its way towards Mt. Maxwell & Fulford Village, I often think I can hear a collective sigh from the entire passenger component. Ahhhh...breathe...we're home. Going out was exciting, though. The yin & yang of Island life.

In change lies opportunity.



Winter beachcombing calls....

industrial age: we could learn a lot by casting an eye back to that 1820 to 1850 timeline.

WHICH SIDE OF THE GREAT DIVIDE ARE YOU ON?

I often think that our time is very similar to that divide between the established agrarian world & the new

Those who did not move on, but insisted on keeping to the old agricultural & land rhythms died out. Those who went with the new inventions of the industrial revolution prospered. We seem to be at a very equivalent technological divide, right now. If one is still trying to do business as it was done five years

ago, one might be very disturbed about end results. If one has jumped into the new (think 3D printers), then the sky's the limit. As people are being replaced by the machine, though, what does that mean? Is it the end of the era of jobs? If so, will it become the era of the artist? Hmm.

See Li for Successful Solutions!

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Looking for an investment in your future? The long seven plus year downturn in the secondary home markets, after the economic collapses of late 2008, has ended. We are most likely at the end of a transition period between markets, which may have begun in late 2013, & which has gathered strength throughout 2014. I often see a link between fine art sales & real estate activity in discretionary areas. It appears that 2015 will see renewed interest in ownership of a second home. Please contact me for the very latest information on inventory & trends. There is always opportunity in a real estate purchase. I look forward to helping you to connect with your special property on Salt Spring or another Gulf Island. Call me! 250-537-7647

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SOME GOOD NEWS...HARD ASSET INVESTMENT IS IN.

Is the return to hard asset purchases in recreational areas about currency fears? About dissatisfaction with city lifestyles?

The desire to preserve capital in the face of societal distress & insecurities of paper monies could be the pivotal reason for the activity that erupted in the late Summer/Fall period of 2014.

Certainly, there is a new pattern afoot in all secondary home/recreational/discretionary regions...Salt Spring & the Gulf Islands are a part of this renewed rhythm. In past years, a good

proportion of buyers did come from the U.S., & a significant number from Alberta. These two groups are still represented, but there is also a growing awareness of the Pacific Northwest Coast from Europe, & not just from the U.K. Chinese buyers are a growing segment...appreciating the natural beauty of the Gulf Islands plus their proximity to Vancouver. More info? Call me! How may I help you to



Fall-into-Winter...an easy segue.

buy your special Salt Spring Island or Gulf Islands property? 250-537-7647