

Li's Real Estate News...

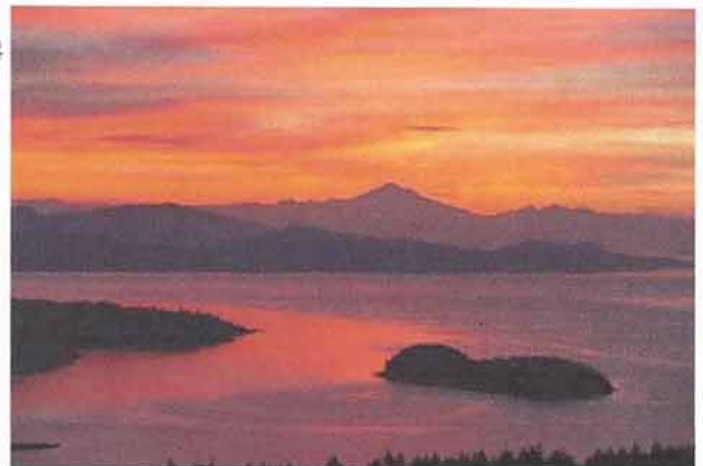
Li Read at Sea to Sky Premier Properties (Salt Spring)

LOTS TO DO ON SALT SPRING

Salt Spring & the Southern Gulf Islands are seasonless gems...there is always something to do & to enjoy, regardless of the time of year or the weather patterns.

In late November & throughout December, there are craft fairs (WinterCraft at Mahon Hall, Beaver Point Hall & Fulford Hall craft fairs), plus special seasonal choral events, theatre & dance opportunities, and in the local Ganges galleries, special openings/receptions.

Christmas on Salt Spring is an annual event, with light-up in the Villages, with Santa appearing twice (once by float-plane & again on a Carol Ship)...Chili Cook-off, Glow-tini, & late evening shopping.



You're a skier? Head to the slopes at Mt Washington...including the ferry from Vesuvius to Crofton, you are on the mountain in 2 1/2 hours. Hiking is your passion? Check out the network of trails that lead you from the north end to the south end. Wow! There are many sunny days in the winter

Winter morning dreams...

season...plus it's not called the "wet coast" for nothing. Love to sail? Be a crew on the Sunday Sailing Races. More ideas? Check out the Chamber's tourismaltspring website.

WINTER: THE SOFTER SEASON...

- Craft Fairs
- Hiking trail discoveries
- Skiing
- Seasonal ArtSpring events
- Winter sailing races
- Gallery receptions
- Special menus at our great restaurants

THINGS TO ENJOY...

CHRISTMAS ON SALT SPRING EVENTS

GALLERY RECEPTIONS

WINTERCRAFT

BEAVER POINT CRAFT FAIR

FULFORD HALL CRAFT FAIR

ARTSPRING'S SEASONAL SHOWCASES

DOES THE REAL ESTATE MARKET SLOW IN WINTER?

The real estate market remains consistent throughout the year. People pop in to view property opportunities when it suits their schedules, & that might mean in the middle of December or January, & not just in July/August. Tourism might

be brisker in the late Spring to early Fall timeline, but real estate is generally always "on". It's felt that people begin a search on the internet about two years before they are ready to act. Sometimes they will come & view, before that final

decision is taken. Sometimes, they will turn up about a month before action hits. When one is ready to sell, that's the best time to list. One has decluttered, & learned to consider the property as "the house" & not "the home".

REAL ESTATE SERVICES ACT OF B.C. SOME CHANGES...

In 2015, a Vancouver real estate office was reprimanded for "shadow flipping". The outcome of this resulted in a new Real Estate Council & Real Estate Superintendent. Further outcomes are making significant changes to the Real Estate Services Act of B.C. The new rules will be in place by March 15, 2018. Media will be sharing what these changes will mean, as these weeks go by. Realtors will be taking new continuing education courses, to make sure that the significant changes are both well understood & also well implemented. Limited Dual Agency is an easy one to understand. It has

been in place since 1995, & will no longer be allowed, post-March, 2018. Further changes may be that teams will not be able to act for a seller and a team member for a buyer. It may also be that one will have to refer a buyer, if a listing agent has attracted one from the marketing on behalf of a seller, to a completely different realty office. There will be no "Chinese Walls". Will we see franchise companies setting up listing offices, totally separate from buyer agent offices? In effect, two distinct offices/no overlap? Hmmmm....different days, in any case. It will not allow a seller to choose an out-



Summer dreams beckon...

come...in spite of a desire to do so. What about the "customer only" option? Hmmmm....stay tuned. Early days.

In change lies opportunity....

IMPACTS OF INTERNET COMMERCE CONTINUE...

So many things continue to disappear, as the internet revolution continues to evolve. For hybrid people, straddling the old & the new, it can be interesting. For those whose world has always been internet oriented, it's a seamless experience. Driverless cars will change a cityscape. 3-D printers mean the end of ware-

houses...items can be produced on demand. Online shopping is a retail requirement. Starter jobs are being erased (you give your order at a fast-food franchise via Ipad). Robotics is not being discussed, but it's with us. And what about all the smart devices speaking to each other? Hmmmm.... Is it the end of

individual privacy? How about currencies...no cash transactions? If you were made to return to 1998, would you want to? We hold the universe in our hand, via our smart phone. The same device which delivers what we want to know is also isolating us from person-to-person direct connection. Hmmmm....



Whispers of summer....

TIME...DOES IT STILL EXIST?

In the linear thought of the age of print, time seemed to be under the control of those living through it. It took a long time for newspapers & letters to travel via snail mail. The news had time to arrive & to be thought about. We have now become a reactive population, & the news is at the rate of a blink...there's that binary world again....on/off/

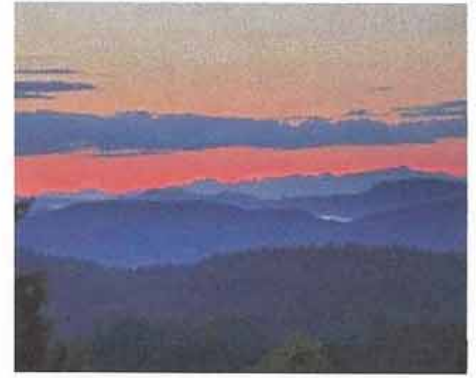
on/off. The internet throws all data at us, & we are required to react asap. Perhaps, along with courses in ethics, there should be courses in how to edit raw data? Without that editing function, thought can be controlled. Meantime, back to time. Things are immediate. The internet has made the global village a reality, & people

sending an email or a text often ignore time zones...they expect to hear back right away. If things are always "on" (do you know where the off button lives?), then things are always in activity. Is this why no one is sleeping? So: no time/always time, plus the end of the need for jobs, plus the rise of artificial intelligence. Hmmmm....

DAY TRIP IN YOUR FUTURE? WHERE TO GO?

Salt Spring enjoys great ferry service, which makes day-trip pleasures very possible. Catch the ferry from Vesuvius to Crofton and explore the Cowichan Valley...it's a big area, that lies between the Yellowpoint area & Mill Bay...vineyards, cheesemakers, eclectic village style towns. Don't miss amazing Ladysmith at Christmas light-up time...it wins the award for best decorated B.C. town, & you will understand why when you view. North to Parksville/Qualicum, & walk those great beaches. Storm watching in Tofino/Uclulet on the wild west coast of Vancouver Island. Skiing at Mt. Washing-

ton. Or, turn south & enter Victoria via the Malahat route: B.C. Museum, shops on Government Street, tea at the Empress, Oak Bay Avenue shops, Bolen's Books at Hillside Mall, Munro's Books on Government St. Return home via Swartz Bay to Fulford Harbour, & you've done part of the Circle Route. Catch the early ferry from Long Harbour to Tsswasan, & enjoy Vancouver's excitement...return on the late ferry back to Long Harbour. Did you know that they do afternoon tea at the Hotel Vancouver? The Vancouver Art Gallery is always worth a stop, plus the eclectic shops on



Winter horizon...

South Granville. If someone is picking you up, Vancouver side, it's super to take the floatplane there. Enjoy!

SEEKING SPRING?

There are many brilliant sunny days during a Pacific Northwest Coast winter, but there are also days of high grey cloud, & some rain (Salt Spring gets much less rain than Vancouver, remember). If Spring is your thing, then it's a great time to be planning that garden. Snowdrops & crocus are out in February, plus early flowering rhododendrons, & camellias.

Daffodils create instant Spring by March, & tulips are there by April. The orchards bud out, the wild bushes at road sides are greening, & willows remind us that "real Spring" is almost here. Winter is one of the shorter seasons in the Southern Gulf Islands. Pick up some English garden magazines from the Salt Spring Books, & plan your pleasure. Patio & deck time

will soon return. Meander the art galleries, check out their special opening receptions, be inspired by live music options around town. Do that day trip. If only going as far as Sidney, then don't forget to add Butchart's Gardens to your list. If between December 1 & January 6, you will experience an old-fashioned Christmas, Victorian style. Tea, anyone?

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



*Wildflowers...
a reminder of Spring.*

OPPORTUNITY?

There is always opportunity. No doubt, though, we are living through an amazing moment of change. Although most people understood that the internet was shifting us from the 20th to the 21st century, the beginning 20 years of any new millennium always seems to be a blend of the former & the "about to be".

Now, we really are in the true beginning of the real 21st century. It is about artificial intelligence, about dramatic useages of the electronic universe, & we are slowly being changed as people. In the 1970s, it might have been difficult to talk to someone from the 1750s. Now, in 2018, it might be difficult to

talk to someone from the 1990s. So many changes, & more to come. Important, then, to practice peripheral vision. Do not use tunnel vision, or you will simply be following a prepared path. See what is happening out there on the edge of your vision...that's where you need to focus. Opportunity awaits.

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How may I help you to discover and to buy your special Salt Spring Island or Gulf Islands property? Successfully connecting sellers with buyers, since 1989, my motivation always is your real estate transaction success. Benefit from my knowledge (of both inventory and of trends), my expertise (managing broker's licence), my negotiating experience. Real estate markets do not rest at equilibrium. They are always changing, always moving up or down. There is always opportunity, no matter the trend in play at any given moment. To own a property on Salt Spring or a Gulf Island is to enjoy the “preserve and protect” mandate of the Islands Trust governance model in effect (since 1974). Ask me what this means for you. Look forward to meeting you, and to helping you to find and buy your dream property.

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SPRING MARKET...ANY FORECASTS?

Although the recovery of the coastal secondary home marketplace happened slowly, post-2008 economic downturns, and although there were many non-market interruptions en route to recovery, at the close of 2017 we are seeing exceptionally thin inventory available for sale. For those who were in the business in 2002, it does appear to be very similar...few listings & a nudging up in sale price points. A recovery always starts in the entry level residential category. It takes time for undeveloped land options, for cottage/recreational choices, for upper tier priced residential properties, & for commercial/industrial to find their buyers. Very recently, these segments of the

local Gulf Islands market are finding interested buyers coming forward. Between 2003 & 2005, prices rose in this region by around 60%. Will that start to happen in 2018? No one has a crystal ball. All that can be said is: low inventory & renewed buyer interest. A buyer still has to “choose for” Salt Spring or a Gulf Island, in the first place, however. Also, the recent (September 9) referendum on Salt Spring, re form of governance, saw 63% of Islanders choosing to retain the current format of the Islands Trust (in place since 1974). That will continue that cap on growth, through those same severe zoning/bylaws. More info? Call me! Low inventory, buyer



Look forward to meeting you!

interest, cap on growth...hmmm. Up-tick time? Stay tuned. 250-537-7647