



Li's Real Estate News

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

Sellers Market again on Salt Spring Island?

Well, if we're talking about sales volume, then we can see that the long awaited market recovery, in the secondary home/discretionary markets, is finally underway. Between early 2009 and late 2014, appraisers feel that prices reduced by around 45%. From late Fall

of 2013 to late Fall of 2014, a slow but steady sales pattern was in evidence in the entry level residential category. As inventory "thinned out" during this time, we saw sales of entry level priced undeveloped land start to sell...a buyer could remain on budget by purchasing raw land & putting up a cottage or a modular home. If desiring a ready built option, then the buyer had to raise his/her expectations. In 2013, the bulk of sales were below 500,000. In 2014, that figure had gone up to 700,000. A very few higher tier priced residential properties did find buyers (at substantially reduced price points) in that

late 2013 to late 2014 timeline. To date, in 2015, a higher proportion of these upper tier priced options (many of them waterfronts) are finding buyers. It appears that sales volume has gone up by approx. 30% between January and end of March...and now the sale prices range from 159,000 to 1.8 million. Undeveloped land sales continue, as well. All good news, then, from a seller's perspective. Although city/primary residence markets saw recovery a good 2 to 3 years ago, it's only now that discretionary regions are joining the uptick.



Spring says hello!

Spring is for discovery

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Did you know?

- Salt Spring has the most electric cars per capita in Canada?
- The wonderful pathways we all enjoy are the result of volunteers through Pathways.
- Volunteers really run Salt Spring...just look around: ArtSpring, Indoor Pool, Library, pathways development, and...? Get involved.

Secondary Home Markets are on the move again?

A secondary home/discretionary area is a "by choice" purchase for a buyer. The economic meltdowns of late 2008 stopped activity in all discretionary markets, & globally so. Recovery is never even-handed in such by choice regions. By late

2013, however, it was clear that a new rhythm had begun, & this slow but steady recovery mode continued, in selective categories, throughout 2014. By the time we get to the Islands Fall Market, when many sales take place, the media may be re-

porting that sellers are again in charge of the sales process. Very important right now, then, to be looking down the highway, & not in the rear view mirror. At the turn of a market pattern, one needs to look ahead & not behind. More info? Call me.

Seasonal Delights on Salt Spring Island....

Salt Spring's "season" really begins at March Break/Easter Break & travels on till the Canadian Thanksgiving Weekend (mid-October). There certainly are things taking place, year round, & visitors still come to the Island, but the bulk of activity falls in that Spring into Fall timeline. The famous Saturday Market in the Park in seaside Ganges always opens on Easter Weekend. The famed Easter Arts Tour is not to be missed (9th Annual event this year)...start of at Mahon Hall, catch the special exhibit, & then do the self-directed tour of home studios. Great time to do farm tours, to enjoy the East-

er festivities at Salt Spring Cheese on Reynolds Road, to sign up for specialty farm dinners as Spring progresses, to support the Tuesday Farmers Market, to enjoy A Taste of Salt Spring, to discover the great wines at vineyard tasting rooms, to picnic at Ruckle or Burgoyne Bay Parks, to hike Mt Maxwell Park, to enjoy the drama of Mt Erskine Park. The Round Salt Spring Sailing Race on Vic-



Spring...open the summer cottage time!

toria Day Weekend in May is a not to be missed item. ArtSpring gallery openings & theatre presentations, Art-Craft opening in June, wellness centre events to rejuvenate the physical & the spiritual sides of ourselves...so much is offered here...& remember, it's volunteers who create & maintain the Salt Spring vibe.

Day Trip Ideas?

It's so easy to do daytrips from Salt Spring, with it's three separate ferries & destinations. Victoria bound? Catch Butchart's Gardens, the B.C. Museum, the Robert Bateman Centre, take tea at the Empress, enjoy Mattick's Farm, stroll Sidney's main street, do Government Street in Victoria (Munro's Bookstore is a must see stop). Cowichan Valley on your chart? Vineyard tours, meander Cowichan Bay, don't miss True Grains Bread bakery, plus the main street of downtown Duncan

showcases interesting & unique shops. Called the City of Totems, Duncan presents its First Nations heritage. Enjoy Maple Bay, Genoa Bay (the Café there is fun), & don't overlook Quamichan Inn for good food (on the Maple Bay Road). Authentic English Pub? Well, it's the Crow & Gate in Yellowpoint, of course. Seeking a beach? Parksville/Qualicum on the east coast of Vancouver Island delivers...or, catch breathtaking Tofino & Chesterman's Beach on the wild west coast. Lucky us!

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

Ganges changes....

Every year, it's a little different...this year, the Boardwalk to Nowhere will be finished. Attend design meetings, have your say...it will extend from current "end" all the way to Peck's Cove...then it picks up with the newly accomplished Harbour Walk (more from those Pathways volunteers...& a big thank you!). Treehouse Café may be reconfiguring its outdoor seating for this season, but

the amazing nightly live music continues. Mondo is opening in the former Village Cobbler shoe store. Jana's is doing a little renovation so can offer more of a café experience. Moby's has caught the vibe of music & pub style food with flair...same great view from their deck. Fishery had had an update & great new owners. Pop by & say hello to the new business people in town.



Ahh...sailing into Spring!

Salt Spring & the Southern Gulf Islands?

The Canadian Gulf Islands are under the protection & governance of the Islands Trust. Created in 1974, to preserve the environmental beauties of the Gulf Islands, for the benefit of all B.C. residents, growth is controlled via severe zoning/bylaws restrictions. The two elected trustees per Island are only concerned about zoning/bylaw issues. The CRD (capital regional district) elected representative is about building permits, septic installation inspections, etc. In other words, in not being a municipality, there seems no one in charge. Volunteers! ArtSpring, the indoor pool, the Japanese Memorial

Garden, the Library...just some of the things that volunteers helped to bring to fruition...fundraising! The village pathways, the hiking trails, the fundraising for SPCA, food bank, Copper Kettle...the Salt Spring Foundation & the Lady Minto Hospital...the volunteers at the Chamber 's Visitors Centre...I think I'm right. This Island is run by savvy community minded vol-



Spring-into-Summer...the rural world beckons.

unteers. More info about what it's really like to either live here full time or to enjoy a recreational presence? Call me...Salt Spring & the Gulf Islands are very special places, indeed. Catch the Salt Spring video on the Tourism Salt Spring chamber of commerce website. The music was written & performed by a local Islander, age 15. Wow!

Things to do & to see & to enjoy...it's Spring on the Islands!

Check those ferry schedules, & create some daytrips to Galiano, to Mayne, to Penders, to Saturna...& don't overlook Thetis & Gabriola. Each of the Southern Gulf Islands offer something a little different, & a voyage to one can be as energizing as a trip to Paris...a change is as good as a rest theory? On Galiano, enjoy the Galiano Inn, Montague Marine Park, Hummingbird Pub, Dionisio Park. On Mayne, don't overlook the amazing Japanese Memorial Garden at Dinner Bay, plus enjoy historic

Springwater Lodge in Miner's Bay. On Penders, it's really two Islands, & Poet's Cove is not to be missed (Bedwell Harbour). Port Washington, Driftwood Mall, some of the best beaches in the Islands. Saturna is a special kind of Island time tunnel...Boot Cove, the annual Lamb Roast on Canada Day, plus Lyall Harbour pub delights. Thetis means a different ferry entirely, but this pastoral Island has lots to enjoy...pack a picnic! Gabriola is yet another ferry & also answers to being an

"In change lies opportunity."

artists community. Close to Nanaimo, for some Vancouver Island adventuring. Lovely to return to special Salt Spring!

New to the Island?

Salt Spring has so many fun things to become involved with...I actually think the Island is run by volunteers, & there truly is something for everyone. A friendly Island, Salt Spring welcomes all. There is a strong sense of community on Salt Spring, as it is a year round lifestyle that is offered here...yet there is no necessity to be involved in anything. It's not a "small

town"...instead, it's a special kind of hum created by all the many different people, from different areas, who choose to call Salt Spring "home", & they bring their own resonance with them. Very inspiring. More info? Call me! 250-537-7647. One thing that could be very interesting: this is the Year of Heritage in small communities across Canada. Why not discover Salt Spring's past?



Idyllic Spring...the world smiles.

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See Li for Successful Solutions!



How may I help you to buy your special Salt Spring Island or Gulf Islands property? Your best interests are my motivation. Whether a recreational option, a farm, a vineyard, a dramatic oceanview home, a waterfront with a beach or a dock, an undeveloped parcel to create your dream on...it's all here, and in all price ranges. I look forward to introducing you to these very exceptional Islands, and to helping you to discover your special place. Successfully connecting buyers and sellers since 1989, I look forward to bringing my knowledge & expertise to your benefit. Look forward to your call! Li (250-537-7647)

Thinking ahead....

In real estate, just as in all market driven venues, things are never static. It might appear to be in equilibrium, but usually it's going up or going down or somewhere briefly in between...in a transition time. I do think that's where we are, right now. This past economic downturn had huge impact on all discretionary purchases, & that included buying second homes or taking early retirement or choosing a recreational investment. This huge pause was global: Spain, Portugal, Greece, the Muskokas, Salt Spring Island, the Gulf Islands, Tofino, Whistler...they all were afflicted by buyer inaction, & so prices came down dramatically. It takes confidence for a buyer to return to a secondary home/discretionary choice. Some other drivers to action, in more rural/apart regions, might be a "safe

haven" seeking. The benign climate, the slightly apart but not isolated location, the beauty, the ability to be self-sufficient, the proximity to good medical care, to educational discoveries...it all adds to the quality of life delivered by places such as Salt Spring Island. Although easy to get to other areas, it isn't essential to do so...this truly is a year round community lifestyle experience. More info? Call me! 250-537-7647. The Islands Trust, created by the provincial government, in 1974, effectively capped growth on all the Gulf Islands. This means that over time there is a limited inventory of property available. Over time, then, with low supply & large demand, prices will escalate. Markets are a wave action, & after a 7 to 10 year downturn in this kind of discretionary area, the buyers



Kayakers delight...discover the Islands!

are back...this is the beginning of the run up. Sales volume rises first, with accompanying thinning inventory, & then prices stabilize, & then rise. This may be the last good moment for a buyer to call outcomes. 250-537-7647