

Li's Real Estate News

L I R E A D A T S E A T O S K Y P R E M I E R
P R O P E R T I E S

THINGS TO DO & TO ENJOY:

- February Festival
- February Indoor Market
- Seedy Saturday
- March Home & Garden Show
- Saturday Market in the Park
- ArtSpring events
- Live music venues

EARLY SPRING



Pop by my office...pick up free maps, all real estate information...be informed re trends.

Enjoy patio coffees at: TJ Beans, Cafe Talia, Barb's, Treehouse, Auntie Pesto's, SS Inn, Moby's, Fernwood Café, Rock Salt, Seaside.

Dine with a view: Auntie Pesto's, Twig & Buoy, Moby's, SS Inn, Rock Salt, Seaside

Those solstice dates, signaling a calendar shift from Fall to Winter to Spring always seem just a little "behind" on the Pacific Northwest Coast...& especially on the Southern Gulf Islands & Salt Spring Island. By the end of February, early flowering rhodos are in bloom, & camellias & crocus & snowdrops have been out for awhile. In protected areas, daffodils welcome one. Early Spring really starts here in mid to late February, for the most part. Occasionally, early Spring can dance forward as early as mid to late January. Always welcomed. So, ignore that calendar solstice shift of late March & enjoy the splendour of the microclimate offered in the Southern Gulf

Islands. It has a name: cool Mediterranean. Vineyards, cidery, orchards, olive grove...these agricultural pur-



"Fare forward, voyagers"....

suits fare well here. Always wanted to plant a garden? Grow your own food? Here's the place to do it. No time? Get onto the list of the local farmers & support their ef-

orts. There may be four seasons on the Pacific Northwest Coast, but for the Southern Gulf Islands that winter burst is the shortest one. Other signs of Spring? Outdoor seating at our coffee stops (T.J. Beans, Café Talia, Auntie Pesto's, Rock Salt, Treehouse, Moby's, Fernwood Café, Seaside, Salt Spring Inn). Challenging the hiking trails at Mt Erskine, Ruckle Park, Mt Maxwell. Watching the float-planes chortle in & out down by the Coast Guard dock...smooth Harbour welcomes visitors. Re-opening of businesses that closed over serious winter. Sunday sailing races. Sunsets at Vesuvius Beach. Every day a little longer...I'm in!

EARLY SPRING REAL ESTATE MARKET

The real estate market busied up in late September, 2017 & has just kept on going. Thin inventory & buyer demand have signaled an uptick in pricings. Low inventory means that buyers have to meet the expectations of sellers. Low inventory & buyer

demand always result in a sellers market. Back up offers are common, full price offers are becoming the order of the day, and new listings may come onstream, between March Break & end of May, at higher price points. Undeveloped land & a building project

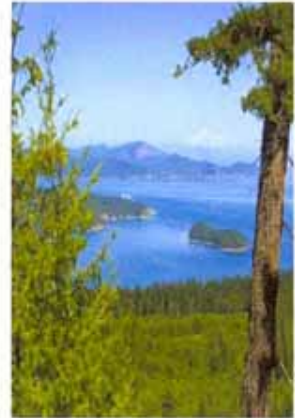
may be the best way to get what one desires & at the price point one needs. Hmm....a sales volume rise (which was the outcome of 2016/2017) is usually followed by a price increase. Stay tuned. More info? Call me. 250-537-7647

REAL ESTATE SERVICES ACT OF B.C. CHANGES

Serious changes are afoot for real estate in B.C. As a result of a "shadow flipping" event in Vancouver, in 2015, the then Superintendent of Real Estate & the Real Estate Council were removed & new people appointed. An immediate change will be the cancellation of Limited Dual Agency (which has been a feature of the B.C. Real Estate Services Act since 1995). As part of that, it will

make it impossible for a real estate agent to show their own listing. A realtor advertises in many venues, not just on the mls system. A potential buyer gets in touch. At that point, the agent must refer that potential buyer to another realtor. Teams cannot refer to members of that team. Partnerships cannot refer to the partner. There has been an option of a customer relationship...a buyer

had to agree to this, & was, in effect, unrepresented. New forms are currently being created, which will ensure that a realtor must point out to a buyer that they would be better served by realtor representation. New information forms, new contracts are being created for the date when many of these changes will be implemented (by March 15, 2018). More information? Call me.



Eagles have the right idea...be lofty.

THOUGHTS AFTER THE "NO" INCORPORATION VOTE IN 2017

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

It may be that the "yes" side of the referendum on incorporation did not fully explain why they were desiring this. In any case, 63% of Salt Springers voted for "no"...no change to the current form of governance, which has been in place since 1974. The Islands Trust, a provincial government body that governs all of the Gulf Islands, has a mandate

of "to preserve & protect" the environmental beauties of the Gulf Islands, for the benefit of all B.C. residents. Essentially, the Gulf Islands are parks. Growth is controlled through strict zoning/density bylaws. Two trustees per island are elected at the time of B.C. civic elections. Planners are appointed. It may be, then, that planners are the ones

deciding on outcomes for each island. The other member of our form of governance is the CRD (Capital Regional District)...a CRD director is also elected at the civic election time. The CRD is based in Victoria. There are many outstanding issues, including: water moratorium that prohibits development of approved affordable housing projects.

DAY TRIP IDEAS?

Needing a shot of 'real Spring'? Off to Butchart's Gardens in Saanich...enjoy their massed displays of Spring. Going to Victoria? Check out the B.C. Museum, the Victoria Art Gallery. Cowichan Valley also has vineyards to explore...they are our nearest neighbours & it's fun

to meander Cowichan Bay Village. Skiing is your thing? Mt. Washington beckons. A stroll on a major beach? Chesterman's near Tofino is the authentic experience. Don't overlook Parksville / Qualicum when the tide is out. Day trip to Vancouver is easy-peasy...floatplane ex-

citement & a downtown serious city discovery. There's always tea at the Hotel Vancouver for a hit of luxury. Whistler is the premier B.C. ski stop. Whatever it takes to erase the winter doldrums & to jumpstart spring's enthusiasms...go for it! The whole Coast is yours.



And your favourite early Spring picnic spot is? Share!

L I F E B E F O R E P O S T - I N T E R N E T E R A



Don't have time to garden? Get on a farmer's delivery list. Eat local.

Just watch a film from the 1990s...even a Seinfeld rerun on T.V. will do. Real phones, pay phone booths, large t.v. "boxes" that take up room in a living space, pagers instead of cell phones, many bookstores, full service gas stations, busy retail shops, no empty stores in malls, no border issues, easy travel on flights, snail mail still an item, faxes finally legal in business, no websites, no social media, print

advertising in business, no online learning, no tech industry, no online games, affordable housing, no terrorism threat, no online dating, no sharing economy...hmmm. Just the same, if you told me I could go back to 1996, I'm not sure that I would. You? The thing to remember: we hold the world in the palm of our hand, with that smart phone...but it isolates social interaction, too.



L I F E A F T E R P O S T - I N T E R N E T E R A

Maybe it's easier to discuss the changes "right now," in early Spring 2018. The post-internet era is about robotics, artificial intelligence, smart homes, smart cars, smart phones, 3-D printers, erasure of traditional entry level jobs, virtual reality, meshed reality, crypto currencies, sharing economy,

global village concerns...& a recognition that accepted knowledge at this moment will be replaced within 18 months...what does that mean for education? Maybe re-read Alice's Adventures Through the Looking Glass...she had to run very fast just to stay still. Hmmm... Shift, change,

evolution, whatever it's called, it seems that the real 21st century is now unrolling for us. It is about immediacy of communication, for sure. What about the editing function for all that data? Hmmm.....

In change, lies opportunity. . . .

S P R I N G / S U M M E R P R O J E C T I O N S ?

It seems that Salt Spring's real estate market falls into thirds. It takes until April to see the "tone" of a year. It appears that January/February are continuations of whatever happened in November/December of the previous year. Sales in early January are often end results of business from Fall of the previous year. So, what

does "real Spring" & Summer promise? The result of thin inventory with renewed buyer desire means price increases are coming. Couple that with the fact there will always be a limited inventory of available properties, because of the Islands Trust's non-growth model (since 1974), & you



Seeking real estate information? Find me at my office, at corner of Lower Ganges & Rainbow Roads. Welcome!

have the scenario that will be in place at some point in 2018. There is always opportunity, though.



**LI READ AT SEA TO
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"See Li for Successful Solutions!"

LOOKING AHEAD...

Salt Spring smiles its welcome to all who visit. Yes, there are many missing items, but overall it's a pleasing experience in a time of daily change...yesteryear without isolation. Great micro-climate, potential for sustainable farming, an authentic artists community with the creativity that engenders, a vibrant alternative health community along with traditional medical options...yes, it's pretty nice! The Islands Trust, that government body that came into being in 1974, protected all of the Gulf Islands from uncontrolled growth. What we see on Salt Spring is how life used to be lived everywhere on the Pacific Northwest Coast...and it's getting more difficult to

find this kind of allure. At the same time as this cap on growth, that has been in place since 1974, there is the real estate market uptick that is now underway. It's a seller's market, which means not very many listings, and not much choice for a buyer. There are few rentals available, as the Trust's mandate was to preserve the park...not to create outcomes for villages, businesses, or rental options. Price escalation is usually the outcome of a seller's market. There is always potential in any market trend...it just takes a little thought and some creative planning. How may I help you to discover and to buy your special Salt Spring Island property? Call me.



Lucky Gulf Islanders to have ferries in our lives...sea voyages at our whim.