

LI'S REAL ESTATE NEWS...

Spring, 2017

LI READ AT SEA TO SKY PREMIER PROPERTIES (SALT SPRING)

Markets, markets...up and down, down and up...

All markets have highs & lows...when they look as if they are at equilibrium, it just means they are moving in an up or down direction, and you just caught them in mid-flow. For real estate, an up market would be best described as a sellers market: low inventory & high buyer demand. Sales volume increase often foretells such a market uptick. Price stabilization, & then price increases usually follow an inventory thin-out. To purchase a property in a sellers market can be difficult for a buyer on a budget. A possible way forward might be the purchase of a lot or acreage. A modular, or a barged on home, or a cottage structure can be the start of future development, while offering

immediate enjoyment in the "now". It might be that one will have to forego an ocean view property for one with great light, water, some arable options, & potential for pleasing development. The Islands Trust (came into being in 1974) effectively capped growth with their zoning/bylaws. The Trust's mandate: to preserve & protect the environmental beauties of the Gulf Islands, for the benefit of all B.C. residents. There is one hotel, one motel, & nine resorts. There are 8 townhome developments. The parcels that allowed subdivision have been "done" (most back in the 1990s). There is new infill housing in already developed areas, of course. Ganges Village cannot



Ahhhh...breathe in the beauty of Salt Spring Island!

expand its designated outward boundaries. More info? Call me! The Islands Trust cap on growth, generally, plus the move into a sellers market, means creativity is required for a buyer.

Being a buyer in a seller's market...

In a sellers market, a buyer needs to think creatively...to decide what works best when a budget meets a property supply shortage. Never thought of building? Perhaps, though, a best buy in land might be an un-

developed lot/acreage. Consider a packaged home (many are architect designed & come ready to "install"). Or, consider barging on a character home & renovating on site. Or, start with a cabin/cottage for recreational use

now...build new home later. A modular or a mobile or a "tiny house" choice would work, too. Remember: good light, good water, sense of calm, some privacy...these are the items sought after by other buyers.

Spring Flings...

Easter Art Tour
Taste of Salt Spring
Round Salt Spring Sailing Race
Vineyard/Winery Tastings
Salt Spring Cheese/Bistro
Garden Centre Pleasures
Studio Tours

Things to do & enjoy...

- Saturday Market in the Park.
- Tuesday Farmers Market
- Events leading up to Canada Day (Canada 150 events start at Easter)
- Whale watching
- Kayak to Chocolate Beach
- Discover Ruckle Park, Burgoyne Bay Park, Drummond Children's Park

Being a seller in a seller's market...



Questing on...in the Salish Sea.
Enjoy your sail....

A seller is in control in a seller's market. Lack of inventory means lack of choice for a buyer. Lack of supply & high buyer demand does eventually arrive at higher price points. Remember economics 101? Supply & demand.... Along with a price component comes the potential for back up offers, for bidding wars, for buyers making unconditional offers in order to secure a property. If a listing is unique, & truly

no comparable available on the market, then a bidding war outcome will be inevitable. Part of the issue on any Gulf Island, including on Salt Spring, is the result of the Islands Trust (created by the government in 1974) mandate: "to preserve & protect the environmental beauties of the Gulf Islands for the benefit of all B.C. residents". Growth was strictly controlled on all the Islands via zoning/land use bylaws. 1974

was a long time ago, & in 2017 all that has occurred in the intervening years has been a narrowing of interpretation of those initial bylaws. Less is possible, not more. So, after an 8 year economic downturn, where there were many listings & very few buyers, we have turned a page into very few listings & many interested potential buyers... & in all price categories/property types. Hmmmm....

Change...it's everywhere...even on Salt Spring

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

In this post-internet world, we are quickly noting dramatic changes that will shift society. That technological change will affect culture. Driverless cars, smart devices, smart homes connected to those devices, robots that become personal assistants, the ability for "outside parties" to listen in on those smart devices, to track our habits, means that privacy &

individual responses may be things of the past. This is no longer sci-fi imaginings. The wrist-watch computer is a reality. Clothing with smart features is already available. Hmmmm.... Important to keep up with the AI (Artificial Intelligence) world, to tune into Click on BBC World, to catch up with those currently inventing & finetuning previous inventions in

this "Brave New World" we are all standing in. Salt Spring offers a slightly apart lifestyle, which has its charms, but nowhere is immune to the technology shift. One defense: relearn the concept of editing. In the binary world (on/off, on/off) there is a "pause" button. It's up to us to "take five", as the great Dave Brubeck played. We are in control of our time. Edit, edit, edit.

Are people who live on islands more creative?



Views to inspire the soul....

Salt Spring has long been known as an artists colony. Each of the other Gulf Islands have grown over time, & might be mini-versions of Salt Spring. Art exhibitions & studio tours seem to be of interest everywhere now. I would venture to say that artists do bring a creative response to life, & that does permeate a Gulf

Island. On Salt Spring: ArtSpring theatre & gallery space, ArtCraft in the summer season at Mahon Hall, Studio Tours (fabric arts, painters, potters, sculptors, ceramics, jewellery, are all on display at home studios), plus varied art disciplines at several galleries in Ganges Village, & on walls of coffee houses, etc. I always

think that artists need the audience, & so both parties bring a creative eye to the process. Musicians, dancers, actors, playwrights, poets, novelists...they are all here & creating for your pleasure. The artists vision does remind us all that there is a soul & a mind to be encouraged...make sure to pay attention.

Experience the Southern Gulf Islands...

Destination B.C. (the provincial government body that looks after tourism issues in the province) requested that various nearby communities combine their efforts into "groupings". This has led to the Experience the Southern Gulf Islands initiative. Salt Spring, Galiano, Mayne, Penders, Saturna are all a part of this. Several years ago, the Islands in the southern grouping did connect

more easily. Outer Island residents came to Salt Spring for doctors (hospital on Salt Spring), dentists, banks, retail stores...the ferry schedules did not interrupt this natural flow at that point. In recent times, the ferry schedules did mean less interactivity between the southern grouping. The Chamber of Commerce on each island is involved in this, & also the Economic Development groups (under the CRD),

if in existence. In June, there will be the 3rd Tour des Iles...a movement of boats & people to help each island discover the other. The various events per island are on the website...check it out! Check out the Ferries schedule for the summer season...2 new ferries, so easier to visit between islands. A local sea cruise...enjoy!



The natural world invites one...be attentive.

Almost Summer...

Spring eases quickly into almost Summer in the great Pacific Northwest Coast, & it's very evident in the temperate Gulf Islands. The natural world, whether land or sea, invites an islander to be out & about in Spring-into-Summer. This is Canada's 150th birthday, & events before July 1 (starting around Easter) & events after, right up to close of October

(SSNAP...the Salt Spring National Art Prize...will be showcased for the second time this October) will be taking place. Taste of Salt Spring in June introduces the gems of the agricultural community. Round Salt Spring Sailing Race in May reminds us of the treasure of the Salish Sea. Tour des Iles in June. Easter Art Tour in April. Vineyard wine tastings. The pleasures of

meandering the garden centres. Planting this year? Make sure your flowers are red & white...for Canada's birthday! Spring is a time to renew. Declutter, wash those windows, open the doors to fresh air, sweep away this rather interesting La Nina winter we all experienced...say hello to the light of Spring. Patio dining is with us again!

In change, lies opportunity.

Planes and ferries...no trains.

Floatplane adventures await...take advantage of the 30 minute aerial discovery of the Gulf Islands. Catch a regular sked flight to downtown Vancouver (25 minutes) or to Vancouver Airport (12 minutes). Enjoy the sea cruise of the ferries...3 separate ones: travel Vesuvius to Crofton, & enjoy the Cowichan Val-

ley & points north on Vancouver Island. Catch the Fulford Harbour to Swartz Bay route & enjoy Sidney/Victoria (or transfer to Tsswassan, Vancouver's terminal). Or, enjoy the "milk run" from Long Harbour on Salt Spring to Tsswassan on the mainland: view the other Gulf Islands as you sojourn through the Salish Sea.

Salt Spring is close to major centres (Vancouver, Victoria, Seattle), but is just that little bit apart...a yesteryear lifestyle with all the amenities / services required in the 21st Century. Perfect? Well...practically perfect, for sure! More information? Call me. "Discover yourself here".



Ocean, mountains, lakes, forest...the real world beckons.

"See Li for Successful Solutions!"

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Did you know? Salt Spring will be voting on whether or not to seek a Gulf Islands style of municipal structure. The vote will be on September 9th. In such a Gulf Islands municipal structure, the Trust remains in effect. There will still be two trustees to oversee the management of those Trust zoning/land use bylaws (in place since 1974). (Bowen Island voted to incorporate in this Gulf Islands municipality style, several years ago. The Trust remains there, too). In a civic election, there would be seven people (from Salt Spring) voted in. Two would become trustees, and one would become a mayor. The others would be councilors. All monies currently raised through taxation would remain on Salt Spring; currently, much goes to maintain the other Gulf Islands. Local concerns would be addressed locally (at the moment, they are decided by off-island parties). Please keep informed, listen to all concepts, & then make your decision. In 1974, the government did protect "the park" of the Gulf Islands. In 2017, it may be that Salt Spring Island needs to be in control (on island) of day-to-day local governance issues.

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Web world...



Beauty...remember to pay attention.

The internet search delivers a lot of information. It's a good starting place.

However, in an area like Salt Spring Island & the Gulf Islands, there is no substitute for local knowledge.

The web world can invite & also negate further interest.

It leaves important information out & can introduce items that are not important to a visitor's discovery.

The web is full of opinion, & mostly unverified opinion. It's the nature of our time.

During the run-up to the incorporation vote on September 9th, there will be a lot of opinion on both sides of the discussion. The interesting thing about a

Gulf Island is that there is a lot of opinion & not much "meeting of the minds". Pro & con are happy here.

The Chamber of Commerce on Salt Spring is remaining neutral & wanting to facilitate public meetings & discourse. It's very important to allow all opinion & concern to be heard.

The next 30 years of the Island's lifestyle will be decided with this vote outcome re yes/no on a Gulf Islands municipal structure.

More information? Call me.

Important to be listening & to be thoughtful.

Keep in the loop....