



Li's Real Estate News...

Yes, the secondary home markets are on the improve...after a 7 year downturn.

All markets are cyclical in nature...when we're on the high point or at the very lowest point, we easily forget that. Markets are not static. When it appears to have hit an equilibrium moment, it's really just on the way up or the way down...markets do not "rest". Looking back, it may be that 2010 to 2013 years were the "bottom" in our

coastal secondary home region. Five neighbourhoods in Vancouver recovered quickly, as did many coastal locations in the U.S. Outside of Vancouver, & marginally core Victoria, the rest of B.C. languished without activity. Appraisers feel that values had dropped by around 45% in such discretionary areas, between early 2009 &

late 2014. Since February, 2015, the entry level residential segment has seen marked thinning inventory. Some raw land lots have sold. Signs of an authentic market recovery.



All fresco dining pleasures!

Sea to Sky Premier Properties (Salt Spring)

Summer, 2015.

Summer...short but sweet season!

- ☺ Sailing, kayaking, discovering the best protected boating waters in the world.
- ☺ Hiking/walking trails abound...viewpoints to be inspired by.
- ☺ Patio/deck dining...great local foods, super restaurants...enjoy!

Things to do & discover:

- Kayak the Islands!
- Discover Skywater.
- Farmgate stands.
- Farm Dinners.
- Wellness Centre.
- ArtCraft
- Studio Tours

Salt Spring Island...the jewel of the Canadian Gulf Islands.

Salt Spring Island is the largest & best serviced of the Canadian Southern Gulf Islands. 3 separate ferries service the Island, with regular scheduled service. 3 different floatplane companies also service Salt

Spring, with regular skeds. Hospital, 3 elementary, a Middle, a Senior School. Arts Centre (ArtSpring), an authentic artists colony. Small farm holdings...orchards, vineyards, olive grove. Alternative

wellness opportunities...re-energize, here! A microclimate known as "cool Mediterranean", Salt Spring Island offers a lovely year round lifestyle opportunity. Growth is protected via the Islands Trust.

What's this about a Tour des Isles?

In late June, the first annual Tour des Isles took place, & participants saw it as a great success. Involving other Southern Gulf Islands (Galiano, Mayne, & Pender), the idea was to encourage travel via boats to each Island, with Salt Spring as the jump-off place to Galiano. Well organized by either the EDC (Economic Development Commission) or the Chamber, on each Island (both of these groups on Salt Spring), the point was to bring back that former link between the Islands. This inter-island travel link is also a part of the Trails Network

that is a major part of the EDC work on both Salt Spring & Galiano Islands. With the Trans-Canada Trail Network, there is a desire to link the Gulf Islands via small boat & hiking or cycling, with access to the Trail network on Southern Vancouver Island (the Galloping Goose Trail network). In the past, before the ferry schedules made it impossible, the



Summer bounty...ready to enjoy!

menu!

Outer Islands came to Salt Spring for all services. This is the concept behind this move to re-new the inter island links. Missed this year's successful event? Second annual will be back up & running in June, 2016. Watch for the dates...see you there! Live music & discoveries on the

Skywater...your next address...stellar views just for you.

One of the very last land development opportunities on Salt Spring Island, Skywater enjoys spectacular views & great all day/year round sun exposures. The properties range from 6 to 78 acres in size...great wells here...plus inspiring & beautifully created lots. Paved main road, power at lot lines, wells drilled, good driveways in to potential best building sites,

arable parcels plus extravagant view options. Check out the dedicated website (www.skywateracres.com) for information, property plot plan, etc (hover mouse over the lots on the plan, & prices pop up). At Salt Spring's magical "south end", approximately 20 minutes from Ganges Village & 10 minutes to Fulford Harbour & its village & ferry terminal. Beauty!

"A poor life this, if full of care,

We have no time to stand & stare."

(W. H. Davies)

Day Trip Ideas?

Super to live on Salt Spring, but also fun to visit nearby places...a day trip adventure is good for the soul. Vineyard tours in Cowichan Valley, Cowichan Bay charm, downtown Duncan shopping. Butchart's Gardens in



Gunkholing the Gulf Islands...

Saanich, plus vineyards & cidery. B.C. Museum, tea at the Empress Hotel in downtown Victoria. Wild west coast at Tofino & Uclulet. Beaches at Parksville & Qualicum. Day trips to Vancouver, too...early ferry out of Long Har-

bour & return on evening ferry. How about a floatplane connection to Vancouver? Or, a 15 or 30 minute floatplane tour of the Islands? Call Salt Spring Air. Visit another Gulf Island...if you choose Mayne, don't miss the Japanese Memorial Garden at Dinner Bay. Or, take a picnic & connect to Thetis...a very rural experience. Lots to see & to enjoy!

1st Annual Garlic & Music Festival

August delight (8/9) for the First Annual Garlic & Music Festival on a farm off Musgrave Road. Great groups for listening pleasures. Salt Spring is a natural for music...Treehouse Café offers its annual 111 Nights of Live Music every season, & both Moby's & Oystercatcher's Stonehouse Pub offer live music both year round & in the season. ArtSpring offers jazz, classical, opera, rock moments...choral opportunities abound (I was once

told that there are over 400 people singing, in various groups, on Salt Spring Island). Music & Munch showcases many talented musicians. A natural segue, then, for the Garlic & Music Festival to take place. Well done, organizers.

So, people playing & enjoying mu-



A kayaker's dream...

sic, people creating art & finding their audience, people meditating/creating holistic health opportunities for clients to experience true renewal...plus great local food, lovingly prepared by talented restaurateurs. Lucky Salt Springers!

Signs of an improving real estate market are?....

A market recovery always starts in the entry level priced residential category. This began around October 2014. To begin with, there's a clearing out of inventory, & so sellers had to meet the offers of buyers. By February, inventory was thinning out dramatically, & the spread between a list & sale price was narrowing. Thus, a buyer either had to raise the price

expectation, or had to purchase inexpensive raw land...one could put on a modular, & still remain on budget. The sale of raw land is another sign of an authentically improving market. Sales volume has doubled this year over last year. Prices are not yet stable. In the upper tier priced residential segment, buyers are still able to make a deal with a seller who has

been on the market throughout the downturn. However, that inventory stream is also now thinning. Hmm...we may have returned to 2007 stats.

In change, lies opportunity.

Buyer desires may have changed? What does this mean for a secondary home/recreational region?

In the past, a family recreational holding either was passed along to future generations or was sold/purchased by others seeking that kind of retreat home property. Then along came the global village created by the internet. Suddenly, children were traveling to other countries to work or attend university, they would marry & stay there, or travel to other

countries to follow the jobs. Instead of spending summers at the same retreat, people were traveling to other areas, exploring, perhaps buying seasonal properties in Portugal, in Australia, in Slovakia. Maybe holidays were spent visiting



Discover the Gulf Islands!

children who had ended up living in Berlin...or London...or Capetown. Changing lifestyles mean different reactions to seasonal locations. Salt Spring, Gulf Islands, Vancouver Island are now in competition with France, Greece, Ecuador.

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

4 - 105 Rainbow Road, Salt Spring Island, B.C., V8K 2V5
(yellow character building across from Ganges Marina)

Phone: 250-537-7647

Fax: 250-537-4287

Email: liread33@gmail.com

"See Li for Successful Solutions!"




Sea to Sky Premier
Properties (Salt Spring)

Successfully connecting buyers with sellers, on Salt Spring Island, the Gulf Islands, Vancouver Island, since 1989, I look forward to bringing my experience, expertise, knowledge (of both inventory & of trends) to your benefit. Whether you are selling or buying, my motivation is always your best interests. Markets go up & go down, are rarely at equilibrium, & change is the mantra of both markets & our times. There is always opportunity, however, & it's important to be in the flow...moving with, not against, trends. Please contact me, & discuss your real estate needs. This area is very energizing & offers good investment potential, over time. I look forward to speaking with you about your desire & opportunity to be an owner in this coastal region. How may I help you to buy your special Salt Spring, Gulf Island, Vancouver Island property? Look forward to meeting you. liread33@gmail.com

Change, change...everywhere is change....

In change, lies opportunity. History of humanity is about change. Not easy to recognize a time of great societal change, & not always easy to assimilate what it really means. That great scrub brush called the Internet has totally changed how our society works. Just remember Heraclitus & Thales, those savvy Ancient Greeks, who reminded us that one never steps in the same river water twice. Yes, it's all water, it rushes by, we accept it as still the same, and yet as the leaf traveling on

the surface shows, it's different water. So important, then, not to fall in love with past expectations. Important to be looking down the highway for opportunities, and not in the rear view mirror reflecting only our past. Education is essential...attend seminars, read books, take night classes, learn a skill, be in the moment of "now".



Nature speaks the language of calm...

Remember the power of the individual voice. There is no road map out there, yet...that means that your ideas are on a par with all other ideas. Share. Meantime, if you are seeking a different kind of a place, to hang up your hat & call home (for now), call me. Salt Spring Island: your next adventure. 250-537-7647