

# Li's Real Estate News...

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

### WINTER IS THE "SOFTER SEASON"

- Day trip suggestions? What about B.C. Museum in Victoria?
- Skiing is on your list? A 2 1/2 hour drive delivers you to Mt. Washington.
- Music delights? Be a part of the Salt Spring Folk Club's monthly gems!

### WINTER IS A "FEED THE MIND" TIME?

#### CRAFT FAIRS

#### THEATRE

#### CHORALE FARE

#### LIBRARY EVENTS

#### EVENING CLASSES

#### BOOK CLUBS

#### GALLERY OPENINGS

### THE NEXT BIG CONVERSATION ON SALT SPRING ISLAND?

Incorporation, of course!

At the next Civic Election (three years out), Salt Springers will be asked to vote on this referendum. The Trust documents remain in place & there will still be two trustees for Salt Spring. The CRD elected representative will be replaced by the mayor/council that will be elected. From the elected council, two people will be appointed to be the Trustees. There will be many changes, & it's important to keep in the loop of the discussions. Public meetings will be held, there is a dedicated website for this incorporation process, & that will be constantly updated. The letters to the editor in our weekly newspaper will keep one current on what I call the "great debate". Salt Spring is an extremely caring communi-

ty, but it's also true that opinion is divided on any issue...very Kierkegaardian, with an either...or concept on any given issue. Pro and Con.

The great thing about a debate, is that one is meant to be listening to the issues & the concepts & reactions that are presented. This is an important decision, & so it's essential to get it right. To retain the exceptional characteristics of Salt Spring Island is very important.

In having created a mandate of preserve & protect back in 1974, it may not be a good idea to change process of governance at this 2015/2016 point in time? Think of all the Is-



Silver winter view....

landers who have followed due process throughout the current governance model. Will new people be able to bypass same? And what about the spirit of volunteerism that is so beautifully prevalent on Salt Spring?

Hmmm...be informed!

### AN OFF SEASON DID YOU SAY? HMMM...MAYBE NOT.

Winter, whether at close of 2015 or opening of 2016, is never an "off" moment on Salt Spring...better to think of it as a "softer season". This is meant to be an El Nino year, which often means rain, wind, mild temps...can also mean snow on the mountains. Skiers love Mt

Washington, & this is just a 2 1/2 hr trip from Salt Spring. Sailing races are year round, here. No time in summer to be involved with Trail & Nature Club? Get active & hike the Island pathways. Be a volunteer, join a club, attend ArtSpring events, enjoy live

music venues, dare to read your poem at the Library's "open mic" monthly event, enjoy craft fairs, special Christmas On Salt Spring options (Santa by floatplane & by Carol Ship), Salt Spring in the City promotional trade fair, February Festival, and...lots to do!

## THINGS TO DO OFF-ISLAND, JUST FOR FUN....

B.C. Museum, Imax, Butchart's, Tea at Empress Hotel, wine tastings at Saanich vineyards, dinner at Café Brio, at Haro's at Pier Hotel, Victoria Art Gallery, Munro's Books...fun in Victoria & Sidney.

Cowichan Valley treats? True Grains Bakery in Cowichan Bay, Masthead Restaurant, Cow Café, Hilary's Cheese. Plus: CrepeVine in Duncan, Jake's, Hudson's, Cowichan Valley Inn hotel. Shopping in downtown Duncan...a little piece of Kerrisdale on Vancouver Island?

The light-up ceremony in Ladysmith is an

amazing treat for all...deservedly winning the award for best Christmas lights among B.C. communities. Can't make it on light up in late November? Lights remain until just after January 6th. Don't miss this annual event! Chemainus, Ladysmith, Yellowpoint (don't forget the Crow & Gate), plus Cowichan's many vineyards/tastings...enjoy our closest neighbour.

Storm watching excitement at Tofino & Uclulet. Great skiing at Mt. Washington in Comox Valley. Discover other Gulf Islands & enjoy their "off season" de-



*Winter on Salt Spring can be like a long late Fall, or a lengthy early Spring...lucky us!*

lights...pack a picnic, & be self-sufficient.

Always great to come home to SSI....

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

## THINGS TO ENJOY ON ISLAND...BE INSPIRED!

Salt Spring Island does enjoy a "softer season" between the Canadian Thanksgiving Weekend (mid-October) & mid-February (Valentine's Day?). Some islanders do travel to Palm Desert, or Mexico, or to Hawaii...most stay here, & this is when the cultural highlights of the Island take place. Special speakers at

ArtSpring, choral & theatre presentations, dance exhibitions, gallery openings, craft fairs on display until late December, & the Trail & Nature Club continue their hiking/walking roster. Restaurants offer special menus favouring the superb local produce...get out & about, & enjoy a lunch or dinner with friends. Try Auntie

Pesto's, Treehouse Café, Salt Spring Inn, Piccolo's, Moby's, Seaside at Vesuvius, Hastings House, Rock Salt Café at Fulford...if just looking for coffee delights: Rendezvous Café French Bakery, Fernwood Café, Barb's Bakery, Café Talia, TJ Beans, Roasting Company, Jana's Bakeshop, Penny's Pantry...yum to all!



*Sunday afternoon sailing races in Winter...kayaking, hiking opportunities.*

## PACIFIC NORTHWEST COAST WINTERS ARE "SOFT"

Salt Spring Island & the Southern Gulf Islands are tucked into the "rain shadow" of the much larger Vancouver Island...this creates a very temperate micro-climate (yes, it has a name: "cool Mediterranean"). This is why vineyards, olive groves, orchards thrive here. If it does happen to snow, & it doesn't happen every year, it doesn't last

long...12 hours? 24? People rush out to take photos of that white beauty, as it is rare. Only once in entire time I've been on Island did it get cold enough to freeze Stowell Lake enough for us all to go skating. Still, it does get darker earlier (shortest day of year is Dec 20th, & it might be dark by 4:30). Time, then, to read a nice long novel, or to write

your memoirs, or to plan out your garden (some are planting by late February...don't miss "Seedy Saturday"). Go to the ArtSpring events, take up yoga, ramble the trails, & keep your mind & body limber. Be ready for the rush of early Spring, & its invitation to enjoy the very best of the Pacific Northwest Coast.

## SO, WHAT'S THE "REAL SEASON" ON SALT SPRING?

It's true that May to October is considered to be the premier time on the entire Pacific Northwest Coast. May is when Spring has totally exploded into its amazing beauty...this part of the world is definitely famed for that late Spring into early Fall timeline. The "off season" (I prefer the description "softer season") is not without its charms, & it's definitely still a busy moment on Salt Spring Island. The Arts come alive with concerts, theatre, music, dance plus gallery presentations...all at ArtSpring. Pre-Christmas, there are many craft fairs, shopping extravaganzas. Restaurants & coffee loca-

tions remain open & busy. Galleries & studios continue to welcome one. If a skier, it's a lovely 2 1/2 hr drive to Mt Washington on Vancouver Island. Plus daytrips to museums, vineyards, shops in nearby Vancouver Island communities. So important to be a tourist in your own backyard. In that late spring-summer-early fall timeframe, many Islanders are busy servicing the tourist visitors who so enjoy this region. This is why the cultural & energizing walking/hiking groups start to be so in evidence in the softer season...the Islanders have time to enjoy this aspect of the Island lifestyle. The



*Storm watching on Vancouver Island's wild west coast...& then home to serene Salt Spring.*

agricultural world's seasonal timekeeper is a good model for Island life.

## MARKET, MARKET...WHAT WILL IT DO? BACK TO SELLERS SIDE?

Markets do have cycles. They are a wave pattern...up/down/up/down. A good definition of a buyers market: lots of listings, no buyers, price suppression. A sellers market? No listings, lots of buyers, price escalation. There are always beginnings/middles/ends to any trend... & between the definitive market moments we have brief transition periods...also

with start & finish timeframes. After an 8 year downturn in the secondary home/discretionary marketplaces, in our coastal region, we do seem to be arriving at the close of a transition period. An upward tick is in evidence: thinning inventory, price stabilization, busyness in all property segments (including in raw land, in commercial, & in higher end residential

options...no longer just in that entry level residential segment that began the slow recovery in our area. Up/down/up/down...it does seem that the wave is once again cresting upwards. It has been a very deep downturn over the past 8 years, the recovery has been slow but steady...perhaps by this time next year we will be discussing a strong sellers market.

*In change, lies opportunity.*



*Snow is a rare treat on Salt Spring Island...everyone rushes out to take photos.*

## AGRICULTURAL OPPORTUNITIES?

The "back to the land" movement of the late 1960s/into the 70s appears to have become mainstream once more. Concerns over quality of food, purity of food, accessibility of food may be drivers to this desire to be self-sustainable. Salt Spring Island enjoys a temperate climate (called "cool Mediterranean"), that

encourages orchards, veggies, vineyards, olive grove...it is possible to live off the land, here. Good water supply, "soft" climate, a year-round growing opportunity...it does add up to an authentic opportunity to enjoy that rural lifestyle. Noted author Brian Brett wrote an entertaining book about his experiences as

a farmer on this Island (Trauma Farm)...definitely worth reading...you will enjoy it! Thinking of a vineyard? Craft brewery? Cidery? Farm-gate produce sales? Ask about the annual Lavender Festival, the annual Apple Fest...lucky Islanders, to enjoy such bounty! More info? Call me.



## Sea to Sky Premier Properties (Salt Spring)

“See Li For Successful Solutions!”

# 4 - 105 Rainbow Road,  
Salt Spring Island, B.C., V8K 2V5

Phone: 250-537-7647  
Fax: 250-537-4287  
Email: liread33@gmail.com

*I am so lucky to be able to live & to work on this amazingly beautiful & interesting Island. Successfully connecting buyers & sellers, since 1989. Benefit from my expertise (managing broker's licence), experience, negotiating skills, & knowledge (of both inventory & of market trends). Your best interests are my motivation. It's important to take time, & to find the property that works for you. Whether a starter home, a recreational cottage, a business, an investment property, a waterfront estate, a farm, an equestrian property, a home with a view that inspires, a building lot...please call me. I look forward to helping you to discover the property type & the property price point that works for your ideas. How may I help you to buy your special Salt Spring Island property? Call me! liread33@gmail.com 250-537-7647*

WWW.LIREAD.COM

## LOOKING AHEAD....

Markets do have cycles. A market is a wave pattern...up/down/up down...if in equilibrium, it just means it's on its way up or down, & for a brief moment, it “rests” at a plateau. On Salt Spring Island, both 2006 & 2007 saw a developing “pause” in activity. It was not clearly understood, as both buyers & sellers had gone through an uptick of sales volume & price increases, between 2000 and 2005. By late 2008, the economic meltdowns were afflicting everyone, & globally so. Some regions did see an earlier recovery. An authentic recovery always starts in the entry level residential segment, & this did appear in our region around late October, 2014. Significant sales volume in this property category continued throughout

most of 2015. Finally, in Fall of 2015, upper tier priced residential properties began to see movement. Even undeveloped land sales were in evidence. Some commercial sales took place. All good news, then, as we arrive at the close of 2015 and look towards Spring of 2016. Perhaps we have returned to 2006 conditions? Our low Canadian Dollar against the U.S. currency makes us a juicy opportunity, indeed. Post-internet stresses continue to encourage buyers to seek softer/gentler lifestyles...apart, yet not isolated. This sounds like a Salt Spring solution to me! More info on upcoming potential? Call me. In change, lies opportunity! It always “works”.



*Pop into my office in seaside Ganges Village...corner of Rainbow & Lower Ganges Roads...across from Ganges Marina. Free maps, all real estate info, driveby lists...look forward to meeting you.*