



Li's Real Estate News...

Spring...& the Gulf Islands sing!

Yes, I know...officially Spring doesn't arrive until March 20/21, but the great Pacific Northwest Coast counts mid-February on as "Spring". Early flowering cherry blossoms are out, daffodils in gardens & fields, snowdrops, crocus. Periwinkles all are showing off. Early camellias...bushes along sides of roads are fluffing out. Every sunny day is a reason to catch a coffee on a patio or deck: TJ Beans, Switchboard, Auntie Pesto's, Barb's Bakery, Fernwood Café, Rock Salt Café at Fulford, Treehouse Café, Kitchen at Vesuvius. Lots

of choices on Salt Spring Island. And your fave is? Share! The Ganges galleries (Gallery 8, Steffich Fine Art, SS Gallery of Fine Art, Jill Louise Campbell Gallery, Venter Gallery) are creating Spring showcases for their artists, & the ArtSpring gallery is a part of this. Just moved here? Join the Trail & Nature Club & enjoy the rambles around the Island. Like sailing? Be a crew (Sailing Club Races are Sundays in Winter & Wednesday evenings in Summer). Practice for the Round Salt Spring Sailing Race in May. Meander the garden centres

(Foxglove, Thimble Farm) & plan your personal garden space...this is the year to do it! Spring cleaning is always a good idea: gift on the things no longer used, lighten up, switch to salads from soups...you get the drift. Enjoy the beauty of the Gulf Islands. Breathe.



Spring smiles hello

Market on the move?

Real Estate is a market like all others...there are ups & downs. Markets are propelled by buyers, not sellers or realtors. When a buyer is ready to act, willing to offer, then a market is on an upward trajectory.

Couple that momentum with a lack of inventory, & you have the description of a classic sellers market. Such markets end with higher price points. Geopolitical events, world health concerns, an ever-

expanding internet of things, & the impacts of online marketing/sales continue to bring a general feeling of insecurity. Our era is still evolving...bound to experience uncertainty. Not necessarily a bad thing.

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

Spring, 2020.

Saturday Market in
the Park.

Home & Garden &
Wellness show.

Easter Arts Tour.

Studio tours.

Rowing regatta.

Victoria Day Week-
end.

Things to do & enjoy:

Salt Spring Marina.

Ganges Galleries.

Sailing Races.

Hiking/Walking Club.

ArtSpring events.

SS Folk Club.

Arts Council events.

Time to discover our sister

Spring is the perfect time to indulge in a little ferry adventure. Check out the Southern Gulf Islands schedule, start from Long Harbour or from Fulford, & plot your journey. Each of our sister islands is quite unique...you will feel you have gone a long way, & yet, there they all are, on Salt Spring's doorstep. On Galiano? Check out the great bookstore in Sturdies Bay village. Discover Montague Harbour, Dionisio Park, & enjoy the coffee stops. Mayne Island offers a Japanese Memorial Garden that is beautiful & inspiring...found at Dinner Bay. Bennet Bay beach is a

stretch of sand & a view towards Vancouver. Pender is really two islands & they are quite distinct. South Pender offers Poet's Cove/Bedwell Harbour. North Pender invites you to savour the Driftwood Mall, the Hope Bay shops, the Browning Harbour marina & pub (Bridgmans 2). Don't overlook Port Washington. Lyall Harbour on Saturday is an introduction to the Gulf Is-



Spring! Nature erupts into beauty.

islands...

land of yesteryear. Check it out! Destination B.C. is encouraging various communities to work together re tourism opportunities, & so the 5 Southern Gulf Islands are such a cluster. Salt Spring is the largest & best serviced, with all amenities needed for a year round lifestyle. All of these beauties are restorative experiences, worth a daytrip of discovery.

Spring flings?

Spring does bring on a sense of restlessness, a desire to get on with things, to emerge from the winter cocoon. A warmth to the sun, blossoms encouraging a related flowering of ourselves. Time to hit the car wash, to make sure the car windows are without winter weather smears. Time to clean the windows of homes & offices...encourage that clear view of

the world. Is your immediate surround needing a little pick-up? Out with the garbage bag & remove the litter. Is there a beach clean-up group? Join forces. So much of Salt Spring's pleasures are created/maintained by volunteers. Help with keeping pathways clear, trails open, Nature warmly nurtured. As Pogo said: there is no them, only us. Cull

the closets, gift things that are no longer useful or used. Many volunteer organizations have fund-raiser garage sales...call them. Pass it on is a great mantra for the Spring clean.

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

Things to do & to see & definitely to enjoy...

Meander our creative & beautiful garden nursery locations (Foxglove & Thimble Farms come to mind). Whether a pot on a patio or deck or a full-scale garden enterprise, it's time to get with the season & to create beauty. Take



Be a buttercup...faces to the sky.

time for a picnic at Ruckle Park, or at Fernwood Dock, or at Drummond Children's Park, or at Vesuvius Beach. Be reminded of the many microclimates within the greater micro-

climate of the Gulf Islands...lots of variety on Salt Spring. Check out the view spots on high...it's like a floatplane vista. Or, what about taking that 1/2 hour floatplane flight over the Gulf Islands...instant delight! That eagle eye view has a lot to recommend it. Coffee, or lunch, or dinner on a patio/deck...amazing choices with our restaurants/coffee stops.

Spring real estate market...is it the clue to the year?

I always think that Salt Spring & the Southern Gulf Islands "market" falls into thirds. February to April could be described as the Spring market. May to September is really the Summer season. October to January can still be busyish, as the Gulf Islands truly are "seasonless", but I would describe the Fall/Winter markets as "softer". Spring is a beginning of sorts, but the pattern of a year (in any secondary home marketplace) is difficult to define before late July. It is a weekend & holiday business until late June, & it does take a bit of time to see the patterns evolve.

Since 2016, the main buyer profile on Salt Spring has been a seller in Vancouver. One comes to Salt Spring or another Gulf Island by choice. In past years, many Albertans & U.S. buyers were about, & they were more recreational in nature. Vancouver people want to live here, & that changes up the timelines for decisions. Low inventory coupled



Lavender farm on Mayne Island...20 acres of beauty.

with buyer desire, though, is often a clue to a sellers market & also to a resurgence in real estate as an investment. The Islands Trust, created in 1974, basically capped growth on all the Gulf Islands. These beautiful islands will increase in value over time, regardless of market in play. More info? Call me!

Thought about volunteering?

The form of governance on the Gulf Islands is a combination of the Islands Trust & the Regional District...for Salt Spring & the Southern Gulf Islands, that would be the CRD (Capital Regional District). These government bodies are there to maintain what is in place. Most of the things we enjoy on Salt Spring were created by volunteers...fundraising to

create what was seen as a community need: ArtSpring, Indoor Pool, pathways for pedestrians, squash court, indoor tennis facility, Library/resource centre, hiking trails, etc. New to the Island? Choose something that appeals to you & volunteer. Arts Council endeavours, agricultural issues, Salt Spring Foundation, hospital board, Chamber membership...lots

to choose from here, & you will be keeping the good ship Salt Spring on its even keel...volunteers are really the juice of the community. More info? Call me!

In change, lies opportunity.

Wondering if Salt Spring will be a good fit for you?

Moving to Salt Spring as your principal residence? This welcoming community looks small, but is actually a very sophisticated rural experience. The Islands Trust capped growth back in 1974, & so there will not be more development. Ganges Village cannot expand its boundaries. People, as they arrived to live here (either seasonally or full-time) brought with

them their "hum", & this encourages a dynamic & thoughtful population. It's a caring community. If you are writing an opera or a novel & need quiet/on your own, you've got it. If you would like to be involved, you are needed!



Formal in a garden or dancing in a field...

The Island's quirky nature might be a result of the many artists who call Salt Spring home (musicians, painters, potters, fabric artists, writers, actors, dancers), plus the alternative health practitioners, all help keep the vibe alive.

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

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"See Li for Successful Solutions!"




Sea to Sky Premier
Properties (Salt Spring)

Real estate has seen many changes recently, both as an industry & also in B.C. specifically. The internet created a consumer-centric model, & the traditional MLS system is now only one of many ways to discover listings. Almost all property searches begin on the internet, in whatever venue that caught the attention of a consumer. Often, when a search begins, the buyer hasn't truly decided on where he/she might relocate. It can take two years of consistent searches as that consumer begins to choose the "where". The "when" might only take two months after that lengthy "where" decision is finally made. Sellers need to be patient, then, in a secondary home location. It takes time for a buyer to choose a Gulf Island as the destination, & that happens well before choosing the property on that Island. More info? Call me! Also ask me about the many changes the provincial government has brought in that affects the real estate industry in B.C. Be informed! liread33@gmail.com

Summer-summer smiles hello...short & sweet season!

The thing about Spring is that it enticingly leads into Summer. As usual, the calendar says summer arrives on June 20/21, but as we all know, who live in the great Pacific Northwest Coast, summer really begins in May. Meantime, the Spring season offers March Break, Easter Break, plus daylight savings time (love those longer days!), Earth Day, Victoria Day Weekend & the annual Round Salt Spring Sailing Race. The Saturday Market in the Park, plus, as soon as possible, the Tuesday Farmers Market in the Park. The studio tour is up & running, & the Ganges Galleries offer Spring openings/receptions. Patio/deck dining choices around the town, as soon as warmer days arrive. The grand

opening of the new Salt Spring Marina takes place on Victoria Day Weekend in May (the traditional start to summer fun across Canada). It's a short season, so catch it in all its glory. And what about that real estate market? It is affected by geopolitical events, & by provincial government efforts to suppress the market in key B.C. locations (Vancouver, Victoria, Nanaimo, Kelowna). Salt Spring mainly relies on a Vancouver seller becoming a buyer on the Gulf Islands.



A little peace & quiet, with a dash of total beauty!

2020 is shaping up to be a year of volatility: world health concerns, populism on the rise, true outcomes of the internet surround sound to the 21st century.

So how is artificial intelligence & the internet of things affecting your lifestyle? If few listings come onstream, will it mean higher prices? Lots of questions! Call me & let's discuss best outcomes for you.