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September, 2021.



September. Meteorological Fall is here on the 1st and the calendar catches up on the 20th.

Along with the seasonal shift, there are continuing government mandated efforts to diminish the effects of the fourth wave of covid. Masks are again essential, vaccination passports will be law, social distancing continues in public spaces, further closures may be coming if the virus continues to remain out of control, and booster shots are being discussed.

Global concerns, wars and rumours of wars, financial hesitations (currency concerns, interest rates, inflation)...hmmm...turbulence continues in all domains.



What about the real estate outcomes in our region? The extraordinarily low inventory of available properties continues. In residential options below a million, bidding wars can still occur. In all price points/property types, sellers are often receiving “close to” or “at list” prices. It remains a sellers market in all the coastal areas, including on the Gulf Islands.

The main propeller to action continues to be a desire for a rural lifestyle, and it is now possible to authentically work from home. A lifestyle rewrite is a factor in a buyer’s decision to move to “apart” areas. Buyers continue to be mainly from the Vancouver/Lower Mainland region. They plan to live permanently at their chosen new location.

Sellers and realtors do not set markets...buyers do that. Buyers create action and set the pace in

real estate sales. As long as buyers are desiring to live on a Gulf Island, sales will remain consistent.



Fall is a beautiful season on Salt Spring and the Gulf Islands. Early Fall can be a lot like late summer, and the fruition time continues. Lots to do and to enjoy.

With the return to some Covid restrictions, any large gatherings may be reconfigured or return to online versions (check on outcome for Fall Fair, for example).

The Saturday Market and the Tuesday Farmers Market continue...the farm gate stands provide amazing fresh produce and fruits/berries. The wine tastings at Garry Oak and Salt Spring Vineyards continue...award winning wines to enjoy here. The cideries and the craft brewery invite your tasting pleasures. The largesse of the season is here to be enjoyed on special Salt Spring. A WOW!



Thinking of selling? Call me for up to the minute market reports and knowledge of marketing

opportunities. In a sellers market, there are few choices for a serious buyer...it's still essential to optimize presentation in rural areas. The mainly non-local buyer is looking "everywhere" and all rural areas are in competition for the same buyer profile.

Thinking of buying? It's true that a sellers market means less choice for a buyer, though there are always options for successful connections, no matter the market trend in play. It's important to be pre-approved and so ready to act. It's also important to recognize the authentic diamond in the rough...and to be willing for some renovations. Land, location, light, water...all in good order? Then consider taking on a property that will need updates...those are the ones that become good investments over time. More questions? Call me!

September on Salt Spring and the Southern Gulf Islands remains an inspiring month of natural beauty...many warm days, lots of clear evenings for star watching, and an invitation to enjoy hiking/walking trails. Patio/deck dining continues to be enjoyed (our terrific restaurants and coffee stops beckon). A softer season this early Fall moment...catch it!



Real estate? Please contact me. Benefit from my knowledge (of inventory and trends), my expertise (managing broker licence), and my desire for good outcomes for you.

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2020 MLS Medallion Award