



Fall thoughts...

**September** brings with it the last whispers of summer.

Salt Spring and the Gulf Islands do enjoy the four seasons, though many find that the mid-April to late October timeline is the best of all. Easter and the Canadian Thanksgiving (mid-October) do seem to punctuate the beginning and ending of this spread of seasons.

A frenzy market (over ask and unconditional offers) occurred between mid February and late August, 2021. Inventory had been clearing out since late June, 2020. The 2021 sales dramatically reduced available listings, in all property price points/categories. The 2022 sales picture, to date (early September) has seen a pause in activity.

Listings remain low. Buyer interest remains (inquiries take place and people do arrive ... but sales remained much slower in *Spring/early Summer*. Many properties received few or no viewings). A pause in activity is not necessarily a market slump. There are many concerns in 2022 (rising interest rates, inflation, supply chain issues, rising costs, wars and rumours of wars, policy decisions that seem at odds with what is happening, and so on .. fear can inhibit action).

cont. ➡



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**Buyers** have not lost interest, but they have concerns that have caused them to take a pause, to tread water, to look around and to perhaps decide inaction is the prudent thing to do for the short-term. For a seller, this is a difficult time. The desire to live a quieter rural lifestyle and to work from home, however, continue to be on buyer wish lists.

It may be that a clearer picture of the 2022 real estate year will be in place by late November. Stay tuned. 🍂

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*"As a full time real estate agent, I look forward to bringing my knowledge and experience to work for you."*

*"With **access to all listings**, from all companies, I will make certain that you "see it all", in your preferred property category, so that you're in that all important position of being able to make an **"informed decision."***



*"Let me bring my expertise (**Managing Broker licence**), knowledge (of both **inventory and market trends**), enthusiasm (I know and love the Islands), and professionalism (your successful transaction is my motivation) to your benefit."*

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