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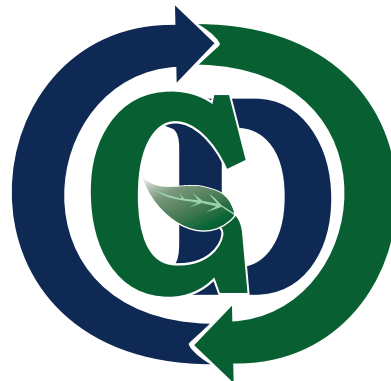
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Contau Lake Road **\$329,000**



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Angel Road **\$249,000**



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Buckside Road **\$225,000**



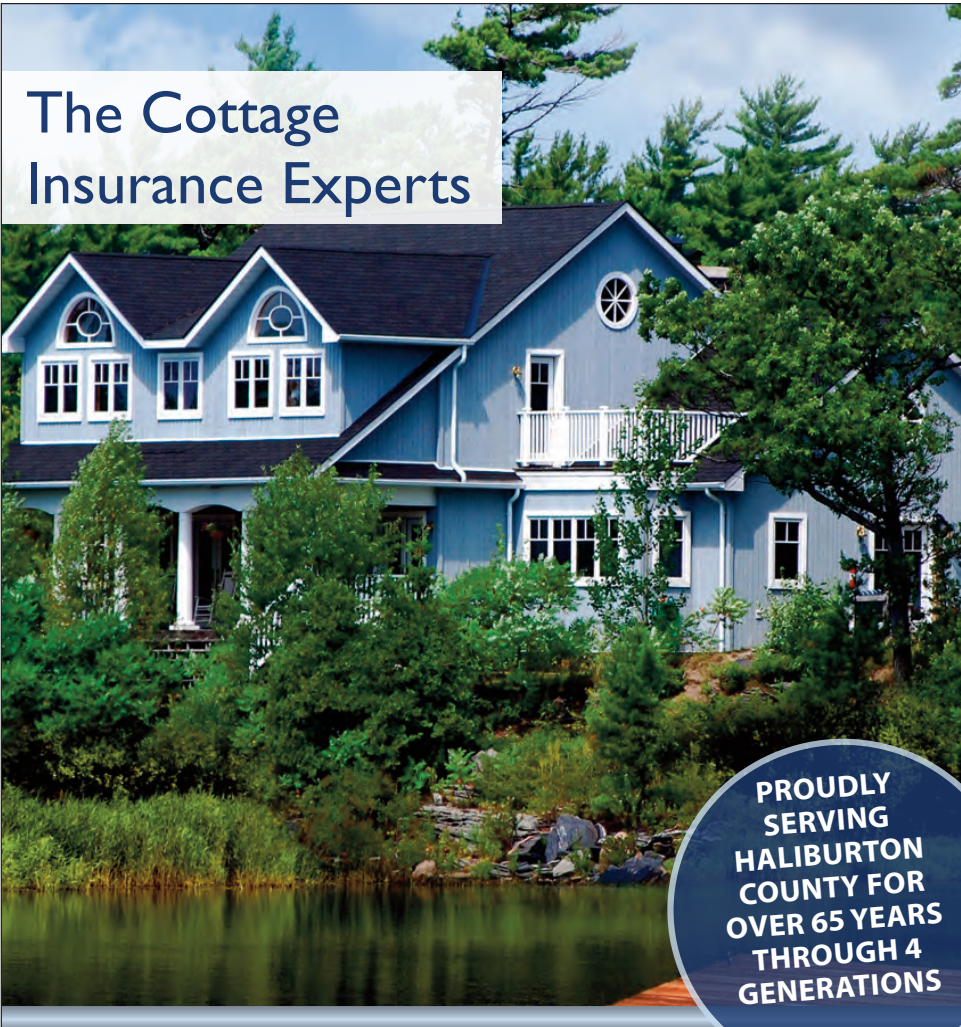
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Tracking the real estate rocket

Property prices have been flying high in the Highlands. Can they hold their trajectory into 2022?

■ BY LISA HARRISON



Live, work and play business options are in demand as rising property prices make cottage ownership less attainable. *Photo submitted by Hilary Morrin*

The local real estate rocket has slowed slightly, but realtors don't expect to see a return to pre-pandemic speed anytime soon.

"The demand [for real estate] has been through the roof this year, even including the winter months where we broke all kinds of sales records," said Vince Duchene, broker, RE/MAX Professionals North.

"[It] is still going strong, although we are seeing the frenzy starting to dissipate and not as many multiple-offer situations."

The move from city life to a rural lifestyle has been drawing urbanites to the county for several years, but that skyrocketed under the pressure of the pandemic.

"[Our] average sales price for waterfront has risen ... almost 33 per cent ... year over year," said Andrew Hodgson, sales representative/broker with Century 21 Granite Realty Group Inc. Non-waterfront prices rose 41 per cent in that period (January to June, 2021 over 2020).

History repeats itself

This isn't the first time the Highlands real estate market has seen such a reaction to a major event, according to Hodgson. While

he wasn't a realtor at the time, Hodgson has researched the market following the 2003 SARS outbreak and the 9-11 terrorist attacks in the U.S., and he said Haliburton County experienced "a rural push" in both cases.

The pandemic-driven move from urban living to a rural lifestyle is "full-on" across North America, according to Hodgson. It's fueled in part by the work-from-home restrictions that helped workers – and employers – envision a new workstyle, too.

"So that's really, really pushed the market this year, people moving up here for virtually full-time," said Hodgson. "[It's] a big game changer."

Mass appeal

So far, 2021 has been a classic sellers' market, noted Hilary Morrin, sales representative with eXp Realty Brokerage.

Low inventory and an excess of buyers increased demand, leading to price increases and multiple offers.

"Buyers I am representing are buyers of all ages, incomes and employment looking for properties in the Highlands," said Morrin. "Unable to find rental cottages or go on

vacation has made buyers pivot and they are looking for their opportunity to own." Morrin's clients have included buyers looking for resort-type properties that can be used as family compounds or as commercial businesses, enabling guests to have a cottage experience without ownership.

"This is a direct result of property market increases making ownership of a cottage less attainable," said Morrin. "Live, work and play business options are in demand."

Many buyers are being priced out of the market in the city and in other cottage country areas such as Muskoka, said Todd Tiffin, sales representative with Tiffin Taylor Real Estate Team / RE/MAX Professionals North.

"The desire to get into the real estate market before it is too late is the motivation for many of my buyers."

Staying safe and healthy during the pandemic remains a primary motivating factor for some buyers.

"Many [clients] have told me they have no intention of travelling in the near future, so they would rather find a place to retreat to," said Tiffin.

Easing back on the throttle

Tiffin is also seeing buyer fatigue among his clients.

“I have begun to see a trend with some of my buyers stepping back from the search due to the intense competition and frustration over being outbid on properties ... While buyer fatigue is becoming more common, there are still many buyers who are willing to continue to offer with hopes that they will be successful.”

Morrin is also witnessing buyer fatigue. “Some of my residential buyers are getting fatigued looking for properties with multiple bids and are opting to not come and look. I expect prices to level out, with over-inflated listing prices starting to price-adjust down.”

Duchene noted another potential reason for slower sales in future.

“I'd like to believe we will see more of the same (higher sales), but I don't think we fully realize the full effects of people getting double-vaccinated and what opening up the world will do to the mentality of buying property, especially cottages,” said Duchene.

“Even myself, after receiving my second vaccination ... it was like being let out of jail mentally for the first time in months. That is to say, if I feel that way, I can imagine that buyers will start to feel the same and maybe buying cottages will not be as important ... time will tell.”

Stay the course

Tiffin advises people thinking of selling that there has never been a better time.

There are buyers waiting, sellers are often getting substantially over their asking price, and no one knows how long this can last. He encourages buyers to be patient and flexible enough to consider a diamond in the rough that others may see as undesirable.

Duchene recommends sellers set a fair price – “If your property is priced fairly, it will generate the interest and you will sell.”

He advises buyers to stay patient, as “things are settling down and soon you'll feel better about jumping in with an offer”.

Beyond the pandemic and work-from-home influences on real estate demand, Hodgson cites several additional reasons for the market to stay relatively strong this year and into 2022. For example, he notes that 370,000 immigrants will arrive in Canada next year, and 270,000 of those are to be settled in the Greater Toronto Area.

“That's a lot of people [and] that continues to keep the pressure on the housing market. In the GTA, which helps fuel this, they sell their place in the GTA to buy up here.”

Additional influences include 45 cell phone towers coming to Haliburton County, and the fact that Starlink satellite-powered Internet service is already available.

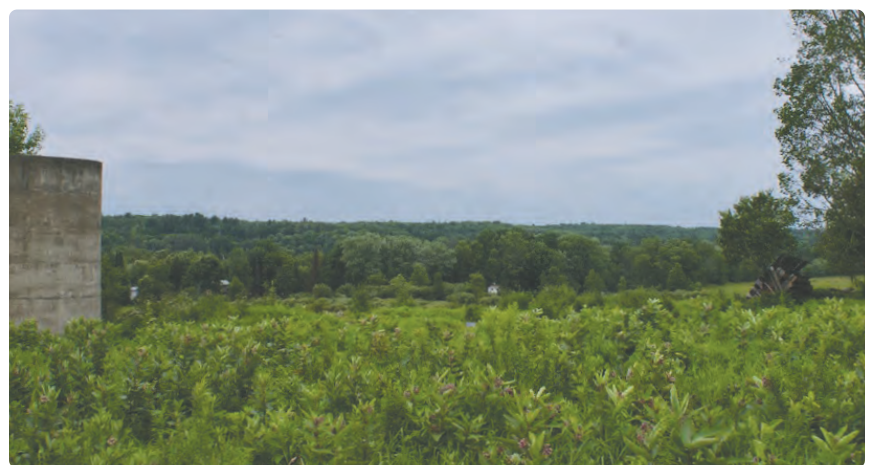
“I'm very, very bullish on Haliburton County,” said Hodgson. “I see more product coming on. I see it calming down a little. I do not have the dozens of multiple offers, but I still see a strong, strong real estate market in Haliburton County going forward.”

“Haliburton Highlands is a very desired destination for buyers who want to become part of this amazing community,” said Morrin.

“I think we will see continued demand and turnover of all types of properties as people seek to fulfill their personal lifestyle choices and life balance.”

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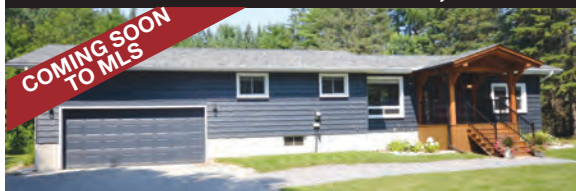
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218 ft of water frontage with gradual sandy entry, level 1.3 acre private lot, perfect for entertaining the entire family or to enjoy in retirement. Sunken living room with cozy woodstove and walk out to deck and screened in room. Open concept kitchen with island, dining and living room. Oversized foyer closet (potential to move laundry to the main floor if desired), three main floor bdrms and two three piece baths.

WINDING CREEK RD. 549,900



COMING SOON TO MLS
Completely renovated three bedroom, two bath bungalow conveniently located in the Village of Minden at the end of a quiet cul de sac. New shingles, front porch entranceway, rear deck, kitchen, bathrooms, flooring, forced air propane furnace and more! Privacy plus and close to the school and amenities! Call today!

ANGEL RD. 165,000 + HST



Build your dream home or chalet getaway in this great location! Year round township road. Just minutes to Sir Sam's Ski & Bike facility and Eagle Lake Public Beach, boat launch, village store for groceries and liquor/beer store. Several building locations. Hydro available. Great opportunity to get out of the city and enjoy winter and summer fun in the beautiful Haliburton Highlands.

MOUNTAIN LAKE 729,900



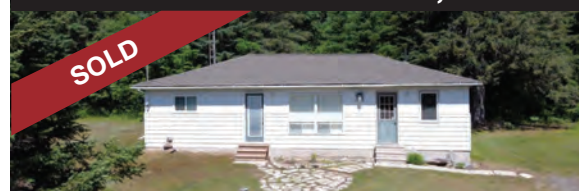
SOLD
Quintessential four season cottage/home on 106 ft of awesome sandy shoreline on beautiful Mountain Lake. Main floor kitchen/living/dining & 4 piece bath with walkout to lakeside deck. Living room has a cozy propane fireplace for chilly evenings. One bdrm located on the main floor, with two bdrms upstairs each with their own balconies. Lower level family room with walkout to patio has a spacious family room, three piece bath and storage/laundry room.

DAVIS LAKE 849,000



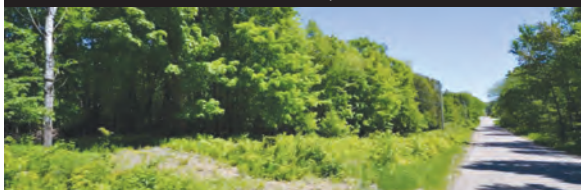
SOLD
Escape to the lake with your family and friends at beautiful Davis Lake, offering great boating, fishing and swimming. This completely turn-key 3 bdrm, 1 bath year round cottage is made for entertaining and pride of ownership is evident. Open kitchen/living/dining with cozy double sided fireplace. Relax in the indoor hot tub looking out at the lake, roast marshmallows at the lakeside firepit, or sit up on the extensive deck overtop the wet boathouse.

5725 GELEST RD. 249,000



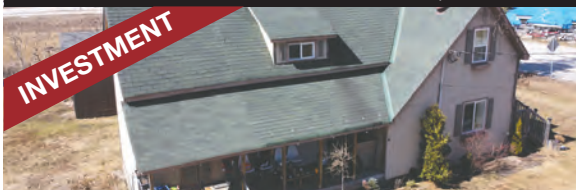
SOLD
Cozy turn-key 3 bdrm + den home or cottage retreat conveniently located 10 minutes from the Village of Haliburton. Open concept living/kitchen/dining with cozy propane stove for chilly nights. Close to trails for ATVs and snowmobiles. This is your opportunity to escape the city and get into the country at an affordable price. Drilled well and septic. Located on a year-round township road.

ANGEL RD. 319,900 + HST



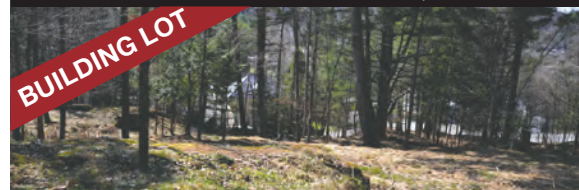
Build your Dream Home on this well treed 2.3 acre lot with driveway already in. Building site cleared. Just minutes to Sir Sam's Ski and Mountain Biking Resort. Level building area, Hydro available. Grab your towel and enjoy summer fun at the Municipal Beach at Eagle Lake just minutes away! Great location for year round entertainment and fun.

9192 HIGHWAY 118 489,000



INVESTMENT
Opportunity knocks! Fantastic investment opportunity awaits at an ideal location close to the one of the highest traffic intersections in the county, Highway 118 and Highway 35 in the hamlet of Carnarvon, surrounded by popular cottage country lakes. Situated on 3.62 acres, this 3 bdrm, 2 bathroom home would provide an income stream while a buyer developed the property for a new business. Don't miss out on this one of kind investment opportunity to live, work and play in the Highlands!

SUNNYSIDE ST. 124,900



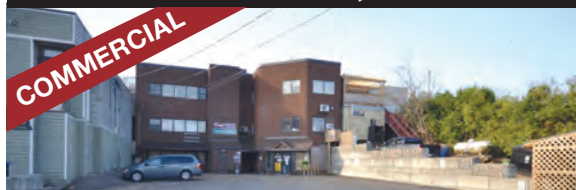
BUILDING LOT
Great residential building lot in the Village of Haliburton. Well treed, nice residential area to build your dream home. Hydro available, walk to downtown Haliburton or Head Lake Park. Year round municipal road and close to schools, shopping and hospital.

211 HIGHLAND ST. 925,000



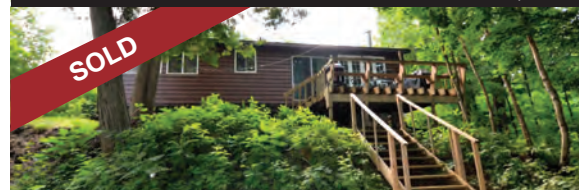
COMMERCIAL
Central downtown location with two commercial condo units for sale. Fully rented. Must assume current leases.

YORK STREET 169,000 + HST



COMMERCIAL
Commercial building lot in downtown Haliburton. Town sewers available. Drilled well. Great opportunities.

PRECIPICE RD. LONG LAKE 399,000



SOLD
Cozy and immaculate 3 bdrm cottage on beautiful Long Lake. Tastefully finished with hardwood floors, pine ceilings, and open concept design, 3-pc bathroom. Separate dining room area with lake views. Woodstove and electric baseboard heat with 2x6 construction. Elevated lot with breathtaking views of Long Lake and northwest exposure for stunning sunsets.

THE MARKET IS
HOT



RE/MAX Professionals North, Brokerage Independently Owned & Operated 191 Highland St., Haliburton

RE/MAX PROFESSIONALS NORTH

CALL US TODAY FOR A FREE PROPERTY EVALUATION