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John & Marj Parish*

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Broker "Brokerage, Independently Owned and Operated. Not intended to solicit properties currently listed for sale."





Re/Max Professionals North**

191 Highland Street, Suite 201, Haliburton ON, K0M1S0

John & Marj Parish* **Sales Representatives**

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- Large Haliburton Sunroom!
- 2 Acres of Privacy with Views of a Pond & Nature!
- Just 15 Min to Haliburton!

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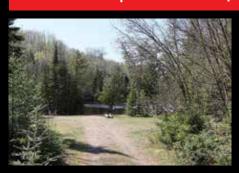
- Ready to Build Lot on Lake Kashagawigamog!
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\$699,500 I 1352 Bitter Lake Road



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- Water access property

\$499,000 I 10019 Redstone Lake WAO



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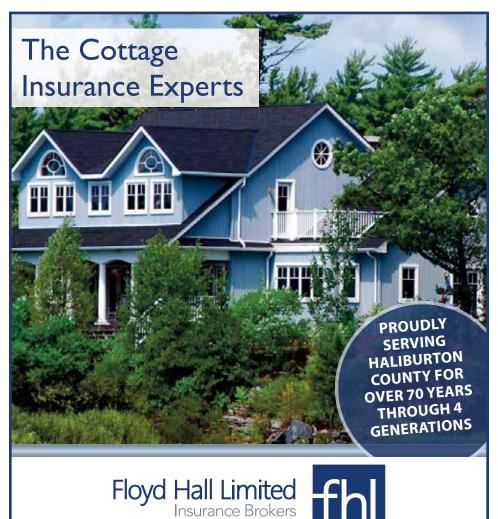








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KENNISIS LAKE RD \$345,000









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Opening doors to County cottage ownership

By Mike Baker

John Puffer has always been a dreamer. He's one of the founding fathers of Chandler Point Corporation, the entity behind Ontario's first fractional-ownership cottage community, located here in Haliburton County. The organization recently celebrated its 25th anniversary, with Puffer saying the venture has helped to connect hundreds of Canadian families to the kind of lifestyle they had always wanted but never been able to afford or justify.

He and business partner Joe Giglio developed three sites on Lake Kashagawigamog – Chandler Point in 2000, William's Landing in 2002, and Marcus Beach in 2005 – building 43 traditional, rustic cottages that people can purchase shares in.

At implementation, shares were approximately \$29,000, which scored five weeks of occupation per year – with at least one during each season.

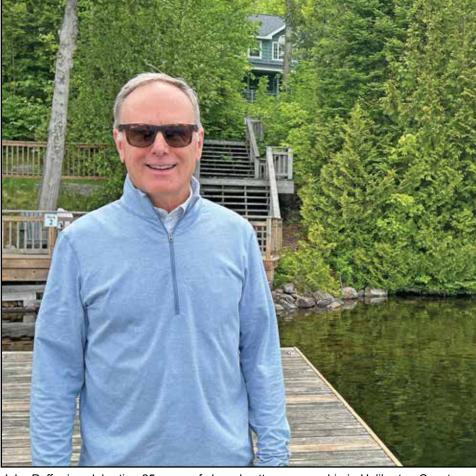
He came up with the model after seeing how successful ski resorts in Colorado had been selling stakes in chalets, believing the system would translate well to cottage country. It had a twin benefit, he said – giving people the perks of cottage life without the maintenance and over-the-top cost, while cleaning up waterfront properties past their prime.

The three locations in Haliburton County, and future developments in Muskoka and Bancroft, were once home to lodge-style resorts, popular in the early-to-mid 1900s but starting to fade towards the end of the millennium.

"I saw an opportunity... I was one of the fortunate ones, my grandmother was able to find enough money to buy an island in the County around 1917 or 1918. She built a little cabin there and spent every summer cottaging on the lake, a tradition my family has been able to enjoy ever since," Puffer said. "Not everybody has that same opportunity."

The partners began at Chandler Point, levelling the existing lodge and donating the half-dozen cabins that remained to locals that wanted them. In their place, they developed a community of six cottages.

Different from a timeshare where a company often maintains ownership and



John Puffer is celebrating 25 years of shared cottage ownership in Haliburton County through Chandler Point Corp. *Photo by Mike Baker.*

control of a site, Puffer said families were sold on a total ownership model. The only annual payments are for maintenance, which a self-governing board of directors oversees.

"It works very much like a condo corporation. The owners elect their own board... which hires a site manager, who then takes care of bringing in people for maintenance, cleaning and repairs," Puffer said. "We wanted to make this was as easy and seamless as possible for people, so they can come up here and enjoy their time at the cottage without having to worry about all the downsides of owning a vacation property."

When they expanded to William's Landing a couple of years later, adding another 18 sites, Puffer put an ad in the *Toronto Star*.

That's how Peter Symons, head of

the William's Landing board, was first introduced to the concept. He and his family made the trip north from Toronto to attend an open house, deciding to purchase a share on-the-spot.

"We've always liked cottaging – if we could have afforded one, it would have been on the ragged edge of affordability and I'm not exactly the world's epitome of a handyman, so we never looked too seriously into buying," Symons said. "This seemed to be a remarkably good compromise."

Puffer and Giglio did more than just build cottages – they developed trail systems, built children's playgrounds, installed playing courts and purchased kayaks, canoes and other watercraft for their owners to use.

Across all five sites – including the two outside the County – Chander Point Corp.

boasts around 600 member families.

Paul and Leslie Geukers bought their first share at Marcus Beach around 2011, adding another in 2013. They had stayed with friends who owned at Chandler Point a few years before and loved it.

"In the summer, it's just kids and grandkids central. We have friends who come up in the fall, sometimes winter too," said Paul, who lives in London. "We had visited Haliburton numerous times, we stayed at the Wigamog Inn before it closed, so have always loved Lake Kash."

Asked about the best part of owning, Geukers reflects on the countless memories.

"My grandson learned to swim here, he caught his first fish here. It's those kind of things I like to look back on – sitting around campfires and talking well into the night. This is the highlight of our summer, no doubt about that.

"It's nice too that we all get the same week during summer every year, so that helps to develop friendships and relationships with other people here. It instills a real sense of community," he said.

Puffer's ongoing involvement is limited – he's strictly hands-off on day-to-day, though does help families who want to sell their shares. When available, they fetch between \$70,000 and \$100,000 – still significantly cheaper than a year-round property. According to statistics from the Lakelands Association of Realtors, the median sale price of County cottages in May was just over \$725,000.

Given the increased price of land acquisition and building materials, Puffer said developing a site like William's Landing or Marcus Beach today would be too expensive, estimating shares would need to sell for at least \$200,000 for him to break even.

"I just don't see these shared ownership communities being replicated any time soon, maybe ever – but what we've been able to build has had such a positive impact," Puffer said. "Cottage ownership is a dream for so many people – it certainly always was for me – so to have been able to help hundreds achieve something like that... it's a great legacy."

For more information, visit chandlerpoint. com.



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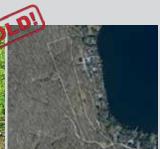
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Kennisis Lake \$925,000



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Clement Lake \$674,900



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Haliburton Lake \$589,000



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Creating a landscape that belongs here

Finally, the backhoe is gone. You have your home or cottage back. Your landscaping is

But is it really?

Our landscapers in Haliburton County do a fantastic job, creating beautiful and functional settings for your cottage. But to make your home truly belong in its surroundings, the finishing touch comes from thoughtful planting choices. The best landscaping creates a natural connection to the local environment.

A trend in the past was to have large lawns and plants that might look great but in some way sit oddly within the surrounding landscape. It's a bit like putting Yonge Street in the middle of Algonquin

What would nature do?

What does that mean in practice? There are two key elements: choosing native plants that's plants that naturally grow here - and planting them in a way that mimics nature. Native plants already know how to cope with our climate and our soils. If you match the right plant to the right conditions, it's likely you'll be on the way to making a successful landscape.

Native plants also contribute to the place in which they live. They help create habitat and provide food for all sorts of insects, birds and mammals. The result is a positive feedback loop, because the more nature you provide, the more nature comes.

The second key element is to plant in a natural way. If you look at the typical suburban garden, you find plants in isolation, often surrounded by a sea of mulch. But if you look at a natural shoreline, you'll find the plants are packed in closely, almost growing on top of each

I mimic natural areas by following three rules: planting densely, planting in layers, and creating a community.

If I have a 100 sq ft garden, I would plant maybe 120 small plants. In a couple of years, the ground will be completely covered, meaning that the only plants you have there are plants you have chosen.

or other lowgrowing plants, then a vignette layer, where you find the seasonal flowering plants, and then a structure layer, made up of plants such as shrubs. which frame the scene and provide



By Simon Payn

all sorts of ecological benefits.

I don't think of plants in isolation but rather as a whole. There are all sorts of relationships between plants and animals we don't see and barely understand. To create a functioning ecosystem, we need to change our thinking away from separate organisms to a community.

An important choice

At Grounded, I've been called in to help with planting after the landscapers left, for example when a new deck was installed. This is a great opportunity to work with a blank canvas to create a landscape that fits in with the Highlands.

Homeowners can make a choice: do they want to contribute to nature or do they want to stand separate from it?

There's a growing realization that we cannot continue to ride roughshod over the natural world. We now know we have a duty to do our part, to contribute to a better planet for all of us.

And when we fit in with nature, we feel better about our place in the world.

This is a good time to make that choice when the machinery is gone and you're ready to put the finishing touches to your landscape. Will you choose to create something that looks like it belongs in the Highlands, or will you create something that could be anywhere?

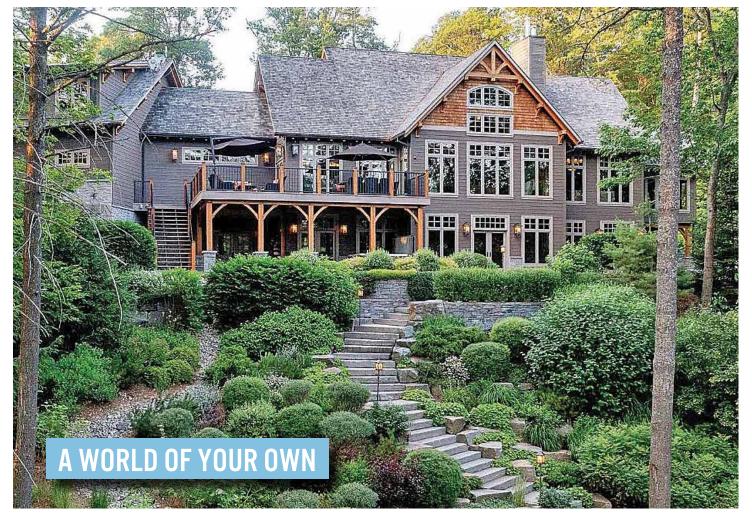
The choice is yours. But I know which one will bring you more joy in the long run, and which one will help create a healthier environment for all of us.





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The 8,800-square-foot main residence bowled us over with its thoughtful balance of luxury and warmth—six bedrooms, eight-and-a-half baths, and lake views from nearly every room. Among the many things that set this apart are the seven strategic outbuildings, including a custom vehicle



shop that collectors and tinkerers dream about, a floating hut, plus documented habitat for 179 wildlife species across miles of trails, ponds and lookouts.

Is this just a cottage? No, it's more like a compound where you can host retreats, build family traditions, or simply disappear



into your own private world while staying close to Highlands amenities.

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More info: Jeff Wilson, salesperson, haliburtonluxury.com. \$24,975,000.



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HOT PROPERTIES









This Koshlong Lake gem captures the best of Highlands lakeside living—towering pines, naked Canadian Shield granite, and protected Crown Land that ensures the lake doesn't get overdeveloped.

This modernized three-bedroom cottage wowed us with its screened porch and dramatic windows that frame the lake view. The open-concept living area flows to a massive two-level deck, while the primary

suite offers its own private walkout and ensuite with convenient laundry access.

Set on a decent-sized lot, the insulated cottage extends your season. The privately maintained road provides easy access to

what many consider the Highlands' most beautiful lake.

More info: Vince Duchene, broker, vinceduchene.ca. \$899,900.

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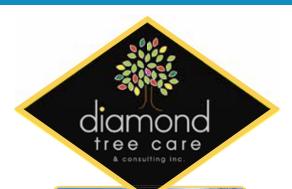
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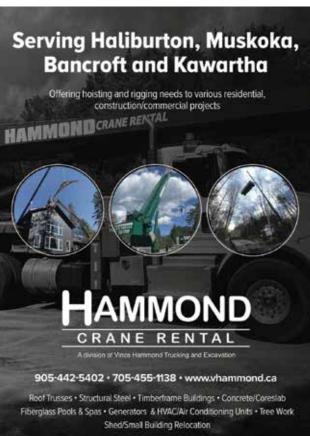
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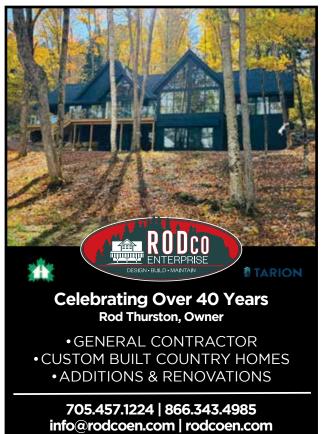




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- Two lake chain connected with Miskwabi

• Detached garage

· Close to area lakes

• Nature lover's dream!

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- Custom high quality finishes and construction
- Year round township road
- Stunning views on Kennisis Lake!

· Detached double garage

Silver Beach Townhome \$699,000



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- 3 bedrooms, 4 bathrooms
- Main floor primary bedroom
- · Finished lower level with
- separate entrance
- Luxury Living across from Kashagawigamog Lake!



- 3 bedrooms, 2 bathrooms
- 64 acres of woodland, close to
- **QEII** Park
- Year round township road
 - 68 Webb Circle Silver Beach \$659,900 New price



- 3 bedrooms, 3 bathrooms
- Finished lower level with walkout Private boat slip on
- Kashagawigamog Lake, on the
- five lake chain
- Propane fireplace
- Luxury Living in prestigious Silver Beach!



- 3 bed
- 1 bath
- 4 season
- 158 of sandy shoreline
- Great swimming
- · Pretty and peaceful

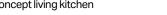
Year Round, Off-Grid \$549,900 Just Listed

- 43 acres
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- Privacy plus
- 4 bedrooms
- 2 bathrooms
- One of kind opportunity!





- 238 ft of stunning shoreline
- 4 bedrooms
- Open concept living kitchen
- dining Cozy woodstove

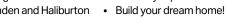


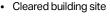


- 126 ft of south east facing shoreline
- Hydro and telephone at the lot
- · Driveway in and year round access
- Mins to Village of Haliburton



- · 2 acre building lot
- Between Minden and Haliburton
- Cleared building site
- Driveway in place









Jeff Strano

Sales Representative

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