

Home in the Highlands

HALIBURTON COUNTY REAL ESTATE



AUG, 2025



THE LIFE OF A HALIBUTON COUNTY BROKER PAGE 7



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LIST PRICE | \$399,000 | LOOP RD WILBERFORCE



3 Bedroom Raised Bungalow, 4 Pc Bathroom, Includes a former Church Building, Perfect for a Single Family Residence with Income Potential.

LIST PRICE | \$349,000 | DRAG LAKE!



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LIST PRICE | \$1,059,000 LAKE KASHAGAWIGAMOG



Ready to Build Lot On a 5 Lake Chain! Sewers Available, Cleared Building Site with Setback from Lake at 78 Feet! Clean Shoreline! Just Minutes to Haliburton on a Year-Round Twp Road

LIST PRICE | \$670,000 | SOYERS LAKE!



Level Waterfront Lot on Soyers Lake! Driveway In, Building Site Cleared, 242 Feet of Clean Shoreline! 3.2 Acres! Year Round Access, Boating on a 5 Lake Chain.

YEAR-ROUND SUBDIVISION LOTS FROM \$139,000 | GELERT RD



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**FEATURE
PROPERTY**

\$599,000

1023 Chester Crescent, HARCOURT
3 BED | 2 BATH | 2,259 FT | DETACHED AND ATTACHED GARAGES

This home, with a paved driveway, has an amazing kid and pet friendly 1.9 acre lot enveloped by forest for great privacy! The covered Veranda is on 3 sides of the house to stay out of the elements but also fantastic for entertaining guests! The house is immaculate and shows pride of ownership everywhere with tasteful interior finishes and boasts a huge Primary Bedroom, bath and office which takes in the entire 2nd storey. A large rec room finishes off an amazing property centrally located 36 km from Haliburton and 31 km from Bancroft!



\$1,199,000 | 1053 Cheerful Lane

- BENOIR LAKE**
- 750' +/- on the water
 - Level lot with hard packed rippled sand beach
 - 5 bedrooms and 2 baths
 - Southwest exposure
 - Modern cottage and guest house



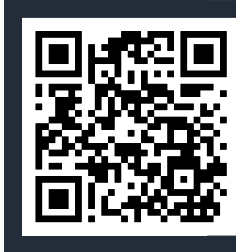
\$1,199,900 | 3951 Elephant Lake Road

- BENOIR LAKE**
- 3 Bedrooms, office, 2 bath
 - Detached garage
 - 3 outbuildings
 - 3 lake chain
 - Turn key
 - 300ft water frontage
 - 3.6 acres
 - Lots of privacy

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<p>Welcome to your dream getaway on Kennisis Lake! This 3 bed + den/office and 2 bath home or cottage has a lot to offer with a walk-out lower level ready for your finishing and great lake views throughout!</p>	<p>Kennisis Lake \$1,799,900</p> 	<p>Gull River \$749,000</p> 	<p>Escape to this waterfront property on the Gull River, offering access to Maple, Grass, and Pine Lakes. This well-maintained 2510 sf, 2-bedroom, 3-bathroom home offers everything you need for comfortable four-season living</p>

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diannedesavoye@gmail.com



Donna McCallum
Sales Representative
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donna.mccallum@ballrealestate.ca



Dave Rattle
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1039 RAINBOW DR
\$370,000



3 LARCH ST
\$449,990



PRICE IMPROVEMENT

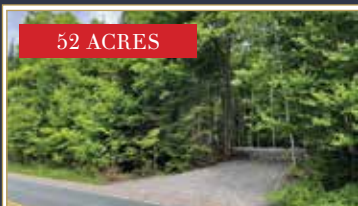
BATTELLE RD, BANCROFT
\$399,000



BANCROFT
\$369,000



10419 HWY 503
\$399,000



52 ACRES

1350 HALIBURTON LAKE RD
\$289,000



2.5 ACRES

KENNISIS LAKE RD
\$345,000



ISLAND ON JACK LAKE
\$1,749,900



13 CREGO ST
\$319,900

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KENNISIS & AREA COTTAGES WANTED – BUYERS WAITING!



SOLD

3-Bed Kennis Lake A-Frame
(\$675,000)

- Open-concept with lake view & wood stove
- New shingles, electrical & stairs to lake
- 24x26 garage with loft – update or build your dream retreat



SOLD

5-Bed Kennis Lake Retreat
(\$1,549,000)

- 1.9 acres, 210' sandy shoreline, private dock
- 3,168 sq. ft. with floor-to-ceiling windows
- Wraparound deck, second kitchen & firepit
- 30x50 two-storey garage with loft



SOLD

3-Bed Little Kennis Lake
(\$699,000)

- Fully furnished, modern updates & kitchen
- Expansive deck with glass railings
- Granite steps to shoreline, dock & firepit
- Bonus studio for office or creative space



SOLD

Custom Waterfront Home
(\$2,295,000)

- Luxury 2020 bungalow on Hass Lake
- 3 beds, 3 baths, heated 2-car garage
- Custom kitchen with Café appliances
- Detached 3-bay garage w/ loft - 2 bed, bath



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HOME *in the Highlands*

The life of a Haliburton County broker

By Lisa Gervais

Melanie Maxwell got up one recent morning “intending to do x, y, z” on her to-do list.

Then she signed on to MLS – a multiple listing service for real estate in Canada.

Up popped a listing she and partner, Andrea Maxwell, thought buyers had missed out on. However, the deal for the conditional sale had fallen through. The property was available again.

“So, scramble, scramble,” Melanie says of what ensued next for her and Andrea.

The brokers, with Maxwell Signature Realty (who formally worked as Melanie Maxwell-Hevesi and Andrea Wilson) reached out to their clients, who were working in different locations in the Greater Toronto Area. The two jumped in separate cars to come north to look at the property, planning to arrive about 8 p.m.

Andrea was worried the couple wouldn’t have time to eat. She tried the Mason Jar in Carnarvon, but it closes at 7 p.m. She headed to Jug City, instead, so she could at least get them a sandwich. The couple met her at the property. They asked Andrea how late they could stay looking at the place. She said as long as they needed, “as they were eager and motivated.”

Melanie and Andrea shelved other plans – as they often do – in the name of the real estate game.

“Definitely your plans get highjacked,” Melanie says of the toll on personal lives at times.

It’s just another day in the life of a broker in Haliburton County.

However, it’s far from the craziest day the two have experienced this summer.

There was a day Melanie was showing property “for a good chunk of time,” and dealing with offers.

“As you’re trying to deal with your one client, and the multiple showings you’ve got going with them, you’ve got agents calling you, texting you, about offers that are on the go. We got notified of a competing offer and had to jump in and write an offer and get it in before deadline. So, you can just have days where you have all of those things going on at once. That one day, we were negotiating an offer to midnight.”

Andrea says she tends to multi-task on her



Melanie Maxwell and Andrea Maxwell at the ‘office’ on a recent weekday.
Photo by Lisa Gervais.

full-on days out of the office, everything from staging or showing properties to putting up, or taking down, signs, dropping or collecting lockboxes. She doesn’t mind variety as she can get bored.

She also points out that while some realtors will say they work all of the time, she and Melanie work when they have to, but try to strike a balance. They are life partners as well as in real estate together. Andrea, a self-described “introvert” said she’d had a successful career without carrying a cell phone around 24/7. It allowed her to raise three children and she said has not made her less of a realtor.

Andrea did say having a business partner also allows the two to share the workload and do the parts of the job they individually enjoy. Andrea works with buyers, Melanie with sellers. Andrea likes the creative backend side of the operation, such as working on the website.

Melanie likes the flexibility of the work. If she wrote an offer at midnight, they might

spend a couple of hours on the dock the next day enjoying the lake.

“I kind of like the craziness,” she said. “You just have to be able to see what’s coming at you, and prioritize, what is my urgent thing I need to do?”

Relationships

It’s an industry based on relationships. In this case, it’s two brokers, who deal with other brokers, as well as clients.

Melanie likens it to a chain. There are many links. A buyer might have to sell their existing house before they can purchase another one. There’s securing financing. There may be multiple brokers involved.

“This is the type of market where you can get stuck in these chains ... one chink in that has a real trickle-down effect. As much as you think you can make sense of something, it can just go off in a different direction. It will just pivot on a dime.”

She adds some clients can be challenging,

too. “They tell you I want this and this and this. You find them that. But ‘no,’ they change their criteria.”

She adds with a laugh, “I think my psych degree helps.” She’s also big on educating clients, saying, “as long as I am helping move them forward, then it’s worth the process.”

Both say they thrive on challenge, and out-of-the-box thinking to make deals work.

“We don’t give up easily,” Andrea said. “We’ll brainstorm ‘what about this? What about that?’ And we do commit to putting the time in, knowing we may not get paid. That’s just what we do. Other times, it comes around.”

Asked about rewards, Andrea says she enjoys when families come to home inspections and, “you see ideas going through their heads. You see it on their faces. It’s really nice.”

Melanie adds it is watching kids picking out rooms and imagining jumping off docks into lakes.

When a deal falls through, they are usually most upset if they think it could have worked out, or if one chink in the chain had not broken.

As for living sale to sale, without a steady pay cheque, Melanie said they know the first quarter of any given year is not going to be great, so they set aside money for the leaner times.

Adds Andrea, “it doesn’t feel good half of the year, but the other half of the year, you trust it’s coming.”

They try to keep expenses down, for example, working out of their home, rather than an office.

Asked how that goes, Andrea laughs, “it’s our real estate version of (the reality TV show), *The Amazing Race*. Let’s just get to the finish line.”

Melanie adds she loves the job. “I love talking to people, educating people. I like sharing Haliburton County with people. I grew up here. I love that, now we’re post-COVID, we’re able to negotiate an offer and use those skills (versus simply receiving multiple offers above asking, with no conditions, property sight unseen).

“And, at the end, seeing you’ve done a good job; your clients are happy with you; you’ve exceeded their expectations. They’re getting a house or cottage.”

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2 3 W 120ft waterfront MLS X12176356



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MLS X12110017

4 5



Growler Lake

\$1,795,000

MLS X12236601

4 5



Kawartha Lakes

\$1,579,000

MLS X12182259

3 3



Eagle Lake Area

\$999,900

MLS X1209427

2 3



Kennisis Lake

\$949,500

MLS X12278143

2 3



Canning Lake

\$924,900

MLS X12146799

2 3



Long Lake

\$899,990

MLS X12176356

2 6



Little Redstone Lake

\$895,000

MLS X12344842

2 4



Kennisis Lake

\$874,900

MLS X12199905

2 3



Horseshoe Lake

\$849,997

MLS X12199937

3 3



Beech Lake

\$799,900

MLS X12250094

2 2



Kennisis Lake

\$725,000

MLS X12347909

2 3



Kennisis River

\$725,000

MLS X12137708

1 3



Trooper Lake

\$699,000

MLS X12264418

2 3



Eagle Lake Area

\$639,900

MLS X12093585

1 2



Salerno Lake

\$659,000

MLS X12250284

1 3



Kushog Lake

\$599,900

MLS X12227817

2 4



Glamor Lake

\$525,000

MLS X12319908

1 3



Haliburton

\$435,000

MLS X12348741

2 2



Gelert Road

\$390,000

MLS X12267127

1 2

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MLS X11939443
0.42 acres

Highlands East
Outram Road
\$119,999
MLS X12209117
2.11 acres

Fort Irwin
Haliburton Lake Road
\$199,900
MLS X12198273
14.53 acres

Now Sold
County Road 121
\$65,000
MLS X12357907
1.77 acres

Now Sold
Dark Lake
\$275,000
MLS X12285079
1.77 acres

Adeline Trail
Redstone Lake
\$445,000.00
MLS 12237289
18.4 acres



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Featured Listings



3+1

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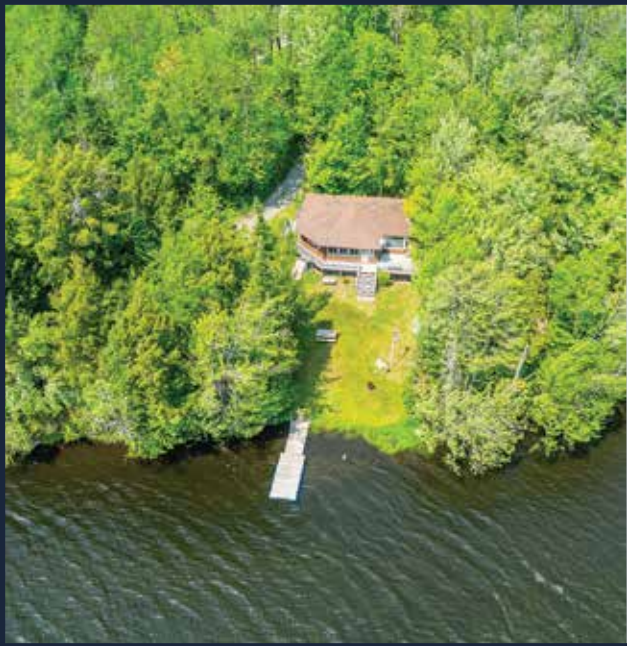
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Ritchie Falls Road, Minden



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170 ft

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\$550,000

Trooper Lake, Gooderham

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<div>Devil's Lake \$489,000</div> <div></div> <div>Water access cottage with sunset views sand beach. Backs onto Parkland.</div>	<div>Esson Lake \$1,350,000</div> <div></div> <div>3 Bed/3 Bath - 2.7 Ac, 410 Ft Frtg Open Concept - Oversize Dbl Garage</div>	<div>Kennisis Lake \$925,000</div> <div></div> <div>3 Bed/1 Bath - Family Cottage Sunroom, Private Waterfront</div>	<div>Long Lake, Harcourt Park \$550,000</div> <div></div> <div>Trout stocked no motor lake. Cottage completely reno'd & turnkey.</div>
<div>Haliburton Lake \$569,000</div> <div><i>New Price</i></div> <div>3 Bedrm 1 Bath - 157 ft Frtg, sandy shore Turn Key Family Cottage</div>	<div>Long Lake-Mink Road \$759,000</div> <div><i>New Price</i></div> <div>3 Bed/1 Bath 4 Season Cottage 1400sf Open Concept with great views</div>	<div>1025 Manitou Road \$329,000</div> <div><i>New Price</i></div> <div>Deeded Access to Wenona Lk 3BR - 1 Bath, Great Getaway!</div>	<div>Bob Lake \$799,000</div> <div></div> <div>3Bed 1 Bath. Many upgrades. Level lot, 110' frtg. Sand beach.</div>
<div>Long Lake-Precipice Road \$299,000</div> <div><i>New Price</i></div> <div>1 Bed/1Bath Rustic Cabin hidden in the woods. Private lot & waterfront</div>	<div>Drag Lake \$779,000</div> <div></div> <div>3 Bed/1 Bath Fully Winterized Prime Lake, Private & South Views</div>	<div>Kennisis Lake, Bluebeary Hill \$1,665,000</div> <div></div> <div>268 ft shoreline. Log home. Stone fp. 3Bed 2 Bath, Unique loft space.</div>	<div>Kennisis Lake, 'Boomstick' \$2,225,000</div> <div></div> <div>546 ft frontage, S/W exposure. All season use, Bunkie, Garage, Workshop</div>



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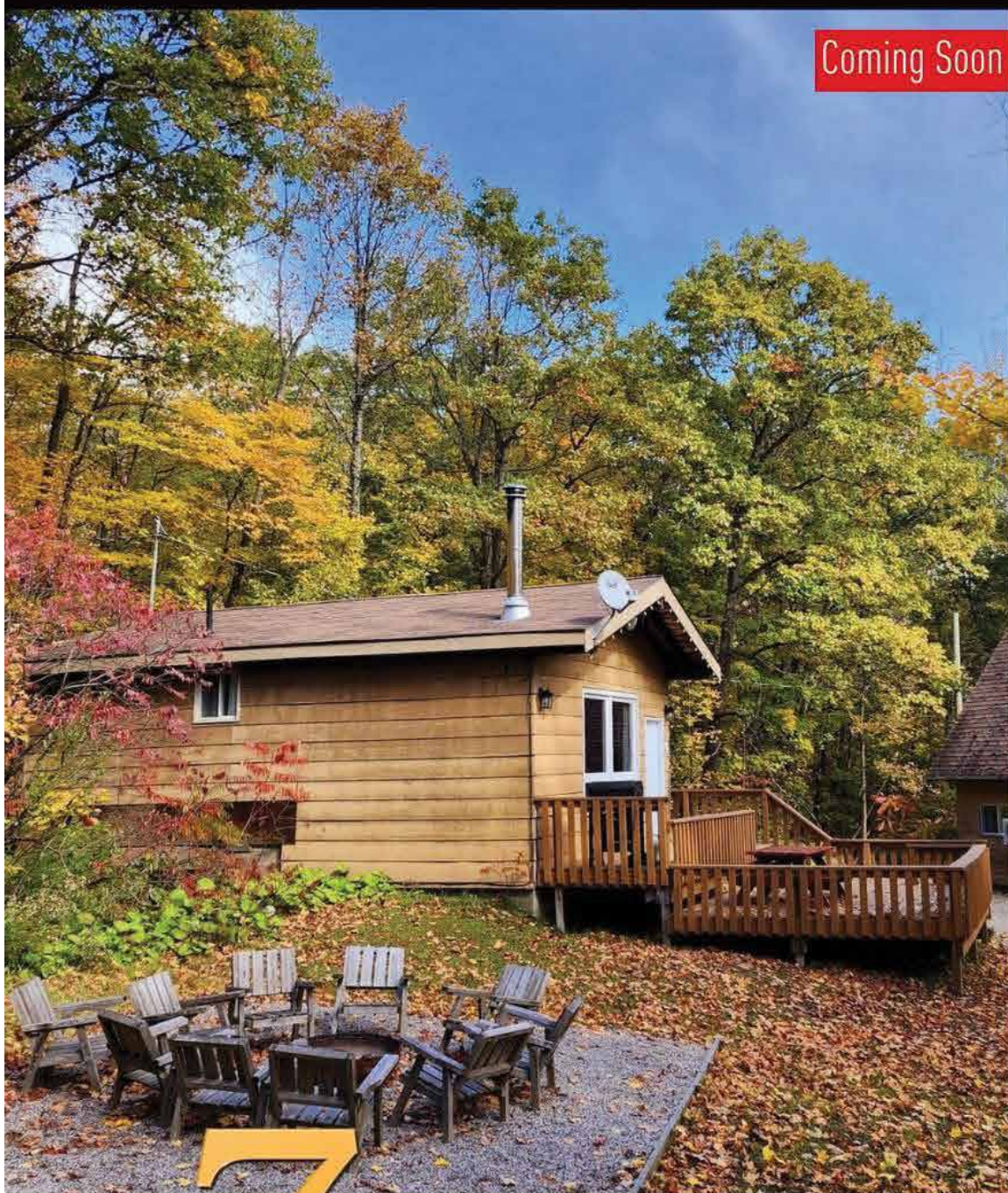


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Kennisis Lake Luxury \$1,550,000 *New Price*

- 4 bedrooms, 3 bathrooms
- Custom high quality finishes
- Detached double garage
- Year round township road
- Stunning views on Kennisis Lake!



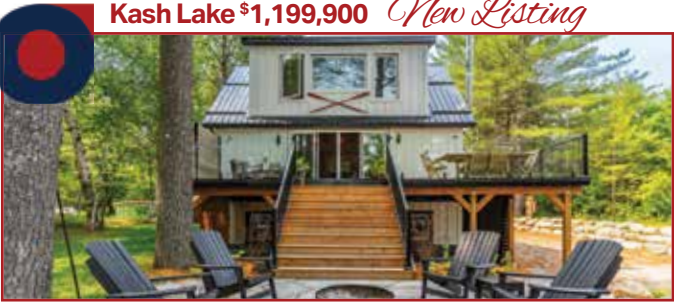
Long Lake \$1,495,000 *New Price*

- 4 bed
- 4 bath
- New build modern luxury home
- 100 ft of shoreline on Long Lake
- Two lake chain connected with Miskwabi



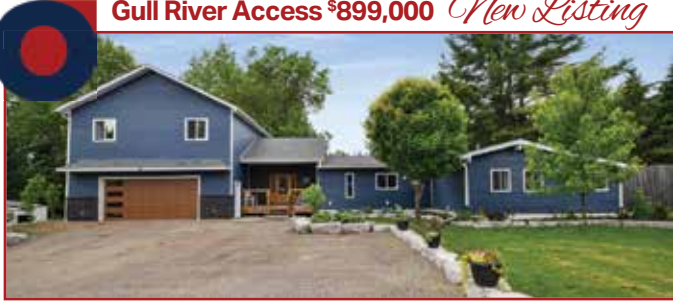
Kash Lake \$1,449,900 *New Listing*

- 4 bedrooms
- 2 baths
- Detached garage
- Flat level lot
- Stunning updates and beautiful gardens
- Meticulously maintained



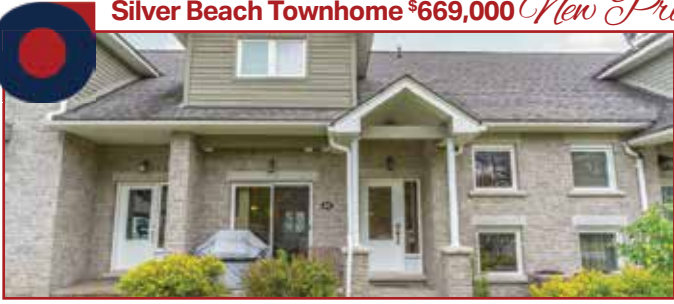
Kash Lake \$1,199,900 *New Listing*

- Luxurious upper level suite
- 3 bathrooms
- Walk out lower
- Beautifully landscaped
- Overlooking five lake chain with dock access across quiet road



Gull River Access \$899,000 *New Listing*

- 4 bedrooms
- 2 bathrooms
- Beautiful addition and renovation
- Beautifully designed and decorated
- Perfect in law suite capability
- Gull River access



Silver Beach Townhome \$669,000 *New Price*

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



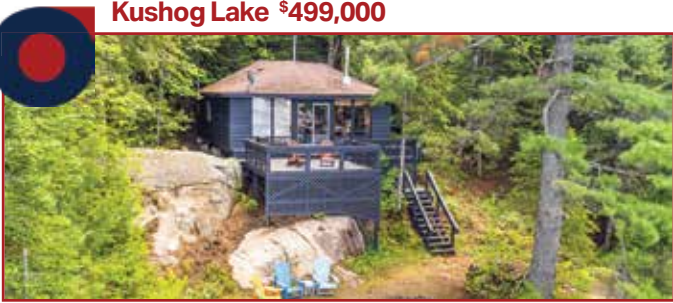
68 Webb Circle Silver Beach \$659,900

- 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!



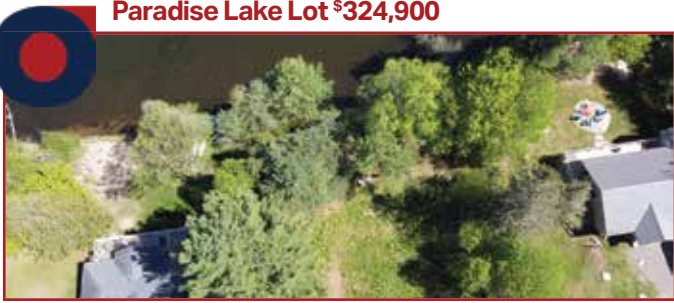
Year Round, Off-Grid \$524,900 *New Price*

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



Kushog Lake \$499,000

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



Paradise Lake Lot \$324,900

- 126 ft of south east facing shoreline
- Hydro and telephone at the lot
- Driveway in and year round access
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