

# Home in the Highlands

HALIBURTON COUNTY REAL ESTATE



APRIL 2026



VETERAN REALTOR UNPACKS COUNTY MARKET PAGE 7

HOT PROPERTIES PAGE 11,13 & 14



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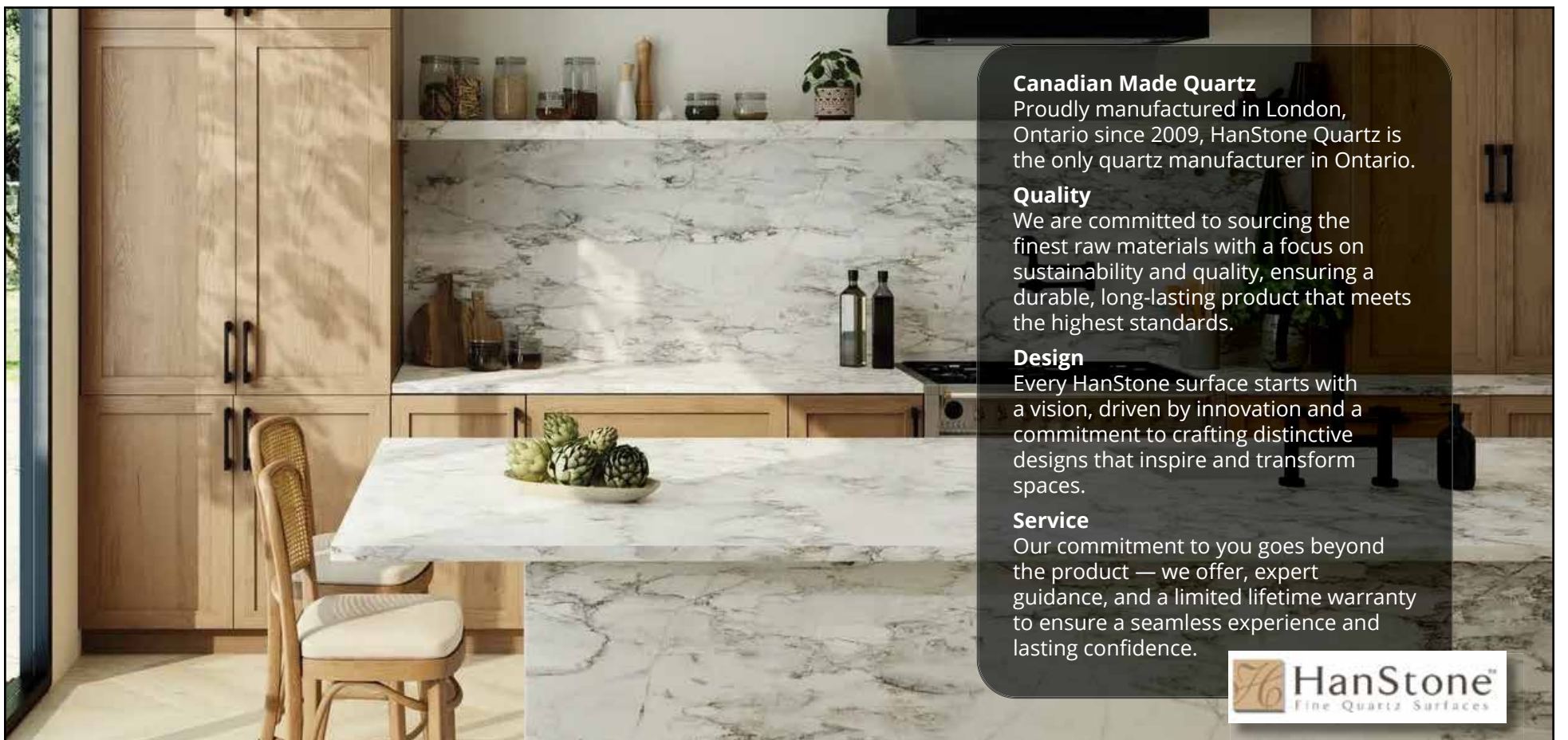
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# HOME *in the Highlands*

## The 7-year cycle of Haliburton real estate

**By Adam Frisk**  
*Local Journalism Initiative Reporter*

The housing market in the County has often been defined by recent peaks and valleys, but veteran realtor Anthony vanLieshout advises those looking to buy or sell to take a look at the long game.

The Haliburton housing market has been somewhat chaotic over the last few years, from the heights of the 2021 bidding wars to the sobering “correction” that followed. But, according to vanLieshout, the market is simply a matter of clockwork.

The industry expert recently told *The Highlander’s* weekly podcast What the Haliburton that the regional market operates on a consistent seven-year cycle. He said the cycle consists of seven years of “really good times” followed by seven years of “really flat or even declining markets.”

“So I think you can actually strategically plan purchases and sales based on that seven-year cycle,” vanLieshout said. “Because it’s born true, for the last hundred years going back to the [Great] Depression.”

While some potential buyers may feel like they have entered uncharted waters, the historical data suggests otherwise. VanLieshout pointed to the 1970s and 80s when interest rates were a whopping 20 per cent as a reminder of true market pressure.

“But the rates were coming down and the market was picking up. And then in 1990, the market took a turn,” the realtor said. “And from ‘90 to ‘97, the market was very soft. In fact, in Haliburton County, property values dropped 30 per cent in that timeframe.”

The most recent “peak” is not a vague memory but a specific date, vanLieshout said, and that was February 2022. The turning point coincided with global economic shifts, rising oil prices following Russia’s illegal invasion of Ukraine and the onset of rapidly rising inflation. And now Haliburton has entered the soft side of the seven-year cycle, with property values down about 30 to 35 per cent.

At the height of the 2021 COVID-19 housing market, vanLieshout and his team saw sales skyrocket to 250 per cent higher than their best year in half a century. He recalled a listing on Kushog Lake in February, which traditionally had been a



Veteran realtor Anthony vanLieshout is pictured outside his office in downtown Haliburton. Photo by Adam Frisk.

quiet time to list a property. “It was listed for just under a million. We had 14 offers and it sold for \$1.4 million,” he recalled. “That was the era of 40 per cent

over asking.” But in 2026, those days are long gone. VanLieshout said Haliburton is now a buyer’s market with more inventory on

offer. However, he noted that a buyer’s market in the County operates much differently than in the GTA. While buyers in the city generally prioritize things like proximity to schools and public transportation, vanLieshout said recreational buyers are driven by an emotional connection, often looking for a property that matches their personality and lifestyle vibes.

“It’s ‘do I like the cottage or don’t I like the cottage? Does the cottage match my personality?’” he said. “Can I see myself having a coffee in the morning, sitting on the veranda, or a glass of wine at night watching the sunset?”

So, when a cottage is fairly priced and strikes a chord with a buyer, the dollar figure often becomes a secondary consideration next to the emotional fit.

“If people are asking a fair price for their property that’s reflective of the current market, and somebody walks in and likes it, then it’s going to sell and there doesn’t need to be a lot of negotiation in the price,” vanLieshout said. “So there’s a lot of emotion there.”

For those looking to navigate the current market cycle, the industry expert had some advice to offer. Firstly, buy the shore road allowance.

“In most waterfront properties, that’s your most valuable piece of real estate, the waterfront,” he said. “Purchasing your shore road allowance not only increases the overall acreage of your waterfront. It does give you riparian rights to the water.”

Secondly, price your property for today, not the past. Properties priced fairly for the current 2026 environment still sell quickly because buyers are driven by lifestyle and emotion. And lastly, with property values down 30 to 35 per cent from the 2022 peak and interest rates stabilizing, affordability is returning. VanLieshout suggested the next major upswing won’t likely begin until 2029.

“The number one thing that every buyer that I’ve talked to has come back to me about...it’s always the community,” vanLieshout said. “It’s not the deck. It’s not the lake. It’s not the view. It’s the community.”

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# 2026 MARKET OUTLOOK

As we settle into the start of 2026, We've been doing a lot of reflecting on the year behind us. The Haliburton market has officially transitioned into a buyer's market, moving away from the frantic pace of previous years toward a more cautious and strategic environment.

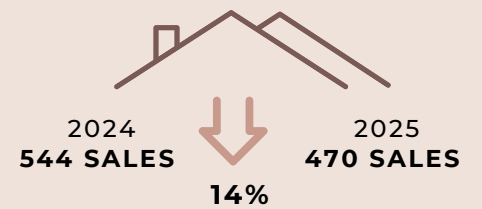
### 2025 Retrospective: A Shifting Landscape

- **Inventory Surge:** Listings spiked as COVID-era owners sold due to rising carrying costs and stricter short-term rental (STR) regulations.
- **Pricing Softening:** While waterfront remains the premier asset, average sale prices have begun to ease.
- **A Slower Pace:** Buyers are taking more time to decide, forcing sellers to recalibrate their price expectations.

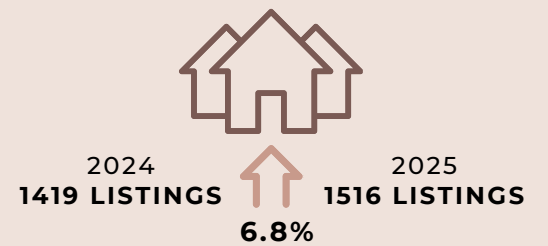
### 2026 Outlook: Trends to Watch

- **Record-High Inventory:** A "double wave" of new 2026 listings and unsold 2025 carryover is expected to create the highest inventory levels in over a decade.
- **Sideline Buyers Return:** Stabilizing Bank of Canada rates are expected to bring cautious buyers back into the market.
- **Strategic Pricing is Vital:** In a high-volume market, accurate pricing is the most critical factor for a successful sale.
- **The Spring Advantage:** Baumgartner Realty Group anticipates a seasonal uptick in demand, advising sellers to list early to capture motivated "first-wave" buyers.

## RESIDENTIAL SALES

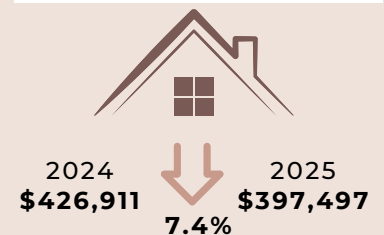


## NEW LISTINGS

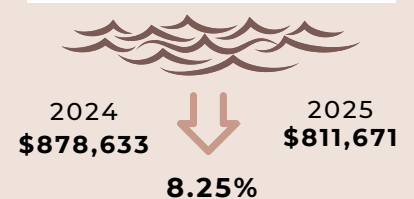


## AVERAGE SALE PRICE

### NON-WATERFRONT



### WATERFRONT



\*Data researched from the OnePoint Association of Realtors as of February 9, 2026

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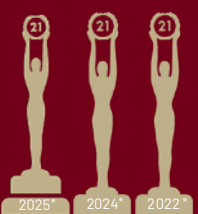
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But this cottage is more than just a pretty picture: it's set up to be practical, all year. There's a standby generator for those windy storms when a tree hits the hydro and central air for those sticky nights. You'll never have a problem with storage,

either. You've got a detached garage, an outbuilding that could be an office, gym or studio, and a barn across the road to put more stuff in.

The frontage on Haliburton Lake has the best of both worlds: a shallow beach

entry – great for the kids – and a deep water dock. With three bedrooms and 2.5 bathrooms, you'll be set for living full time or entertaining on weekends.

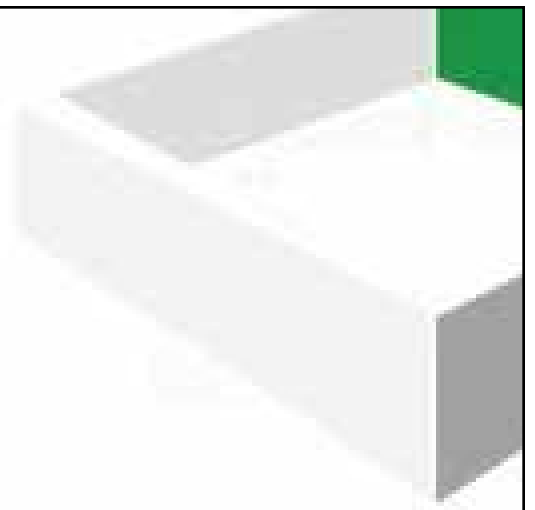
More info: Kelly Kay, salesperson, [century21granite.com](http://century21granite.com). \$1,529,900.

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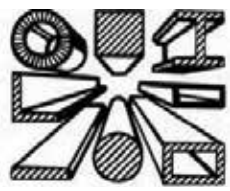
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when you give up on done.

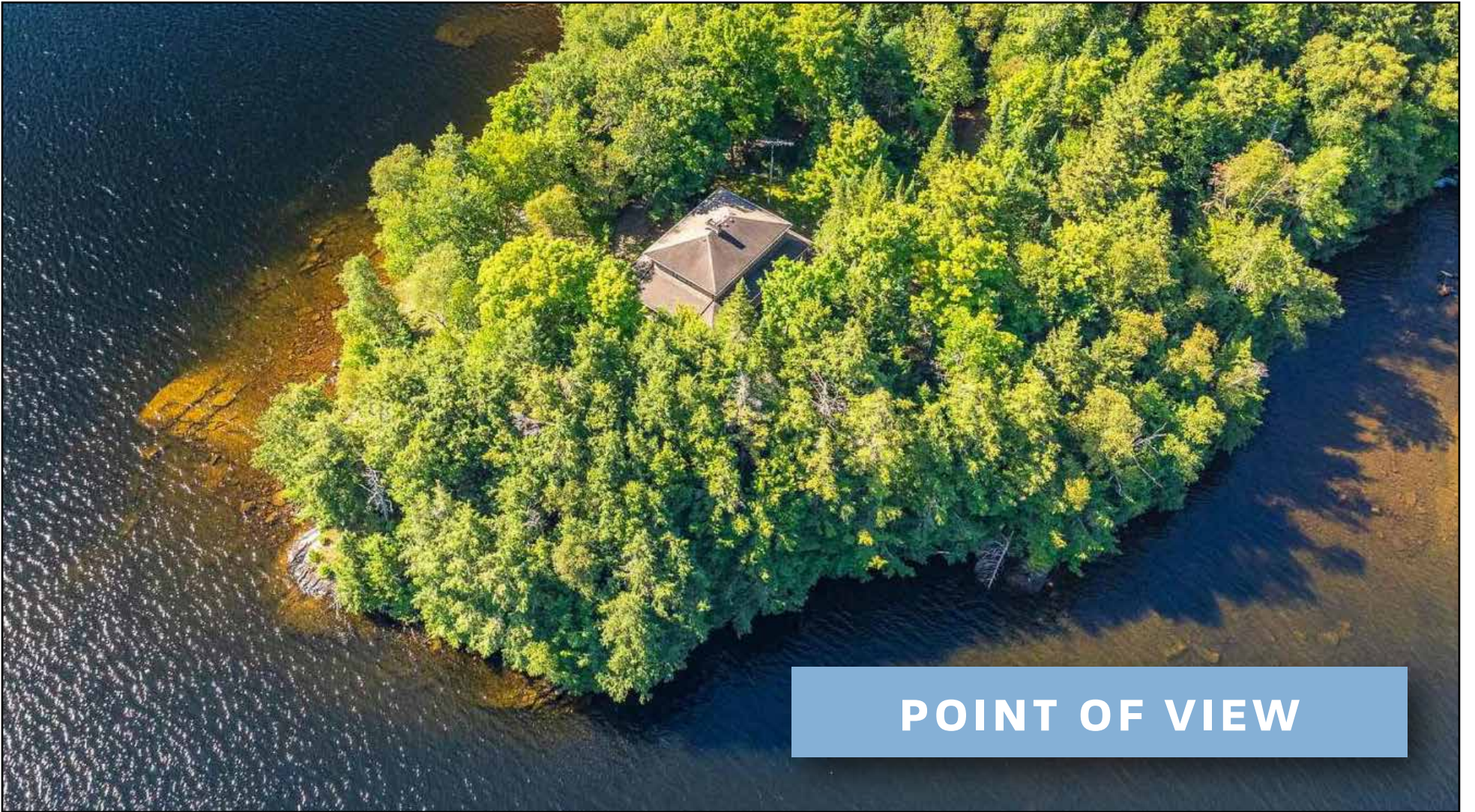


It's for anyone who has ever sighed getting out of the car on a Friday evening, looking at the work their landscaping needs.

And for anyone who suspects there might be a different way.

[groundedgardens.ca/unfinished](http://groundedgardens.ca/unfinished)

# HOT PROPERTIES



## POINT OF VIEW

Imagine living on a point on one of Haliburton County's best lakes, with 1,025 feet of shoreline and 2.4 acres! You'll have Kawagama Lake views in three directions, with total privacy for a swim or on the deck. And with Crown Land next door, you'll feel

like you can roam forever.

But this property isn't just about the location – the cottage is pretty special, too. It was built in the 1980s but feels like an old Algonquin lodge. The hand-scribed square timber beams in the ceilings are 200 years

old, and there are pine accents and hickory flooring in the living areas. The granite fireplace is a real centrepiece.

The cottage has four bedrooms, but there's an extra cabin right by the water for guests who like privacy or teens who like

noise. A further cabin is in rough shape but its lakeside footprint has value if you have imagination. Now picture the kind of summers you could build here!

More info: Mike Baum, salesperson, baumteamdorset.com. \$3,285,000.



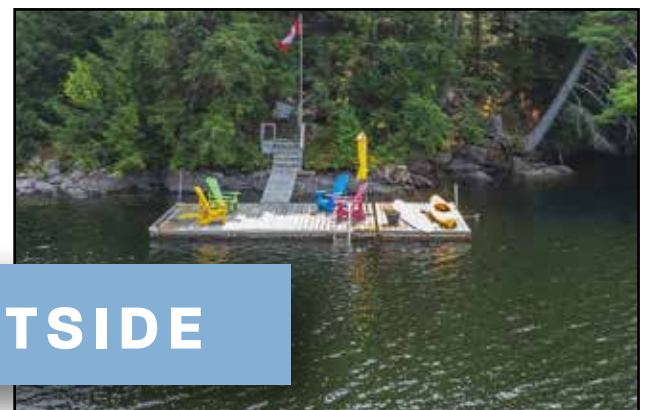
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# HOT PROPERTIES



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Redstone Lake is a real favourite, and this cottage has 440 feet of frontage on a White Pine-dotted point. There's plenty of family space both inside and outside here - grassy play areas and deep water plus almost 3,000 sq. ft. to live in.

There's an open-concept living and dining area with cathedral ceilings and hardwood floors, anchored by a

lovely stone wood-burning fireplace. You'll have a couple of walk-outs to the deck for inside-outside living, and a sun-porch off the kitchen for when the bugs are hungry but you want to feel like you're in the forest.

Four bedrooms over three levels give plenty of space for family and friends – guests in the lower level have a walk-out so they won't feel trapped. There's more space in the

over-sized double garage for vehicles of all sizes, plus a loft above it. On top of this, you'll have central vac to make cleaning up on a Sunday afternoon a breeze and a back-up generator for those oh-no weather moments.

More info: Shirley Rule, broker, haliburtoncottagecountry.com. \$1,499,900.

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- 2 bathrooms
- Detached garage

- Flat level lot
- Charming updates and beautiful gardens
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## Minden Lake \$769,000



- Year round home or cottage
- 2 bedrooms plus den/office
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## 68 Webb Circle - \$639,000



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