



# HOME IN THE HIGHLANDS

WITH COLIN + JUSTIN

## YOUR GUIDE TO COTTAGE COUNTRY



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**SELLING YOUR**  
**HOME THIS WINTER**

**TheHighlander**

DECEMBER 2019



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to all the wonderful families, realtors,  
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# WELCOME



Photo courtesy of Homesense.

Hello and welcome to *Home In The Highlands with Colin + Justin*. Cue your essential guide to home décor, real estate, building, food, lifestyle and much, much more.

During this, our inaugural issue, we hope you'll enjoy our seasonal guide to festive wellbeing. We also hope you'll find our guide to winter home selling useful. Seriously: just because temperatures have crashed, it doesn't mean you can't be ambitious where real estate is concerned. You just have to know what to do (and the tweaks and alterations to make) to chase that all-important sale. Your potential buyer, after all, could be lurking just around the corner as the perfect holiday gift!

So what should you expect from this, your newest cottage country publication? Well, in a nutshell, we're working with the team at *The Highlander* to bring you the very essence of cool living, right here in beautiful cottage country. We promise our stylish supplement will deliver the best in home design and inspiration. And worry not – we have LOTS in store!

Yup, leaf the pages to enjoy our take on life's 'feelgood factor', mindful that all the tools required to enhance your existence are right here, on your doorstep. Keeping it local? It's our *raison d'être*.

And we speak from first-hand experience. Based in Haliburton County for the last six years – and with no intention of leaving – we've renovated four homes, thus far, and shop locally wherever possible. This community has been very good to us, and we like returning the favour.

So there you have it. Hot properties, right here in the Highlands. And everything you need to know about living your very best life, in your home's most stylish iteration.

Watch out for more info packed issues of *Home In The Highlands* throughout 2020. We've got an exciting year planned... and we hope you'll join us for the ride!

Festive tidings,

*Colin & Justin*

## HOME IN THE HIGHLANDS WITH COLIN + JUSTIN

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# HOME FOR THE HOLIDAYS

**Improve your festive decorating by following Colin + Justin's seasonal guide to glamour. If you don't know your bows from your baubles then read on and let a well-decorated home be the greatest gift you give this season.**

**1.** Don't go overboard with too many garlands – remember it's Christmas time, NOT camouflage time! As is often the case, less is more, so spend time and money on a well-dressed tree and tasteful accessories to enhance your existing décor rather than compete with it.

In addition to the tree, the fireplace is an important focal point so ensure yours is stunning with decorative garlands and candles. Try holly, white berries and rich red poinsettias or add sexy sparkle with a polished nickel reindeer statue.

**3.** Let the current choice of Christmas decorations problem-solve your room – if your space is cold and bland, add rich reds, natural elements and gold to properly warm things up. If your starting point is on the dark and heavy side, lighten space with sparkly finishes, cool silver and cream or white accessories.

Transform a scented candle into a large style statement by placing it in a glass storm lamp to increase table presence and light.

**4.**



**5.** No mantle? No problem! Create an alternative festive focal point: transform a dresser or sideboard into a seasonal eye-catcher with artificial greenery and bows, baskets of fruit and nuts and then decorate with candies, candles and greetings cards.

Start outside – hang a festive wreath on your front door to give family and friends a warm welcome and, if your florist is making yours, ask for all the offcuts and use on the mantelpiece to tie your ‘in and out’ looks together. Florist-created wreaths aren’t as expensive as you think, and they give you a chance to create your own individual, living look.

**7.** For a quirky display, peg cards onto sturdy twigs in a large vase. Or decorate an artificial potted tree with candies and chocolates. Wrap a little thread around each candy twist and suspend from the branches. Okay, so the chocs won’t last long, but the tree can be reused from year to year.

Gather cones and pile into baskets interspersed with a few sprayed gold or silver. Or add a few pretty baubles to the mix to add contrast. A great – and inexpensive – way to create a natural look with a little added shimmer!



**9.** Be style aware – add colours and shapes that tie in with your existing room. If mid-century modern is your home style then add decorations that share a similar feel; if you’re a traditionalist, choose antique or classic decorations that ‘nod’ to the past.

Make sure your home is safe AND fun – too many electrical items plugged in can be a safety hazard so be careful. Never leave unattended candles burning and switch off lights, etc, before going to bed.

**11.** When decorating your tree, position baubles into the ‘depth’ of branches and not just on outer edges – this will create a ‘fatter’, more complete look. And remember this vital order – lights first, followed by garlands, then ornaments. This layering effect works best from a design perspective and makes tree dressing a breeze.

And don’t just consider visuals – remember that olfactory titillation is important! Think about scents – as well as the aforementioned sights – and make your own clove-studded oranges to bring a festive bouquet to your tree, or opt for scented candles to seal the deal.





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## COLIN + JUSTIN'S TOP TABLE TIPS

**Sit down with the family at a Christmas table you can be proud of with these simple tips to add sparkle, drama and fun.**

**1.** Use inexpensive gift tags as place names for each of your guests. And attach a token gift (such as a lotto ticket) as an additional surprise. Or try massive, glossy castor oil leaves as place 'cards' and write guest names on each leaf using a gold pen. Simple and dramatic!

Avoid scented candles on the dinner table – the rich smell can get in the way of delicious food aromas, thereby creating olfactory overload. Instead, fill your candlesticks with unscented dinner candles or battery-operated ones to give the look without flame.

**3.** Using large charger plates will add colour to your table and transform food presentation to the max. And remember to work the colour scheme of your charger plates across the rest of your table. Black chargers will add extra punch to a gold theme (and vice versa) while cranberry chargers will enliven a plain white table.

Scatter wrapped chocolate coins across your Christmas lunch table for delicious added sparkle. A great way to persuade the kids to behave on the promise of a 'hoover up' after the meal!

**5.** Avoid splashing out on too many expressly Christmas items that can only be used once a year. Instead, fix classy foil snowflake stickers to existing Champagne flutes and side plates to add temporary sparkle without the expense. Craft stores have silver snowflake stickers that will enliven even the plainest stemware. Simply adhere (avoid the rim of the glass and concentrate on the stem and base) enjoy, and then wash off!



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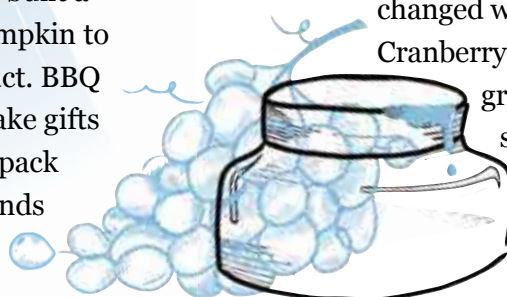
## CANADIAN CHRISTMAS

The signature product of Abbey Gardens is perhaps Red Fife flour, which as a pancake mix has kept many a Highlander happy on weekend mornings. This heritage grain, first planted in Lakefield in the 1900s, is sourced as locally as possible and milled at Abbey Gardens. The Food Hub there will put together a basket with cookie mix, local jams and Carnarvon maple syrup for that most Canadian of gifts. \$15-\$20. Wed-Sat from 10 a.m. to 6 p.m. at 1012 Garden Gate Dr., near West Guilford. [abbeygardens.ca](http://abbeygardens.ca).



## BARN STORMERS

It pays to think differently, according to Wintergreen Maple Syrup and Pancake Barn. By seeing what others don't – and using ingredients in creative ways – Tom and Diane Dawson have built a Gelert destination that's 33 years strong. From gingered pumpkin to pickled asparagus, there's a story of ingenuity in each product. BBQ sauces, such as Apricot Horseradish and Coca Cola BBQ, make gifts that go beyond the grill. They're available separately or in a pack of six for \$40. Wintergreen is open the first three full weekends of December at 3325 Gelert Rd., just south of South Lake Road, for these delights – and sack-loads of other Christmas gifts. [wintergreenmapleproducts.com](http://wintergreenmapleproducts.com).



## SPRUCED UP

Ah, that wintery-Christmassy smell of spruce! Haliburton Highlands Brewing has captured that essence in its Spruce Kveik which arrives this cold season with inspiration from Norway. The Nordic farmhouse ale is made with juniper branches; the Highlands version with locally foraged spruce, giving this light beer a subtle evergreen aroma. You can pick up bottles, along with a spiced Winter Warmer for that Christmas cookie flavour, from the brewery behind Abbey Gardens, Thurs-Sat from 10 a.m. to 6 p.m. and Sun from noon to 6 p.m. [haliburtonhighlandsbrewing.ca](http://haliburtonhighlandsbrewing.ca).



## HERE FOR THE BEER

Many of us have one foot in Toronto and the other in Haliburton County. And so does this beer! Boshkung Brewing Co., of Carnarvon and Minden, has created a cherry sour to celebrate the excitement of a winter journey to the cottage. Are We There Yet? comes in limited-edition bottles, which can be picked up at 9201 Hwy. 118 in Carnarvon. But wait until you're there at home before you drink them. [boshkungbrewing.com](http://boshkungbrewing.com).



## FRIENDS HELP FRIENDS

It's good to help friends out – and to make some ingenious fermented hot sauce while you're at it. Alexis Macnab from Nourished in Minden perfected the recipe using tropical ingredients she found when living in Central America. But she had no Highlands-grown version. That all changed when two friends who own farms near Gelert and Cranberry Lake told Alexis they had an abundance of concord grapes and sugar peach peppers. The result? A hot sauce made with a proven recipe using local produce. A jar sells for \$6. Nourished is open Wed-Sat from 11 a.m. to 3 p.m. at 27 Bobcaygeon Rd., Minden. [raisintheroot.com](http://raisintheroot.com).



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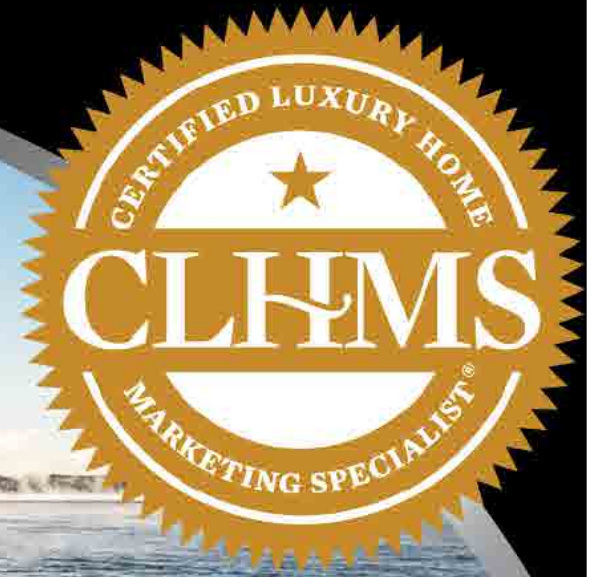
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## MEET THE TEAM



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I've been working on heating and ventilation systems since I was out of high school and have learned many tricks and tips of the trade along the way. What you need to know about me is I pride myself on my workmanship. If the job isn't done to my standards, I don't mind staying behind to make sure my clients are happy and satisfied with my work. I go the extra mile for my customers to make sure they aren't left in the cold... it's what good small-town customer service is all about!

You can read my *Home in the Highlands* tips and tricks in every edition and follow my business journey along the way on my Facebook page (@Nothervhvacco).

Thank you for taking an interest in my new business! I look forward to helping you with your heating and cooling system in the new year.



- Sincerely,  
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## The best of times

The gift of time keeping – folk need never be late again thanks to the huge range of rustic clocks at Glecoff's Family Store. Beautiful and practical – who doesn't want a lil' time on their hands? Available at various prices from the store in downtown Haliburton.



## Knit it with love

Wrap up with style in the Millcroft Shawl by Kim McBrien Evans of Indigodragonfly. This beautiful striped shawl is knitted from five balls of merino (\$29 per ball) wool and is a fantastic homemade gift to give. Kits and wool are available to purchase from [indigodragonfly.ca](http://indigodragonfly.ca) or in person at their studio at 1946 Kennisis Lake Road in West Guilford.



## Christmas cheers!



Spell out the good times with these fun, festive tumblers. Great for drinks, or use them for chocolate mousse... or should that be moose!? You can pick them up for \$9.99 at Lockside Trading Company in Haliburton or visit [lockside.com](http://lockside.com).





## COLIN + JUSTIN'S

# FESTIVE GIFT GUIDE

We've travelled the Highlands to gather our favourite surprises for under the tree.

Fly the flag with a vintage inspired pennant made in Canada. Pop one in a frame to make a lovely style statement, or invest in a few and peg them across some rope to create a truly rustic wall art piece. Available at various prices from Up River Trading in Haliburton and Minden. [uprivertrading.com](http://uprivertrading.com).

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## Family playhouse

We're obsessed with this amazing educational set, created right here in Haliburton County. Designed with children in mind, we have ours on our coffee table and adult guests just can't keep their hands off it. Adorable toys and decorative items that are as much about art as they are fun. Order it for \$59 at [rightbrainedmom.shop](http://rightbrainedmom.shop).





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# Made in the Highlands

## CREATIVE BLOCKS

Culinary therapy? Maybe – because there's something feel-good about plunging sharp objects into the bamboo skewers that fill Mike Townsend's knife blocks. Made in Minden from Ontario wood such as maple, oak and cherry, this is kitchenware as art – careful crafting emphasizes the timber's natural features. The blocks cost \$90-\$120 from Twisted Twig at 18 Stouffer St. in Minden. [twistedtwigdesigns.com](http://twistedtwigdesigns.com).

## GOING TO

## PIECES



Whenever she saw the “No Snowmobiles on Sidewalk” sign, Brigitte Gall, of jigsaw maker The Occurrence, knew she was back in the Highlands. The 504-piece Haliburton County Road Trip jigsaw is bumper-to-bumper with signs you see every day on our highways: canoe crossings, deer warnings, reminders about firefighters' green lights. The background image is the rock cut at Miner's Bay – and there's a couple of hidden surprises for eagle-eyed players. The jigsaw, which costs \$30, tax in, is available at [theoccurrence.ca](http://theoccurrence.ca).

## GOOD JEANS

Earrings made from recycled jeans – that's the kind of ingenuity the Highlands is known for. Tiffany Howe invented a mixture that allowed her to use recycled denim in paintings and sculptures. Not content to stop there, she used the facilities at The Centre for Making and Community of Making at the Haliburton School of Art and Design to create this jewellery that combines her drawing, painting and design skills. The earrings cost \$18-\$50 from the Ethel Curry Gallery or at [howecreative.ca](http://howecreative.ca).



## A NIGHT OUT

Artech, the Tory Hill glass-blowers, are famous for the beer bottles they upcycle into glasses. But not all bottles can be used au naturel – some have ugly wear marks around the base from use and abuse. Not people to throw good bottles away, Jennifer Wanless-Craig, Terry Craig and team spent three years experimenting to come up with their Aurora tumblers. These vessels are made from glass-blowing powder sifted on top of the recycled glass, fired and put back in the furnace. The result? A sparkly night out for your beverage in glasses that aren't the worse for wear. You can get them for \$18 at [artechstudios.ca](http://artechstudios.ca).





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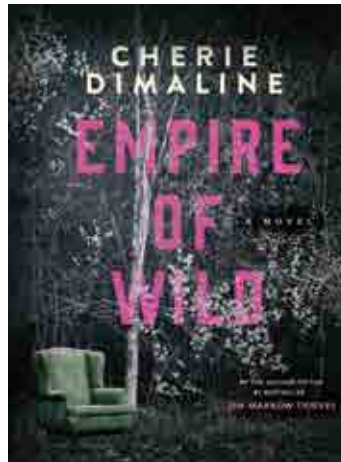
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# Indigo

Pull up a chair by the fire, get your reading socks on and settle down with Indigo's Winter Warmers - this season's hottest book titles make the ideal holiday gift and a great way to spend time this winter...

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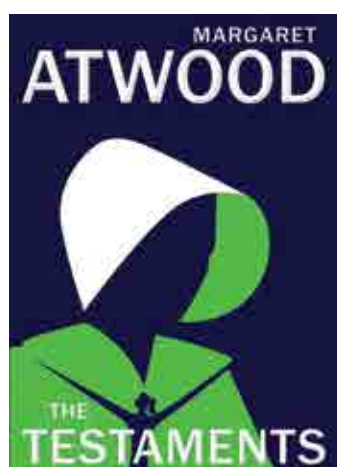


### *Empire of Wild* by Cherie Dimaline

Named Indigo's #1 Best Book of 2019 and from the author of *The Marrow Thieves*, *Empire of Wild* is inspired by the traditional Métis story of the Rogarou— a werewolf-like creature that haunts the roads and woods of Métis communities. Cherie Dimaline has created a propulsive, stunning and sensuous novel. \$29.95

### *Me* by Elton John

In his first official autobiography, music icon Elton John reveals the truth about his extraordinary life, from his rollercoaster lifestyle as shown in the film *Rocketman*, to becoming a living legend. \$38.50



### *The Testaments* by Margaret Atwood \$35

More than fifteen years after the events of *The Handmaid's Tale*, the theocratic regime of the Republic of Gilead maintains its grip on power, but there are signs it is beginning to rot from within. At this crucial moment, the lives of three radically different women converge, with potentially explosive results. Margaret Atwood brings the iconic story to a dramatic conclusion in this riveting sequel. \$35

### *Talking to Strangers* by Malcolm Gladwell

Malcolm Gladwell, host of the podcast *Revisionist History* & author of the #1 bestseller *Outliers*, offers a powerful examination of our interactions with strangers – and why they often go wrong. \$36.99

Talking  
to  
Strangers



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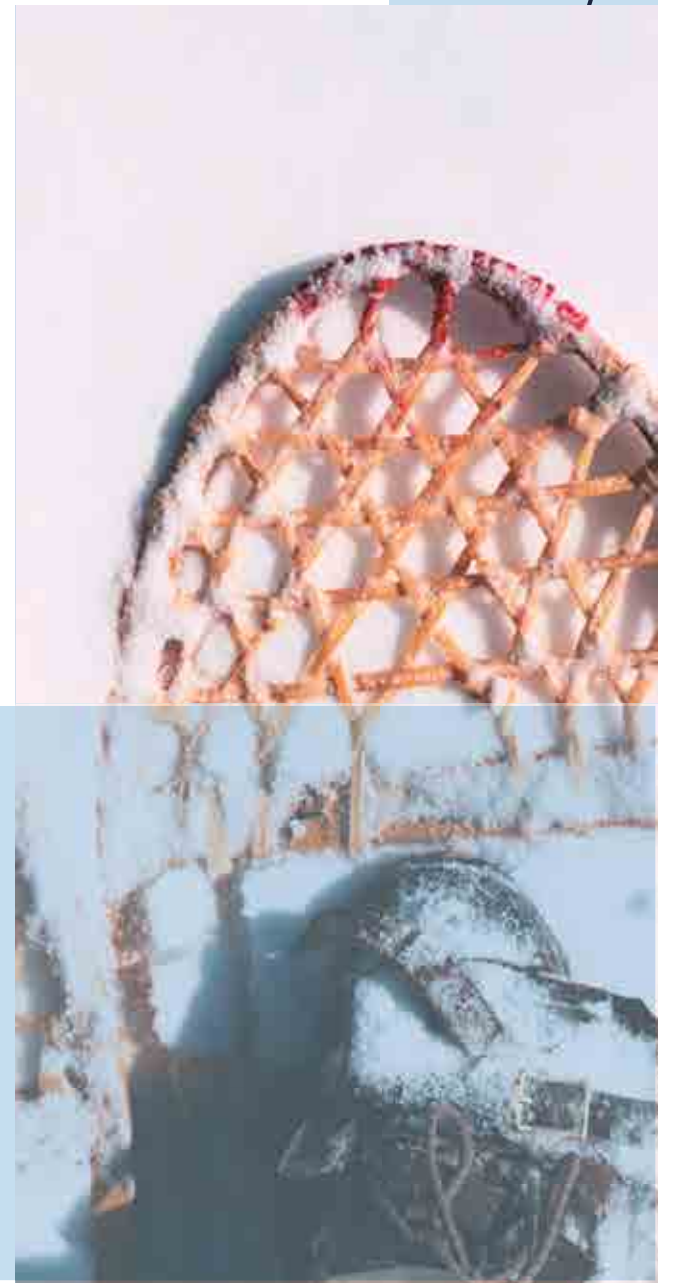
# GET OUTSIDE



## Go skiing with your best friend

Is your dog straining at the leash? Here's a way to harness that energy and deepen your relationship with your best friend – skijoring. Together, you speed through the Highlands landscape on skis with world-class competitor Karen Koehler as your instructor. If your dogs love running down trails and pulling things (and what dog doesn't?), they can skijor. More info from Yours Outdoors. [yoursoutdoors.ca](http://yoursoutdoors.ca).





## Make peace with winter

If you think winter is all about icy windshields and bobsled-run driveways, here's a chance to take a second look. Snowga, offered by Yours Outdoors at the Abbey Retreat Centre near West Guilford, is an opportunity to make peace with the coldest season. The experience starts outdoors with snowshoeing, followed by some mindful stretches before heading indoors for yoga with a beautiful view of the snowy landscape. See? Winter can be the most relaxing time of year. More info at [yoursoutdoors.ca](http://yoursoutdoors.ca).

## Old roads, new sleds

If you've always wanted to tour the Highlands by snowmobile but weren't sure where to start, here's the answer. The Forest and Rails Loop, created by the Haliburton County Snowmobile Association, is designed for families and first-timers. The route is 75km long and takes 4-5 hours. It includes a stretch on the Peterson Colonisation Road, which is older than Canada itself. The local association, which grooms 370km of trails in total, has mountains of info and a map at [hcsa.ca](http://hcsa.ca).

## Moonlit adventure

Magic! That's how Heather Reid from Abbey Gardens describes snowshoeing by night. As part of the winter Hike Haliburton festival, Abbey Gardens will be leading a peaceful nighttime adventure on February 8, taking in the sights and the sounds under an almost full moon. Imagine the silence broken only by crunching snow as the moonlight sparkles off the ice! For more info and to reserve a place, visit [hikehaliburton.com](http://hikehaliburton.com).





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## CHASE THAT WINTER SALE

Think the real estate market goes cold in winter? Not necessarily, say Colin + Justin. It's time, they suggest, to warm to the idea of showing your property during Mother Nature's colder period.

## COLIN + JUSTIN'S TWELVE POINT GUIDE

Let's be honest: none of us can truly predict the Canadian property market. Top end stagnant? Mid sector moving? Cottage sales figures up one minute, down the next? Aye, it'd take a psychic to decipher it all.

We're determined, however, to look on the bright side. Prior to spring – a time when, traditionally, the real estate market strengthens – you can steal a chase on the competition. With fewer sellers out there, your home (with a spot of gentle 'tailoring') could actually have a good chance of catching that elusive buyer's attention.

And we speak from experience: we've sold numerous properties with the mercury in utter free fall. These two Scots never let Mother Nature's chillier arsenal limit expectation. Indeed, we've always reckoned that realtors work harder when it's ball-bustingly cold, being that they're likely to have reduced inventory, and need every deal they can close.

Buyers, too, are beginning to see the

colder climate as a good time to chase opportunity. These days, they're savvy enough to gauge that slimmer pickings often produce better jewels. And with fewer distracting properties to consume showing time, they can focus on precisely what they need in so far as preferred lakes, travel time and accommodation are concerned.

Today we're focusing less on obvious tasks such as leaking taps and cruddy tile grout (these are very important matters, however, so ignore them at your peril), and more on a cache of clever tricks which, observed carefully – regardless of shiver factor – will have your realtor slapping a sold sticker on your sale sign more quickly than you might ever have imagined.

And so, with one eye trained firmly on improving and the other on moving – here's our 101 guide to snag that buyer.

### Winter curb appeal

In spring and summer, traditionally, the landscape will look fresh and inviting, and,

courtesy of better light, your cottage will 'show' at its best. In winter, however, you'll need to do a little work to properly shine. Clear gutters of leaves and branches, and minimise snow build-up on your roof (by safely brushing or blowing away) if time allows. And, while you're at it, polish windows and do a foxtrot with your trusty vacuum.

Ensure, also, that your cottage is easily accessible ahead of viewings. Salt your path and endeavour to make your road passable. Either shovel it yourself or call your plow guy.

We also recommend showcasing pictures of your property (and especially its lakefront) to show potential buyers what your place is like when temperatures rise. Hey, whodathunkit? Your shoreline summer snaps could be the very thing to tempt a successful sale!

### Winter availability

Oftentimes, you'll have better access to tradespeople when the weather is colder. Spring and summer, after all, are boom



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**Alyssa Kinghorn**  
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**Kim Barnhart**  
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**Karen Wood**  
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### Spruce Lake

5 BR/ 4 Bath/ 225ft of frontage/ Southern exposure/ Gorgeous landscaping and gazebo/ Bunkie/ Detached double garage/ Backup generator. \$1,399,000



### Wenona Lake



3 BR/ 3 Bath/ Open concept kitchen and dining/ Large master rm w/ 3pc ensuite/ Screened in porch/ 125' Frtg/ Western lake front views.  
**\$683,000**

### Haliburton Lake



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### Grass Lake

Breathtaking 4BR, 4 bath cottage or waterfront home. Sunny level lot with South Eastern views. 5 minutes from Haliburton Village. Personal boat launch. Part of Haliburton's 5 lake chain. \$1,050,000



### Twelve Mile Lake



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**\$569,969**

### Colbourne Lake

25 acres of matured trees with 300 ft of frontage. 4 bedroom, 2 bath log home/ cottage. Stunning open concept living, engineered hardwood flooring. Wrap around covered deck, private boat launch, Heated workshop, bunkie and century log cabin. \$999,000



### Long Lake



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- IRONDALE RIVER \$79,000 3.22AC
- CONTAU LAKE ROAD \$49,000 3.91AC
- OLD DONALD ROAD \$44,900 3.49AC
- WENONA LAKE \$40,000 0.42AC
- FRED JONES ROAD \$25,000 0.38AC

### Long Lake



2 BR/ 1 Bath/ Open concept/ Eat-in kitchen/ Walk-out lower level/ Detached single garage/ Municipal access over road allowance.  
**\$289,000**

## 12 DAYS OF CHRISTMAS GIVEAWAY

COURTESY OF

**Linda Baumgartner**

&

*The Haliburton Real Estate Team*

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periods for contractors, but because winter tends to be quieter, rates are often a little easier and availability better.

#### **Provide a warm welcome**

Blimey, if we had a buck for every ice-cold home into which we'd walked whilst scouting new cottages, we'd be squillionaires. Thermostatic balance is super important, and a chilly environment is likely to put potential buyers off as they see their own breath, like some ominous wintry cloud, whilst scouting your digs.

#### **Lighten up**

Dark colours can make space seem smaller, whereas lighter shades help rooms 'enlarge'. But the key word – and your decorative holy grail this time of year – is 'cosy'. Do everything possible to make your cottage, lake home or cabin in the woods seem inviting. In doing so, you'll help distract from Mother Nature's perilous grip.

#### **Tex' appeal**

Pillows, throws and blankets provide a quick seasonal fix and will help 'future proof', allowing mood to be altered on a whim. Once again, it's all about the subtle art of distraction. You want people to think less about the frigid conditions they've just left at the front door, and more about your home's lifestyle allure.

#### **Put some colour on the floor**

A bold rug placed by a chair, or under a bed, will add style and texture. Choose a contrast colour, inspired by your fabrics, or look for options with interesting patterns to complement your theme. Manicuring like this is one of the simple rules of winter staging. And besides, you get to enjoy it all now and take it with you when you leave. Double bubble!

#### **Store it**

Go large on storage and low on clutter. Last thing you want is for buyers to feel distracted by your collection of German beer mugs or your hundred-strong gaggle of ceramic frogs. If your cottage is your second home, help it feel less cluttered by packing up all those distracting features and haul them to your main house. Alternatively, hire an off site storage unit and cram it to the rafters with all your spring and summer stuff.

#### **Clean sweep**

It's amazing how different your home will look after a swish round with your fave cleaning products. So

brandish that mop and help everyone fall in love with your biggest investment. Clear away cobwebs, capture those dust balls and do everything to suggest your home is perfectly spick and span as winter grips.

#### **Reflect on this**

Mirrors: great for bouncing light and 'expanding' proportions. During previous client projects we've clad entire walls with mirror, hung clusters of junk shop finds across chimneybreasts and used reflective consoles to 'enlarge' tighter confines. Glass tables, too (and even glass accessories) can increase the feeling of space thanks to their 'invisibility'. Their inclusion, especially in winter, will brighten proceedings, making your home feel more inviting to buyers.

#### **Fresh air**

During colder climes, cottages can become stuffy, which is the last thing you need as buyers explore. Ahead of viewings (brace yourself!) open windows, even if just for ten minutes, to encourage air to circulate. It might be the last thing you feel like doing when there's snow outside, but fresh air is everything, so get to it.

#### **Pare back windows**

Simple textural blinds, or medium weight curtains, will keep windows defined whilst allowing maximum light to enter. Overpowering drapes, on the other hand, will consume wall space and absorb lots of natural illumination. It's the difference between your space feeling cozy and atmospheric, or dark and gloomy. You want people to feel 'seduced', so they can imagine themselves living their best lives within your walls, rather than worrying about how to make it all feel more liveable.

#### **The light fantastic**

Highlight room corners to expand and brighten perceived size, illuminate a row of rustic art in a hallway to elongate perceived length, and brighten dark nooks with spotlights to create an expansive feel. As previously described – it's all about setting atmosphere. It might be Arctic outside, but if you make your home cozy, people are more likely to fall in love with it.

We hope the foregoing proves that by investing a modicum of time – and limited dollars – you'll have a beautifully tailored and 'enlarged' nest as winter takes hold. And a home that's ready to tempt optimal dollar yield on closing day.

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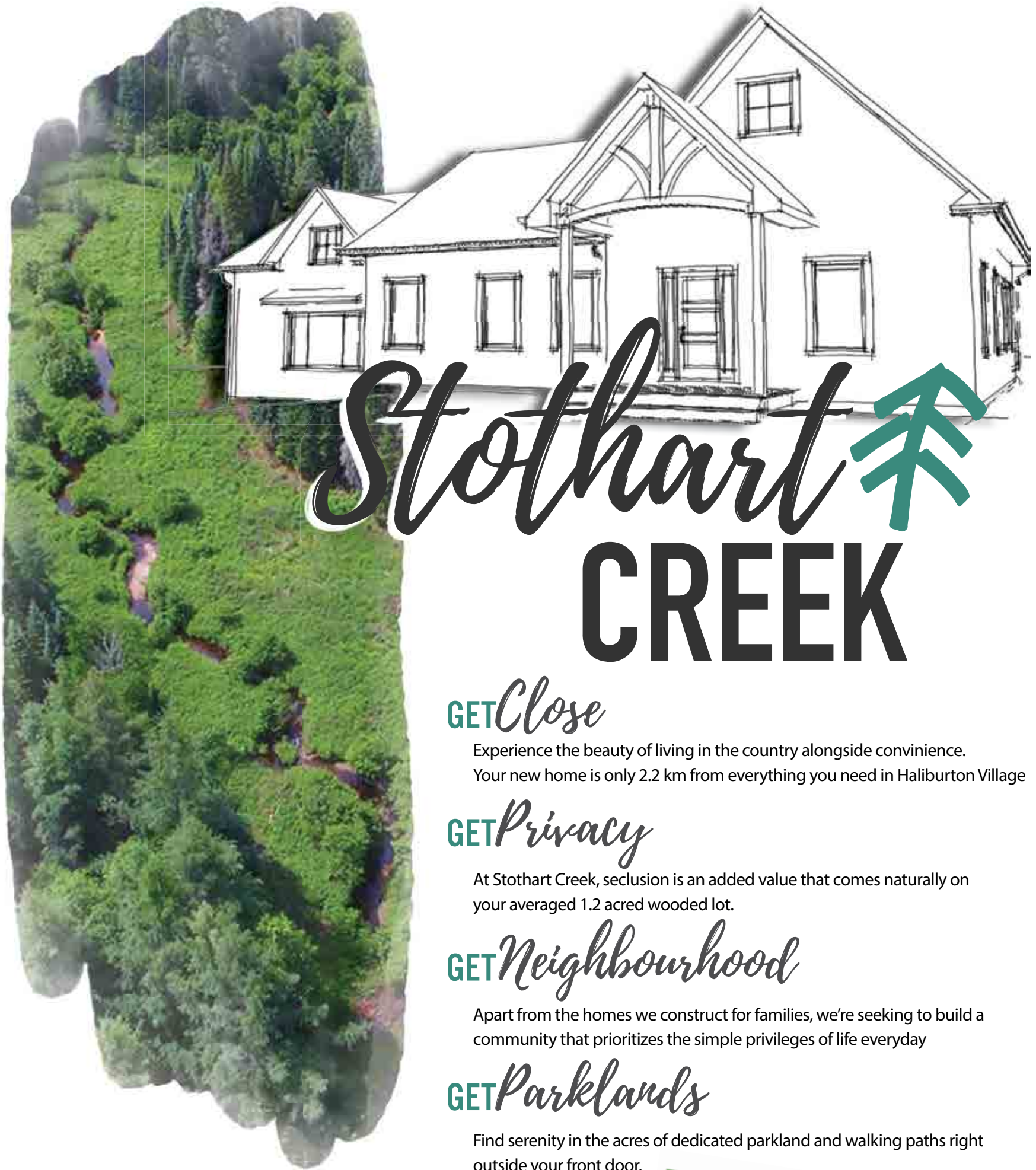
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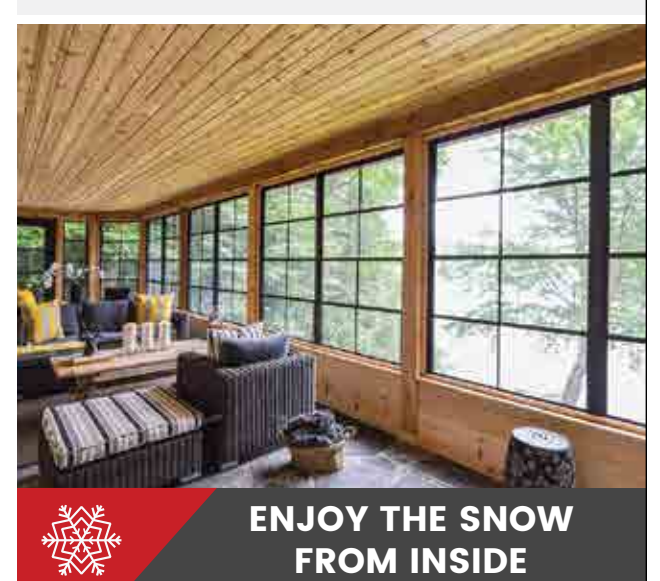


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