

## Island property in big demand 🚗

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The Journal Pioneer

ST. NICHOLAS - The road to the west actually goes both ways.

A small community of westerners may soon spring up in St. Nicholas.

Two developers of a high-end subdivision there say Western Canadians have spoken for 16 of 19 lots under contract.

"Everyone wants waterfront property," explains Bill Harnett, a partner in the project.

Harnett explained it's getting more difficult for westerners to find it at reasonable prices.

"Nowadays, you can't touch waterfront for under a million dollars," he said.

"They're looking elsewhere."

Elsewhere has increasingly been here. Scores of Islanders have headed west for work; Harnett believes they're helping to market their home province by boasting of home.

"They're generating interest." Harnett's business partner Michael Poczynek said it's a trend he's also seeing as waterfront specialist with Century 21 Northumberland Realty in Summerside.

"The interest from Alberta has been overwhelming over the last year."

Poczynek and Harnett's Sunbury Cove Estates will lie along the south shore at the end of a country road called Strang Road.

"I'm quite surprised no one's jumped on it before," Harnett said of the pristine land. Their research turned up approval for a subdivision back in 1969, but it never came to fruition.

Harnett and Poczynek have bought more than 270 acres, marketing the development as a chance to own idyllic waterfront.

"Your corner of the world to escape, relax and unwind. Picture perfect views from every angle, the warm waters of the Northumberland Strait, golden sunsets and nature at its best," reads the website.

Harnett said the people interested tend to want properties not only to stay in during summer use, but other times like Christmas.

"They're looking for second homes; a place to get away."

The developers plan to begin work on the first 26 lots on 43 acres in the spring, with the aim of continuing with second and third phases.

The waterfront lots have been listed at \$179,900 with back lots at \$79,900.

Harnett's Bluewater Development Ltd. will build a spec home there in the spring.

"It's going to bring a lot of work to local people," he said of the project.

Harnett is originally from Newfoundland, but spent more than two decades in B.C. and Alberta as builder before returning Eastern Canada.

He said one of his daughters and a son-in-law plan to move here to work with him and his son is thinking of it too.

"We're probably the only ones coming this way right now," he quipped.

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