



Municipality of the District of Argyle

Item: Sale of Excess Land

Date: Sept 14<sup>th</sup> 2023

## *Our Vision*

*Argyle is the community of choice to invest, live and play.*

## *Our Identity*

*Argyle invests time & talent in growth opportunities in fishing, tourism, and renewable energy sectors.*

*Argyle provides affordable taxation while providing safe and **livable** communities and strives to engage and inform our residents on decisions that affect them most.*

*Argyle provides high class, accessible recreational and cultural facilities for health and for **play**.*

### **Recommendation:**

We are recommending that we engage a realtor to assess these properties and get multiple of them listed on the MLS market to receive fair market value for these properties. Using a realtor suits the MGA provisions that land shall be sold at market value (with certain exceptions). A real estate agent shall select the list price that he/she believes will approximate market value.

The commission on the sale of these lands shall depend on the success of the realtor, but in no way would require us to offer a tender or competitive process, due to the estimated cost.

### **Suggested motion:**

Move that the CAO engage a local, independent realtor to recommend the price, listing and sale of surplus lands, and that the process be led by the independent realty company.

### **Background:**

The excess land under consideration is located at throughout the municipality, and the staff has prepared a list of land that would be considered surplus to our needs. Much of the ownership of these properties would have come from land vested to us at a tax sale in the past, or for other reasons. Much time has passed since we have ownership of these lands, and since the market is

hotter than usual around sale prices and demand, the time to consider this sale is now. This land represents an opportunity to utilize municipal resources more efficiently.

The decision to sell this access land is grounded in several key reasons:

**Financial Benefits:** The sale of this land will generate revenue for the municipality, which can be allocated to fund new community projects, offset expenses on existing projects or other priority areas. Furthermore, the sale of land would potentially generate additional taxation revenue through improved use, including residential use.

The anticipated benefits of this sale include:

- Increased municipal revenue.
- Potential population increase
- Alignment with municipal strategic plan for economic development
- Enhanced land use
- Improved infrastructure development

**Next Steps:** Should Council approve this request; the following steps will be taken:

1. Initiate the formal sale process and reach out to a local Realtor to assess the value and saleability of these lands.
2. Facilitate the sale process, including negotiations with potential buyers or developers.
3. Allocate the sale proceeds according to the municipality's financial plan.

**Conflict of Interest Declaration:**

As this is the recommendation of our Director of Operations, and endorsed by the CAO, it is in accordance with Conflict-of-Interest regulations to declare real or perceived conflicts as it relates to staff activity. Mr. Boudreau is a licenced realtor and has declared a conflict of interest to the CAO. As a result, neither Mr. Bourdeau nor any of his business associates at the real estate agency that engages him shall be asked to participate in this process. An independent realtor shall be secured.