

SALE OF STRATEGIC LANDS POLICY
Council Policy No. 134/17

PURPOSE:

The Sale of Strategic Lands policy is intended to utilize local resources and businesses to facilitate the sale of municipal lands held for strategic initiatives or offered for sale outside of existing policies.

BACKGROUND POLICY:

The City of Fort St. John has three current policies regarding the disposal of lands. The policies were developed to address lands declared surplus to the City's need.

- Sale of Municipal Property – Council Policy No. 17/00
- Sale of Municipal Property with Special Development Potential – Council Policy No. 18/00
- Sale of Large Block Properties – Council Policy No. 50/00

POLICY GOAL:

The goal of the Sale of Strategic Lands policy is to develop a fair and equitable process that will allow the municipality to utilize local realtors to sell properties that have been held for strategic purposes. These lands are likely to require national or international market exposure through professional real estate services and MLS listings. The MLS® mark and associated logos identify professional services rendered by REALTOR® members of the Canadian Real Estate Association (CREA) to affect the purchase, sale and lease of real estate as part of a cooperative selling system.

PROCEDURE:

The City of Fort St. John holds lands for strategic initiatives. Some of these lands are held with specific development or planning criteria associated with them such as energy conservation, housing style and density, future school sites and other strategies. For example the City has developed a downtown revitalization plan that includes the development of key parcels of land held in the public trust for this purpose.

In order to meet the intent of the City's master plans, some key parcels of land require professional marketing and real estate services.

Therefore, lands that are for sale and that have strategic objectives associated with them will be offered to local real estate brokerages through a bid process for the right to be the listing agent.

SALE OF STRATEGIC LANDS POLICY
Council Policy No. 134/17

PROCEDURE: (continued)

The listing brokerage will be required to provide MLS and marketing services that allow the properties to be offered and marketed nationally.

1. Lands that are considered for this policy are of strategic importance to the City of Fort St. John and will be accompanied by a profile that describes their importance. The profile will include all associated master plans, policies and a clear description of the form and character and required outcomes for the end use of the property.
2. Lands being offered for sale under this policy will be presented to Council to be declared surplus to the City's needs in accordance with the *Community Charter*.
3. Lands being offered for sale under this policy will be declared as an exception to: Sale of Municipal Property – Council Policy No. 17/00, Sale of Municipal Property with Special Development Potential – Council Policy No. 18/00 and, Sale of Large Block Properties – Council Policy No. 50/00.
4. Only brokerages which have accredited commercial realtors will be eligible to bid on commercial lands.
5. Commission rates for Strategic Land sales will be set and not subject to negotiation:
 - i. Residential properties (6% on the first 100K and 3% thereafter) and
 - ii. Commercial Properties (5% on the first 1M and 3% thereafter)
6. Commission rates for Strategic Land sales will be reviewed annually.
7. The listing brokerage for each property will be determined by RFP process. Each RFP will contain and be rated on marketing and advertising criteria specific to the property.
8. Lands being offered for sale will be appraised in accordance with Council policy. Appraisals will be for internal use by the City.
9. Appraisals and historical information on the property will be shared as part of the sale process.