



**CORPORATE REPORT**  
The Corporation of the Town of Wasaga Beach  
Meeting Date: 7/29/2024

**DATE:** 7/15/2024  
**SUBJECT:** Sale of Municipal Surplus Land  
**CONTACT:** Kaitlyn Monsma, Economic Development Officer  
**REPORT NUMBER:** 2024/07/29-05

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**RECOMMENDATION:**

1. **THAT** the report titled: Sale of Municipal Surplus Land to the Special Council meeting of July 29<sup>th</sup> 2024, be received for information.

**EXECUTIVE SUMMARY:**

- In 2023, the Office of the CAO launched a project to identify surplus municipal land assets, leading to the classification of 14 properties for sale under Council Priority #58. This strategic initiative aims to enhance immediate cash flow and maximize asset value through proactive property management.
- Economic Development staff have identified and are prepared to sell nine surplus properties (Table A), while also assessing and providing estimated values for properties not yet classified as surplus (Table C), including those at Lyons and Ramblewood and 425 River Road West.
- The projected revenue from these property sales is expected to contribute significantly to the municipality's financial reserves, earmarked for Council priorities.

**BACKGROUND:**

In 2023, the Office of the CAO initiated a municipal land inventory project aimed at identifying potential surplus land assets. Led by the Economic Development staff as part of Council Priority #58, the project focused on assessing Town-owned properties to identify those suitable for surplus classification. At the Council meeting on October 26th, 2023, Council approved the surplus classification for 14 properties, marking a pivotal step toward facilitating their sale. The table below represents a selection of land now deemed surplus and ready for sale. This strategic move is expected to enhance immediate cash flow and realize increased value from these assets. Currently, staff is prepared to sell nine properties listed in Table A. Additionally, this report includes Table C, providing estimated values for municipal properties (#15) at Lyons and Ramblewood in the Business Park Area and (#14) 425 River Road West, which are not yet deemed surplus. Staff will continue exploring opportunities for these properties. Table B has a list of Surplus Land Not

Yet Ready for Sale due to the need for further action from staff such as severance and re-zoning. Staff plan to have these ready for sale as soon as possible.

As an update for the initiative, staff aims to provide approximate opinions of value prior to listing these properties for sale.

## DISCUSSION:

Staff have been collaborating with a group comprised of staff and primary contacts from all major brokerages in Wasaga Beach to discuss our sales approach and gather feedback. This group includes:

- RE/MAX By The Bay Brokerage
- Royal LePage Locations North Brokerage
- Century 21 Millennium Inc. Brokerage

With the help of these brokerages, we have developed a sales approach that ensures an even distribution of property values, thereby spreading the revenue from the sales among representatives from all three brokerages. The brokerages have also worked together to assign approximate opinions of value prior to listing. Now that staff has these opinions of value, staff will hire the services of an accredited appraiser to ensure that the municipality lists the properties at the highest and most accurate value. Following this step, we will be listing the properties for sale in accordance with our Sale of Surplus Land Policy.

	Address	Roll Number	Zoning	Estimated # of Lots	Estimated Value
1	1067 Shore Lane	436401000122000	R1	4	
2	70 35th St N	436401000142800	R1	1	
3	78 35th St. N	436401000142900	R2	1	
4	101 Sunnidale Rd N	436401000140500	R1	1	
5	Dunkerron Ave.	436401000604300	R1	1	
6	Dunkeron Ave	436401000604100	R1	1	
7	Long dale Rd.	436401001147701	R1	2	
8	36th St. N	436401000139000	R0	1	
9	36th St. N	436401000138900	R1	1	
10	122 24 <sup>th</sup> Street North	43640100510300	R1	1	
<b>Total</b>					\$ 5,425,000.00

	Address	Roll Number	Zoning	Estimated # of Lots	Estimated Value
11	396 Mosley St.	436401000650800	CA	1	
12	Oak Dell Rd. Allowance	N/A	N/A R1	1	
13	246 Mosley Street	436401000657800	OS	1	
<b>Total</b>					\$ 325,000.00

	Address	Roll Number	Zoning	Estimated # of Lots	Estimated Value
14*	425 River Road West	436401001143900	I	N/A	
15	N/A - Lyons & Ramblewood	436401001507302	CS	N/A	
16	950 VETERANS WAY	436401001218000	OS & EP	N/A	
17	16 Dunkerron Avenue	436401000608600	CT	1-5	
<b>Total</b>					\$14,700,000.00

**\*Pending Council Decision on the old area at 425 River Road West**

The sale of these lands from both Table A, B and C is projected to generate an estimated total revenue of \$20,450,000.00.

**CORPORATE IMPLICATIONS:**

Financial Implications:

If approved, the proceeds generated from the sale of surplus properties will be allocated to the Land Reserve and Corporate Initiatives Reserve accounts. These funds will be utilized for future Council Priorities as directed by Council.

Term of Council Priorities:

The review of potential surplus land supports Council Priorities #58 and #35:

- Priority #58: Undertake a Review of Town Surplus Lands

**CONCLUSION:**

The sale of these land parcels are critical for efficient land management and revenue generation for the municipality. Staff will proceed with the sale of the surplus properties listed in Table A, pending the opinion of an accredited appraiser.

Authored by:

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Economic Development Officer