

Business Park Pricing Policy

October 21, 2025



EAST HANTS



Summary

- Replace the existing Business Policy with a new policy that allows us to continuously improve how we manage Business Park lot sales and enforce terms and conditions.
- The new policy retains much of the previous framework while strengthening provisions that have been identified for improvement based on recent transactions.
- There are five material changes for consideration.

Lot Pricing (Adding New Policy Statements)

- Current: Business Park lots are sold on a first-come, first-served basis.
- Proposed Change: adopt an evaluation-based approach. Applications to Purchase will be evaluated with a points-based approach taking into consideration many economic factors. One factor will be the value of investment, which must be greater than \$546,325 per acre (\$135 per square meter) in the Elmsdale Business Park or \$276,481 per acre (\$68 per square meter) in the Uniacke Business Park. Applications below this value will not be accepted.
- Main Reason: To ensure each lot is utilized to its highest potential while contributing to the community's overall economic growth.

Agreement of Purchase and Sale (8a and 8d)

- Current: assessment must be at least \$86 per square meter (\$350,000 per acre) in the Elmsdale Business Park and \$45 per square meter (\$182,108 per acre) in the Uniacke Business Park.
- Proposed Change: a set development value equal to 80% of the proposed development's value listed in the Application to Purchase.
- Main Reason: Prevent post-purchase changes to the development value. For example, a purchaser lists the development value in the Application to Purchase but can change it provided it still meets the required minimum assessment. The proposed change will ensure revenue via business park fees and taxes is not impacted if the development is scaled back after purchase.

Agreement of Purchase and Sale (8c)

- Current: on the Buy Back of a lot, the purchase price is the original price minus the legal and admin fees (approximately \$2,300 on last buyback)
- Proposed Change: the purchase price will be 90% of the original purchase price
- Main Reason: Proposed change is consistent with industry practices and a 10% loss can be a further incentive to complete the project on time.

Agreement of Purchase and Sale (8e)

- Current: Purchasers can resell the lot at anytime. East Hants has a Right of First Refusal at the offer price (not the price the lot was purchased at).
- Proposed Change: Purchaser can only sell to East Hants until construction is complete. Therefore, Right of First Refusal is deleted as it is redundant.
- Main Reason: To prohibit the sale of lots to third parties for profit.

Real Estate Commissions (7)

- Current: 6% of purchase price
- Proposed change: 3% on the first \$500,000 of the purchase price and 1.5% on the remainder
- Main Reason: With the increase in demand and low inventory, lot sales have the potential to be sold at a higher value. The proposed change is consistent with industry standards and balances an attractive commission with the costs.

Recommendation

- Staff recommend that the current Business Park Pricing Policy be repealed and that new Business Parks Sale of Land Terms and Conditions Policy be adopted.

Recommended Motion

Meeting of Council (Policy & In-Camera)- October 21, 2025

Move that the Corporate and Residential Services Committee recommends that Council give notice of intent to repeal the Business Parks Pricing Policy; and that Council give notice of intent to approve the Business Parks Sale of Land Terms and Conditions Policy.

Regular Meeting of Council- October 29, 2025

Move that the Corporate and Residential Services Committee recommends that Council repeal the Business Parks Pricing Policy; and that Council approve the Business Parks Sale of Land Terms and Conditions Policy.

Move that the Corporate and Residential Service Committee recommends that Council approve the Real Estate Brokerage Commission fee be set at 3% on the first \$500,000 of the purchase price and 1.5% on the remainder, plus applicable taxes.