

Uniacke Business Park Lot Pricing and Inventory

October 21, 2025



EAST HANTS



Summary

- Two lots in the Uniacke Business Park have become available following the completion of the buy-back of Lot 1-2A Lady Mary Way and Lot 12 Alicia Scott.
- To proceed with the resale of these lots, they must first be added to the Uniacke Business Park inventory and assigned a price.

Market Comparables for Pricing

- Third party sales in Uniacke Business Park:
 - 14 Alicia Scott (1.3 acres) sold for \$230,000 (\$176,923 per acre) in August, 2024.
 - 40 Alicia Scott (3.8 acres) and sold for \$400,000 (\$105,263 per acre) in February, 2023.
 - The average of these sales is \$141,093 per acre.
- EBD has completed a Business Park Land Market Analysis for available Business Park lots. Sale Prices ranged from \$25,000 an acre to \$293,880 an acre, with an average of \$138,488 per acre.

Recommendation

- Set pricing at \$140,000 per acre for Lot 1-A Lady May Way and Lot 12 Alicia Scott as outlined in Uniacke Business Park Lot Pricing and Availability document dated September 15, 2025
- For information, list prices at \$140,000 per acre would be:
 - Lot 1-2A Lady Mary Way = \$644,000
 - Lot 12 Alicia Scott = \$338,723

Recommended Motion

- Move that the Corporate and Residential Services Committee recommend to Council that the Uniacke Business Park Lot Pricing and Availability document dated September 15, 2025 be approved.