

Pleasant Hill Village

Open Market Sale - Sales Information
June 2017



City of
Saskatoon
Saskatoon Land



For more information, contact Saskatoon Land at 306-975-3278.

saskatoonland.ca

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1.0 Pleasant Hill Village History

Pleasant Hill Village is located 1.6km due west of Downtown along 20th Street West, across from St. Paul's Hospital in the heart of the Pleasant Hill neighbourhood. The project started in 2006 when federal, provincial, and municipal governments partnered with the Greater Saskatoon Catholic School Division to acquire and redevelop the 13-acre site. Pleasant Hill Village is now about 75% finished, with completion anticipated in 2020. The project has close ties both to its surrounding neighbourhood and to community partners.

Pleasant Hill Village is a creative mix of many different components including a school, wellness centre, daycare, park, community garden, seniors housing and affordable family housing for purchase. It will be linked directly to Downtown and beyond by the planned multi-use pathway along the CP rail line that borders the Village. The 20th Street West corridor also functions as a main pedestrian, transit and vehicle route to Riversdale and the Downtown.

With an estimated project value of \$50 million, Pleasant Hill Village is the largest neighbourhood renewal project in Saskatoon.



Figure 1 - Pleasant Hill Village Map

Figure 2 - Pleasant Hill Neighbourhood Map



— — — — — Pleasant Hill Village Location

2.0 PLEASANT HILL VISION & COMMUNITY VALUES

Existing and future development is guided by the vision articulated by the neighbourhood through the 2002 Pleasant Hill Local Area Plan and at the 2006 Pleasant Hill Revitalization Visioning and Design Workshop. Affordability, safety, inclusiveness, social connections and rooted community are key themes.

Visioning

"Our sign will welcome and honour all cultures and ages to our sustainable, inclusive, family friendly, historic community. This place will contain a mix of uses, including schools and services with abundant mature green spaces and gathering and, with a big hill."

"Our vision for the site is one that is safe, green and affordable and that values, that appreciates and is inclusive for all cultures of groups. It provides park and parking and community meeting spaces. A place that instils pride and blends with the unique landscape of the neighbourhood."

"Our vision for this site is to develop a model community with integrated services, affordable and sustainable ownership of housing to support families putting down roots in their community."

"A clean, safe, healthy and sustainable neighbourhood that addresses the mind, body and soul of all members of Pleasant Hill."

"A community that is:

- built to develop diverse economic opportunities
- safe, clean, healthy and welcoming (including a sign)
- community that is designed to be an integrated village with a heritage - feel with quality attractive low to medium density housing.
- well designed parks (emphasis on winter activities), school
- takes advantage of all transportation opportunities."

The above visions were created in group work.

2/20/2007

Source: Pleasant Hill Revitalization & Design Workshop, 2006

Pleasant Hill is a community that celebrates a fabric of housing diversity designed and managed for family needs of personal safety, reasonable affordability, recreational activities, green space, worship facilities and desirable location. Pleasant Hill boasts vibrant cross cultural and multi-generational relationships where everyone comes together to help, share, support and encourage one another's physical, mental, emotional and spiritual growth.

The community planning group recognizes that many improvements need to occur in the neighbourhood for their vision to be achieved. By building on the strengths that do exist in the neighbourhood, there is an optimism that creating positive change in Pleasant Hill is possible. In recognition of this possibility, the following community goals were compiled by the planning group and are intended to help guide the realization of the vision in the long range plan for Pleasant Hill:

- A neighbourhood that encourages strong family oriented community development through home ownership and responsible development of rental properties.
- A neighbourhood that has a vibrant cross-cultural and intergenerational community.
- A community that helps and shares in the development of home and family. Encouraging each other's strengths and supporting each other in our family's development.
- A "green", clean, healthy cared for living community which both the Pleasant Hill residents and all citizens of the City of Saskatoon can take pride in.
- The continuation of landscaping, art and ethnic appreciation along 20th Street West.
- A community that promotes values such as church, school, home life and looking after senior residents.
- A neighbourhood that celebrates its community by having events such as block parties that bring everybody in the neighbourhood together.
- A neighbourhood where all residents enjoy easy access to several recreation and leisure activities ranging from community baseball games to family picnics.
- Continued and enhanced community partnerships amongst cultural, religious, private and public sector groups throughout the neighbourhood.
- Convenient access to essential services such as health care, employment centres, public transit, church and education facilities.
- The continuation of very good bus service throughout the neighbourhood.

Pleasant Hill boasts vibrant cross cultural and multi-generational relationships where everyone comes together to help, share, support and encourage one another's physical, mental, emotional and spiritual growth



Pleasant Hill Community Garden



Grace Adam Metawewihnik Park



St. Mary's Wellness and Education Centre

3.0 KEY PROJECT GOALS

Foremost for Council and the community is the development of owner-occupied family-oriented housing that is within reach of first time homebuyers with moderate incomes. Given this, the City will not consider rental units on any of these parcels.

Social Sustainability

Housing units should respond to what is needed in the neighbourhood. In particular:

- units with multiple bedrooms for larger households (i.e. 3BR, 4BR);
- accessible units for those with mobility impairment and for multi-generational families; and
- large-size and/or accessible units targeted at the lowest income category and price point and ground-oriented units geared for families with young children.

Site layout should respond to the PHV concept and wider neighbourhood goals. Many local initiatives focus on access to healthy food and health and fitness, walking rather than driving and greater use of leisure and fitness facilities (including St. Mary's Wellness and Education Centre. The community also places a high value on neighbourliness and living in community. Designs should incorporate:

- an open site concept in relation to Grace Adam Metawewihnik Park;
- high pedestrian connectivity into surrounding pathways with ease of access from units to the outdoors; and
- providing points of connection between neighbours within each individual parcel.

The City also intends that proposed development adds value to the community beyond simply providing housing. Possible examples include:

- creative partnerships for mixed use on Parcel F and accessing existing construction apprenticeship programs.

Environmental Sustainability

In support of housing affordability, a key goal is reducing long-term operating costs for homeowners. Designs should strive to incorporate:

- energy-efficient building envelopes capable of achieving the highest feasible Energuide rating;
- energy-efficient heating/cooling systems and passive solar design; and
- EnergyStar appliances, energy-efficient lighting, programmable thermostats and durable low-maintenance materials.

Economic Sustainability

Turning renters into homeowners is a key goal. Raising the number of homeowners in Pleasant Hill is not only a pathway to neighbourhood revitalization, it is also a way of equipping households to be financially secure. To provide for immediate and long-term housing affordability, applicants should consider:

- innovative models of housing ownership such as co-op housing, rent-to-own, shared equity or other best practice tools;
- "traditional" developer incentives to homebuyers; and
- participation in City/Provincial housing incentive programs.

4.0 PROPERTY DETAILS

Saskatoon Land is accepting proposals for the following properties in the Pleasant Hill Village area.

Table 1- Parcel A Property Details

Civic Address	115 Columbian Place
Zoning District	RM3
Legal Description	Parcel A, Plan No. 102232842
ISC Parcel	203281174
Asking Price	\$241,000
Site Area	0.46 ac

Table 2- Parcel C Property Details

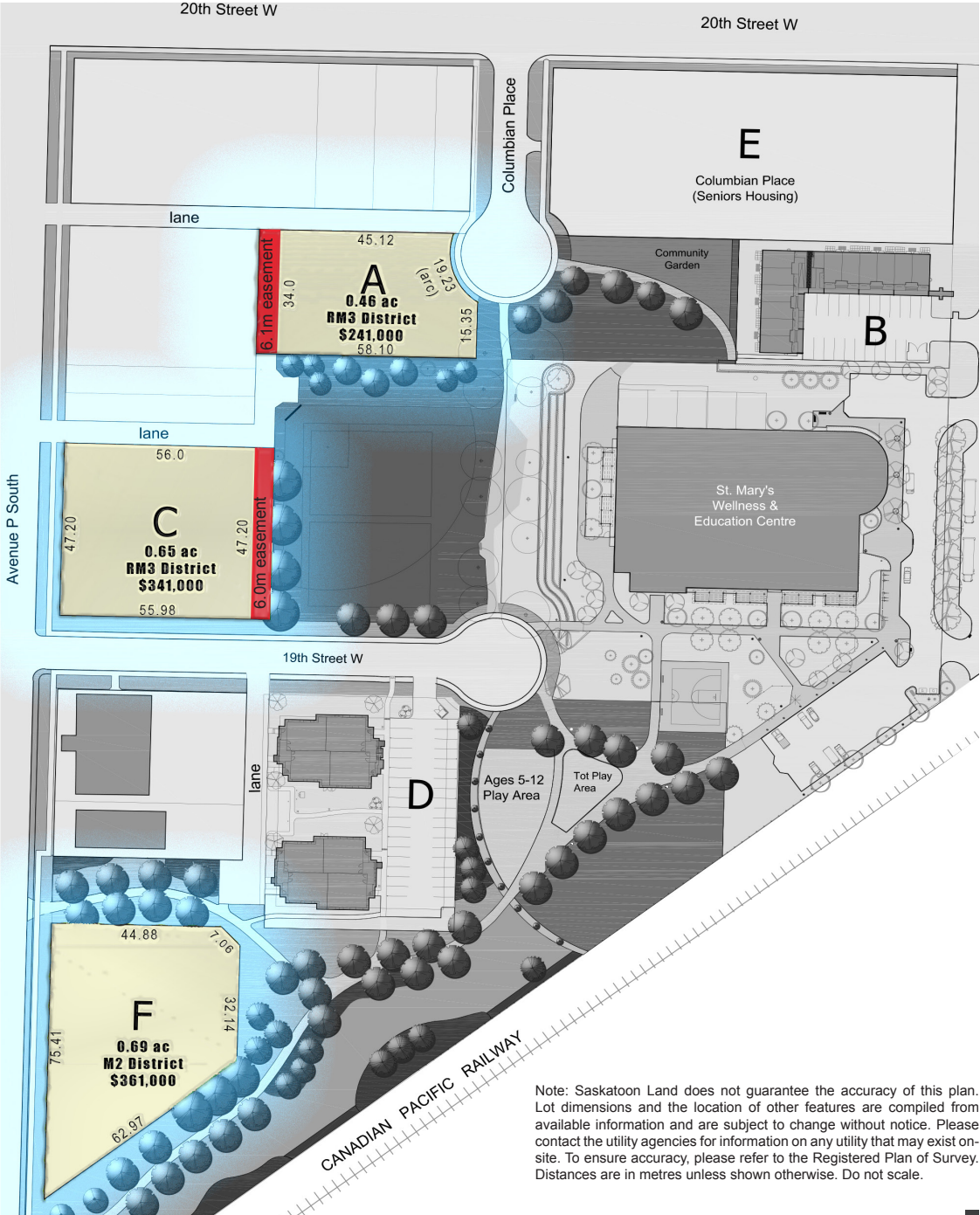
Civic Address	1520 19th Street West
Zoning District	RM3
Legal Description	Parcel C, Plan No. 101995667
ISC Parcel	164580532
Asking Price	\$341,000
Site Area	0.65 ac

Table 3- Parcel F Property Details

Civic Address	412 Avenue P South
Zoning District	M2
Legal Description	Parcel F, Plan No. 102052325
ISC Parcel	165197807
Asking Price	\$361,000
Site Area	0.69 ac

Offers submitted to the Sales Section, Saskatoon Land, 201 3rd Avenue North, Saskatoon, SK S7K 2H7 and plainly marked on the envelope “Open Market Sale - Pleasant Hill Village” will be received until 2:00 p.m. CST on Wednesday, September 20, 2017 for Parcels A, C, and F. The subject sites are identified in Figure 2.

Figure 3 - Pleasant Hill Village Parcel Information



5.0 INSTRUCTIONS TO PARTIES

Interested parties are required to submit a completed Purchaser Application Form (Attachment 1) along with the following information:

- (a) Saskatchewan Corporate Search carried out within the last 30 days for the corporation that is to appear on title.
- (b) Letter from the purchaser acknowledging licensed real estate representation.
- (c) Written description of proposal including vision for the site, target population, affordable housing features (i.e. tools, models, City or other incentives, etc), timeline for development and energy efficiency building components.
- (d) Examples of past completed, similarly scaled projects including photos of project, number of units, information on target population and any other unique features (i.e. green building, community partnerships, affordable housing, etc).
- (e) Conceptual building permit plans including the following:
 - i. Site Plan: Building footprint and dimensions, yard setbacks, off-street parking, conceptual landscaping details, amenity areas, pedestrian and vehicle access;
 - ii. Conceptual Building Design: All building elevations and floor plans.

While not a requirement, the submission of project renders are encouraged to better illustrate the architectural elements of the proposed building(s) and to help illustrate the relationship of the proposed building(s) relative to the nearby park spaces and other development sites.

The submission of offers is non-binding and in no way obligates the applicant to purchase the property in question and is not in any way binding upon Saskatoon Land. It is for information purposes only. Saskatoon Land will review the form and contact interested parties to confirm whether or not Saskatoon Land will consider the application for further negotiation.

Saskatoon Land reserves the right to negotiate with only those parties it determines, at its sole discretion. Saskatoon Land also reserves the right to amend or abandon any property listing without accepting any Purchaser Application Form. Once Saskatoon Land has entered into negotiations with interested parties, offer acceptance will be subject to compliance with the terms and conditions listed in Attachment 1.

Proposals will be evaluated based on the following criteria:

Table 4 - Parcels A & C Evaluation Criteria

Criteria	Maximum Score
Building Design and Site Layout	40
Developer Experience	30
Housing Units	20
Price Offered	10
Total Score	100

Table 5 - Parcel F Evaluation Criteria

Criteria	Maximum Score
Building Design and Site Layout	40
Developer Experience	30
Housing Units	20
Price Offered	10
Mix of Uses	10
Total Score	110

Proposals will be reviewed by City of Saskatoon administration and members of the Pleasant Hill Community Review Committee to ensure the fundamental objectives of the Enhanced Pleasant Hill Village Concept Plan are achieved. Administration and the Review Committee will review and score the proposal(s) received according to the criteria outlined in Section 6.

6.0 EVALUATION CRITERIA - DETAILED DESCRIPTIONS

Building Design and Site Layout - 40 Points

Points will be awarded if proposals contain:

- a) ground-oriented housing with no internal corridors;
- b) demonstrated affordable operating costs (i.e. use of durable materials and achievement of energy-efficiency performance standards);
- c) demonstrated integration with surrounding park and streets through building and site design;
- d) demonstrated architectural merit through achievement of as many aspects as possible in the City's Architectural Controls for Multi-Unit Dwelling Districts 2013 (see Attachment 3); and
- e) demonstrated adherence to Crime Prevention through Environmental Design principles (i.e. provision of clear sightlines and multiple entry and exit points on site).

Developer Experience - 30 Points

Points will be awarded based on the proponent's relative experience in the following areas:

- a) multi-family residential projects;
- b) marketing and sale of housing units; and
- c) neighbourhood infill projects.

Full points will be awarded to proponents that have completed projects with relevance in all three areas. Lesser points will be awarded to proponents who have completed projects with relevance to one or more areas.

EVALUATION CRITERIA - DETAILED DESCRIPTIONS (CONTINUED)

Housing Units - 20 Points

All proposals must be for home ownership. Proposals including rental housing will be disqualified. For Parcels A and C, proposals must also meet Canada Mortgage and Housing Corporation's definition of affordable homeowner housing:

- a) Units must be modest in terms of floor area, design, and amenities when compared to community norms; and
- b) Generally, the purchase price of the units must be below the average selling price of comparable units.

Points will be awarded if proposals contain:

- a) larger housing units (2, 3, and 3+ bedrooms) to attract families;
- b) adaptable features to enhance affordability (i.e. roughed-in features and spaces) and accessibility (i.e. provision of barrier-free units); and
- c) financial incentives and/or creative financing tools to support affordability for moderate-income households (i.e. deferred down payment and shared equity model).

Price Offered - 10 Points

Parcels A, C, and F will be marketed at current market value, estimated at \$12 per square foot, and resulting in an asking price of:

- a) Parcel A - \$241,000;
- b) Parcel C - \$341,000; and
- c) Parcel F - \$361,000.

Full points will be awarded if the full asking price is offered. Lesser points will be awarded if partial asking price is offered.

Parcel F - Additional 10 Points

Proposals for Parcel F will be scored out of 110 points total. All of the above evaluation criteria will apply, with the following exceptions:

- a) proposals do not need to meet Canada Mortgage and Housing Corporation's definition of affordable homeowner housing; and
- b) proposals do not have to be ground-oriented if a permitted non-residential use is proposed at-grade. Internal corridors for permitted office/institutional/residential mixed-use projects will be considered.

If a mixed-office/institutional/residential project is submitted, up to 10 additional points will be awarded. If a non-housing project is submitted, the Housing Units score will be 0.

7.0 RESIDENTIAL DEVELOPMENT ARCHITECTURAL REVIEW PROCESS

Multi-family development on these sites are subject to compliance with Saskatoon Land's Architectural Controls for Multi-unit Dwelling Districts (Attachment 2). The successful purchaser must gain approval of architectural plans for any site from the Saskatoon Land and Planning and Development Divisions through an architectural control review process. Prior to plan preparation, or any stage during plan development, Saskatoon Land and Planning and Development are available to meet to view draft plans and discuss the architectural requirements. Any questions should be directed to Melissa Austin at 306-986-1695 or Matt Grazier at 306-975-3305. Following offer acceptance, the purchaser will have up to 18 weeks to gain final approval of architectural plans for the site from Saskatoon Land and Planning and Development. The first submission of plans must be received by Saskatoon Land and Planning and Development within 8 weeks of offer acceptance. The plans will then be analyzed for compliance with the architectural controls. Saskatoon Land and Planning and Development reserve the right to take up to two weeks to review and comment on plans after any submission is made by the successful party.

After plans have been reviewed, a meeting with the successful party will be arranged to discuss plan changes, if any, which may be required. The successful purchaser will not be able to apply for a building permit until receiving final approval from Saskatoon Land and Planning and Development. Once the architectural evaluation is completed, the proposed building plans will be presented to the Pleasant Hill Village Community Review Committee. Once the architectural evaluation is completed, the successful purchaser may apply for a building permit by providing the Building Standards Division with a copy of the Sale Agreement and building plans. These plans will be cross checked to the plans which were submitted to and approved by Saskatoon Land and Planning and Development. If the purchaser makes changes to its plans following approval from Saskatoon Land and Planning and Development, a second approval will be required in order to ensure that the design still meets all architectural controls.

The following information is required for the architectural evaluation:

- A site plan, to scale showing buildings, roads, parking, loading, fences, and the landscaping concept;
- Floor plans of all floors for each building to scale;
- All exterior elevations of each building to scale indicating location of materials and colours;
- Building section of each building to scale, indicating building height, roof slopes, and features; and
- Specifications and colours for all exterior building materials of each building and for site development.



8.0 HOUSING & FINANCIAL INCENTIVES

Under its Mortgage Flexibilities Support Program (MFSP), the City is reserving incentive funding for up to 16 units of affordable housing at Pleasant Hill Village. These units are to provide housing for moderate income households.

The overall vision for Pleasant Hill Village is to house households with a mix of incomes who would fit into multiple categories on the housing affordability continuum shown in Table 6.

Proponents are encouraged to target 1/3 of proposed units for each of the categories shown. Submissions should identify the proposed mix in relation to these categories. Additional information on the programs and contact details follow are outlined below.

(a) Mortgage Flexibilities Support Program (MFSP)

The MFSP operates as a partnership between the City of Saskatoon, CMHC, Genworth Canada, and private homebuilders. The program assists moderate income households to purchase a home. Home buyers must have household income below the income limits for the program shown in Table 7.

The homes are built by private builders who must price the homes below what comparable homes would sell for. The City screens the income of potential buyers to ensure that they are below the income limits and provides homeowner training. CMHC and Genworth Canada offer mortgage loan insurance flexibilities. The homebuyer receives a down payment equal to five percent of the purchase price. The builder contributes three percent and the City contributes two percent. The City is reserving incentive funding for up to 16 units of affordable housing at Pleasant Hill Village under the MFSP.

(b) Equity Building Program

The City, in partnership with Affinity Credit Union, created the Equity Building Program to assist moderate income households in making the transition from renting to home ownership. The target group is households earning up to \$84,000 who need minimal assistance to move into the ownership market. The program allows households to borrow a down payment to be used towards the purchase of an entry level home.

For detailed City program information, please contact:

Daryl Sexsmith, Housing Analyst
City of Saskatoon
306-975-7693
daryl.sexsmith@saskatoon.ca

Table 6 - Housing Affordability: Income Categories and Related Incentives

Income Category	Household Income Limit	Housing Unit Sales Price	Applicable Incentive Programs
Affordable (Moderate Income)	\$70,050 to \$88,730 (see table below)	\$200,000 - \$300,000	Mortgage Flexibilities Support Program (down payment grant)
Entry Level Category	\$84,000	Up to \$300,000	Equity Building Program (borrowed down payment)
Market Level	No maximum limit	Up to \$300,000	None

Table 7 - Proposed Income Limits for MFSP*

One Person	Two Persons	One Dependent	Two Dependents	Three or more dependents
\$70,050	\$74,720	\$79,390	\$84,060	\$88,730

*(subject to City Council approval on June 26, 2017)

9.0 ZONING

Parcels A and C are zoned RM3 District (Medium Density Multiple-Unit Dwelling District) in City of Saskatoon Bylaw No. 8770 (Zoning Bylaw). Parcel F is zoned M2 District (Community Institutional Service District) in the City's Zoning Bylaw. Refer to Attachments 4 and 5 for further information. Bidders and interested parties are advised to consult with the Planning and Development Division at 306-975-2645 as to permitted uses and other details regarding applicable zoning provisions.

10.0 SERVICES

Tenders and offers include the sum required to prepay services. These services include curb, sidewalk, boulevard, street paving, street lighting, street signing, water mains, sanitary sewer mains, trunk sewer levies and primary water main levies. Services are provided adjacent to the site and are typically located in adjacent rights of way. Any costs associated with service connections or private crossings are not included in the tendered price and are the responsibility of the successful purchaser. Final site grading is the responsibility of the purchaser and must be approved by the City of Saskatoon, Transportation & Utilities Department. The purchaser is also responsible for the topsoil, seeding, irrigating and maintenance of boulevards adjacent to their property to the edge of the sidewalk and between the sidewalk and the curb. Storm sewer servicing for Parcels A and C will be completed in Summer 2017.

11.0 REPRESENTATIONS, WARRANTIES & ENVIRONMENTAL CONDITION

The properties are being sold "as is". Phase 1 and Phase 2 Environmental Site Assessments have been completed. All parcels have been remediated where necessary and have received provincial Site Closure letters. Any further subsurface environmental investigations to evaluate for soil conditions on the site will be at the bidders own expense.

12.0 SITE ACCESS

Proposed vehicle crossings for all sites will be reviewed by the Transportation Division for compliance with the City's Private Driveway Crossing Guidelines.

13.0 EASEMENTS

The successful purchaser is required to agree to grant the utility agencies any easements, which may be required at no cost.

14.0 OFF-SITE LEVIES

No off-site levies will be charged on any of the parcels on a future bareland subdivision or condominium application.

15.0 CRIME PREVENTION THROUGH ENVIRONMENTAL DESIGN (CPTED) PRINCIPLES

Developments should pay attention to the park space and should look for ways to integrate activities into the park space while still maintaining a sense of privacy for the residents. The intention is that residents take responsibility for the exert ownership of the park. A fluid, open community atmosphere with eyes on the park" is essential. Specific requirements are:

- (a) Open decorative aluminum fencing is required to separate parcels A,C and F from the park. Good sight lines must be maintained in to and out of the park.
- (b) Multiple entry/exits into the park from the parcels through the wrought iron fencing.
- (c) Development should not create unused or unsafe spaces in or adjacent to the park.

16.0 TERMS & CONDITIONS

1. Deposit/Closing Date/Possession/Adjustment Date:

- (a) 10% deposit due within 10 days of offer acceptance.
- (b) The balance of the purchase price is due within 30 days of obtaining architectural approval.
- (c) The successful bidder will be granted possession of the property after payment in full has been received and transfer of title.

2. Conditions Precedent:

- (a) Approval of the sale by the General Manager of Asset and Financial Management, City of Saskatoon.

3. Special Terms and Conditions:

- (a) A building commitment will be imposed for the completion of construction to be satisfied within thirty six (36) months from the closing date. Completion of construction shall be based on the closure of the respective building permit.
- (b) The purchaser to grant the vendor an option to repurchase as security for the fulfillment of the build commitment which will be registered on title on the closing date.
- (c) The property is sold “as is” and the purchaser shall assume all responsibility and liability including any environmental matters existing as of the closing date.
- (d) Multi-family development on all three sites will be required to meet Saskatoon Land’s Architectural Controls for Multi-unit Dwelling Districts.
- (e) To ensure that development is completed in accordance with the plans submitted and completed within thirty six (36) months from the closing date, at the time the sales agreement is signed, a letter of credit representing 5% of the full purchase price is required. If building construction is not complete within this time frame or if significant irregularities exist between the built product and the plans submitted in support of the open market sales process, the letter of credit will be forfeited. If the project is complete within 36 months and built in accordance with the plans submitted in support of the open market sale process, the letter of credit will be returned.
- (f) The purchaser further agrees to grant the City of Saskatoon, Saskatchewan Telecommunications, Saskatchewan Power Corporation, SaskEnergy Incorporated, and any utility agency any easements, which may be required by any or all of the said agencies at no cost.
- (g) Purchasers are required to demonstrate past experience with completing multi-family or institutional development projects.
- (h) Proposals on Parcels A and C must be compatible with CMHC’s definition of Modest Housing, as outlined below:
“Units must be modest in size, design, and amenities in relation to comparable units in the area, and units must be priced below the average selling price for comparable units in the market area (usually MLS average for the municipality), and below comparable units in their immediate neighbourhood.”

Step 1: Purchase Request

- Visit Saskatoon Land's Website (www.saskatoonland.ca) to review the sales information.
- Contact Blaire Prima, Planning and Development at 306.657.8681 regarding any questions or further information.

Step 2: Proposal Submission

- Submit the Purchaser Application Form and Document Checklist to Saskatoon Land.
- Submit all building plans noted in Section 2.
- Ensure that the Purchaser Application Form is submitted prior to the deadline.
- Ensure that your offer/proposal addresses all of the terms and conditions outlined in the sales package and application form.

Step 3: Review

- All offers/proposals are reviewed by Planning and Development and the Community Review Committee following the application deadline.
- The successful proponent is contacted by a Saskatoon Land representative. Negotiations regarding the purchase price and other terms and conditions of the sale can then occur.
- Unsuccessful applicants will be notified once the Sale Agreement is executed by the successful proponent.

Step 4: Approval

- The transaction is brought forward for corporate approval.
- Modifications to the transaction may be made during the approval process. The successful applicant will be notified of such modifications.
- A 10% non-refundable deposit of the purchase price is due within ten (10) days of offer acceptance.

Step 5: Architectural Approval

- Proposed building permit plans will be reviewed by Saskatoon Land for compliance with Saskatoon Land's Architectural Controls for Multi-unit Dwelling Districts. The first submission of plans must be received by Saskatoon Land within eight weeks of offer acceptance.
- Proponents will have a total of 18 weeks from the date of offer acceptance to obtain final architectural approval from Saskatoon Land.

Step 6: Agreement

- Negotiations are finalized and a Sale Agreement is executed between Saskatoon Land and the successful purchaser. The Sale Agreement must be executed within 30 days of final negotiations.
- Final payment is due no later than 30 days from the date of final architectural approval.
- The successful purchaser may apply for required permits to begin construction upon receipt of payment in full and upon architectural approval by Saskatoon Land.

Step 7: Post Closing Obligations

- Purchaser complies with all Terms and Conditions set forth by the Sale Agreement.
- Saskatoon Land prepares a land sale report annually listing all land transactions approved by the Chief Financial Officer and General Manager of the Asset and Financial Management Department.

COMMUNICATION

All questions related to the Open Market Sale shall be directed to:

Melissa Austin, Senior Planner
Melissa.Austin@Saskatoon.ca
(t)306-986-1695

Matt Grazier, Senior Planner
Matt.Grazier@Saskatoon.ca
(t)306-975-3305



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