

CITY OF SASKATOON COUNCIL POLICY

NUMBER

C09-010

POLICY TITLE <i>Residential Lot Sales – Showhome Policy</i>	ADOPTED BY: <i>City Council</i>	EFFECTIVE DATE <i>September 9, 1991</i>
		UPDATED TO <i>February 26, 2018</i>
ORIGIN/AUTHORITY <i>Land Bank Committee Reports 6-1991; 1-1998, 5-2010; 3-2014; and Standing Policy Committee on Finance Item 8.2.4 – February 26, 2018.</i>	CITY FILE NO. <i>CK. 4214-1; 4110-36; and 4214-0</i>	PAGE NUMBER <i>1 of 3</i>

1. PURPOSE

To encourage the development of showhomes as a marketing tool to promote the sale of the City's single-family residential lots.

2. DEFINITION

2.1 Showhome - a single-family home constructed by a builder for the purpose of display to the public.

3. POLICY

The City may provide financial incentives to encourage and assist residential homebuilders to construct and operate showhomes on property which is available for sale through Saskatoon Land.

3.1 Purchase Price Discount

A discount of 10 percent of the purchase price of the lot will be offered to eligible homebuilders, in the form of a rebate, after the showhome has been in operation for a minimum of eight weeks. The rebate will be paid only after the purchase price has been paid in full.

3.2 Eligibility Criteria

a) The policy applies only to eligible contractors as determined by City Policy No. C09-001 "Residential Lot Sales - Contractor Allocations".

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- b) The showhome must be either ENERGY STAR Qualified, R-2000 Certified, or achieve one of the following minimum ratings under the EnerGuide Rating System (ERS):
- 81 or higher (ERS 0-100 scale); or
 - At least 15% lower than the “typical new house” (ERS gigajoule scale).
- c) The showhome must be open to the public for a minimum of 14 hours a week for a continuous eight-week period.
- d) The showhome must have a completed interior and exterior and must be appropriately furnished.
- e) Showhomes open between June 1 and September 30 must be grassed or turfed in the front yard.
- f) Showhomes must not be occupied during the period when the incentives apply.
- g) A contractor will be eligible to designate a maximum of two showhome lots in a given subdivision during a twelve month period. Financial assistance is available for only one showhome at a time per subdivision. A builder must purchase two other lots in the subdivision to be eligible for the first showhome lot and a further two additional lots to be eligible for the second showhome lot.
- h) Home parades or other special types of showhome promotions will be exempt from the two homes per year limit. These exemptions require approval of the Standing Policy Committee on Finance.

3.3 Financing

The interest rebate and the 10 percent rebate on the purchase price shall be financed from the Neighbourhood Land Development Fund.

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4. RESPONSIBILITIES

4.1 Applicant

- a) Advise Saskatoon Land of the Asset & Financial Management Department, in writing, of the showhome opening and closing dates.

4.2 Saskatoon Land of the Asset & Financial Management Department

- a) Administer the sale of showhome lots in accordance with this policy.
- b) Designate eligible subdivisions for the showhome policy.
- c) Review and, where appropriate, recommend changes in the policy to City Council, through the Standing Policy Committee on Finance.

4.3 Standing Policy Committee on Finance

- a) Recommend changes in policy, where required, to City Council.

4.4 City Council

- a) Receive and consider recommendations from the Standing Policy Committee on Finance for amendments to this policy.
- b) Approve amendments to this policy when and as required.