



**The Corporation of the
City of Sault Ste. Marie**

COUNCIL REPORT

February 23, 2026

TO: Mayor Matthew Shoemaker and Members of City Council
AUTHOR: Karen Marlow, Manager of Purchasing
DEPARTMENT: Corporate Services
RE: Listing and Marketing - Access to Land Residential Properties

Purpose

The purpose of this report is to obtain Council Approval to award Listing and Marketing services of the City's Access to Land Residential Properties for a term of two (2) years commencing March 1, 2026, with the option to extend up to an additional three (3) one-year periods by mutual agreement, as required by Community Development & Enterprise Services (CDES) Planning Division and Legal Department.

Background

On September 2, 2025, Council approved the Access to Land Program, authorizing staff to issue an RFP to select a realtor to market the surplus properties to be sold under this program; and Council authorized staff to spend up to \$200,000 of Housing Accelerator Fund funding for the necessary expenses for the properties designated for Rounds 1 and 2 of the program.

The proposal was publicly advertised and notification provided to firms within the local Real Estate Board. Proposals were required to be submitted for consideration no later than 4:00 p.m. on January 28, 2026.

Analysis

Proposals from four (4) proponents were submitted prior to closing deadline.

- Castle Realty (2022) Ltd., Sault, ON
- Century 21 Choice Realty Inc., Sault, ON
- 1848726 Ontario Inc, o/a Exit Realty True North, Sault, ON
- Royal LePage Northern Advantage Brokerage, Sault, ON

The proposals received have been evaluated by a committee comprised of city staff from CDES Planning Division and Legal Department. It is the consensus of the Evaluation Committee the proponent scoring the highest in the evaluation process is Exit Realty True North.

Financial Implications

Through the Access to Land Program, the City anticipates increased tax revenue from residential development on currently vacant lands.

The cost to provide these services varies based on the property's sale value which may be more or less than their appraised market value. Exit Realty True North proposed a flat fee for low-value transactions to account for fixed service costs; with a fixed commission rate applied to standard and higher-value transactions.

This service will be funded from within the Housing Accelerator Fund allowance approved September 2, 2025.

Strategic Plan / Policy Impact / Climate Impact

This project aligns with the City's Corporate Strategic Plan for Community Development maximizing development and residential intensification within the urban area of the City, thus promoting more efficient use of existing municipal infrastructure and services.

Recommendation

It is therefore recommended that Council take the following action:

Resolved that the report of the Manager of Purchasing dated February 23, 2026 concerning Listing and Marketing Access to Land Residential Properties as required by CDES Planning Division and Legal Department be received and that the services be awarded to Exit Realty True North for the two-year period commencing March 1, 2026 at rates quoted with option to extend up to an additional three (3) one-year periods by mutual agreement.

Respectfully submitted,

Karen Marlow

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