

Policy PWD-3

Policy subject: Land Sales

Date approved: March 31, 2026

Purpose:

To establish a procedure and minimum price for land sales.

Policy:

The minimum price for land sold by the Town of Grand Falls-Windsor will be as follows:

Fully serviced lots:

- **Residential (to grade):** \$2,051 per frontage meter (up to 36.58 meters depth). Additional depth beyond 36.58 meters is charged at \$10.75 per square meter.
- **Residential Side Lot:** \$33.50 per square meter. Applies to additional land within the 36.58-meter depth but outside the rectangular boundary formed by the frontage and rear boundary.

Commercial serviced lots:

- **Commercial (Finished):** \$22.25 per square meter.
 - These lots are finished to grade and ready for construction.
- **Commercial (Unfinished):** \$13.50 per square meter.
 - These lots may require removal of unsuitable materials, fill and/or final lot grading material. This price is as-is, where-is.

Other types of land:

- Large parcels for Subdivision Development \$4.95 per square meter
- Small parcels (back lot) \$10.75 per square meter
- Commercial un-serviced (Industrial special) \$4.95 per square meter
- All survey, legal fees and taxes are extra.

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Disposing of Crown Land

Large parcels of land to be acquired for Subdivision Development would be applied for and acquired by the applicant after approval of Council. Applicants will pay all applicable costs. A legal agreement must be in place between the applicant and the Town for large parcels to ensure land is developed as per the Subdivision Agreement. If the land is not developed, then the Town can buy back the land at cost.

Small parcels of land (backland) are to be applied for and acquired by the applicant after approval by the Council. Applicants will pay all applicable costs.

The former Abitibi land is now Crown Land, and the Town is currently required to be the applicant. The Town will apply to Crown Lands when a resident requests. The resident must pay all applicable costs which include the Crown Land Application Fee (\$172.50 - subject to change by Government), the Document Preparation Fee (\$300.00), and any other fee associated with the application process. When approval is received from Crown Lands, the applicant will be notified and advised of minimum bid price, which will be the Crown Lands quoted cost plus a 10% for administration fee.

Notwithstanding the above, where the Crown Lands application is for subdivision development, and a subdivision agreement is in place, the 10% administration fee shall not apply.

The Purchase and Sales Agreement and deposit will be required before proceeding with acquisition from Crown Lands.

General Policy Statements

- All land sales offers will be valid for thirty (30) days. If the Purchase and Sale Agreement is not completed in that period, the agreement is null and void.
- Purchase and Sale Agreements must be completed and a 10% deposit plus survey, legal costs and H.S.T. to be paid to the Town prior to any documents being prepared.
- In situations where the Town has purchased private land at a cost greater than the selling price prescribed in this policy; the Town shall increase the minimum sales price to an amount that allows the Town to recover the previous costs associated with initially acquiring the land, plus 10% for administration.
- No land sale will be approved until the prospective buyer identifies the use for the property, to the satisfaction of the Town. This will ensure the proposed development meets the Town Zoning Regulations.

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- The Town requires construction to be started within 18 months of the purchase of land, or the sale will be voided, and the land will be returned to the Town. This timeline may be extended at the discretion of the Town.
- Request for offers of first refusal will not be accepted.
- All land sales must be approved by Council.
- The Town will provide a design grade for the property. The Town may excavate/backfill to within 150mm of final grade for the property or notify the purchaser that they will be responsible for bringing it to appropriate grade. Work completed must meet the conditions above and costs will be refunded to the purchaser as described above.
- The purchaser is responsible for excavating the foundation and all other groundwork unless otherwise agreed with the Town.
- The finished grade shall reflect the final lot grading and be within 300mm of the approved design elevation

Darren Finn, CAO

Approved by Council at meeting
On March 31, 2026

Revision Dates

July 8, 1997	May 6, 2008	April, 2016	August, 2019	March 3, 2020
March 3, 2022	May 9, 2023	June 18, 2024	March 31, 2026	

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