



## REPORT TO MAYOR AND COUNCIL

**PRESENTED:** JUNE 26, 2017 - REGULAR EVENING MEETING  
**FROM:** COMMUNITY DEVELOPMENT DIVISION  
**SUBJECT:** RESIDENTIAL SALES CENTRES

**REPORT:** 17-72  
**FILE:** BA000013

### RECOMMENDATIONS:

**That** Council give first and second reading to Township of Langley Residential Sales Centres Bylaw 2017 No. 5293, to add provisions concerning residential sales centres to the Township's Zoning Bylaw; and further

**That** Council authorize staff to schedule the required public hearing for Bylaw No. 5293.

### EXECUTIVE SUMMARY:

The Urban Development Institute (UDI) submitted a letter on April 27, 2017 (Attachment A) requesting the Township consider amendments to its Zoning Bylaw to accommodate residential sales centres for multi-family residential developments. The letter notes that unlike some other municipalities within the region, the Township's Zoning Bylaw does not currently accommodate sales centres, prior to final adoption of a site specific rezoning bylaw.

Bylaw No. 5293 amends the Township's Zoning Bylaw to accommodate multi-family residential sales centres on development application sites. The proposed amendments would permit sales centres on lands not yet zoned but under application for a multi-family residential use, under specific conditions, as highlighted below:

1. residential sales centres may only be used to market and sell dwelling units for residential development on the same lands on which the building will be located;
2. residential sales centres must register a restrictive covenant, including security, requiring removal of the sales centre within 30 days of final inspection of all dwelling units;
3. off- street parking shall be provided in accordance with the Township's Zoning Bylaw parking requirements, as amended from time to time;
4. residential sales centres shall comply with the lot coverage, siting and height provisions of the zone in which it is located; and
5. residential sales centres may only operate on lands under development application submitted under the Township's Development Application Fee Bylaw for a Multiple Family Residential Zone (RM) zone or a Comprehensive Development (CD) zone that includes an RM use.

Staff have reviewed similar bylaws and practices in a number of municipalities within the region, including Richmond, Surrey, Coquitlam and Abbotsford in preparation for the proposed recommended approach.

### PURPOSE:

The purpose of this report is to provide Council with information and recommendations concerning Bylaw No. 5293 permitting multi-family residential sales centres as a permitted use in the Township's Zoning Bylaw.

**BACKGROUND/HISTORY:**

On April 27, 2017 Township staff received a letter from the Urban Development Institute (Attachment A) indicating multi-family dwelling unit types rely on pre-sales through venues such as on-site temporary sales centres to ensure project viability. The letter also notes that unlike other Lower Mainland municipalities the Township's Zoning Bylaw does not currently accommodate sales centres, lessening Langley's regional competitiveness and impacting housing affordability.

Single family dwelling unit sales are recognized by the Township's show home building permit process that allows up to 10% of lots in a subdivision to obtain building permits early subject to the provision of adequate access for emergency vehicles and fire flow protection. However, multi-family residential sales centres are currently only accommodated as an accessory use on lands zoned for multi-family residential purposes.

In order to accommodate pre-sales in sales centres on lands prior to completion of a rezoning process, an alternate regulatory framework is required. Staff have reviewed similar bylaws and practices in a number of municipalities including the City of Richmond, City of Coquitlam, City of Surrey and City of Abbotsford to inform the proposed Township approach.

**DISCUSSION/ANALYSIS:**

Bylaw No. 5293 amends the Township's Zoning Bylaw to accommodate multi-family residential sales centres. The proposed amendments would permit sales centres on lands not yet zoned but under application for a multi-family residential use under the following specific conditions:

1. residential sales centres may only be used to market and sell dwelling units for residential development on the same lands on which the building will be located;
2. residential sales centres must register a restrictive covenant, including security, in favour of the Township requiring the residential sales centre to be removed from the lands within 30 days of final inspection of all dwelling units;
3. off- street parking shall be provided in accordance with the Township's Zoning Bylaw office parking requirements ;
4. residential sales centres shall comply with the lot coverage, siting and height provisions of the zone in which it is located;
5. residential sales centres may only operate on lands under development application submitted under the Township's Development Application Fee Bylaw for a Multiple Family Residential Zone (RM) zone or a Comprehensive Development (CD) zone that includes an RM use.

The proposed amendments allow residential sales centres in all zones while ensuring they are temporary in nature, utilized only for lands with current applications with their removal required under the bylaw and further secured by restrictive covenant and security.

As lands designated for multi family use are typically also designated Development Permit Areas applicants will also need to obtain a Development Permit prior to construction. Staff note that if the proposed value of construction is equal to or less than \$500,000 the Permit will be considered by a Delegated Official pursuant to Development Permit Delegation Bylaw 2016 No. 5246. The applicable Development Permit and Building Permit process(es) will ensure the provision of works and services pursuant to the Township's Subdivision and Development Servicing Bylaw.

**RESIDENTIAL SALES CENTRES**

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**POLICY CONSIDERATIONS:**

The proposed Zoning Bylaw amendment to permit multi family residential sales centres aligns with practice in other Metro Vancouver municipalities and development industry input. The proposed amendments include specific conditions to ensure residential sales centres are utilized for their intended purpose and are temporary in nature.

Respectfully submitted,

Stephen Richardson  
DIRECTOR, DEVELOPMENT SERVICES  
for  
COMMUNITY DEVELOPMENT DIVISION

ATTACHMENT A     April 27, 2017 Urban Development Institute Letter



URBAN DEVELOPMENT INSTITUTE – PACIFIC REGION

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Vancouver, British Columbia V6B 1P2 Canada  
T. 604.669.9585 F. 604.689.8691  
[www.udi.bc.ca](http://www.udi.bc.ca)

April 27, 2017

Mr. Ramin Seifi  
General Manager of Community Development and Engineering  
Township of Langley  
20338 - 65 Avenue  
Langley, BC V2Y 3J1

Dear Mr. Seifi:

***Re: Sales Centres Being Accommodated in Zoning By-law***

At our February 23<sup>rd</sup> UDI/Township of Langley Liaison Committee, we discussed the emerging issue of sales centres. Apartment condominiums are becoming more popular in the Township. Unlike townhomes and single-family projects, these projects rely much more on pre-sales. Most municipalities in the Lower Mainland have a mechanism to provide early approval for temporary sales centres, prior to Zoning Adoption. Principally this is accomplished either through a temporary use bylaw, or through the Zoning Bylaw itself. We believe a text amendment to the Zoning Bylaw to permit sales centres is the more promising route, as outlined below.

Developers need to be able to sell their units as early as possible to meet financing deadlines. Delays threaten the viability of projects and increase costs, which have negative impacts on housing affordability. The status quo also lessens Langley's regional competitiveness for apartment projects.

One of our members, who develops projects throughout the region, has reviewed the different approaches that local governments have taken to allow sales centres to be built without a long approval process. They have suggested a text amendment to the Township's Zoning By-law to permit real estate sales centres in all zones – subject to certain conditions. This is the approach the City of Richmond took with its Zoning By-law (please see below):

5.13.3 **Residential sales centres** shall be permitted in all **zones** except in the **agricultural & golf zones** and in any **site specific zones** that permit **farm business**. The following conditions apply:

- a. a **residential sales centre** may operate on a **site** while the **owner** constructs or supervises construction of **buildings** within the **development**, and must be removed when occupancy has been granted for the **development**;
- b. **residential sales centres** may only be used to market an existing or proposed **development** that is actively being sold;
- c. on-site parking shall be provided in accordance with the **office** general parking requirements of Section 7.0 whether the **residential sales centre** is located in the **City Centre** or elsewhere;
- d. the **residential sales centre** shall comply with the **setback, yard, floor area ratio** and other regulations of the **zone** in which it is located.

UDI has circulated this proposal to our Liaison Committee members, and gained their support. We believe this is the more promising route than developing an entirely new Temporary Use Bylaw from scratch, as the Zoning By-law already exists and goes through routine housekeeping updates annually. Adding this provision would be a much quicker route to achieving the desired result, and would require fewer resources for the Township. The Township could develop their own specific conditions to be addressed, based on its priorities in consultation with stakeholders and the industry.

If your staff are interested in the Richmond approach, we suggest that you contact Barry Konkin, Program Coordinator, Development Applications Department at the City of Richmond, who would be happy to answer any questions. His phone number is 604-276-4138, and his email is [BKonkin@richmond.ca](mailto:BKonkin@richmond.ca).

The other mechanism that could be considered is the Temporary Use By-law, which is employed in Surrey, Burnaby and the District of North Vancouver. However, this approach would require more time and resources as an entirely new by-law would need to be developed – likely with an extensive public consultation process, including a public hearing and four Readings of the new By-law.

I would like to thank Township staff for discussing the issue of obtaining quicker approvals of sales centres with UDI at our last Liaison Committee meeting. As noted above, we recommend that the Township consider amending the Zoning By-law to allow for sales centres. We would like to work with the Township to develop a

timeline for the creation and implementation of this Zoning By-Law text amendment, in order to enable developers working in the Township to create sales centres. UDI is pleased to meet with you further about the issue and our proposed solution.

Yours truly,

A handwritten signature in black ink, appearing to read 'Anne McMullin', with a stylized flourish at the end.

Anne McMullin  
President & CEO

Cc     Mark Bakken  
         Stephen Richardson

**THE CORPORATION OF THE TOWNSHIP OF LANGLEY**

**TOWNSHIP OF LANGLEY ZONING BYLAW 1987 NO. 2500**

**AMENDMENT (RESIDENTIAL SALES CENTRES) BYLAW 2017 NO. 5293**

Bylaw 2017 No. 5293 involves amendments to Township of Langley Zoning Bylaw 1987 No. 2500 necessary to allow for residential sales centres as a permitted use.

**THE CORPORATION OF THE TOWNSHIP OF LANGLEY**

**TOWNSHIP OF LANGLEY ZONING BYLAW 1987 NO. 2500**

**AMENDMENT (RESIDENTIAL SALES CENTRES) BYLAW 2017 NO. 5293**

**A BYLAW TO AMEND TOWNSHIP OF LANGLEY ZONING BYLAW 1987 NO. 2500**

WHEREAS it is deemed necessary and desirable to amend “Township of Langley Zoning Bylaw 1987 No. 2500” as amended;

NOW THEREFORE, the Municipal Council of the Corporation of the Township of Langley, in Open Meeting Assembled, ENACTS AS FOLLOWS:

1. This Bylaw may be cited for all purposes as “Township of Langley Zoning Bylaw 1987 No. 2500 Amendment (Residential Sales Centres) Bylaw 2017 No. 5293”.
2. The “Township of Langley Zoning Bylaw 1987 No. 2500” as amended is further amended:

(1) by amending “Section 102 – Definitions” as follows:

- a. by adding to Section 102 the following definition:

**“RESIDENTIAL SALES CENTRE”** means a *building* used for the purpose of marketing and selling *dwelling units* in a residential development which is or will be located on the same *lot* as the *building*.

(2) By amending “Section 104.10 – Uses Permitted In All Zones” as follows:

- a. by adding as Section 104.10 f) after Section 104.10 e) the following:

*Residential sales centres* subject to the following conditions:

- i. prior to the construction of the *residential sales centre*, the owner of the *lot* upon which the *residential sales centre* will be constructed shall:
  - a) execute and deliver to the Municipality a restrictive covenant, in form and substance acceptable to the Municipality, which obligates the owner to remove the *residential sales centre* from the *lot* within 30 days of receiving an accepted final inspection for all *dwelling units* in the residential development which will be marketed and sold in the *residential sales centre*; and



- b) deliver to the Municipality one or more unconditional irrevocable letters of credit, in an aggregate amount acceptable to the Municipality, as security to ensure the obligation described in Section 104.10(f)(i)(a) is fulfilled;
- ii. off-street parking for the *residential sales centre* shall be provided in accordance with the office parking requirements of Section 107;
- iii. the *residential sales centre* shall comply with the lot coverage, siting and height provisions of the zone in which it is located; and
- iv. a *residential sales centre* may operate on a *lot* under development application pursuant to Development Application Fee Bylaw 1987 No. 2470, as amended, for an RM or CD zone that includes an RM use.

READ A FIRST TIME the	day of	, 2017.
READ A SECOND TIME the	day of	, 2017.
PUBLIC HEARING HELD the	day of	, 2017.
READ A THIRD TIME the	day of	, 2017.
RECONSIDERED AND ADOPTED	day of	, 2017.
the		

_____	Mayor	_____	Township Clerk
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