

Staff Report to Council of the Town of Perth



Date Presented: September 22, 2026
From: Michael Touw, Chief Administrative Officer
Subject: Sale of 18 Wilson Street East (White House)
Report Number: 2026- Council-9.2

For Information Only: No
Delegation: No
Presentation: No
Attachment(s): No

Recommendation:

Be it resolved that the Council of the Town of Perth:

- (i) declare the property municipally known as 18 Wilson Street East as surplus land;
- (ii) accept the bid of \$910,000 from 2305189 Ontario Inc/Perth Parkside Hotel & Spa; and
- (iii) direct staff to bring forward a By-law and the Agreement of Purchase and Sale to the October Council meeting, as presented in Report 2026-Council-9.2.

Executive Summary:

As part of the 2026 Budget process, Council directed staff to sell 18 Wilson St. E, also known as "the white house". Staff issued a Request for Proposal (RFP) and one bid was received from Perth Parkside Hotel & Spa.

Strategic Plan:

Good Government: Budget - Continually look for efficiencies to reduce budget pressures

Greenhouse Gas Reduction Plan 2016-2030:

N/A

Background/Discussion:

The Town of Perth has been renting the subject property to the Best Western/Perth Parkside Hotel & Spa as part of their hospitality business for approximately 15 years.

As part of the 2026 Budget process, Council included the sale of this property, and directed staff to initiate the process. After completing a survey, severing the building and lot, and completing an appraisal, staff issued an RFP for the property.

There were two appraisals completed, and the bid submitted fell in the middle of these two appraisals.

The hotel has invested significantly in the property and plans to continue doing so. The facility has hosted many visitors to Perth, weddings, events, and special occasions. The building is immediately adjacent to the main hotel and spa and its continued use as part of this hospitality operation will continue to be a key part of Perth's business community. The bid included numerous letters of support and testimonials speaking to the impact and integral nature of this property to Perth and the business and tourism community.

Options:

Option 1: Recommended:

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Option 2: Not Recommended:

Decline the RFP.

Financial Considerations:

The property sale was included in the 2026 Budget, although the appraisals and the proposed selling price of \$910,000 were more than originally estimated. The sale of this property will result in a (budgeted) loss of annual rental revenue of \$25,000, but also removes this building and property from the Town's Asset Management Plan and future financial obligations.

Applicable Policy/Legislation:

By-Law No. 4549 Procedures for the Sale of Municipal Land

Others Consulted:

Directors

Legal

Respectfully submitted,

Michael Touw, Chief Administrative Officer

Approved by,

Michael Touw, CAO