

**From:** Matt Swain <matt@mattswain.ca>  
**Sent:** April 14, 2022 12:22 PM  
**To:** Premier; Finance Minister; Office of the Legislative Counsel; info@iainrankin.ca  
**Cc:** phoveling@nsar.ns.ca  
**Subject:** New Non- Resident Taxes in NS

**\*\* EXTERNAL EMAIL / COURRIEL EXTERNE \*\***

Exercice caution when opening attachments or clicking on links / Faites preuve de prudence si vous ouvrez une pièce jointe ou cliquez sur un lien

To whom it may concern,

The proposed new taxes for non-residents of Nova Scotia are regressive and negatively impact people who are an asset to the province. It is economically beneficial to have non-residents as part of Nova Scotia's housing spectrum. The impacts of non-resident construction, tourism, household purchases, and renovations are essential to businesses and create economic activity especially in smaller, rural, local economies.

These proposed new taxes will not solve the problem of the current housing shortage. Targeting vacation, retirement and seasonal homes in predominantly rural areas will not free-up a meaningful amount of housing supply or have an impact on affordability.

I urge you to listen to stakeholder opposition to these taxes. Our non-resident community members contribute to social, cultural, recreational and other activity which creates significant economic impacts throughout rural Nova Scotia. You must work collaboratively to come up with a better plan for Nova Scotians and Canadians.

One of my Buyer clients sent me the message below on April 13, 2022:

"Hi Matt,

It really does send a message to anyone from out of province that they're not really wanted. What a contrast to the 'Old Home Summer' tourism campaign of '82, when I worked at a tourist bureau. The whole campaign was to encourage people to come home to see their family. I have this framed poster on my hallway wall.



Some of my family immigrated to NS in the early 1800's and were shipbuilders in Lunenburg and Yarmouth. I have French Acadian background too (I didn't know until I did my Ancestry DNA!), so how much more Nova Scotian do I need to be to feel welcome by the province I grew up in? We lived in Bedford, on one street, for over 100 years.

A golfing friend of Chris' is a retired family physician. Last year, he was all set to buy a house up in the Valley, selling at \$2+M, but there were issues upon inspection. He's still here in Ontario. Maybe he could have been inspired to practice on a limited basis - but I think he's given up on NS. Maybe NB will get him instead. He and Chris had big plans to golf together regularly.

5% tied up for month(s) is likely to discourage many, especially at the high end of the market. For us, it would certainly be an inconvenience and an annoyance, but not insurmountable. I do wonder if there's intel that the government has that we don't have that explains this further, and regular folks are the unintended victims of a measure needed to take some nefarious operators out of the market? Money laundering and cryptocurrency, for example, from offshore. It doesn't seem like it in NS, but maybe it's what's driving the market here, and incentivizing Ontarians to move from here? Hard to know, but waiting until I could retire to move probably wasn't the best call.

Maybe people will have to move and rent secondary suites for a few months to establish residency before occupancy of their new house if they can't swing the extra cash.

In the meantime, we're making plans to come down to visit in July.

Cheers,  
Kim & Chris"

One final note, I have already lost 3 sets of buyer Clients from out of province when I shared the new tax measures. Two were retiring to NS from Ontario and One is a young family looking for a higher quality of living than they currently have in BC.

Thank you,

Matt Swain - Licensed Realtor in NS for 12 years.

Matt Swain  
REALTOR®  
Viewpoint Realty Services Inc.  
Cell: 902-789-9099

"Home is the most important place in the world."