

File No.: 04-1000-20-2019-399

October 11, 2019

s.22(1)

Dear s.22(1)

Re: **Request for Access to Records under the Freedom of Information and Protection of Privacy Act (the "Act")**

I am responding to your request of June 27, 2019 for:

All of Councillor Melissa De Genova's correspondence on any device and any email and social media accounts and applications (civic otherwise) to and from Sebastian Zein.

Date range: May 1, 2019 to June 27, 2019.

All responsive records are attached. Some information in the records has been severed, (blacked out), under s.22(1) and s.22(3)(i) of the Act. You can read or download this section here: http://www.bclaws.ca/EPLibraries/bclaws_new/document/ID/freeside/96165_00

Under section 52 of the Act, and within 30 business days of receipt of this letter, you may ask the Information & Privacy Commissioner to review any matter related to the City's response to your FOI request by writing to: Office of the Information & Privacy Commissioner, info@oipc.bc.ca or by phoning 250-387-5629.

If you request a review, please provide the Commissioner's office with: 1) the request number (#04-1000-20-2019-399); 2) a copy of this letter; 3) a copy of your original request; and 4) detailed reasons why you are seeking the review.

Yours truly,



Barbara J. Van Fraassen, BA
Director, Access to Information & Privacy

Barbara.vanfraassen@vancouver.ca
453 W. 12th Avenue Vancouver BC V5Y 1V4

*If you have any questions, please email us at foi@vancouver.ca and we will respond to you as soon as possible. Or you can call the FOI Case Manager at 604.871.6584.

Encl.

:cf

From: "Sebastian Zein" s.22(1)
To: "De Genova, Melissa" <Melissa.DeGenova@vancouver.ca>
"Rowley, Cheryl" <Cheryl.Rowley@vancouver.ca>
Date: 6/10/2019 12:44:27 PM
Subject: Housing Presentation

Hello Councillor and Ms. Rowley,

Below is the link to the slide deck for today's 3pm presentation. I will also bring my laptop. Looking forward to seeing you soon!

[https://docs.google.com/presentation](https://docs.google.com/presentation/s.22(1)) s.22(1)
[REDACTED]

Thank you,

Sebastian

Sebastian R. Zein
s.22(1) | [LinkedIn](#)

From: "Sebastian Zein" s.22(1)

To: "De Genova, Melissa" <Melissa.DeGenova@vancouver.ca>

"Dominated, Lisa" <Lisa.Dominated@vancouver.ca>

"Sarah Kirby-Yung" <sarah.kirbyyung@vancouver.ca>

CC: "David Stroud" s.22(1)

Date: 6/10/2019 11:13:18 PM

Subject: Housing slide deck

Attachments: Housing Policy, Politics, and the Centre-Right.pptx

Hello Councillors,

Thank you all once again for taking the time out of a busy Council week to meet with us today!

Feel free to share the attached deck with colleagues and friends, and to reach out if you have any questions or want to chat housing policy/politics.

Best,

Sebastian

Sebastian R. Zein

s.22(1) | [LinkedIn](#)



Housing Policy, Politics, and the Centre-Right



By Sebastian Zein, David Stroud, and Scott
De Lange Boom



Why are housing prices considered problematic in Vancouver?

HOME PRICE INDEX FOR VANCOUVER EAST

APRIL 2019

Benchmark	Price Index	1 Month +/-	6 Month +/-	1 Year +/-	3 Year +/-	5 Year +/-
-----------	-------------	-------------	-------------	------------	------------	------------

Residential - All Types

\$1,016,000	297.5	-0.9	-5.7	-8.8	14.4	59.2
-------------	-------	------	------	------	------	------

Detached

\$1,357,200	300.0	-2.4	-8.3	-12.1	0.9	50.8
-------------	-------	------	------	-------	-----	------

Townhouse

\$816,500	268.0	-0.6	-2.0	-12.5	12.0	57.8
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Apartment

\$547,900	302.3	0.0	-3.7	-4.7	36.8	71.6
-----------	-------	-----	------	------	------	------

- Price index represents % change since January 2005 (yikes)
- 10 year % change - all types: 297.5%

HOME PRICE INDEX FOR VANCOUVER WEST

APRIL 2019

Benchmark	Price Index	1 Month +/-	6 Month +/-	1 Year +/-	3 Year +/-	5 Year +/-
-----------	-------------	-------------	-------------	------------	------------	------------

Residential - All Types

\$1,225,000	258.3	-1.2	-6.9	-10.7	5.2	45.8
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Detached

\$2,948,400	302.7	-2.6	-9.8	-13.4	-7.9	33.8
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Townhouse

\$1,167,700	257.9	-1.4	-5.3	-10.3	13.9	56.9
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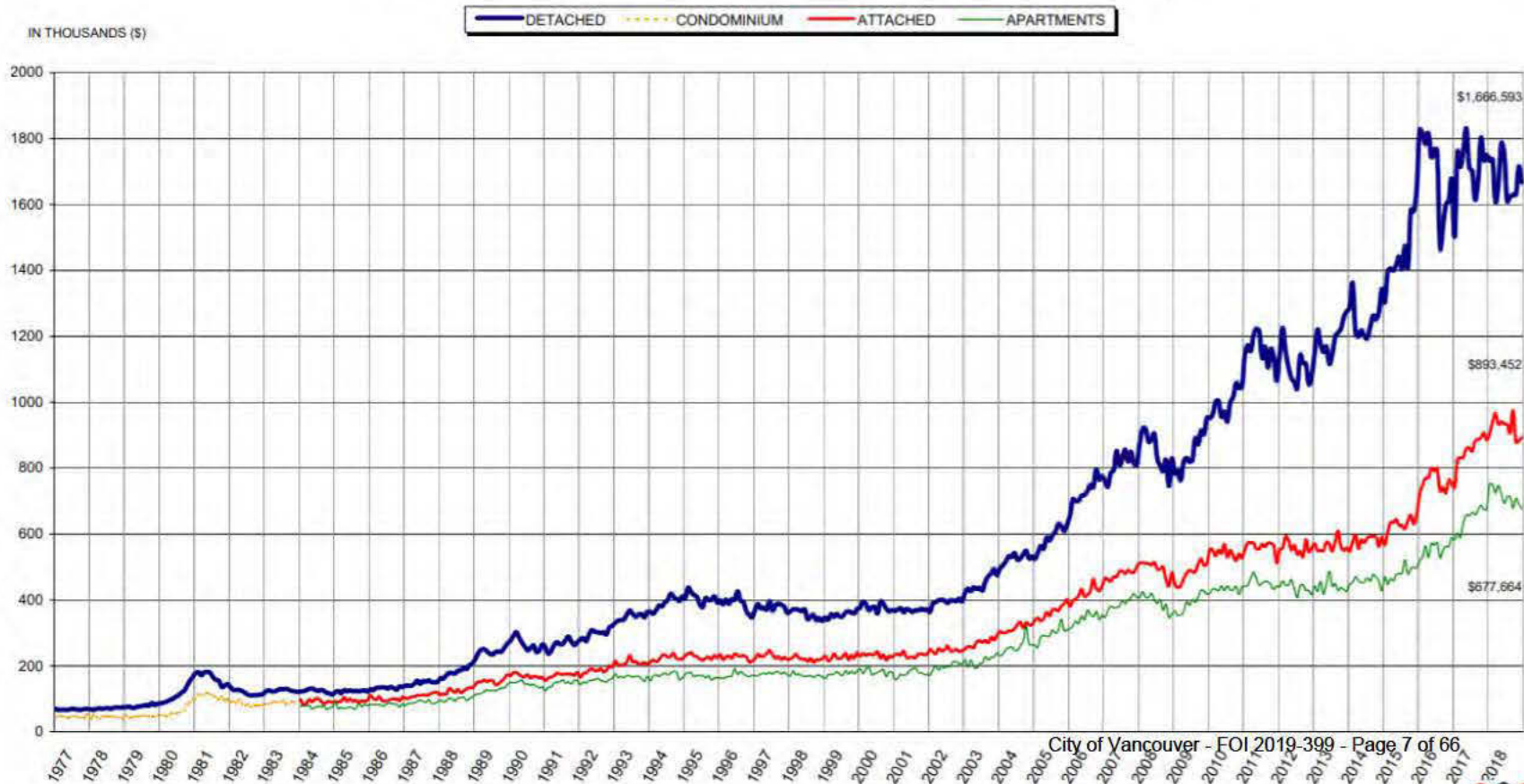
Apartment

\$764,600	248.1	-0.6	-5.6	-9.2	15.7	56.3
-----------	-------	------	------	------	------	------

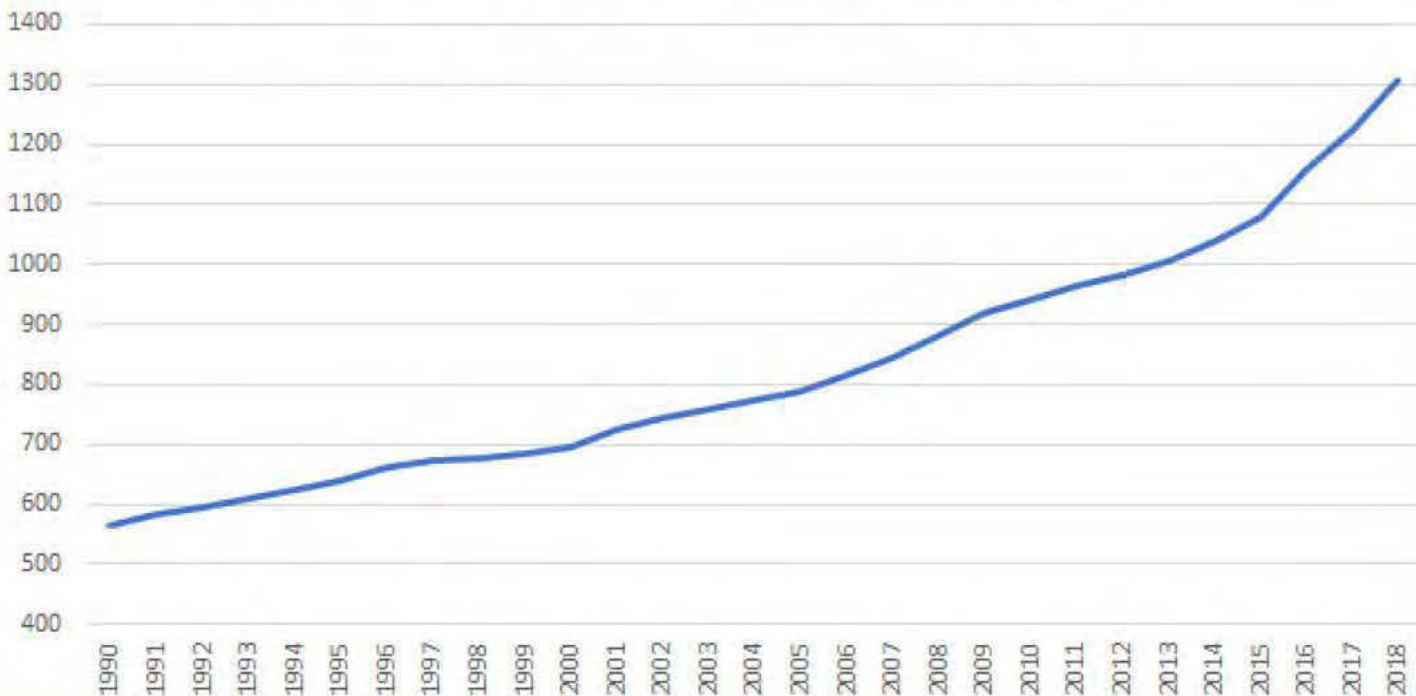
- Price index represents % change since January 2005 (yikes)
- 14 year % change - all types: 158.3%



Residential Average Sale Prices - January 1977 to December 2018



Average Rent, Vancouver Region 1 Bedroom Apartment



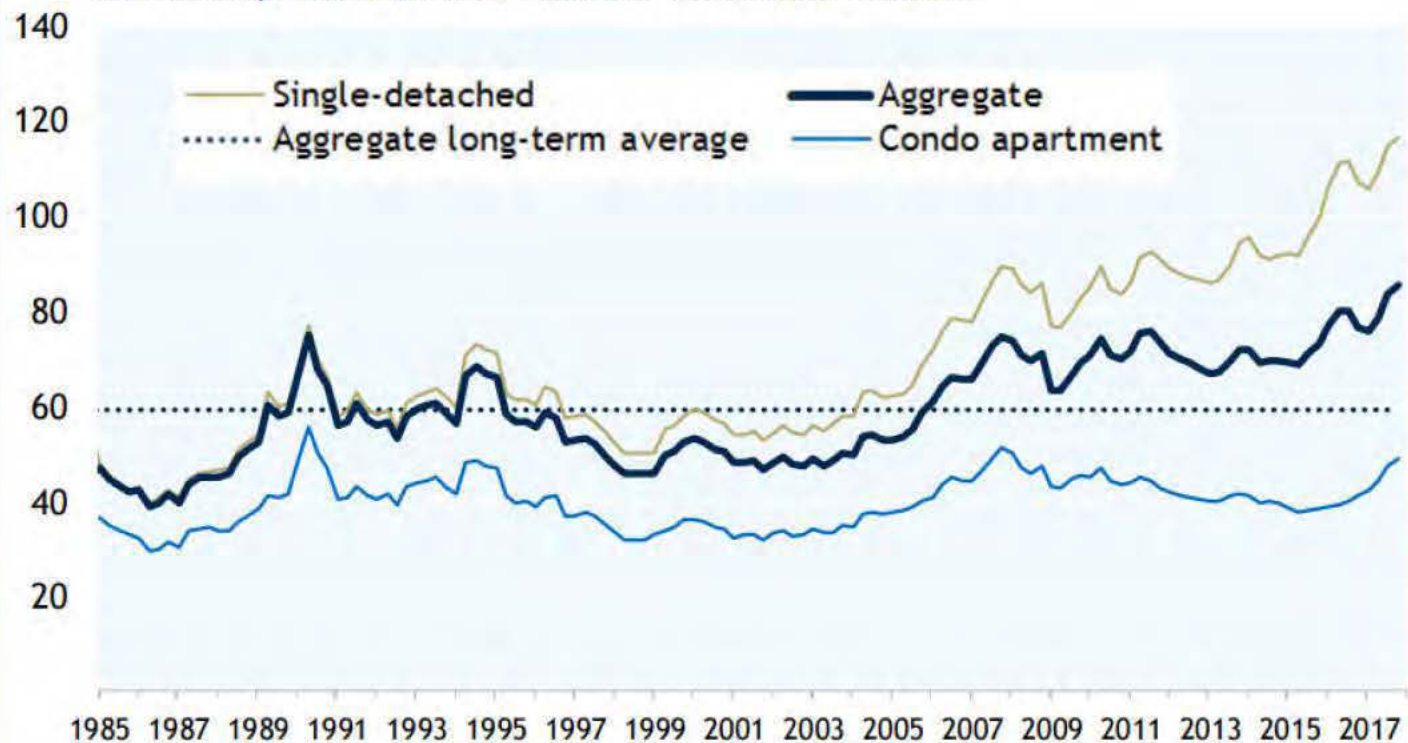
- 44% of rental households spend over 30% of income on rent + utilities (CMHC standard for affordability)
- 23% of households are spending over 50% of income (CMHC “crisis level” of spending)
- Note the continually accelerating rate of change



- A vacancy rate in a healthy, balanced rental market is generally seen to be 3 - 5%. The region has not achieved this in my lifetime.
- 2018 City of Vancouver rental vacancy rate: 0.8%

Vancouver Area

Ownership costs as % of median household income



- Metro Vancouver ownership costs as % of median household income: **88%**

City of Vancouver - FOI 2019-399 - Page 10 of 66

Source: RBC July 2018 Housing Trends

Vancouver's Homes in One Family (RS) Zones

Who do we reserve this land for? Explore what's accessible by moving the income slider.



\$90k

☒ I wish to engage in "artisanal landlordism"

(suite, \$2,000/month)

☐ I'll pretend my rent isn't taxable income

With a \$174k (20%) downpayment you can afford a \$870k home.
(25 year mortgage at 4% APR, spending 33% of income on mortgage) [i](#)

-  You're rich enough to live here
-  You're out of character for this neighbourhood

 MountainMath.ca

- Median 2-person household income in Vancouver: \$89,000.
- Single family homes it would be possible to buy: 0

City of Vancouver - FOI 2019-399 - Page 11 of 66

Source: Jens von Bergmann, BC Assessment, Statistics Canada

Vancouver's Homes in One Family (RS) Zones

Who do we reserve this land for? Explore what's accessible by moving the income slider.



\$178k

☒ I wish to engage in "artisanal landlordism"

(suite, \$2,000/month)

☐ I'll pretend my rent isn't taxable income

With a \$289k (20%) downpayment you can afford a \$1.44M home.
(25 year mortgage at 4% APR, spending 33% of income on mortgage) [i](#)

-  You're rich enough to live here
-  You're out of character for this neighbourhood

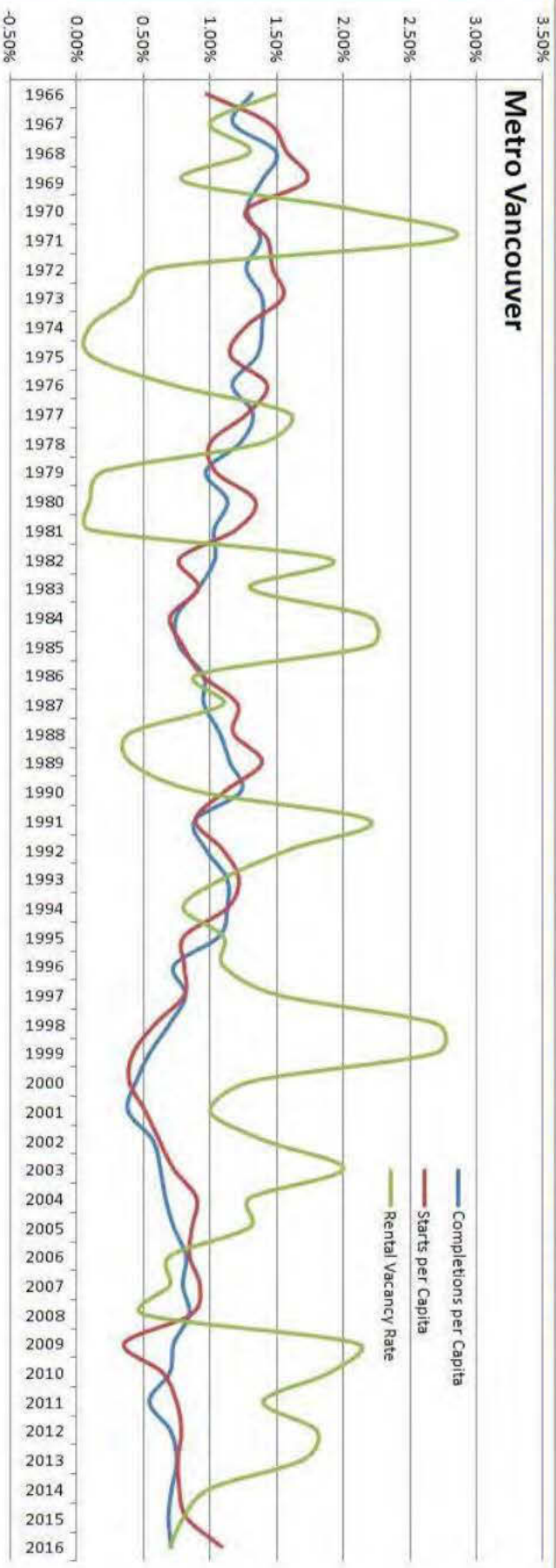
 MountainMath.ca

- At *double* the median 2-person household income, the vast majority of RS zones are still off-limits.

City of Vancouver - FOI 2019-399 - Page 12 of 66

Source: Jens von Bergmann, BC Assessment, Statistics Canada

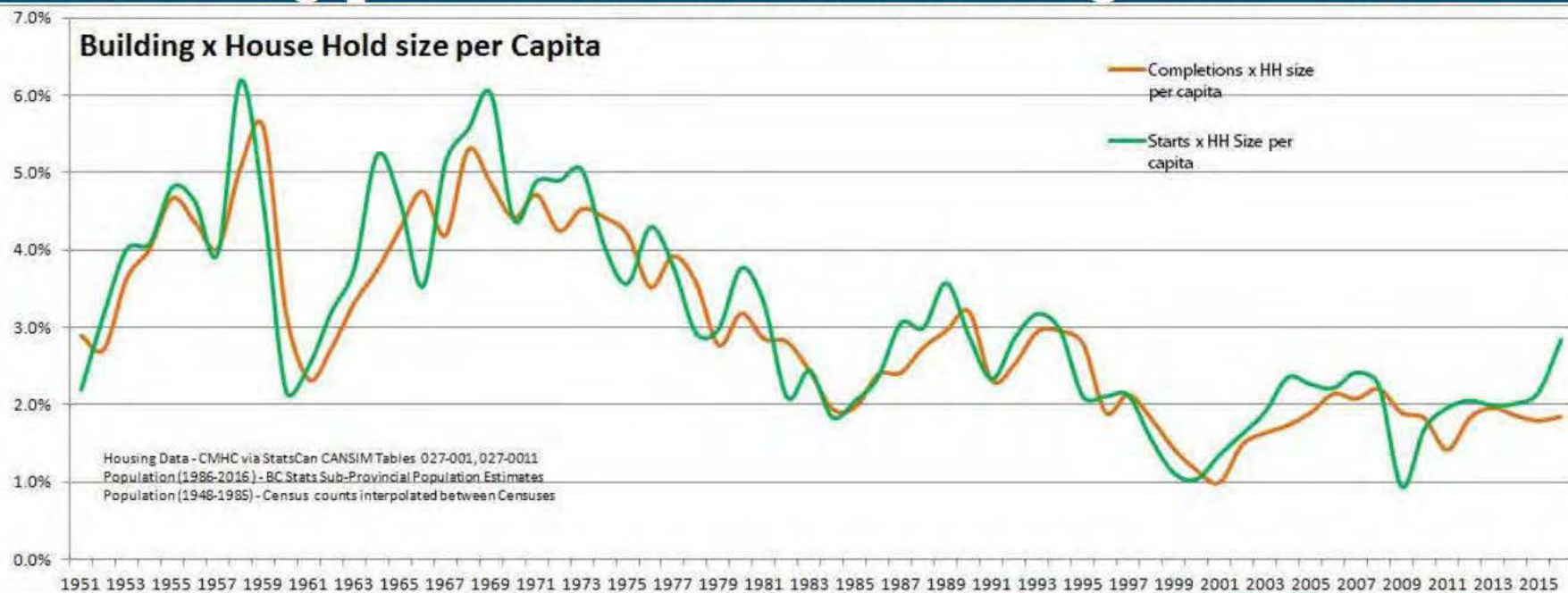
Completions, starts, vacancy over time



- Long-term decline in housing production
- Remember this when someone says “but we’re building more than ever”

City of Vancouver - FOI 2019-399 - Page 13 of 66

Housing production is on a long-term decline



- Important to weight completions/starts by household size. Decline in housing production becomes even more apparent.

City of Vancouver - FOI 2019-399 - Page 14 of 68

Source: Statistics Canada

Policy Responses

City of Vancouver

- Empty Homes Tax
- Making Room - Housing Strategy
 - Culmination of years of strategy exercises and consultations
 - Allows duplexes in RS zones
 - Meagre 39 duplex applications have been received
- “Inclusionary zoning”
 - Massively increases the share of the population in social housing
 - Based on premise that *working* people should be dependent on the government
 - Bad for affordability - kills new housing projects, especially smaller and non-luxury ones

Federal

- Mortgage tightening
 - Stress Tests
- Investor immigration abolition
- 10 year National Housing Strategy
 - \$40B for subsidized housing
 - Most spending is after next federal election

Provincial

- Foreign buyers tax
 - Introduced summer 2016
 - 15% tax on foreign buyers
- Speculation Tax
 - 2018 BC Budget
 - Tax on secondary homes in major urban centers
 - 2018: 0.5%
 - 2019 onward:
 - 2% for foreign investors and satellite families;
 - 1% for Canadian citizens and permanent residents who do not live in British Columbia; and
 - 0.5% for British Columbians who are Canadian citizens or permanent residents (and not members of a satellite family).
- School Tax
 - 2018 BC Budget
 - Surtax of 0.2% on homes over \$3m & 0.4% on homes over \$4m

Provincial

- 30 point plan

1. Taxing speculators who are driving up housing costs.
2. Increasing the foreign buyers tax rate to 20%
3. Expanding the foreign buyers tax to areas outside of Metro Vancouver
4. Increasing the property transfer tax on the value of homes over \$3 million
5. Increasing the school tax rate on the value of homes over \$3 million
6. Allowing online accommodation providers to apply PST and MRDT on short-term rentals
7. Reviewing the Homeowner Grant to provide fairness for renters
8. Moving to stop tax evasion in pre-sale condo reassignments
9. Taking action to end hidden ownership, including a new beneficial ownership registry
10. Strengthening provincial auditing and enforcement powers
11. Moving to close property tax loopholes on the ALR
12. Expanding information collection and information sharing with the federal government to prevent tax evasion
13. Seeking permanent provincial-federal action to combat money laundering, tax evasion and avoidance
14. Making a \$6 Billion-plus investment in affordable housing
15. Building rental units for the missing middle – more than 14,000 units for individuals, working families and seniors
16. Housing for women and children affected by violence
17. Working with universities, institutes and colleges to build new student housing
18. Fixing existing projects with an eye to ensure affordability for British Columbians
19. Partnering with Indigenous communities to invest \$548 million over ten years in social housing
20. Building 2,500 new supportive homes for people struggling with homelessness
21. Expanding and increasing benefits to seniors living independently
22. Expanding and increasing the Rental Assistance program to help working parents
23. Strengthening protections for renters and manufactured home owners.
24. Existing the life, quality and affordability of existing affordable housing
25. HousingHub: Building Partnerships. Building Homes
26. Empowering local governments
27. Expanding the use of MRDT** revenues for affordable housing
28. Encouraging more rentals via property tax exemptions
29. Empowering homeowners in stratas to deal with short-term rentals
30. Expanding transit and building communities

- Realtor rules

- New ethics rules
- No double dipping

Local Political Responses

1) Hope People to Move to Prince George

Local Political Responses

Hope People to Move to Prince George

- The old left (ie. COPE)

s.22(3)(i)



Local Political Responses

Hope People Move to Prince George

- The old left (ie. COPE)

s.22(3)(i)

s.22(3)(i)

Local Politi

Build a wall!

- Supported by COPE and various populist right wingers
- Agitate for strict rent control and “vacancy control”
- Blame foreigners and outsiders in various guises
- Try to make it *even harder* to add new housing

s.22(3)(i)

Summary of responses: Everything besides zoning reform!

What is the cause of unaffordability?

—

The "foreigner" thesis

🕒 Douglas Todd: B.C. tax is nothing special, xenophobic



COLUMNISTS

Douglas Todd: Why most suburban Metro Vancouver politicians are mum on foreign ownership

Why have the great bulk of Metro Vancouver's suburban politicians stayed quiet

COLUMNISTS

🕒 Douglas Todd: How Canada's most expensive municipality grew alert to foreign capital

COLUMNISTS

🕒 Douglas Todd: Vancouver's rental and housing markets pressed by 'temporary' residents

Metro Vancouver's young adults are increasingly competing with international students, foreign workers and financially supportive offshore parents to buy a home or find a place to rent.

and possibly North America, was foreign capital surging into the housing

is a notorious tax-avoiding real-estate loophole?

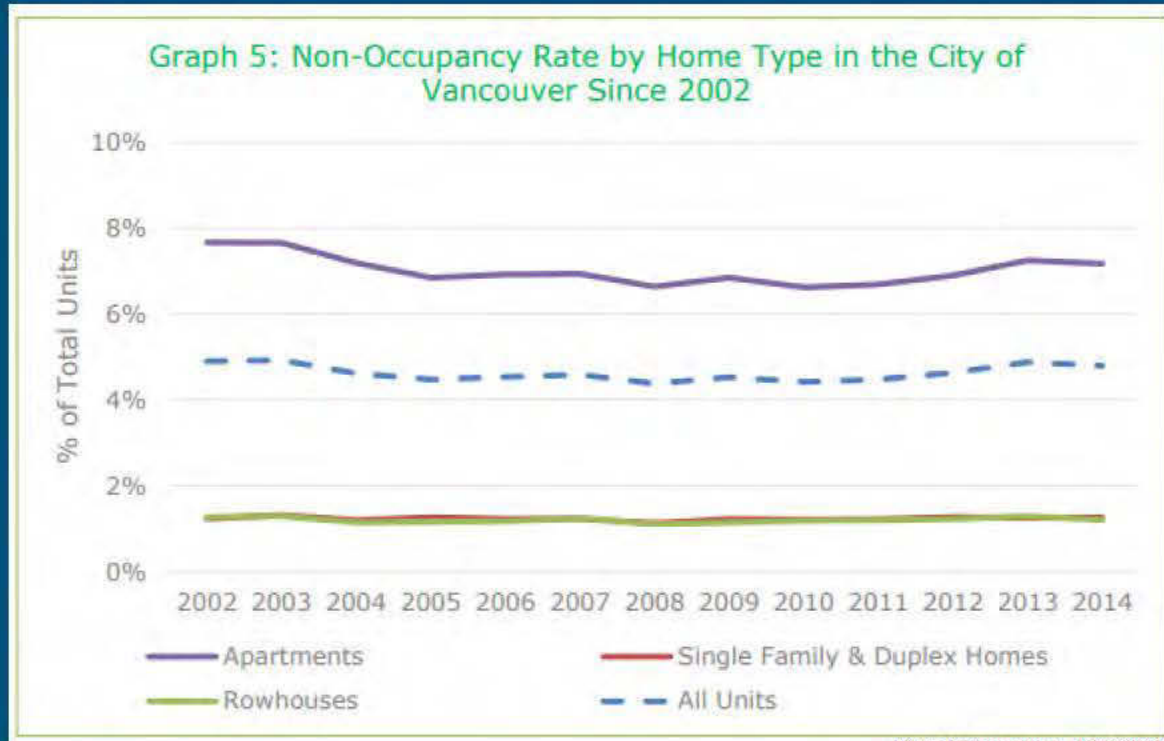
Will B.C.'s NDP government close one of the biggest tax-avoiding loopholes in the real-estate industry, which could be shortchanging government coffers of hundreds of millions of dollars?

One chart disproves the ghost foreigner thesis



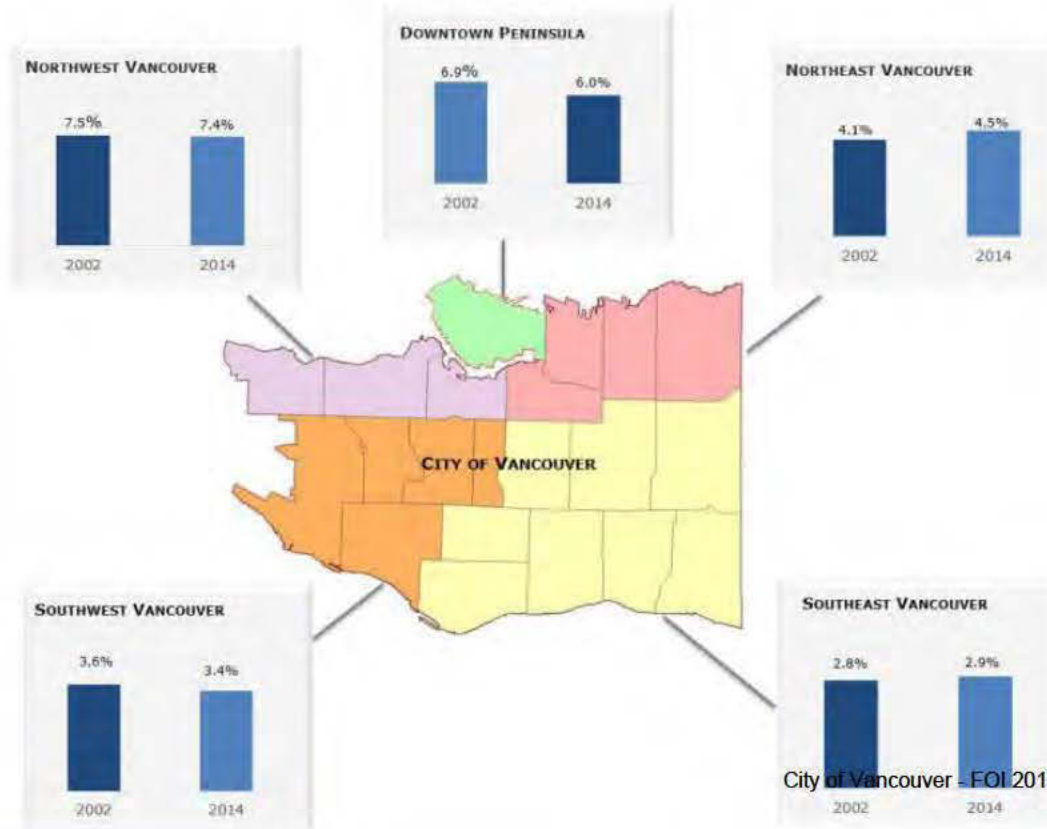
- 2016 Ecotagious report found that the rate of housing non-occupancy has been constant since at least 2002.
- The rate would have had to increase for there to have been a causal effect on home price increases.
- If there is a wave of foreign investment, **people are actually moving here**, or the homes are getting rented-out.
- No particular reason for this dynamic to have changed after the study period.

Consistent across all housing types...

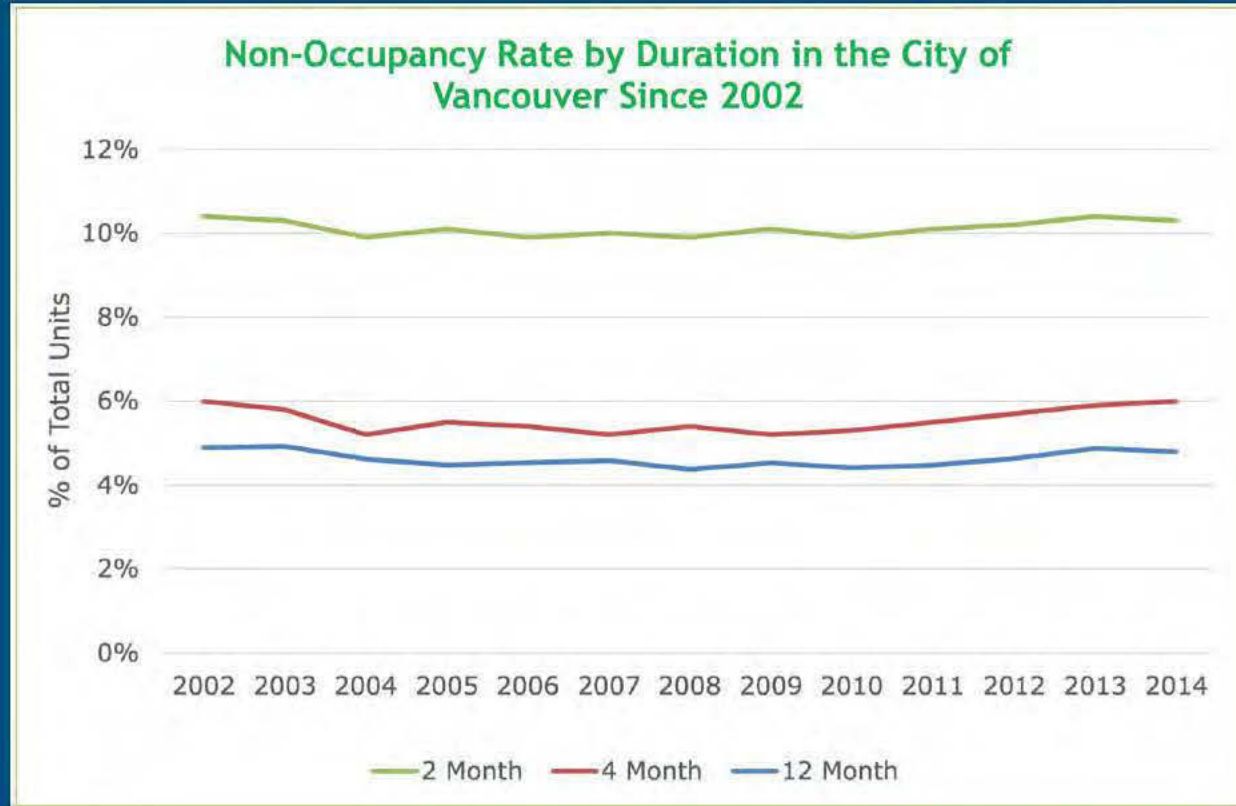


...in all parts of the city...

Figure 2: Non-Occupancy Rates by CoV Geographic Sector for 2002 & 2014
(% of Housing Units)



...for all durations of non-occupancy.



More on non-occupancy



BAD JOURNALISM ALERT



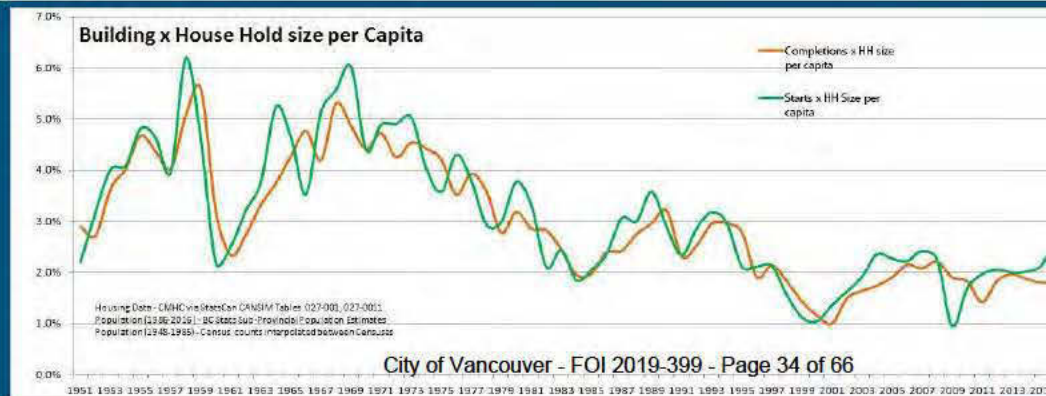
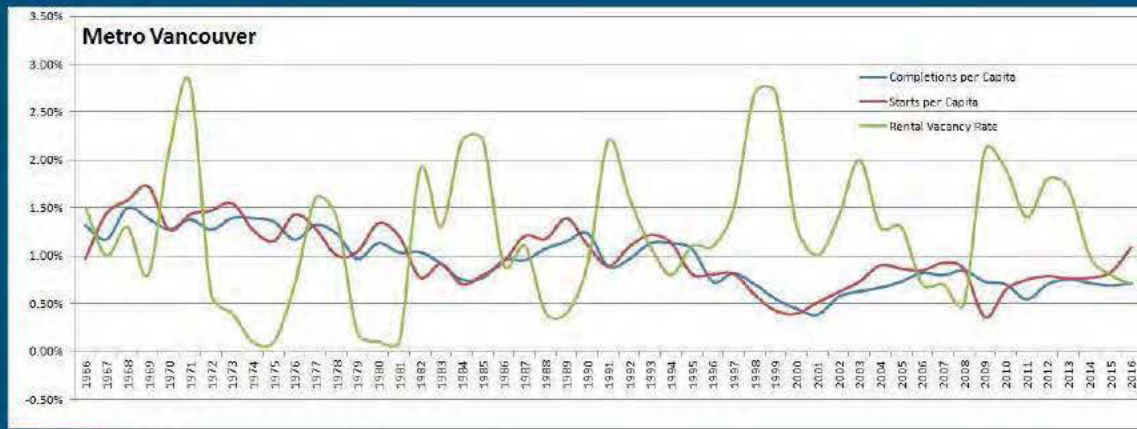
- Some writers s.22(3)(i) claim that 2016 census data show there are actually 25,000 empty homes
- In reality, it is a measure of “not occupied by usual residents” - the 25,000 figure includes:
 - Non-permanent residents (eg. international students)
 - Homes empty *due to a move*
 - Secondary suites not being rented-out by the owner
 - New buildings completed just before the census date - occupants have not moved-in yet
- Subtract these scenarios, and you end up at the Ecotagious and EHT filing figures (8,500-10,800)

Foreign ownership

- Statistics Canada, December 2017: 7.6% non-resident ownership in the City of Vancouver, 4.8% in the region.
- Statistics Canada, March 2019: 4.9% foreign ownership in the region.
- BC Ministry of Finance: 3.5% of 2018 City of Vancouver residential sales.

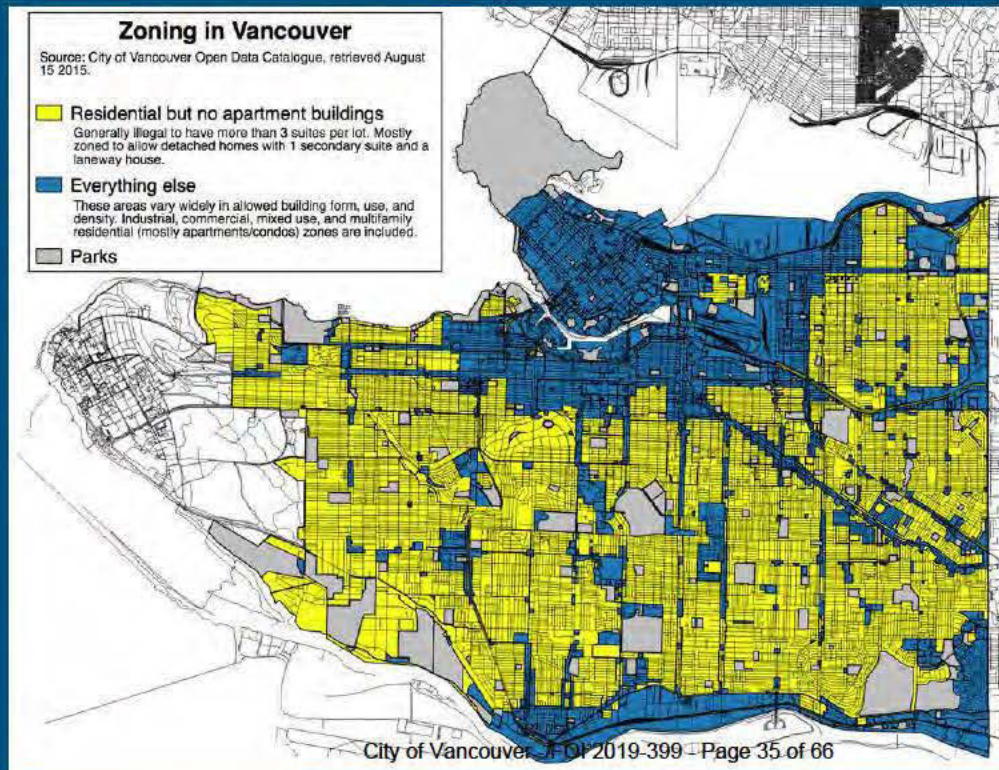
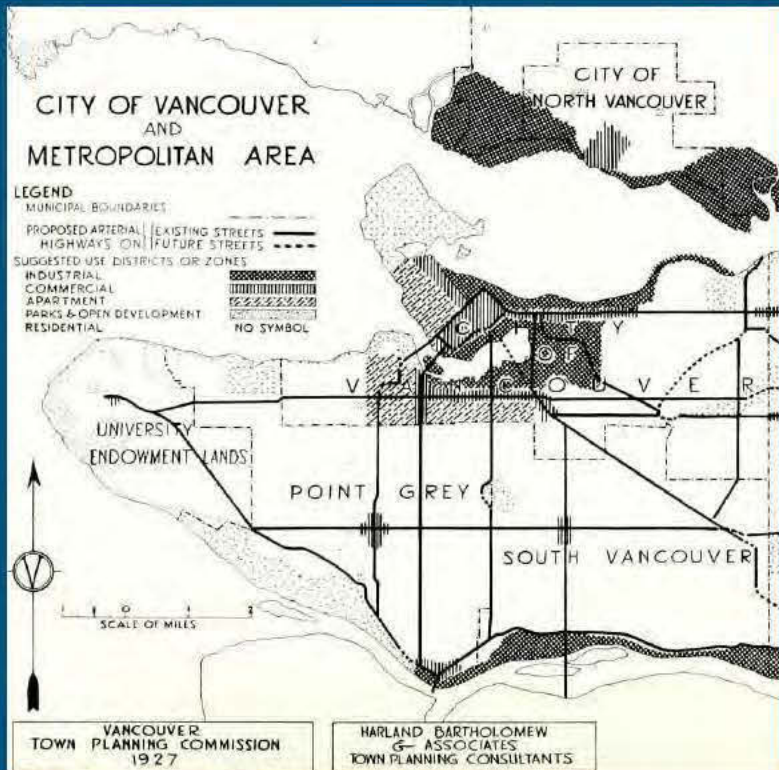
The lack of homes thesis

Housing Starts per capita chart



The lack of homes thesis

Vancouver's zoning has hardly changed since 1928



The lack of homes thesis

Significant demand for additional apartment zones outside downtown as early as the 1950s - over 50 years ago!



1965: Council rejects plan to increase the Kerrisdale apartment zone area by 45%

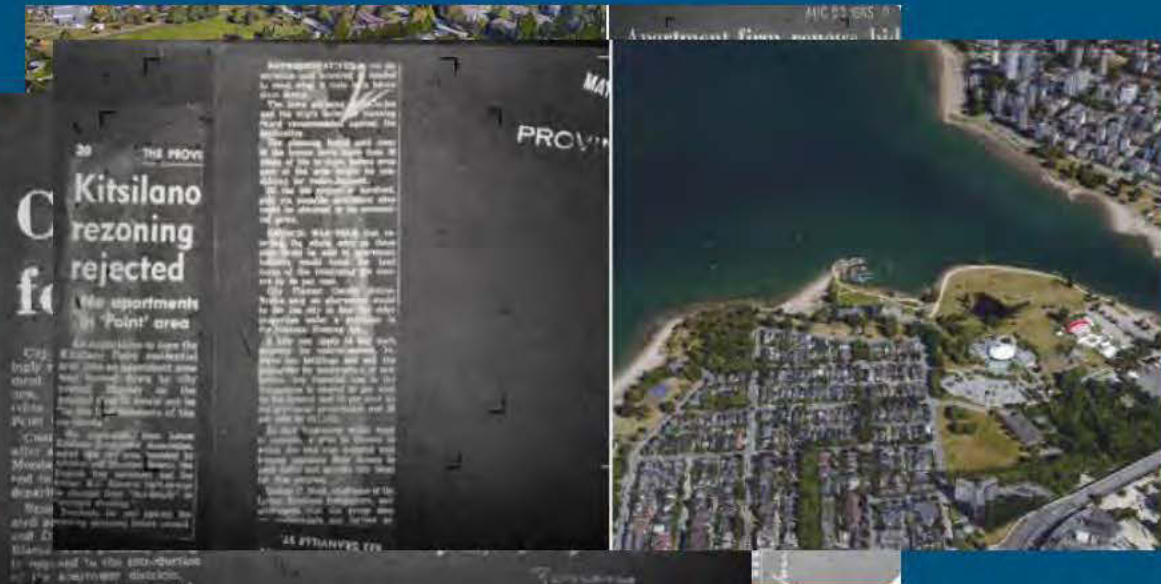
Significant demand for additional apartment zones outside downtown as early as the 1950s - over 50 years ago!



1965: Council prevents a 15-acre apartment zone in Dunbar/Point Grey

The lack of homes thesis

Significant demand for additional apartment zones outside downtown as early as the 1950s - over 50 years ago!



1965: Council rejects plan to increase the Kerrisdale apartment zone area by 45%.

1965: Council prevents a 15-acre apartment zone in Dunbar/Point Grey.

1957: Council blocks apartments adjacent to downtown.

Perception vs. Reality

What people think of Vancouver



What Vancouver is



The lack of homes thesis

Townhomes and apartments are illegal to build on 81% of residential land.

Most of the remaining 19% is already built to the maximum allowable density (eg. Kitsilano, Kerrisdale, Mount Pleasant, Yaletown).

Tom Davidoff, and 48 other local economists:

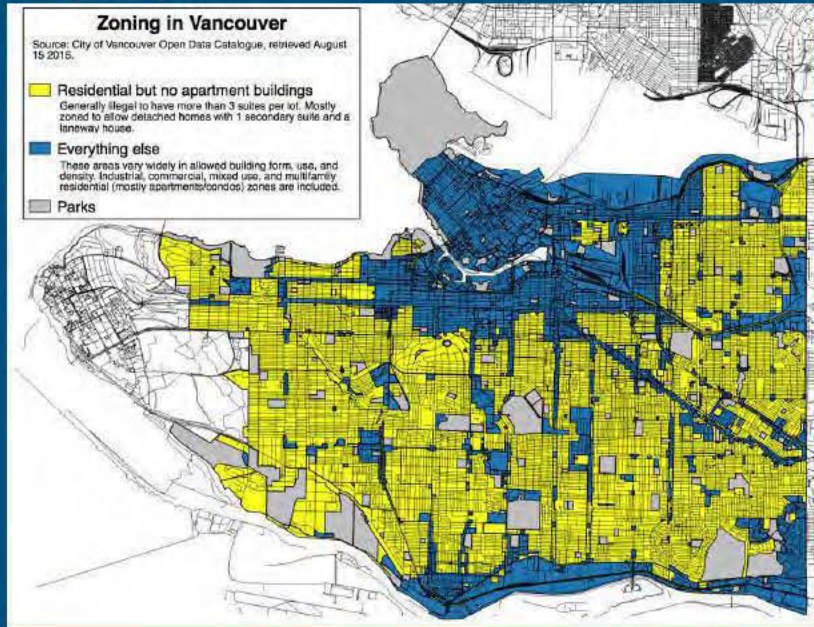
9. Is this the solution to the housing affordability crisis?

This is a modest proposal, so on its own will not dramatically reshape B.C. housing markets. The fundamental drivers of local housing prices are high demand and limited supply. The only way to have a decisive impact on affordability would be to weaken the building restrictions that sharply restrict new housing supply in most of Vancouver and the Lower Mainland. Major improvements in affordability are only possible by allowing supply to respond to changing demand. This proposal is a modest step to help out, but won't address the underlying problem of supply restraints.

CMHC - Price Escalation study (2018)

“preserving enclaves of single-detached housing will likely only serve to increase wealth inequality and not meet the housing needs of a growing population. It is particularly imperative that the process of redeveloping land within the borders of Canadian cities occur efficiently and promote change in the form of local neighbourhoods.”

Where we do allow new housing, it's in the most polluted and noisy locations.



Michael Brauer, UBC Public Health Professor

"We have seen that people who live closer to these major roads ... are more likely to die earlier than people that live farther away from roads."

According to Brauer, things like lung cancer, increased asthma rates in children, women giving birth to lower birth weight babies, and premature babies are all tied to living close to pollution from traffic.

"For many pollutants, things drop off quite rapidly," he said. "Like 150 metres [away from the busy street], which is a block and a half or so."

"Many people don't realize that noise is a risk factor for things like heart attacks."

Other reasons to allow new housing on non-arterials

- Status quo leads to large annual property tax increases on small businesses (who are also forced onto arterials - this should be fixed too)
- Artificially accelerated loss of unique commercial buildings well-suited to unique establishments
- Leads to a perception of much more development than there actually is

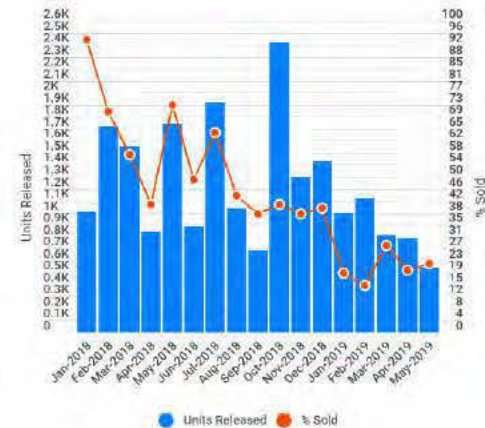
Supply Influences Affordability

Greater Vancouver Condo
Benchmark Price vs. Market Balance



Same Month Pre-sales vs. Units Released

Metro Vancouver



Source: MLA Advisory, Urban Analytics, RealNet, and Mortgage Sandbox Analysis

Future Steady State Annual Required Supply

	Allowances	Low Growth Scenario	Likely Growth Scenario	High Growth Scenario
Metro Vancouver Growth Rate		1.44%	2.15%	2.51%
New Residents		35,000	65,000	71,500
Required New Homes (Avg. 2.5 Residents per Household)		14,000	26,000	28,600
Add allowance for homes torn down (@14.3% of new units)	14.3%	2,645	4,911	5,403
Add allowance for 10% underutilized (snowbirds / recreational / short term rental)	10.0%	1,849	3,435	3,778
Total allowances	24.3%	4,494	8,346	9,181
Future Minimum Required Annual Housing Completions		18,494	34,346	37,781

Mortgage Sandbox analysis.

Sources:

Metro Vancouver Housing Data Book
 CMHC's Housing Market Outlook (HMO) Spring 2019
 Metro Vancouver Housing Data Book
 Jens VonBergmann Analysis (MountainMath, CANSIM 026-0021)
 City of Vancouver Report
 Metro Vancouver Regional Growth Strategy (Table A.1)
 Statistics Canada

Actual Housing Starts are Volatile

Table 14 - Tableau 14
Dwelling Starts - Seasonally Adjusted at Annual Rates¹
Nombres désaisonnalisés annualisés de mises en chantier de logements¹

Period / Période			Edmonton	Kelowna	Abbotsford-Mission	Vancouver	Victoria
2017 ²			11,435	3,577	1,710	26,204	3,862
2018 ²			10,038	2,555	1,045	23,404	4,273
2018	January	janvier	10,291	1,391	776	32,286	1,329
	February	février	10,728	484	692	20,289	3,797
	March	mars	8,492	2,112	1,236	32,396	3,681
	April	avril	10,027	4,602	430	23,428	3,265
	May	mai	11,006	3,719	576	26,609	3,199
	June	juin	9,587	3,590	551	17,058	5,947
	July	juillet	12,154	1,887	1,737	25,269	4,836
	August	août	16,190	3,968	337	24,740	7,005
	September	septembre	6,887	763	410	14,356	3,087
	October	octobre	5,865	740	1,747	17,670	2,714
	November	novembre	11,521	4,289	645	21,949	2,943
	December	décembre	7,712	3,317	3,513	24,896	9,445
2019	January	janvier	10,744	4,272	823	25,356	2,915
	February	février	7,727	320	1,499	25,030	4,139
	March	mars	6,935	581	1,859	21,004	2,070
	April	avril	10,455	798	1,004	34,213	5,317
	May	mai	6,580	1,025	1,772	42,667	2,311
	June	juin					
	July	juillet					
	August	août					

¹ Data for 2017, 2018 and 2019 based on 2016 Census Definitions.
² Data are Actual Dwelling Starts.

¹ Données de 2017, 2018 et 2019 fondées sur les définitions du recensement de 2016.
² Ces données correspondent au nombre réel de mises en chantier.

Source: Market Analysis Centre, CMHC
 Source: Centre d'analyse de marché, SCML

Supply is not sufficient:

Metro Vancouver trends well below the 34,000 - 37,000 annual housing starts needed needed to address population growth pressures.

It will work

Real Estate, Venture, Urbanized, News

Rental rates falling in Seattle due to flood of new supply from building boom



Kenneth Chan

Jan 31, 2019 2:23 pm 🔥 2,285

24,000 new rentals under construction or imminent in Seattle!



“Building 100 new units leads 65 and 34 people to move out of below-median and bottom-quintile income neighborhoods, respectively, reducing demand and loosening the housing market in such areas. These results suggest that increasing housing supply improves housing affordability”

What should be done about it in Vancouver?

Some say:

Abolish zoning!

- Let people build any building that meets the building and fire code. Not the role of government to place arbitrary caps on how many people can enjoy a plot of land, or on what they can do with it.

Tokyo Model!

- Land use policy is set by federal (provincial) government.
- Building heights are largely determined via a mathematical formula based on street width.
- Zones determine building floor area - not the # of units.
- Retail, restaurants, etc. allowed everywhere.
- Limits NIMBYism.

A Realistic Approach for Vancouver

Four Floors and Corner Stores.

Missing Middle.

Substantially higher densities near transit.

Allow apartments off noisy, polluted arterial roads.

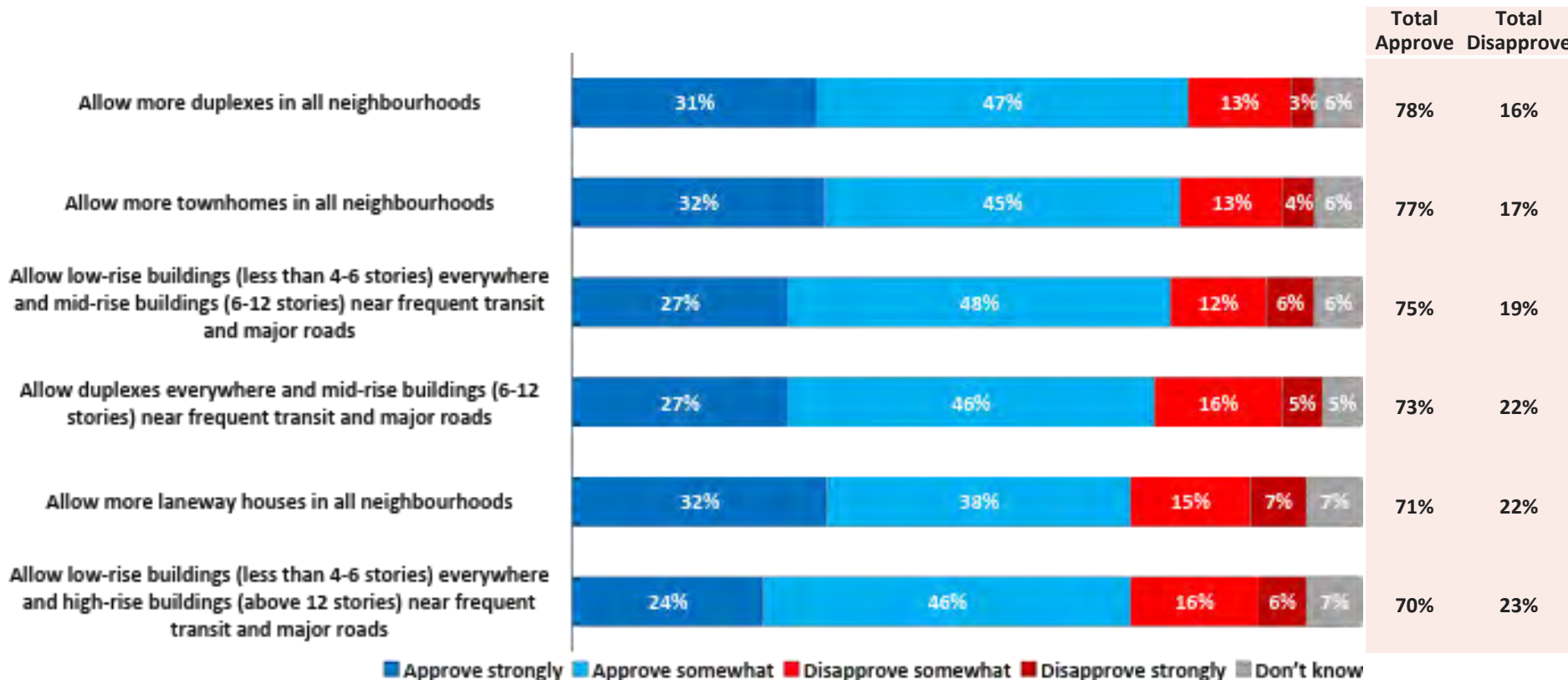
Low hanging fruit: legalizing the subdivision of all existing homes, new 6-plexes on every lot, faster permit times.

Why?

It will work.

It is popular.

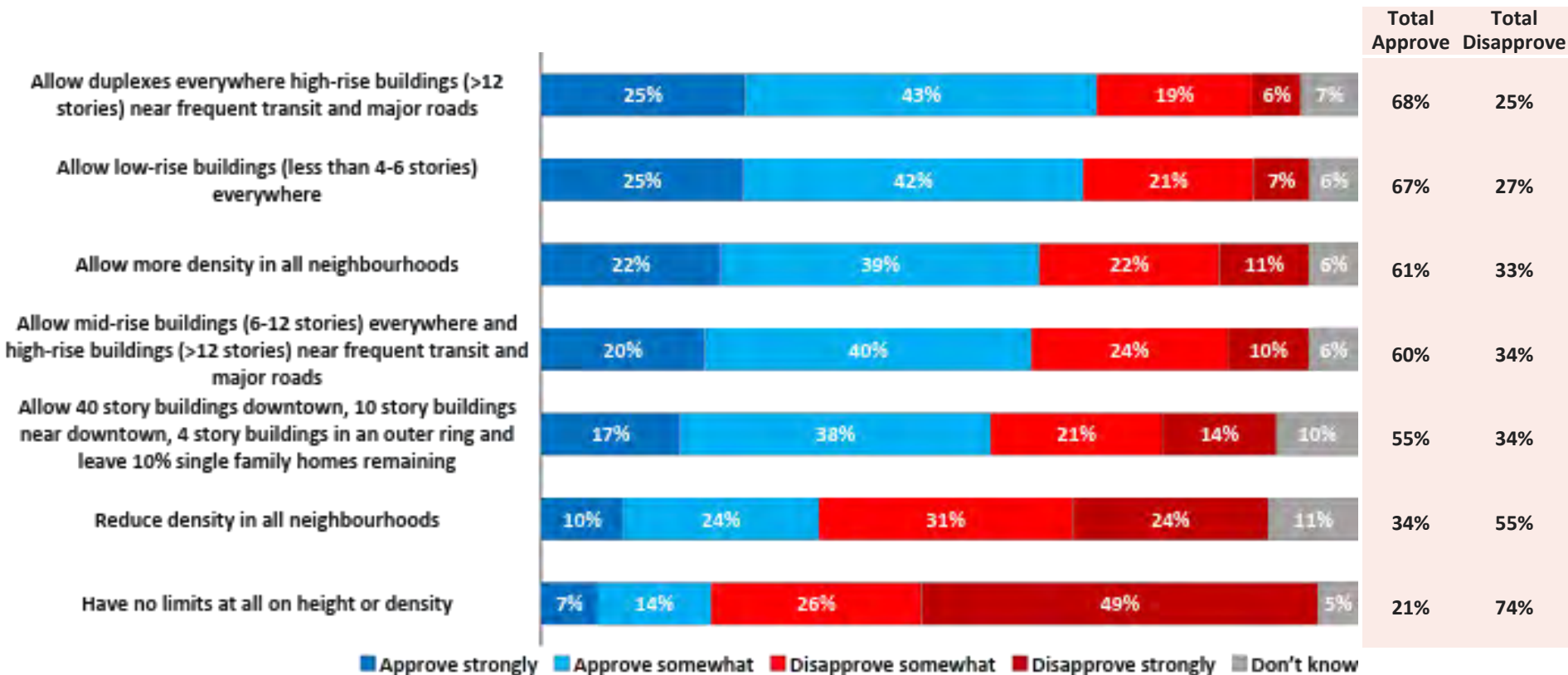
Approval of Housing Actions (Slide 1 of 2)



Q8. Would you approve or disapprove of the City of Vancouver taking each of the following actions on housing?

Base: All respondents (n=600)

Approval of Housing Actions (Slide 2 of 2)

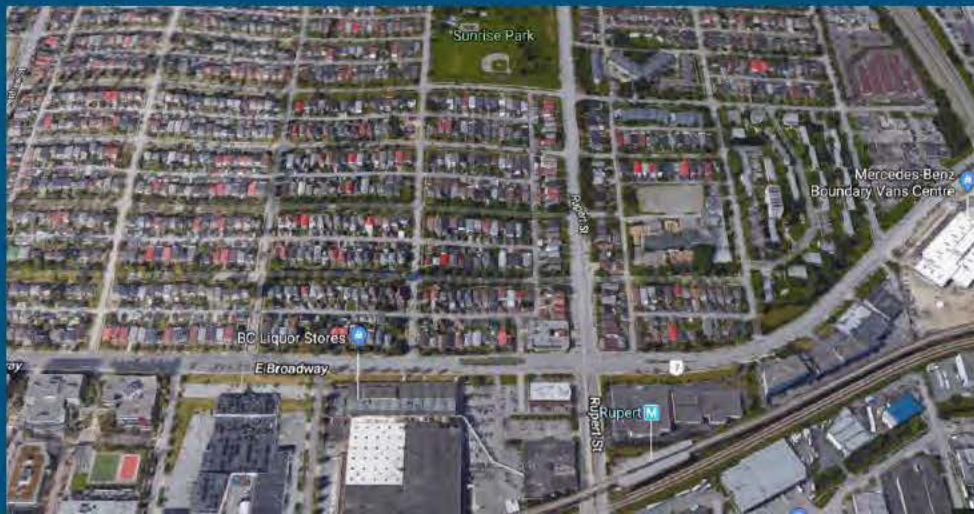


Q8. Would you approve or disapprove of the City of Vancouver taking each of the following actions on housing?

Base: All respondents (n=600)

June 2019 Ipsos Poll - City of Vancouver Residents

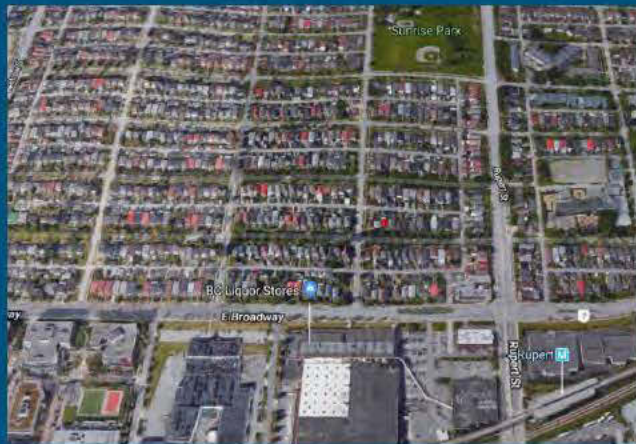
- 83% support for allowing more homes near transit



June 2019 Ipsos Poll - City of Vancouver Residents

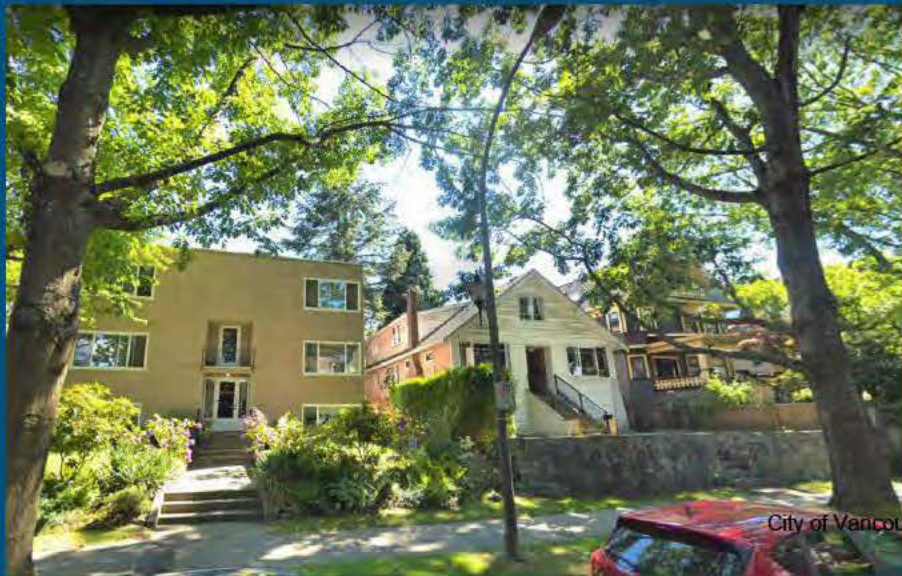
- 83% support for allowing more homes near transit

2-station difference - Rupert vs. Brentwood



June 2019 Ipsos Poll - City of Vancouver Residents

- 83% support for allowing more homes near transit
- 75% support for allowing townhomes and apartments in single family areas



June 2019 Ipsos Poll - City of Vancouver Residents

- 83% support for allowing more homes near transit
- 75% support for allowing townhomes and apartments in single family areas
- 69% think that a lack of housing drives-up prices
- 65% support for shortening the approval process

Objections to Allowing More Housing

Attacks on the efficacy of zoning reform

- We have enough zoned capacity for population growth
 - This tallies all theoretical housing possible under current zoning, and claims it's sufficient. Bad argument that assumes every property owner is keen to redevelop - often for very marginal density increases. Also relies in large part on types of development we *don't* want (ie. replacing old 3 storey apartment bldgs. with new 4 storeys)
- "Zoning reform just drives-up land values, creating windfall profits"
 - This is why CACs exist, and they work (and often go overboard).
 - People don't live in land - they live in floorspace. More housing on a plot of land drives-down land value per unit of floorspace.
- "New housing is unaffordable/luxury"
 - Owning a private plot of land in an urban centre is the *ultimate* in luxurious, unaffordable housing.
 - If you don't build new homes, people will bid-up (gentrify) existing ones. See: San Francisco

Attacks on the efficacy of zoning reform

- New homes will sit empty
 - This is inconsistent with all evidence.
- You're just going to tear down existing rental buildings
 - False - reforming single family zoning will take development pressure *off* existing apartments.
- Why not build non-market housing?
 - False dichotomy. Zoning reform actually makes it *easier* to build any type of non-market housing. Additionally, revenue from new development will make non-market housing easier to fund.
- Why not control rents?
 - One of the least controversial issues in economics: rent controls decrease the quantity, quality, and affordability of housing.

THANK YOU!

From: "Sebastian Zein" <s.22(1)>
To: "Rowley, Cheryl" <Cheryl.Rowley@vancouver.ca>
CC: "David Stroud" <s.22(1)>
"De Genova, Melissa" <Melissa.DeGenova@vancouver.ca>
Date: 4/17/2019 8:00:20 AM
Subject: Re: Housing presentation

Hi Melissa and Cheryl,

I'll hold May 7 at 2:30pm. Thanks so much for the opportunity!

Best,

Sebastian

On Tue., Apr. 16, 2019, 4:26 p.m. Rowley, Cheryl, <Cheryl.Rowley@vancouver.ca> wrote:
Hi Sebastian,

Please hold May 7th at 2:30pm for now, however, this date may change.

I will confirm as soon as possible.

Thanks,

Cheryl Rowley | Assistant to Councillors

CITY OF VANCOUVER | City Clerk's Dept.

E: cheryl.rowley@vancouver.ca

P: 604.871.6714

From: De Genova, Melissa
Sent: Tuesday, April 16, 2019 3:28 PM
To: Sebastian Zein
Cc: David Stroud; Rowley, Cheryl
Subject: Re: Housing presentation

Thanks Sebastian! I'll set up a meeting for all 5 NPA caucus members if that's ok?

Cheryl is copied on this and she will work with us to schedule a time to meet

Many thanks,

Melissa

Melissa De Genova
COUNCILLOR
Chair, Standing Committee
City Finances and Services
City of Vancouver
3rd Floor, City Hall
453 West 12th Avenue
Vancouver, BC V5Y 1V4
Direct: [604-873-7244](tel:604-873-7244)
Cell: [604-366-9197](tel:604-366-9197)

Assistant:
Cheryl Rowley

Cheryl.Rowley@vancouver.ca

Direct: [604-871-6714](tel:604-871-6714)

On Apr 11, 2019, at 9:25 PM, Sebastian Zein [s.22\(1\)](#) > wrote:

Hi Councillor,

I believe Adrian Crook has been in touch about the potential to deliver a housing presentation to the NPA council caucus. Thanks so much for being open to it!

We've briefly chatted at several events, but by way of (re?) introduction, I'm a former political staffer in free enterprise circles, and I now work in real estate economic consulting. Housing policy has been a passion of mine for several years now, [s.22\(3\)\(i\)](#)

If it sounds good to you, the presentation would have two main parts:

-A presentation on the scale of our affordability challenge, competing narratives about the

cause, and the political + policy case for a realistic market-friendly response.

-Discussion of the results from a [supply/demand model](#) created by the very bright David Stroud, which conservatively quantifies the extent to which Metro municipal governments are suppressing housing housing beyond what is required for a balanced market.

s.22(3)(i)



Should the team be interested, myself and David would be honored to have the opportunity to meet with caucus. Other than the period from the 28th to the 3rd, most dates over the next month or so should work.

Thanks again, and please let me know if you have any questions or specific requests re: content.

Best regards,

Sebastian

Sebastian R. Zein

s.22(1)



| [LinkedIn](#)