



## Matthew Singerman

Partner

Commercial Real Estate

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### Profile

The pace of change of the commercial real estate sector in Vancouver has increased rapidly over the past decade, requiring business leaders to move swiftly and strategically when buying, selling and developing property. Matthew's strength lies in his thoughtfulness, agility and efficiency when our clients come to him for transaction advice and business-oriented legal solutions.

Having transitioned from the role of general counsel at one of Canada's pre-eminent builder-developers, Matthew brings a wealth of first-hand client insight to our Commercial Real Estate practice group. He understands how legal decisions impact our clients' businesses. This includes long-term operational and financial implications, as well as their cascading effects across departments, divisions, management levels and strategic partnerships. His ability to analyze a situation and offer practical, considered guidance adds significant value for clients during the decision-making process.

Matthew believes that there is no such thing as a "one size fits all" legal approach. He is inquisitive and committed to developing tailored solutions for our clients that align with their businesses' unique needs. His industry experience allows him to identify potential risks and creatively bridge gaps to help clients achieve their commercial objectives.

### Services

- > Acquisitions and dispositions of all commercial properties, including development sites

and income properties

- > Loan agreements and structures
- > Limited partnership, joint venture and other co-ownership investments and management structures
- > General business advice for entrepreneurial and growing companies
- > Negotiation and preparation of purchase agreements and development agreements, including easements, statutory rights of way, and covenants
- > Matching equity with real estate
- > Non-disclosure agreements, letters of intent and memorandums of understanding
- > Residential, retail, office, industrial, hotel and mixed-use development projects
- > Business purchase and sale transactions
- > Syndicated limited partnerships and mortgages
- > Leases of office and retail properties, including commercial strata lots
- > Seniors housing
- > Lease term issues and resolution
- > Public-private partnerships

He has extensive experience in real estate and business acquisitions; investments and joint ventures; property development and financing; construction, ownership, operations and management; and leasing. Matthew has successfully advised on key transactional legal agreements for many complex multi-property and multi-jurisdictional commercial real estate projects across Canada. He aims to always be a strategic and fair negotiator to balance the needs of the client and the transaction.

As Matthew recognizes the challenges and opportunities that clients face on a daily basis, he is a passionate advocate for their best interests.

## Credentials

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### Industry Involvement

- > Canadian Bar Association
- > Urban Development Institute, Pacific Region
- > NAIOP, the Commercial Real Estate Development Association

### Education & Call to Bar

- > Call to Bar: Ontario 2007; British Columbia, 2013
- > Bachelor of Laws, Bachelor of Civil Law (LL.B/B.C.L.), with Great Distinction, on Dean's Honour List, McGill University, 2006
- > Bachelor of Arts in Economics, Minor in Management, with Great Distinction, on Dean's Honour List, McGill University, 2002

### Languages

- > French
- > English