



Commercial Real Estate

Profile

The contemporary real estate marketplace is changing. Not only are property investors bringing fresh ideas and diverse requirements to each transaction, deals are becoming ever more complex. In this highly competitive and evolving industry, having counsel with proven industry experience is essential.

Widely recognized among British Columbia industry leaders as the first choice for handling real estate transactions, we have acted on more large real estate deals in the last decade than any other law firm in Vancouver, according to Business in Vancouver.

Work Highlights

Musqueam Indian Band, Squamish Nation and Tsleil-Waututh Nation (MST Partnership)

- > \$480 million purchase of the Provincial Jericho Lands

Vancouver Coastal Health

- > \$300+ million sale of the Pearson Dogwood Lands on Cambie Street in Vancouver

Pure Industrial Real Estate Trust

- > Acquisition of a 10-property industrial portfolio in the US valued at US \$205M

[Additional work highlights below](#)

Relied on by major players in both the public and private sectors, we help our clients navigate the complexities of the markets in which they operate. We are proud to have been involved in numerous landmark real estate finance, private equity and development transactions.

Services

- > Raising capital and structuring ownership vehicles
 - > From simple corporations, joint ventures, bare trusts to limited partnerships to publicly traded REITS
- > Transactional
 - > Buying and selling development lands, income properties and real estate based operating businesses such as hotels and seniors housing
- > Development
 - > Residential, mixed-use, retail, office, industrial, land and master planned communities
- > Leasing
- > Environmental
- > First Nations
- > Municipal/administrative law

To ensure our clients benefit from a truly integrated multidisciplinary approach we draw upon the expertise of lawyers in the firm's many complementary practice areas, including corporate, environmental, financial services, First Nations, infrastructure and construction, litigation and dispute resolution, municipal and regulatory, private company transactions, securities, strata property and tax.

In the area of municipal/administrative law, we help our clients accomplish their goals by navigating through the regulatory framework, including by negotiating development agreements and advising how to work within an existing regulatory regime.

Our clients choose us because they know we understand their objectives and offer them the innovation, experience, technical expertise and clarity of advice to get their deals done efficiently and effectively.

Forward-thinking in our approach, we combine key sector knowledge and outstanding technical ability to ensure our clients receive the best possible support and legal guidance. We take pride in our ability to deliver complex deals throughout the entire lifecycle of a project, from the property's initial acquisition, development, leasing and financing through to the final success.

Chair

Sarah Jones

sjones@cwilson.com

604 891 7741

Additional Work Highlights

Anthem

- > Acquisition of a real estate development company based in Alberta

Beedie

- > Orchid, Beedie Living: Prepared Disclosure Statement and negotiated development covenants with City of Richmond

Blackwood Partners

- > \$250 million purchase by Blackwood Partners of the Central City complex in Surrey
Ongoing operations and future redevelopment

Brenhill Developments Ltd.

- > Facilitated the reversal of a BC Supreme Court decision that had invalidated a development permit approval and a rezoning bylaw

Century Group Lands Corp.

- > Negotiation of a 20-year Phased Development Agreement for residential, market square and commercial development in the formerly contentious "Southlands" area in Delta

City of Pitt Meadows

- > Ridge Meadows Sports Ice Arena: Counsel for arena acquisition out of receivership

Concord Pacific

- > Retail leasing for Concord Pacific/Prompton Real Estate group in Vancouver

Coromandel

- > Leveson, Choklit and other Vancouver residential and mixed-use developments

Cressey

- > Westin Resort and Spa, Whistler: Development of large strata-titled resort prop

Denna Homes

- > Seylynn Village multi-tower development, North Vancouver

Formwerks Boutique Properties

- > Residences on Winona Park, Heritage, and other residential developments and assemblies of land

HSBC Bank Canada Portfolio

- > Leasing for portfolio of approximately 170 branches and office spaces in Western Canada

Island Wolf Properties Ltd.

- > Negotiations regarding a 20-year Phased Development Agreement for a 726 acre Town Centre and masterplanned community in Nanaimo

Matthew Southwest Bethel

- > Negotiation of a 20-year Phased Development Agreement for a community transforming development on Squamish waterfront

Municipality of Maple Ridge

- > Maple Ridge Town Centre: unwinding of Public-Private Partnership after court of appeal ruled arrangement illegal

Staburn

- > Assisted with multiple commercial property acquisitions and sales with values up to \$105 million

Target Canada

- > Purchase by Target of leasehold assets of Zellers stores in BC

TELUS

- > Advising with respect to partnership interest in development of TELUS Sky in Calgary and TELUS Garden in Vancouver

University of Victoria

- > Established the Vancouver Island Technical Park Trust

UBC Properties Trust

- > Creation of co-development model for development of five projects on campus of the University of British Columbia

Vancouver Airport Authority

- > Structuring the establishment of the McArthur Glen Outlet Centre

Wall Development

- > Successfully represent the private land owner at BC Supreme Court and the Court of Appeal in the first piece of litigation related to Regional Growth Strategy legislation

Wesbild

- > Ongoing development of more than 1000 acres on Burke Mountain, Coquitlam