



## Sarah Jones

Partner

Commercial Real Estate Law

Public Sector

Indigenous Business & Economic Development

604 891 7741

[sjones@cwilson.com](mailto:sjones@cwilson.com)

### Profile

Real estate has been instrumental in making Vancouver the burgeoning world city it is today, and developers have been instrumental in building the very foundations of where we live, work, come together and enjoy life.

Sarah is pleased to be a part of these contributions by representing clients in the commercial real estate sector. Sarah admires the dedication and pride our clients put into their work and our community.

### Work Highlights

Sarah provides strategic legal advice based on which clients can make timely decisions. She tailors her service to focus on the big picture and what is practical for clients from a business perspective.

### Services

- > Strata-titled residential, commercial and mixed-use projects in Vancouver, Richmond, Burnaby, North Vancouver, New Westminster, Surrey, Delta, Coquitlam, Port Coquitlam, Pitt Meadows, Kelowna, and Whistler
- > Negotiation and preparation of purchase agreements and development agreements,

including easements, statutory rights of way, and covenants

- > Municipal approvals, including subdivisions, rezoning, road dedications, and servicing arrangements
- > Acquisitions and dispositions of all commercial properties, including development sites and income properties
- > Advice on all aspects of the Real Estate Development Marketing Act
- > Air space subdivisions
- > Contaminated-site municipal approvals
- > Foreign-condominium and mixed-use project marketing within BC
- > Leases of office and retail properties, including commercial strata lots

Chairing the Urban Development Institute's Women of UDI Committee gave Sarah the unique opportunity to better understand the most important issues to the real estate industry. This ear to the ground gives Sarah a better understanding of client priorities and how best to meet them in an ever-changing market.

An example of this industry transformation can be found in the frequent changes under the EMTAGSTART Real Estate Development Marketing Act to EMTAGEND. Sarah is alert to changes in the law, which allows her clients to be proactive rather than reactive when adjusting their businesses, so that legislative and common law changes do not hinder their operations.

Sarah's father was an architect, so she grew up around real estate—it has always been a part of her life. In fact, she worked at his office while in university and was able to experience the development industry from a different perspective. Practicing in commercial real estate is a natural fit for Sarah after visiting so many development sites as a child with her father.

Sarah loves the fact that with development work, she can see a project all the way through, from negotiation to site acquisition to consolidation to rezoning to marketing and, eventually, to community building. Real estate development is a tangible industry that contributes to our province's sustainability, and Sarah feels privileged to be helping clients achieve success working within it.

## Credentials

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### Awards & Distinctions

- > Best Lawyers® in Canada, Real Estate Law, 2021-2026, Municipal Law, 2024-2026
- > Chambers Canada, Ranked Lawyer, Real Estate, 2025-2026
- > Canadian Legal Lexpert Directory®, Repeatedly Recommended Lawyer, Property Development, 2022 and 2025

### Industry Involvement

- > Canadian Bar Association Women Lawyers Forum, Mentor, 2017
- > Canadian Bar Association Commercial Real Estate Subsection
- > Canadian Bar Association UBC Law Student Mentor, 2019-2020
- > Urban Development Institute Pacific Region Legal Issues Committee, Member
- > Urban Development Institute Pacific Region Education Committee, Former Member
- > Urban Development Institute Pacific Region Women of UDI Committee, Past Chair

- > Urban Development Institute Pacific Region U40 Committee, Former Member
- > CREW Network (Commercial Real Estate Women)
- > NAIOP, Commercial Real Estate Development Association

### **Community Commitments**

- > Allard School of Law Alumni Magazine Advisory Board
- > Strata Council Chair of a self-managed Strata Corporation
- > BC Cancer Foundation Ride to Conquer Cancer Pit Crew volunteer, 2011

### **Education & Call to Bar**

- > Leadership in Law Firms Certificate, Harvard Law School, 2022
- > Call to Bar: British Columbia, 2006
- > Bachelor of Laws, University of British Columbia, 2005
- > Bachelor of Arts (First Class), University of British Columbia, 2002

### **External Publications & Presentations**

- > Contributor, Commercial Leasing: Annotated Precedents, The Continuing Legal Education Society of British Columbia, as published, 2014-2025
- > "Airspace Parcel Subdivisions", Real Estate Development 2025, Continuing Legal Education Society of BC (CLEBC), June 2025
- > "The Land Owner Transparency Act And Other Real Estate Topics", KPMG Real Estate Webinar Series, KPMG, May 2021
- > "REDMA And Disclosure Statements Roundtable", Real Estate Development Update 2021, Continuing Legal Education Society of BC (CLEBC), April 2021
- > UNDRIP in BC: Business Impacts and Opportunities, Continuing Legal Education Society of BC (CLEBC), January 2020
- > Advanced Topics in Real Estate: Disclosure Statement Panel Member, Continuing Legal Education Society of BC (CLEBC), October 2016
- > Tax likely to have little effect on condo sales: Vancouver realtors, Vancouver Sun, June 25, 2016
- > Real Estate Fundamentals for Lawyers, Continuing Legal Education Society of BC (CLEBC), 2014