



## Karen Ngan

Partner

Commercial Real Estate Law  
Private Company Mergers & Acquisitions  
General Business Law  
Family Office

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### Profile

New commercial developments are becoming increasingly demanding, requiring both public and private clients to explore bespoke solutions to increase efficiency and alleviate obstructions.

From institutional to start up entrepreneurs, Karen understands the challenges clients face in delivering development projects and managing complex stakeholder relationships. She seeks to achieve her clients' legal needs by being adaptable and reliable, enabling them to focus on what they enjoy the most – running their businesses.

### Work Highlights

Karen provides our clients with strategic advice through each stage of a commercial real estate project. From compliance, disclosure statements, negotiations, land acquisitions and resolving tenant issues, all the way through to completing the presales, she guides clients through each step with confidence and ease, allowing them to realize the return on their investments.

Karen's advice combines industry knowledge, legal expertise and commercial insights,

supporting clients through solutions that are intuitive and practical. From an emerging development to a municipal project, she seeks to protect our clients' investments and help achieve their goals.

## **Services**

- > Airspace parcel subdivisions
- > Disclosure statements and compliance with Real Estate Development Marketing Act
- > Real estate transactions
- > Commercial leases
- > Purchase and sale contracts
- > Financing and private mortgage loan agreements
- > Negotiation and drafting of a wide variety of corporate agreements
- > Corporate transactions

Fluent in Mandarin, Cantonese and English, Karen has the language skills to work with clients across the Pacific Rim. This cultural understanding allows her to bridge gaps and facilitate business within Vancouver and its ever-growing demographic.

Before law, Karen was a corporate banker in Hong Kong, China and London. She formed part of an international bank's think-tank, providing advice for its Asia-Pacific strategies. Clients benefit from her exposure to many businesses from both a financial and operations perspective. She has an understanding of the bigger picture of what businesses need to succeed along with a sensitivity to international and local nuances. Karen leads with global practices for local innovation and is frequently invited to speak at seminars on commercial real estate issues that impact businesses across Metro Vancouver.

Karen is driven by opportunity to succeed. She is proud to help clients turn their goals into achievements by providing solutions that combine legal sense with commerciality.

## **Credentials**

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### **Awards & Distinctions**

- > Alberta Provincial Judges Association, Chief Judge Ernie Walter Award, 2011

### **Industry Involvement**

- > Canadian Bar Association, Real Estate Section member
- > Federation of Asian Canadian Lawyers, mentor
- > Greater Vancouver Board of Trade, member
- > Richmond Chamber of Commerce, Women's Leadership Circle committee member
- > Urban Land Institute, Women's Leadership Initiative committee member
- > Urban Development Institute, member

### **Community Commitments**

- > Canadian Martyrs Church, board member
- > Richmond Hospice Association, past director

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

- > Call to Bar: British Columbia, 2012

- > University of Calgary, Juris Doctor, 2011
- > University of British Columbia, Bachelor of Commerce (Honours), 2006

#### **Presentations**

- > Certified Professional Accountants British Columbia, speaker
- > Financing and Real Estate Brokers, speaker

#### **Additional Languages**

- > Mandarin
- > Cantonese