

# Commercial Real Estate Law

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## Profile

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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

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### **27.5-Acre Industrial Site Sale, Wesbild Holdings Ltd.**

- > Acted for Wesbild in the sale of a 27.5-acre waterfront industrial property in North Vancouver to a Canadian institutional investor, including structuring a partial lease-back arrangement allowing Wesbild to remain operator of the site's two operating businesses.

### **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

*Additional work highlights below*

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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

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# Additional Work Highlights

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## **Anthem**

- > Negotiation of rezoning and subdivision documents with the City of Coquitlam and disclosure statements for the master planned development, SOCO, comprised of over 2,242 homes across seven towers, a six-storey rental building, and over 66,000 square feet of retail, commercial and office space

## **BC Indigenous Housing Society**

- > Negotiation of development agreement and long-term lease with the City of Vancouver

## **Beedie**

- > Various industrial strata property development matters

## **Blackwood Partners**

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

## **Bucci Developments Limited**

- > Negotiation of agreements with the British Columbia Transportation Financing Authority relating to the integration of the Surrey Langley Skytrain to development properties

## **Capilano University**

- > Consulting and advice regarding the purchase of the CapU Squamish campus and several student housing buildings

## **Cedar Coast Capital**

- > Acquisition of industrial development site, negotiation of institutional joint venture, development of 430,000 square feet light industrial distribution facility and \$180 million sale to institutional investor

## **City of Pitt Meadows**

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

## **Cressey**

- > Negotiation of rezoning and subdivision documents with the City of Burnaby for the Kings Crossing development with multiple strata corporation towers above a shared commercial podium and parkade facility

## **Denna Homes**

- > Seylynn Village multi-tower development, North Vancouver

## **Formwerks Boutique Properties**

- > Various residential developments, assemblies of land and the Ofiswerks office development

## **HSBC Bank Canada Portfolio**

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

## **Municipality of Maple Ridge**

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

## **Pure Industrial Real Estate Trust**

- > Creation of public real estate investment trust, public equity offerings totaling over \$400 million and acquisitions of portfolios comprising over \$1 billion in assets

## **Pure Multi-Family REIT LP**

- > Creation of public real estate investment trust and public equity offerings totalling over \$300 million

## **Kwantlen Polytechnic University**

- > Advised on the \$117.6 million sale of lands in Surrey to the Fraser Health Authority for the construction of the new Surrey Hospital

## **Squiala First Nation**

- > Negotiation of development joint venture for development of Eagle Landing Shopping Centre

## **Staburn**

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

## **Sunstone Realty Advisors**

- > Creation and offering of ten syndicated equity funds (limited partnerships and REITs) raising a total of C\$210 million and US\$135 million, together with the acquisition of commercial and industrial portfolios totaling C\$500 million and US\$290 million

## **TELUS**

- > Advising with respect to partnership interest in development of TELUS Sky in Calgary, TELUS Ocean in Victoria, and TELUS Garden in Vancouver, and related leasing matters

## **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

## **The Vancouver Fraser Port Authority**

- > Successfully completed multi-parcel land exchange with a variety of parties for the Deltaport Terminal Road and Rail Improvement Project

## **Wesbild**

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