

Chambers

Canada —————

2022

The leading lawyers
and law firms in Canada

Real Estate

How lawyers are ranked

Every year we carry out thousands of in-depth interviews with clients in order to assess the reputations and expertise of business lawyers worldwide. The qualities we look for (and which determine rankings) include technical legal

ability, professional conduct, client service, commercial awareness/astuteness, diligence, commitment, and other qualities most valued by the client.

Contents:

- Real Estate
- Nationwide p.370
- British Columbia p.372
- Alberta p.376
- Ontario p.379
- Québec p.387
- Leading Individuals p.390

Real Estate Nationwide

Real Estate
Leading Firms
Band 1
Blake, Cassels & Graydon LLP *
McCarthy Tétrault LLP *
Stikeman Elliott LLP *
Band 2
Bennett Jones LLP *
Davies Ward Phillips & Vineberg LLP *
Band 3
Goodmans LLP
Osler, Hoskin & Harcourt LLP
Torys LLP *
Senior Statespeople
Senior Statespeople: distinguished partners
Costin Abraham McCarthy Tétrault LLP *
Leading Individuals
Band 1
Currie John C McCarthy Tétrault LLP *
Howard Gregory J. Davies Ward Phillips *
Huband Chris Blake, Cassels & Graydon LLP *
Band 2
Crawford Simon Bennett Jones LLP *
Dell David A. Torys LLP *
Goh Tzen-Yi McCarthy Tétrault LLP *
Grandilli Danny C McCarthy Tétrault LLP *
Mantini S Paul Bennett Jones LLP *
Morrow Juli Goodmans LLP
Plater Gregory Stikeman Elliott LLP *
von Hahn Thomas Blake, Cassels & Graydon LLP *
Band 3
Carmona Eric M Stikeman Elliott LLP *
D'Alimonte Silvana M Blake, Cassels & Graydon *
Davidge Rod Osler, Hoskin & Harcourt LLP
Paura Mario Stikeman Elliott LLP *
* Indicates firm / individual with profile.
Alphabetical within each band. Band 1 is highest.

Band 1

Blake, Cassels & Graydon LLP

See profile on p.462

What the team is known for Blake, Cassels & Graydon has a top-tier national real estate practice with significant experience in major commercial real estate transactions, including large portfolio deals and co-own-

erships. The team is extremely well versed in joint venture development and purchases, financings and leaseings, frequently acting for pension funds and other institutional clients, as well as foreign investors. The firm is notably well placed to advise on the real estate and construction aspects of significant energy and infrastructure projects.

Strengths A source enthused: *"The Blakes team always benefits from very strong bench strength. Their associates are always excellent to work with and involve the partners at crucial points during the process."*

Satisfied clients *"continue to choose this firm due to the high calibre of lawyers, as well as the breadth of experience they offer."*

Work highlights A Blakes team led by Silvana D'Alimonte acted for Starlight Investments and KingSett Capital on the estimated CAD4.9 billion acquisition of Northview REIT, which boasts properties across Canada.

Notable practitioners

Chris Huband (see p.394) is a top Toronto lawyer who earns recognition for being at the top of his field, with deep-seated expertise in all manner of real estate transactions in Ontario. He is also often retained on real estate matters of national scope. *"Chris demonstrated a maturity in dealing with commercial real estate matters that kept everything on track."* *"He was able to effectively organise this transaction so that - even though the substantive issues were tough to work through and the negotiations with the counterparty hard fought - the timelines were adhered to and the transaction flowed very smoothly."* Based in Toronto, **Thomas von Hahn** (see p.399) possesses considerable expertise in a wide range of real estate transactions, acting on behalf of funds and institutional investors. *"He was great and he clearly impressed the client."*

Silvana D'Alimonte (see p.392) frequently advises on corporate transactions and real estate financings from the firm's Toronto office. *"Silvana is super smart, very detail-oriented and can navigate complex situations with ease. She has a very friendly personality and a great business sense too."*

McCarthy Tétrault LLP

See profile on p.488

What the team is known for McCarthy Tétrault is widely recognised for its consummate ability to deliver leading real estate expertise from its well-placed regional bases throughout Canada. The firm advises REITs, private investors, financial institutions and pension plans on a diverse range of real estate issues, with notable experience of financing and traditional commercial transactions, including portfolio deals. The team also offers specialist knowledge of development, co-ownerships and fund formation matters.

Strengths A client considered the firm to be *"one of the leaders in the industry,"* adding: *"Starting from managing partners to associates, they have an incredible team and can rely on anyone."*

Another client recalled the team demonstrated *"service excellence and expertise,"* further enthusing that it *"instils great confidence and is truly full-service."*

Work highlights A McCarthy team led by Tzen-Yi Goh acted for Otera Capital on the CAD220 million financing of GTA East Industrial Park in Ontario.

Notable practitioners

Abraham Costin (see p.391) is a distinguished lawyer with an impressive track record of handling large-scale commercial real estate transactions in Ontario. Over the course of his long career he has advised a range of big-name developers as well as major corporates and financial institutions on high-profile projects. Costin's experience also includes advising on insolvency matters relating to real property. *"He is very efficient and takes a business-oriented approach to resolving issues, and is a great source of knowledge."*

John Currie (see p.392) is sought after for his market-leading expertise in commercial real estate and his skill set that covers the entire development process, including financing and leasing. Currie acts for REITs, investors and lenders on their real estate interests in Ontario and throughout the country. *"John is very responsive."* **Tzen-Yi Goh** (see p.393) is

an esteemed real estate lawyer who is often consulted on commercial real estate matters concerning developments both in Ontario and nationwide. He offers additional expertise in project finance and secured lending deals. *"He provides practical advice, strong technical skills and is easy to work with. He responds quickly and provides excellent strategic advice."* **Danny Grandilli** (see p.393) is valued by investors and developers for his diverse commercial expertise in relation to real estate mandates across the country. He is based in Toronto. *"He has a real headspace on practicality and very practical advice, knows where we need to be, and takes instructions very well."*

Stikeman Elliott LLP

See profile on p.502

What the team is known for Stikeman Elliott operates a well-established pan-Canadian real estate practice valued for its ability to offer the full spectrum of real estate services to an impressive client roster. The firm advises REITs, public and private investors, financial institutions, pension funds and major developers on significant mixed-use projects and master-planned communities, as well as related rezoning matters. The team is equally well equipped to handle large asset transactions and M&A. It is experienced at working on complex cross-border mandates, including those involving portfolio deals.

Strengths A client commented that the *"Stikeman team does a great job of presenting a solid, consistent approach to managing real estate's legal requirements. They have a deep team who are experienced in a variety of matters, and this team is available for any engagement as required."*

Another satisfied client said: *"They have delivered such quality service and have integrated themselves so well with us that it makes it seamless and like talking to someone internally."*

Work highlights A Stikeman team led by Greg Plater acted for University District Financing on the development of a mixed-use campus project.

Notable practitioners

Gregory Plater (see p.396) is active across Western Canada, dividing his time between the firm's Calgary and Vancouver offices. Plater's expertise includes assisting with development and transactional matters, in addition to capably advising pension funds on their investments. *"He is very strong on the technical side and has the ability to communicate effectively with all interested parties."* **Eric Carmona** (see p.391) is an accomplished real estate lawyer whose remit covers a variety

of commercial transactions across Ontario, including acquisitions and dispositions. He capably assists with mandates involving residential, commercial, industrial, hospitality and senior living developments. **Mario Paura** (see p.418) heads the real estate group in Toronto and is particularly highly regarded for his expertise in retail leasing. He is a skilled commercial real estate practitioner who often acts for developers and lenders on transactions in the space. His client roster also features major asset managers. *"He is an effective communicator, responsive and able to handle complex structures."* *"Mario was always available at any time and was empathetic during our most difficult times. He provided invaluable guidance."*

Band 2

Bennett Jones LLP

See profile on p.460

What the team is known for This law firm is a real estate powerhouse in Alberta that continues to solidify its position in the Ontario and BC markets. It is highly respected for its experience representing clients from the energy, mining and natural resources sectors, with noteworthy expertise in zoning and land use matters. Bennett Jones wins praise for its proficiency in commercial real estate mandates, including property acquisitions, dispositions and financings. The team additionally offers experience in joint venture work and portfolio transactions. Its impressive client roster includes institutional investors, portfolio managers, developers and REITs.

Strengths A client highlighted that the firm offers *"strong local knowledge in each province we do business in and top-tier lawyers in each office."*

Work highlights A Bennett Jones team led by Jane Helmstadter advised Kissner group on the real estate aspects of its USD3.2 billion acquisition of K+S Aktiengesellschaft's salt business in the Americas, involving issues affecting 181 Canadian properties.

Notable practitioners

Toronto-based **Simon Crawford** (see p.392) is acknowledged for his prevalence in large-scale real estate transactions. His wide-reaching practice comprises expertise in various ownership structures, acquisitions, dispositions and financings. He capably assists clients with matters in Ontario and across the country. *"He is creative, fast and a deal maker."* **Paul Mantini** (see p.395) continues to be a big draw for clients in the real estate industry in Ontario. Mantini's lengthy experience covers a range of transactions,

including financings and refinancings, with work undertaken for developers, pension funds and other investors on commercial matters in Ontario and nationally.

Davies Ward Phillips & Vineberg LLP

See profile on p.470

What the team is known for Davies Ward Phillips & Vineberg has a formidable real estate presence in Ontario and Québec with the ability to deliver leading expertise across the country. The firm offers extensive experience assisting major REITs, pension funds and financial institutions with complex development mandates, joint ventures and a wide range of high-value transactions. The team acts on a number of high-profile mixed-use office and master-planned community projects across Eastern and Western Canada. It is further recognised for cross-border capability between Canada and the USA.

Strengths A market commentator described it as an *"excellent team; they have all necessary skill sets to provide superior service and expertise."*

Clients commend the group for its *"practicality, which is definitely a key strength. They know how to get things done, complete transactions and push through problems to find solutions."*

Work highlights A Davies team led by Gabriella Lombardi acted for Alimentation Couche-Tard on the disposition of a portfolio of Circle K gas station sites in Ontario and Québec.

Notable practitioners

Toronto-based **Gregory Howard** (see p.393) is highlighted by commentators for his market-leading commercial real estate practice. Howard is sought after for his experience advising on large-scale real estate transactions both provincially and nationally. His formidable track record includes acting for big-name investors on major developments, including major master-planned communities. *"He has the knowledge and experience on sophisticated deals and is also a very solid negotiator – he will give you the best shot at getting the best deal."*

Band 3

Goodmans LLP

What the team is known for This Toronto-based law firm offers premier expertise across a broad range of real estate matters, with deep knowledge of the hospitality industry. Goodmans houses a market-leading REITs practice, as well as advising other prominent national clients on domestic

and cross-border developments and leasings. The team regularly handles significant asset-based transactions and demonstrates strong capability in financing and mortgage bond matters. It is also known for its respected land use planning group.

Work highlights A Goodmans team led by Jeffrey Shore represented affiliates of Menkes Developments in a master planned community project consisting of residential and commercial units in Ontario, including the formation of a co-ownership with QuadReal Property Group.

Notable practitioners

Juli Morrow is regarded as a leader in the field, with a long-standing reputation for her commercial real estate expertise. Morrow advises on capital markets transactions, acquisitions and dispositions, as well as financings, and is regarded by her peers as a top choice for 'bet the firm' deals. *"She is a wealth of knowledge. She is not only a great lawyer, but is able to take care of the corporate and commercial end extremely well. She is an excellent drafter who is unbelievably bright and a pleasure to work with."*

Osler, Hoskin & Harcourt LLP

What the team is known for Osler, Hoskin & Harcourt has an established national team singled out for its prowess in a broad array

of real estate matters, including acquisitions, dispositions, mortgage, debt financing transactions and restructuring. The group regularly advises major REITs, portfolio managers, and residential and retail companies. It is also well equipped to handle large commercial leasing, the firm regularly advises on matters arising in Ontario, Québec, Alberta and BC, as well as interprovincial projects.

Strengths One commentator stated: *"Osler is very focused on client experience and ensuring that they are meeting our needs."*

Another client noted: *"The team is excellent a very high-performing group who work well together."*

Work highlights An Osler team led by Ryan Nielsen assisted RBC GAM's Canadian Core Real Estate Fund with the partial acquisition of a multi-property portfolio across Canada, which was valued at approximately CAD1.13 billion.

Notable practitioners

Toronto-based **Rod Davidge** is especially prominent in real estate financings, where he often acts for lenders. His practice also comprises expertise in property purchases and sales. *"Rod is a fantastic lawyer. He is very focused on achieving good outcomes and takes reasonable positions with our clients. He is a great source of advice and guidance on legal matters, allowing us to make good decisions."*

Torys LLP

See profile on p.506

What the team is known for This respected law firm has a strong presence in the Toronto real estate market. The team acts for an enviable client roster that includes pension funds, government bodies, financial institutions and a variety of national infrastructure companies. It is well regarded for its involvement in commercial transactions, including leasing, financing and structuring, and is also well equipped to handle significant portfolio transactions. The firm frequently assists energy and infrastructure clients with complex projects and related real estate matters.

Strengths A client stated: *"They are very responsive and provide a first-class work product."*

Work highlights A Torys team led by Graham Rawlinson advised Automotive Properties REIT on lease negotiations with Tesla Motors Canada regarding its Québec headquarters.

Notable practitioners

David Dell (see p.392) impresses with his transactional real estate expertise. Based in Toronto, he is recognised for his strength in purchase and sale deals, with broader knowledge across development matters, including leasing. *"He is extremely strong/knowledgeable in this space."*

Real Estate British Columbia

Band 1

McCarthy Tétrault LLP

See profile on p.488

What the team is known for McCarthy Tétrault is well respected for its consummate ability to handle the full range of real estate matters for a top-tier client roster. Its Vancouver real estate team is widely acknowledged for its leading expertise in real estate financing and development, as well as advising on big-ticket acquisitions, leasing and Aboriginal land use matters. It is frequently mandated on large-scale mixed-use developments in the region, as well as being well equipped to handle significant portfolio deals and the purchase and sale of landmark assets. The firm regularly acts for major Canadian banks, pension funds and REITs, as well as foreign investors.

Strengths One market source described the firm as *"excellent - without exception McCarthy Tétrault's team members have impressed."*

Another client stated: *"Every lawyer has taken the time to learn about us as individuals, but more importantly the company, its values and its culture. They have asked and taken in what matters to us and what doesn't and through this they provide more effective advice and guidance."*

Work highlights A team led by Craig Shirreff advised CM (Canada) Asset Management on the sale Grouse Mountain to Northland Properties.

Notable practitioners

Keith Burrell QC (see p.391) possesses an impressive track record acting for developers and investors on large-scale developments in British Columbia. Burrell offers notable experience advising on mixed-use and residential projects in Vancouver. *"He is the voice of reason if there is any challenge on the file or issue."* **Scott Smythe** (see p.398) enjoys a position at the very forefront of the real estate market thanks to his extensive experience handling commercial transactions BC.

He regularly assists developers and investors with real estate developments, as well as advising landlords and tenants on commercial leases. *"He is very capable of managing a lot at once and sticking to his timelines. I think he is also very practical and he doesn't waste a lot of time chasing things that do not go anywhere."* **Craig Shirreff** (see p.398) is active on acquisitions and dispositions in real estate, with notable expertise in hospitality and master-planned development work. *"His written work is always excellent and he produces it at an incredibly rapid pace without sacrificing quality. He keeps multiple balls in the air at once and his commentary is always insightful. He doesn't overcomplicate deals and he works for solutions as opposed to trying to find problems. His goal is never to drag out a file but to get to a finish line with the best possible result."* **Conrad Rego** (see p.397) concentrates his British Columbia-based practice on

Real Estate
Leading Firms
Band 1
McCarthy Tétrault LLP *
Stikeman Elliott LLP *
Band 2
Bennett Jones LLP *
Blake, Cassels & Graydon LLP *
Lawson Lundell LLP *
Norton Rose Fulbright *
Band 3
Borden Ladner Gervais LLP *
Clark Wilson LLP
Dentons Canada LLP *
Koffman Kalef LLP *
Band 4
DLA Piper (Canada) LLP
Fasken
Richards Buell Sutton LLP
Terra Law Corporation
Senior Statespeople
Senior Statespeople: distinguished partners
Burrell Keith <i>McCarthy Tétrault LLP *</i>
Leading Individuals
Band 1
Julian Patrick J. <i>Koffman Kalef LLP</i>
MacDonald Ross A. <i>Stikeman Elliott LLP *</i>
Merrick Jeffrey <i>Blake, Cassels & Graydon LLP *</i>
Sandrin Larry <i>Bennett Jones LLP *</i>
Smythe Scott <i>McCarthy Tétrault LLP *</i>
Band 2
Jackson Richard <i>Stikeman Elliott LLP *</i>
Lewis Mark <i>Bennett Jones LLP *</i>
Nikelski Robert G. <i>Dentons Canada LLP</i>
Sampson John <i>Norton Rose Fulbright</i>
Shirreff Craig <i>McCarthy Tétrault LLP *</i>
Tolensky Peter <i>Lawson Lundell LLP *</i>
Wilson Edward L. <i>Lawson Lundell LLP *</i>
Band 3
Benson Russell <i>Terra Law Corporation</i>
Davie Neil <i>Norton Rose Fulbright</i>
Donnelly Darren <i>Clark Wilson LLP</i>
Kornfeld Neil <i>Kornfeld LLP (ORL) ◇</i>
Longcroft David C. <i>Borden Ladner Gervais LLP *</i>
Rego Conrad <i>McCarthy Tétrault LLP *</i>
Umbach Greg <i>Blake, Cassels & Graydon LLP *</i>
* Indicates firm / individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical within each band. Band 1 is highest.

the financing of developments, with broader transactional expertise rounding out his commercial real estate practice. He regularly advises big local companies as well as large institutional players in the market.

Stikeman Elliott LLP

See profile on p.502

What the team is known for This large national law firm is highly regarded for the

Real Estate: Zoning/Land Use
Leading Individuals
Buholzer Bill <i>Young Anderson Barristers (ORL) ◇</i>
Jefcoat Pam <i>Civic Legal (ORL) ◇</i>
Lidstone Don <i>Lidstone & Company (ORL) ◇</i>
McAllister Michael <i>Lidstone & Company (ORL) ◇</i>
Murdy Christopher <i>Lidstone & Company (ORL) ◇</i>

breadth of its real estate experience in BC. It represents public sector authorities and high-profile private developers in infrastructure development, financing and transactional mandates. The real estate group is particularly esteemed for its experience advising on major mixed-use projects and master-planned communities, assisting with land use planning, rezoning, acquisitions, development approvals and construction. Stikeman Elliott is notably involved in luxury hotel transactions and urban property developments, including mandates requiring First Nations expertise.

Strengths One client “chose to work with them because they had a lot of experience at the City of Vancouver and had a good reputation for handling complex work.”

Work highlights A Stikeman team led by Richard Jackson acted for Discovery Land on the purchase of James Island off the coast of Vancouver.

Notable practitioners

Ross MacDonald QC (see p.395) is highly regarded as a leader in the BC real estate market, thanks to his long-standing involvement with landmark developments in the province, particularly in Vancouver. MacDonald has a diverse breadth of expertise, spanning the full gamut of real estate issues from commercial real estate matters to land use issues arising in the course of developments. Vancouver-based **Richard Jackson** (see p.394) offers expertise across the whole spectrum of commercial real estate, including purchase and sale matters, as well as leasing and ownership structuring. “He understands the issues and business relationships. He is very responsive.”

Band 2

Bennett Jones LLP

See profile on p.460

What the team is known for Bennett Jones acts for an impressive roster of local authorities, regional developers and institutional clients on all aspects of mixed-use and hospitality-focused developments, as well as other commercial real estate transactions in British Columbia. Its Vancouver team is additionally well placed to service infrastructure players

requiring real estate and P3 expertise.

Strengths One satisfied client stated: “The team is very organised, well staffed, business-minded, and they are able to spot issues as they arise and provide solutions.”

Another market source reported that the group “definitely has a client-first attitude and approach that makes clients feel comfortable.”

Work highlights A Bennett Jones team led by Jonathan McCullough acted as counsel to Northland Properties on its acquisition of Grouse Mountain Resort.

Notable practitioners

Larry Sandrin (see p.397) is a highly experienced lawyer with an impressive offering covering the full range of real estate transactions, with further knowledge of financing and leasing matters. He also capably assists with government approvals and planning processes as part of an impressive track record handling major developments in BC. “Larry has an excellent business mind and provides very practical and useful advice and guidance.” “He is smart, responsive, thorough, and effective.” **Mark Lewis** (see p.395) is recognised for his impressive depth of expertise in real estate transactions in the BC market. “He is effective in dealing with time-sensitive and novel issues in light of the pandemic and the financing.” “He is incredibly well versed in BC’s REDMA legislation. He is very good at maintaining a firm line when negotiating priority agreements with other lenders.”

Blake, Cassels & Graydon LLP

See profile on p.462

What the team is known for This well-respected national law firm has a strong presence in the BC real estate market. Blakes represents pension funds, banks and institutional investors in construction financing and real estate development transactions, as well as advising on related regulatory and zoning matters. It is also acknowledged for its handling of co-ownership, purchase and sale agreements. The commercial real estate group often acts on transactions relating to retail and office space, as well as senior housing and resort operations. Its notable client base also includes infrastructure developers and renewable energy companies.

Strengths One market source noted: “They have a deep and dedicated team to draw on as needed so I never feel like we are not getting enough attention on our files.”

Another interviewee reported: “Each and every time I deal with Blakes, regardless of the lawyer, I feel more secure in the business we are doing, and regardless of the transaction’s legal issues, Blakes will find a solution.”

Work highlights A Blake, Cassels & Graydon

team led by Jeffrey Merrick advised Trans Mountain on real estate matters related to the extension of the existing pipeline between Alberta and British Columbia.

Notable practitioners

Jeffrey Merrick (see p.396) is a first-rate real estate lawyer with an impressive stable of clients, including pension and private equity funds. Based in Vancouver, he displays comprehensive knowledge of real estate matters concerning infrastructure developments. His market-leading practice also comprises transactions, financings and leasing of all manner of real estate projects. *"He has deep experience in the local real estate industry that he brings to bear when providing counsel and is especially useful when I am dealing with a contentious issue or counterparty. I also find that Jeff is particularly adept at explaining complex issues in simple language and clearly laying out the potential outcomes when dealing with a contentious issue."* **Greg Umbach** (see p.398) capably assists with transactions across residential, commercial, industrial and hospitality developments in BC. His client roster comprises lenders, borrowers and developers. He also has knowledge of subdivisions and municipal approval processes. *"He is logical and reasonable, easy to communicate with, generally very responsive, understands business needs, and knows how to manage client relationships."*

Lawson Lundell LLP

See profile on p.484

What the team is known for Lawson Lundell is a dominant regional law firm with impressive expertise in transactional real estate in BC. Its real estate team advises clients from the industrial, residential and energy sectors on commercial leasing, acquisitions, dispositions and financing matters, as well as joint ventures. Its lawyers are equally well versed in strata property matters and offer extensive experience in relation to mixed-use portfolios and infrastructure projects. The group is increasingly recognised for its China Initiative, focusing on supporting Chinese clients in their BC transactions. The team in Vancouver draws on expertise in the firm's office in Calgary to advise real estate clients across Western Canada.

Strengths Interviewees highlight that the firm offers *"excellent client service and is always very responsive and eager to jump in and help. They are also very knowledgeable about BC law and practical, with great problem-solving skills."*

A client said: *"The firm has legal representatives that are excellent in dealing with offshore investors, particularly from Mainland China."*

Notable practitioners

Peter Tolensky (see p.398) offers clients deep knowledge of corporate transactions and structures, in addition to his experience handling lease negotiations for landlords and tenants in industrial and commercial properties. *"Peter is an excellent lawyer with a great deal sense, attention to detail and knowledge of BC real estate law."* *"He is excellent at all matters in real estate."* **Edward Wilson** (see p.399) has a strong track record in BC real estate development, with noted expertise in strata wind-ups. In addition to advising on industrial, commercial and condo developments, he also has experience handling air space parcels. His experience also includes advising on subdivisions.

Norton Rose Fulbright

See profile on p.491

What the team is known for Norton Rose Fulbright is a strong Vancouver-based law firm with a diverse real estate offering. It is particularly well regarded for its local government practice and proficiency in municipal land use matters, including significant rezoning and development approval and subdivision issues. The group is also well placed to advise pension funds and institutional investors on mixed-use developments, as well as related leasing and financing transactions. It is active across the industrial, residential, retail and office spaces, with further expertise in entertainment and transit-oriented projects. The team demonstrates additional expertise in strata wind-ups.

Strengths A commentator pointed to *"their highly experienced real estate team and ability to execute quickly and accurately, while also adding value through the high quality of the solutions that they propose to a given problem."*

Work highlights A Norton Rose team led by Alex Fane acted for Aspac Development on a USD141 million mixed-use development in Richmond.

Notable practitioners

John Sampson is skilled at handling all facets of real estate development, such as purchases and sales, financings and leasing. He advised Healthcare of Ontario Pension Plan on the redevelopment of Burnaby's Brentwood Mall. **Neil Davie's** diverse Vancouver-based practice encompasses the full range of commercial real estate mandates, from financings to sales. He is notably active on leasing matters for industrial and commercial properties, acting for both landlords and tenants. *"He is a highly experienced, creative problem solver with a high degree of business acumen. Neil works to find solutions and facilitates deals getting done based on his sophisticated abilities."*

Band 3

Borden Ladner Gervais LLP

See profile on p.464

What the team is known for This established real estate practice is valued for its long-standing track record representing institutional investors and local developers in a wide range of real estate matters in BC. Borden Ladner Gervais' Vancouver office is well recognised for its development practice, and the firm also advises on acquisitions, dispositions and financing transactions, as well as land assembly work. It is equally adept in the handling of commercial lease negotiations and air space and strata issues.

Strengths One satisfied client notes that the group *"understands our business very well and gives us excellent advice. They are quick to respond to requests."*

Another client reported that their *"experience working with BLG has been very positive. They are flexible and get work done even if it means working or meeting during odd hours."*

Notable practitioners

David Longcroft (see p.233) leads the firm's commercial real estate group in Vancouver and is known for his involvement in real estate mandates concerning infrastructure, as well as his work in the hospitality and leisure space. He is adept at advising developers and investors on issues arising throughout the development process.

Clark Wilson LLP

What the team is known for Clark Wilson is an acclaimed local law firm with broad expertise in real estate law. The group is well regarded for its prowess in local development matters, including mixed-use and master-planned communities, as well as handling a range of zoning and land use work. It is particularly well versed in phased development agreements, and the team is also a leader in strata wind-ups and has experience of complex dispositions. The group garners further recognition for its real estate financing expertise. It possesses a varied client roster that includes a number of First Nations groups.

Notable practitioners

Darren Donnelly is chair of the firm's commercial real estate group and is well versed in real estate transactions and development matters. Donnelly offers specific knowledge of senior housing developments. *"He is very reliable, amazing at explaining complex solutions and distilling complex information."*

Dentons Canada LLP

See profile on p.472

What the team is known for Dentons is an

international law firm with a strong track record of sophisticated real estate matters in BC. The Vancouver real estate group advises local developers and high-profile investors on a range of land acquisition and development matters, with strength in both the residential and commercial arenas. It is further adept in mixed-use and master-planned developments and handles transactions involving downtown properties and assets across the province.

Strengths Sources say that *“they are very progressive and very client-focused. They attract good people in as well.”*

Another commentator stated that the team is *“quick to react and open to ideas.”*

Work highlights A Dentons Canada team led by Robert Nikelski assisted the Qualex-Landmark Orchard Partnership with the development of a multi-storey residential tower in Burnaby.

Notable practitioners

Vancouver-based **Robert Nikelski** is highly adept at assisting regional and national developers with residential and mixed-use developments, as well as acting for pension funds on corporate structuring. He also has experience advising on master-planned developments in the province. *“He is very knowledgeable and extremely thorough.” “He is very practical and business-focused.”*

Koffman Kalef LLP

See profile on p.480

What the team is known for This Vancouver-based law firm is valued for its experience and specialised expertise in the real estate sector in BC. The group is highly regarded for its leasing and financing expertise, as well as advising on real estate acquisitions and dispositions, and strata development matters. Koffman Kalef also handles subdivision and land assembly work.

Notable practitioners

Patrick Julian is an eminent figure in the BC real estate market, with long-standing commercial expertise in the space. Julian's client base includes tenants and landlords, as well as developers, whom he capably advises on transactions, financings and leasing. His diverse expertise spans residential, commercial, industrial and leisure developments. *“His clients think the world of him, as well as peers. He is smart and turns things around quickly.”*

Band 4

DLA Piper (Canada) LLP

What the team is known for DLA Piper's Vancouver real estate group advises clients in the

retail, infrastructure and residential sectors on a broad range of real estate transactions and projects. The firm is well equipped to handle financings and commercial leasings, as well as sale-leasebacks and joint venture developments. It is equally adept in advising on land use planning, rezoning and other stages of development. The team's clients include regional authorities, developers, pension plans and portfolio managers.

Strengths A satisfied client said of working with the team: *“We all understand each other extremely well, we know what to expect, the client service is outstanding, the team is always on top of its game, and generally just an absolute pleasure to work with.”*

Work highlights A DLA Piper (Canada) team led by Mark Schmidt acted for BC Parks Foundation on its crowd-funded purchase of 800 hectares of land in Princess Louisa Inlet for the purpose of protecting the land from commercial development.

Notable practitioners

Key contacts are Mark Schmidt and Franco Trasolini, who lead the firm's national real estate group.

Fasken

What the team is known for Fasken advises a wide range of clients, including major public institutions and utilities, on all manner of real estate concerns in British Columbia. The Vancouver group is recognised for its work on First Nations land development and traditional transactional mandates, as well as property management and commercial leasing. It is also equipped to handle portfolio acquisitions, joint ventures and land use matters, as well as financings. The firm's real estate expertise extends to industry sectors such as railway, pipeline, telecoms and energy.

Strengths Sources point to the group's *“excellent service and really good legal advice.”*

A satisfied client noted: *“The entire legal team is very professional and has a solid commercial/business sense.”*

Work highlights A team from Fasken assisted numerous retailers with COVID-19 related leasing and general real estate matters.

Notable practitioners

Sergio Custodio co-leads the firm's real estate practice from its Vancouver office and is a key contact.

Richards Buell Sutton LLP

What the team is known for Richards Buell Sutton is a solid law firm that assists with commercial real estate matters from its Surrey and Vancouver offices. The team is often retained by banking clients on financing

transactions, as well as advising developers on the purchase and sale of real estate across British Columbia. It also counsels clients on corporate structuring in the sector. The group possesses notable experience in the public housing space in the province.

Strengths A client said the lawyers at the firm *“carry themselves professionally and I know they collaborate to be efficient.”*

Another market source observed the firm hosts *“a big team with a wide variety of expertise, so all our real estate needs are available in one shop.”*

Work highlights A team led by Sharon White advised Century Group Lands on a mixed-use residential, hospitality and retail development project in Surrey.

Notable practitioners

Practice co-leads Sharon White and Mark Baron are key contacts at the firm.

Terra Law Corporation

What the team is known for Terra Law is a well-respected boutique real estate law firm based in Vancouver, handling all aspects of residential and mixed-use development work in BC. The team acts for regional developers, financial institutions, REITs and private investors on a range of real estate mandates, including financing, leasing, partnerships and joint ventures. It also offers expertise in relation to hotel and resort acquisitions, dispositions and financings.

Notable practitioners

Russell Benson is the founding partner of the firm and is a well-respected figure in the provincial real estate market, with a robust development practice. He advises on acquisitions and dispositions, with further knowledge of airspace subdivisions and the various ownership structures. He often assists with residential, mixed-use and resort developments.

Other Ranked Lawyers

Bill Buholzer has experience working in planning across Alberta and BC, bolstering his land use and zoning practice. He also contributes academically to the space, often writing and teaching on the subject.

Pam Jefcoat offers clients in-depth knowledge of municipal law matters, where she has experience acting for developers and public entities in BC.

Neil Kornfeld QC frequently handles transactions for developers of commercial and residential real estate, with over 25 years of experience in the field of real estate law in Vancouver. He wins particular recognition for his involvement in complex urban devel-

opments. “Neil is a very capable practitioner across a broad spectrum of issues, and a strong personality in negotiations.” “His strengths: knowledgeable, experienced, smart.”

Don Lidstone QC is knowledgeable on municipal law issues and, further to his active practice, he also often speaks and writes on local government matters. He offers expertise in land use and the drafting of bylaws, among

other matters.

Michael McAllister has long-standing experience handling municipal matters in BC and often counsels local governments on land use issues.

Christopher Murdy routinely advises local government entities on municipal law matters, including bylaw and subdivision mandates.

Real Estate Alberta

Real Estate
Leading Firms
Band 1
Bennett Jones LLP *
Stikeman Elliott LLP *
Band 2
Blake, Cassels & Graydon LLP *
McCarthy Tétrault LLP *
Norton Rose Fulbright *
Band 3
Osler, Hoskin & Harcourt LLP
Leading Individuals
Star individuals
Whitlock Wayne R Bennett Jones LLP *
Band 1
Anderson Garth Blake, Cassels & Graydon LLP *
Livergant Stephen McCarthy Tétrault LLP *
Plater Gregory Stikeman Elliott LLP *
Raby Stephen Norton Rose Fulbright
Band 2
Colic Olivia McCarthy Tétrault LLP *
Dyck Michael L. Stikeman Elliott LLP *
Housman Robert Osler, Hoskin & Harcourt LLP
Band 3
Barron Ronald Bennett Jones LLP *
Chow Michael Bennett Jones LLP *
Christensen Mark McCarthy Tétrault LLP *
Keys Kevin Miller Thomson LLP (ORL) ◇
Witt Michael B Stikeman Elliott LLP *
Up-and-coming individuals
Bolitho Michael Norton Rose Fulbright
Logan Paul Fasken (ORL) ◇
Peters Tina McCarthy Tétrault LLP *
Zulak Lyle Dentons Canada LLP
Associates to watch
Whitlock Riley Osler, Hoskin & Harcourt LLP
* Indicates firm / individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical within each band. Band 1 is highest.

Real Estate: Zoning/Land Use
Leading Firms
Bennett Jones LLP *
Borden Ladner Gervais LLP *
Brownlee LLP
Dentons Canada LLP *
Reynolds Mirth Richards & Farmer
Leading Individuals
Band 1
Anderson Bonnie Dentons Canada LLP
Bardsley Timothy Dentons Canada LLP
Merrett John Dentons Canada LLP
Band 2
Elgart Churyl Osler, Hoskin & Harcourt LLP
Marion Michael Borden Ladner Gervais LLP *
Band 3
Sykes Jennifer Caron & Partners (ORL) ◇
Star associates
Medeiros Nelson Osler, Hoskin & Harcourt LLP

The editorial is in alphabetical order by firm name.

Bennett Jones LLP

See profile on p.460

What the team is known for Bennett Jones is a Calgary-based powerhouse providing comprehensive real estate advice to a nationwide client base of high-profile REITs, developers and portfolio managers. The firm’s commercial real estate group frequently advises on major acquisitions, dispositions and leaseings, as well as financings and partnership agreements. It demonstrates notable expertise in large regional developments, including office, retail and residential projects. The team is also well equipped to handle land use and zoning matters, including the obtaining of development permits and municipal approvals, as well as related appeals.

Strengths A source enthused: “I think it’s one of the pre-eminent firms in the city and country,” further noting its “strong lawyers, deep bench strength and exceptional work quality.”

Another interviewee reported: “The team is very organised, well staffed, business-minded and able to spot issues as they arise and provide solutions.”

Work highlights A team led by Wayne Whitlock and Michael Chow advised Calgary Exhibition and Stampede on a series of agreements concerning the development of a CAD550 million arena in Calgary.

Notable practitioners

Wayne Whitlock QC (see p.399) is a highly reputed lawyer in the Alberta real estate market, with long-standing experience in the sector. “Wayne’s strengths include superior knowledge of real estate as well as his ability to see the big picture and help with strategy as well as simple legal questions and implications. Wayne also has a strong network in the business community and introduces parties where applicable.” **Ronald Barron** (see p.390) has a particular forte in condominium development work. He also acts for public bodies in Alberta and private investors on commercial real estate transactions, spanning residential, commercial and hospitality developments.

Michael Chow (see p.391) continues to grow his presence in the Alberta market, advising on commercial transactions and financings in the real estate sector. He also assists with development and leasing matters. “He is very strong on leasing. He’s always very responsive, he is practical and he knows our firm well, and he is able to understand what business people are expecting. His advice is tailored to the law and to the business.”

Blake, Cassels & Graydon LLP

See profile on p.462

What the team is known for Blake, Cassels & Graydon is a highly regarded law firm that wins recognition for its representation of clients in the full spectrum of commercial real estate matters in Alberta. The group acts for a significant portfolio of institutional clients and pension funds on redevelopments, dispo-

sitions, refinancings and purchases. It is also sought out for its leasing expertise and is well equipped to advise on ownership structures, including joint ventures and partnerships. In addition to traditional real estate matters, the firm also advises on the real estate aspects of energy and infrastructure projects.

Strengths Market sources say of the lawyers that “their strengths are the level of experience and the quality of the team.”

Notable practitioners

Garth Anderson (see p.390) is the leader of the Calgary real estate group and is often involved in major transactions in the province. He acts for big-name national and regional clients, including REITs and institutional investors. “I wouldn’t hesitate to go to him for complex joint venture work.”

Borden Ladner Gervais LLP

See profile on p.464

What the team is known for Borden Ladner Gervais is a national law firm with a highly regarded group acting for developers and municipalities on an array of land use planning matters in Alberta. The real estate group is well versed in development approvals, subdivisions and land use redesignations, as well as planning appeals. Its clients benefit from the team’s notable experience advising on expropriation cases and other development-related litigation. It provides further expertise in development charges, municipal fees, parkland matters and property taxation. The team is also well placed to assist with inter-municipal disputes.

Strengths A satisfied client reported: “Communication among all members of the team is presented as seamless, with any individual you call having the relevant knowledge to assist you. You never have to explain something twice.”

Work highlights A BLG team led by Michael Marion advised Bahari Investments on an expropriation matter against the City of Calgary.

Notable practitioners

Michael Marion (see p.396) assists with municipal law matters as part of his broader dispute resolution practice in Calgary. He is also often engaged by landowners on expropriation cases.

Brownlee LLP

What the team is known for Brownlee is a well-regarded law firm known for its representation of municipalities in zoning and land use matters. The team is noted for its experience in relation to development approvals, municipal plans and land use bylaws, often assisting clients with related

hearings and appeals. It draws on strength from both its Edmonton and Calgary offices.

Notable practitioners

Notable contacts include managing partners Derek King, Kelley Fiske-Nielsen in the Calgary office and Jeneane Grundberg in Edmonton.

Dentons Canada LLP

See profile on p.472

What the team is known for Dentons has a long-standing reputation for high-level advice on land use planning and development. The firm’s expertise includes land use redesignation, subdivisions, development permit applications and expropriation. Its Calgary and Edmonton-based real estate lawyers represent local and national developers in their Alberta-based projects, including retail, industrial, healthcare and infrastructure developments. The group is well placed to advise clients on hearings before the province’s various boards and commissions.

Strengths A satisfied client noted that “the team as a whole collaborates well together and works with clients to present a positive experience.”

Work highlights A Dentons Canada team led by Dick Haldane represented Cancom, an Edmonton-based real estate investment company, in a development project.

Notable practitioners

Calgary-based **Bonnie Anderson** offers a broad range of expertise in zoning and land use matters in the province. She ably draws upon her experience in urban planning and architecture when assisting clients with municipal matters arising in the course of developments. “Bonnie’s ability to relate regional regulatory nuances or unique requirements specific to markets has assisted our leadership in managing risk and understanding opportunity.” “We have specifically benefited from the advice, the in-depth knowledge of the Municipal Government Act, and the breadth of peer-level relationships that Bonnie has within the municipalities and provincial governments.”

Timothy Bardsley is a leading lawyer in the zoning and land use space in Alberta. He has a wealth of expertise in planning and municipal law matters, including expropriation and development approvals. Bardsley also possesses considerable experience representing clients before boards, councils and various levels of court. **John Merrett QC** heads the firm’s planning and development group in Calgary, with long-standing experience in the sector. He has extensive experience acting for developers on land use, subdivision, expropriation and planning matters concerning significant developments across Calgary. **Lyle**

Zulak co-leads the firm’s real estate, development and planning group in Calgary. He regularly advises local Alberta-based clients as well as large national corporations on various commercial real estate matters from land acquisitions to development financings. “His strength is his boundless knowledge on a wide array of real estate legal issues. His attention to detail and ability to recall nearly all the details of any files we have or are currently working on is uncanny. Lyle is truly one of the brightest legal minds working in the field today.”

McCarthy Tétrault LLP

See profile on p.488

What the team is known for McCarthy Tétrault advises significant national and international clients on high-value real estate transactions. The real property and planning department in Calgary is well regarded for its track record advising on acquisitions, dispositions and leasing matters, with further capabilities in real estate financing and development. It acts on mandates across industry sectors, including industrial, senior living and residential, and demonstrates further expertise in real estate funds. The firm also handles related litigation and M&A deals involving multiple provinces.

Strengths A client commented: “The service and quality delivered by McCarthys across the country is without equal, in my mind. They truly go the extra mile for us.”

Work highlights A team led by Olivia Colic and Tina Peters in Alberta assisted LaSalle Investment Management with the CAD230 million acquisition of an office and retail complex in downtown Edmonton.

Notable practitioners

Stephen Livergant (see p.395) is a pre-eminent figure in the real estate market in Alberta and acts for the full range of stakeholders on transactions as well as assisting with various ownership structures. He is often engaged by landmark names in the industry. “For me, it’s their responsiveness and timeliness in returning documents, and Stephen has always excelled at that and thinking very quickly. He understands our business and risk tolerance.”

Olivia Colic (see p.391) impresses with her technical skills which contribute to her practice advising on real estate developments, transactions and leasing mandates. She is the firm’s regional managing partner for Alberta, and has long-standing experience advising a range of stakeholders involved in real estate developments in the province. **Mark Christensen** (see p.391) is the head of the Alberta real estate group at the firm and continues to grow his reputation in the market. He is routinely engaged on transactions in the sector.

"He is very good at communicating complex concepts, ideas and solutions with a strong sense of the business side of deals." **Tina Peters** (see p.396) is an up-and-coming real estate lawyer in Calgary who garners appreciation from commentators for her style and approach to acquisitions, dispositions and financings. She also possesses knowledge of leasing matters.

Norton Rose Fulbright

See profile on p.491

What the team is known for Norton Rose Fulbright has a distinguished Calgary practice that features notable experience representing regional and national clients in a range of real estate transactions. The firm is recognised for its knowledge of acquisitions, leasing and financing matters, with additional experience of development, joint venture and co-ownership agreements. It is frequently sought out to advise on all aspects of development projects, including land acquisition, construction contracts, planning approvals and expropriation. The team is equally well positioned to handle the real estate components of significant infrastructure projects and offers further expertise in real estate insolvency.

Strengths One client stated: *"My experience with this team at Norton Rose is best summarised with one word - outstanding!"* The interviewee further noted: *"Norton Rose navigated complexities with poise, intelligence and practicality, in spades."*

Work highlights A Norton Rose team led by Stephen Raby advised Calgary Sports and Entertainment (CSEC) on the development of the replacement to the Saddledome arena.

Notable practitioners

Stephen Raby QC is a highly respected practitioner at the forefront of the market, offering clients a wealth of experience in commercial real estate mandates. He acts for all manner of developers, landlords and tenants on real estate matters in Alberta. **Michael Bolitho** is active on a wide array of real estate development matters, from purchases and sales to commercial leasing, where he acts for both landlords and tenants. *"He is very knowledgeable and directs our position with sound knowledge and logic."* *"He understands our particular nuances we seek in our leases, and is very responsive."*

Osler, Hoskin & Harcourt LLP

What the team is known for Osler, Hoskin & Harcourt has a growing and dynamic real estate team in Calgary with notable capacity to advise on all aspects of development work, including zoning and land use. It pro-

vides expertise in development permits and agreements, strata subdivisions and municipal approvals. The firm is equally sought out to act on acquisitions, financing and dispositions, including multi-province portfolio deals. Its expertise spans industrial, residential and office properties, as well as complex mixed-use developments.

Strengths One client chose the firm for *"its expertise in the Canadian regulatory process as well as being able to provide a suite of well-rounded services."*

Another source said: *"I have no doubt that there's no area of law in respect of which Osler could not provide us information. I have yet to put a legal question to them that they could not answer."*

Work highlights An Osler team led by Bryce Kustra provides ongoing advice to Trans Mountain Pipeline on all of its real estate and acquisition matters in Alberta and BC.

Notable practitioners

Cheryl Elgart is a highly regarded Calgary-based real estate lawyer who assists with planning issues and expropriation. She acts for public entities as well as corporations on hearings and negotiations, in addition to advising on litigation. **Robert Housman** is particularly skilled at handling commercial real estate matters, including retail and office developments. Based in Calgary, his expertise encompasses the full gamut of ownership structures, in addition to financings and leasing. **Riley Whitlock** possesses experience across real estate transactions and financings, in addition to leasing matters. Whitlock is active assisting with landmark commercial and mixed-use developments in Calgary. *"Riley Whitlock finds ways to get the deal done in a competent and practical manner, and he is detail-oriented and provides good guidance on matters of law that matter to the business people."* **Nelson Medeiros** is highlighted by clients for his background in municipal planning. Medeiros acted closely with the Town of Canmore on drafting its new land use bylaws.

Reynolds Mirth Richards & Farmer

What the team is known for Reynolds Mirth Richards & Farmer is an Edmonton-based law firm that is well known for its work in northern Alberta. The firm often assists municipalities and municipal entities with a range of planning matters, including appearing in hearings and assisting with reviews of bylaws. It also advises on expropriation matters.

Notable practitioners

Shauna Finlay is a key contact.

Stikeman Elliott LLP

See profile on p.502

What the team is known for Stikeman Elliott operates a leading practice valued for its long-standing experience of commercial real estate in Calgary. The firm garners widespread recognition for its involvement in major developments and master-planned communities and is highly regarded for its handling of large transactional mandates, including acquisitions, leaseings and financings. It capably advises on joint venture and project structuring in the industry, and acts for a number of eminent clients from the financial services, industrial and retail sectors. The firm is well placed to assist clients requiring legal representation beyond the city of Calgary, including in Edmonton and Banff.

Strengths One client stated that they *"value their ability to deal with complex and difficult situations."*

Work highlights A Stikeman team led by practice group leader Michael Dyck advised MonOne Calgary on the financing and development of a major multi-tower mixed-use residential project.

Notable practitioners

Gregory Plater (see p.396) is active across Western Canada, dividing his time between the firm's Calgary and Vancouver offices. Plater's expertise includes assisting with development and transactional matters, in addition to capably advising pension funds on their real estate investments. *"He is a spectacular lawyer. He takes complicated issues and distils them into reasonable, understandable issues so the business folks can understand."*

Michael Dyck (see p.392) is a prominent lawyer in the Calgary market, with corporate real estate expertise spanning residential, commercial and industrial developments. He is particularly highly regarded for his knowledge of ownership structures. *"Michael was effective in moving along the bank's lawyers in order to get the deal completed on a timely basis."* **Michael Witt** (see p.399) continues to develop his reputation in the Calgary market, with experience acting for developers, lenders, landlords and tenants on the full range of commercial real estate matters. *"His work is excellent, with very few changes needed. I trust his recommendations on the legal and business front."*

Other Ranked Lawyers

Calgary-based **Kevin Keyes** is well versed in matters concerning real estate development, including financing and leasing. He is also

experienced in handling transactions in the space.

Paul Logan of Fasken's Calgary office possesses experience that includes assisting with the disposition and acquisition of real estate assets, as well as all manner of financings. "He is great at handling difficult people in adverse circumstances, where he is professional, gives good advice and had a good rela-

tionship with external counsel."

Jennifer Sykes of Calgary-based Caron & Partners is a zoning and land use practitioner who possesses experience advising municipalities and developers on developments in the province. Her expertise includes expropriation, subdivision and development approvals, along with the full gamut of municipal law.

Real Estate Ontario

Real Estate	Real Estate
Leading Firms	Senior Statespeople
Band 1	Senior Statespeople: distinguished partners
Blake, Cassels & Graydon LLP *	Costin Abraham McCarthy Tétrault LLP *
McCarthy Tétrault LLP *	Bauer Robert T. Davies Ward Phillips & Vineberg *
Band 2	Leading Individuals
Davies Ward Phillips & Vineberg LLP *	Band 1
Goodmans LLP	Currie John C. McCarthy Tétrault LLP *
Osler, Hoskin & Harcourt LLP	Grandilli Danny C. McCarthy Tétrault LLP *
Stikeman Elliott LLP *	Howard Gregory J. Davies Ward Phillips *
Torys LLP *	Huband Chris. Blake, Cassels & Graydon LLP *
Band 3	Morrow Juli. Goodmans LLP
Bennett Jones LLP *	Band 2
Borden Ladner Gervais LLP *	Crawford Simon. Bennett Jones LLP *
Dentons Canada LLP *	D'Alimonte Silvana M. Blake, Cassels & Graydon *
Fasken	Dell David A. Torys LLP *
Band 4	Goh Tzen-Yi. McCarthy Tétrault LLP *
Blaney McMurtry LLP *	Green Bram. Goodmans LLP
Cassels Brock & Blackwell LLP *	Mantini S Paul. Bennett Jones LLP *
Daoust, Vukovich LLP	von Hahn Thomas. Blake, Cassels & Graydon LLP *
Gowling WLG (Canada) LLP	Wiseman Andrew. Goodmans LLP
* Indicates firm / individual with profile.	Band 3
◇ (ORL) = Other Ranked Lawyer.	Carmona Eric M. Stikeman Elliott LLP *
Alphabetical within each band. Band 1 is highest.	Davidge Rod. Osler, Hoskin & Harcourt LLP
	Emmons P Martin. Fasken
	Gherbaz Sabrina A. Torys LLP *
	Grignano Joseph. Blake, Cassels & Graydon LLP *
	Martin Steven. Davies Ward Phillips & Vineberg LLP *
	Paura Mario. Stikeman Elliott LLP *
	Rubinoff Fred M. Goodmans LLP
	Band 4
	Arnone Frank S. A. Borden Ladner Gervais LLP *
	Bailey Rose. Torys LLP *
	Galbraith Paul. McCarthy Tétrault LLP *
	Helmstadter Jane C. Bennett Jones LLP *
	Hutmacher John. Blake, Cassels & Graydon LLP *
	Klaassen Douglas. Stikeman Elliott LLP *
	Band 5
	Lombardi Gabriella. Davies Ward Phillips *
	Mikelberg Jules. Dentons Canada LLP
	Orzech Jamie. McCarthy Tétrault LLP *
	Rawlinson Graham. Torys LLP *
	Redmond David. Cassels Brock & Blackwell LLP *
	Schyven Melissa. Stikeman Elliott LLP *
	See Jonathan. McCarthy Tétrault LLP *
	Band 5
	Berg Ira. Goodmans LLP
	Carroll Brennan. Borden Ladner Gervais LLP *
	Centa Andrea. Fasken
	Chu Brian. Bogart Robertson & Chu LLP (ORL) ◇
	Di Cresce Stella. Osler, Hoskin & Harcourt LLP
	Eiley Stephanie. Torkin Manes LLP
	Freeman Jonathan. Cassels Brock & Blackwell LLP *
	Gangbar Leonard. Bennett Jones LLP *
	Jeffery Steven. Blaney McMurtry LLP *
	Kofman Daniel. Blake, Cassels & Graydon LLP *
	Porter Dana. Stikeman Elliott LLP *
	Rodness Leonard. Torkin Manes LLP
	Shortt Jillian. Dentons Canada LLP
	Tkatch Brett. Blaney McMurtry LLP *
	van Gent John. Bennett Jones LLP *
	Vukovich Natalie. Daoust, Vukovich LLP
	Up-and-coming individuals
	McBain Melissa. Daoust, Vukovich LLP
	Nielsen Ryan. Osler, Hoskin & Harcourt LLP
	Reiner David G. Davies Ward Phillips & Vineberg *
	Schafer Charlene. Torys LLP *
	Wolfson Shawn. Blaney McMurtry LLP *

The editorial is in alphabetical order by firm name.

Aird & Berlis LLP

See profile on p.458

What the team is known for Aird & Berlis is a stalwart Toronto law firm with an eminent municipal and land use planning group, offering impressive expertise in planning, zoning and land development. The team has an enviable client roster consisting of municipalities, landowners and developers and is frequently asked to negotiate development agreements, subdivisions and easements. It offers extensive experience of LPAT hearings and appearances before other administrative boards, and is well placed to handle official plan appeals and by-law amendments. The firm is also well respected for its broad transactional real estate practice.

Notable practitioners

Leo Longo is a renowned land use lawyer who is notably skilled in municipal matters. He also possesses considerable knowledge of the Ontario Building Code Act. He represents clients both in court and before committees and tribunals, such as the LPAT. "He is terrific." "He's the greatest guy, held in the highest regard." **Steve Zakem** is the firm's managing partner and is highly regarded for his exper-

tise in zoning and land use in Ontario. He possesses a wealth of experience appearing before the LPAT on behalf of clients, with further knowledge of municipal regulatory matters. He advises on planning and land use matters involving commercial, industrial and residential developments. **Jane Pepino** is the founder of the firm's municipal and land use planning group. Her impressive track record

Real Estate: Zoning/Land Use
Leading Firms
Band 1
Aird & Berlis LLP *
Borden Ladner Gervais LLP *
Davies Howe Partners LLP
Goodmans LLP
Band 2
Cassels Brock & Blackwell LLP *
Devine Park
Stikeman Elliott LLP *
WeirFoulds LLP *
Band 3
Gowling WLG (Canada) LLP
Kagan Shastri LLP
McCarthy Tétrault LLP *
Overland LLP
Soloway Wright
Senior Statespeople & Eminent Practitioners
Senior Statespeople: distinguished partners
Houser Roslyn Goodmans LLP
Longo Leo Aird & Berlis LLP
Waque Stephen Borden Ladner Gervais LLP
Eminent Practitioners
Zakem Steve Aird & Berlis LLP
Leading Individuals
Band 1
Bronskill David Goodmans LLP
Devine Patrick Devine Park
Lantz Calvin Stikeman Elliott LLP *
Noskiewicz Mark Goodmans LLP
Pepino N Jane Aird & Berlis LLP
Band 2
Flowers Mark Davies Howe Partners LLP
Howe Robert Goodmans LLP
Kagan Ira Kagan Shastri LLP
Kovar Kim Aird & Berlis LLP
Leisk Signe Cassels Brock & Blackwell LLP *
Macdougall Cynthia McCarthy Tétrault LLP *
Melling Michael Davies Howe Partners LLP
Patterson Pitman Borden Ladner Gervais LLP *
Polowin Michael Gowling WLG (Canada) LLP
Rosenthal Susan Davies Howe Partners LLP
Band 3
Barnett Chris Osler, Hoskin & Harcourt LLP
Engell Bruce WeirFoulds LLP
Mullin Kim Wood Bull LLP (ORL) ◇
Park Jason Devine Park
Snider Scott Turkstra Mazza (ORL) ◇
Troister Sid Torkin Manes LLP
Band 4
Costello Eileen Aird & Berlis LLP
Halinski Tom Aird & Berlis LLP
Up-and-coming individuals
Andres Ian Goodmans LLP
Duffy Patrick Stikeman Elliott LLP *
Jeanrie Andrew Bennett Jones LLP *
Stewart Amber Amber Stewart Law (ORL) ◇
Tanzola Christopher Overland LLP
Uukkivi Raivo Cassels Brock & Blackwell LLP *

Real Estate: Mainly Mid-Market
Leading Firms
Aird & Berlis LLP *
Brattys LLP
Minden Gross LLP
Torkin Manes LLP *
WeirFoulds LLP *
* Indicates firm / individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical within each band. Band 1 is highest.

includes over four decades of experience in zoning and planning. In addition to her in-depth knowledge of regulatory matters, she also has experience acting for clients before the LPAT and other tribunals. “She is a legend and has decades of being a trailblazer in this area.” **She is great and well respected in the industry.” Kim Kovar** skillfully advises on municipal and land use matters relating to commercial and residential developments, and is particularly well versed in urban development in the Toronto area. **Eileen Costello** advises private and public bodies on matters in the zoning and land use space in Ontario. In addition to capably representing clients before tribunals and the courts, she also provides guidance on obtaining development approvals. She additionally counsels municipalities on their regulations concerning real estate development. “She is tenacious in a good way for clients, very bold in her statements and does not waver whatsoever. She has excellent knowledge of heritage preservation matters and navigating new developments.” **Tom Halinski** is the practice group leader of the municipal and land use planning group. He has a broad practice advising local municipalities and private clients on a range of contentious and non-contentious matters. “He gives solid advice and is very responsive during a process demanding attention all the time.” “He is knowledgeable and experienced.”

Bennett Jones LLP

See profile on p.460

What the team is known for Bennett Jones has a prominent Toronto-based commercial real estate team that is widely acknowledged for its expertise advising on complex financing mandates, as well as offering significant capacity in relation to acquisitions, dispositions and joint venture agreements. Its clients also benefit from the team’s multi-jurisdictional capabilities and further expertise in condominium development, as well as its ability to handle significant REIT deals. The firm’s client roster includes a number of institutional investors, banks and property management companies.

Strengths A market observer noted that

“they are considered pretty strong in the sector and have demonstrated that they are thought leaders in this space.”

Work highlights A Bennett Jones team led by Paul Mantini advised Craft Development on the purchase, rezoning and development of an air rights parcel for a mixed-use development.

Notable practitioners

Simon Crawford (see p.392)’s wide-reaching practice includes expertise in various ownership structures, acquisitions, dispositions and financings. Crawford capably assists clients with matters in Ontario and across the country. “He is creative, fast and a deal maker.” “He is very strong, very knowledgeable, very proficient in getting documents done, an excellent drafter and also practical, with great technical skills.” **Paul Mantini** (see p.395) continues to be a big draw for clients in the real estate industry in Ontario. His lengthy experience covers a range of transactions, including financings and refinancings, with work undertaken for developers, pension funds and other investors on commercial matters in Ontario and nationally. “He brings ton of experience in the space and has really seen it all. He completely appreciates both sides of situations and is able to provide solutions that both sides will accept, and that makes him an efficient and constructive negotiator.” “What distinguishes him is that he is an excellent business person and able to provide very practical business advice and has great respect and trust in the industry.” **Jane Helmstadter** (see p.393) is the practice group co-head and is experienced at advising on tax matters arising in the real estate space, as well as advising on a wider selection of commercial real estate matters. “She is practical and seasoned.” **Leonard Gangbar** (see p.393) is particularly well recognised for his expertise in condominium mandates. His broader commercial practice consists of transactions spanning residential, commercial and industrial developments. “He has a wide skill set in real estate, from transactions through to condominium law, to many other considerations for a real estate transaction.” “Len is very quick to figure out the path forward, and is very quick and succinct.” **John van Gent** (see p.398) is frequently engaged by developers on commercial transactions in Ontario. He is also active in real estate financings. **Andrew Jeanrie** (see p.394) is a recognised lawyer in the market with expertise in municipal and local planning matters. He regularly appears before the LPAT on a range of contentious matters and acts for private clients.

Blake, Cassels & Graydon LLP**See profile on p.462**

What the team is known for Blake, Cassels & Graydon is highly regarded for its ability to handle an array of real estate mandates for an impressive portfolio of clients in Ontario. The firm is particularly well known for its representation of pension funds and other major domestic and international investors in high-end commercial real estate transactions. It regularly handles acquisitions, dispositions and complex financings and is well placed to assist with energy-related construction and land use matters. The Toronto team also demonstrates significant experience in joint ventures and other partnership structures, as well as large commercial leases.

Strengths One interviewee described Blakes as an “*extremely reputable and client-friendly firm that acts as a partner, and not just as a service provider. They are highly skilled practitioners.*”

Another source stated: “*The team is quite robust, well supported and professional.*”

Work highlights A team led by Joseph Grignano and Daniel Kofman advised Equinix on its CAD1.04 billion acquisition of 25 data centres from BCE.

Notable practitioners

Chris Huband (see p.394) earns recognition for being at the top of his field, with deep-seated expertise in all manner of real estate transactions in Ontario. Huband is also often retained on real estate matters of national scope. “*He is probably the best lawyer in Canada.*” “*He is highly knowledgeable and highly practical in terms of finding pragmatic approaches that resolve complex issues. He has a good way of putting complex issues into simplistic terms and simple solutions.*” **Silvana M D’Alimonte** (see p.392) frequently advises on corporate transactions and real estate financings. “*She is an exceptional lawyer and very client-focused.*” “*Silvana is super-smart, very detail-oriented and can navigate complex situations with ease. Also she has a very friendly personality, a great business sense too.*” **Thomas von Hahn** (see p.399) possesses expertise in a wide range of real estate transactions, acting on behalf of funds and institutional investors. “*He is a good operator and is really good at finding solutions.*”

Joseph Grignano (see p.393)’s Toronto-based practice has a strong focus on commercial leasing. “*He is a top-notch commercial lease negotiator and understands the complexity of bigger leases. He knows everyone in this market and has strong relationships to move things forwards quickly.*” “*He is a practical business-minded lawyer, has the expertise at hand and is very detail-oriented.*” **John Hut-**

macher (see p.394) assists with the full range of corporate real estate matters. “*He is incredibly thorough, responsive and looks at all angles.*” “*He is extremely good at what he does, positive to work with, very organised. He keeps things on track.*” Toronto-based **Daniel Kofman** (see p.394) continues to develop a solid reputation for his handling of transactional and financing matters in the real estate arena. “*He is a seasoned lawyer with strong real estate financing experience.*” “*He is experienced, understands our requirements and it’s always easy to work with him.*”

Blaney McMurtry LLP**See profile on p.463**

What the team is known for Blaney McMurtry advises private developers and financial institutions on an impressive range of real estate mandates. The Toronto-based firm is well regarded for its mid-market transactional capabilities, with considerable experience of acquisitions, dispositions and leasing. The real estate team regularly assists lenders with various financing mandates and is also widely recognised for its significant commercial development practice. Its diverse client roster includes REITs, banks, developers and retail chains. The group is active across the retail, industrial, residential and long-term care sectors.

Strengths Clients report that “*the real estate group is well-rounded. All members have the expertise to provide sound and practical legal advice in a fast-paced environment.*”

Another interviewee noted that “*they are always very calm and that really helps to focus on the task at hand and deal with the problems to achieve a positive outcome every time.*”

Work highlights A Blaney McMurtry team led by Shawn Wolfson acted for Great Gulf Group and Lai Developments on the sale of mixed-use condominiums in downtown Toronto, including subsequent development and construction agreements.

Notable practitioners

Steven Jeffery (see p.394) acts for developers and lenders on transactions including residential, commercial and hospitality developments. “*He is very practical and straight-forward.*” **Brett Tkatch** (see p.398) advises a raft of industry participants on transactions in Ontario, including lenders, developers, landlords and tenants. “*I particularly like his attention to detail and thoroughness. When I give Brett a deal to work on I know I am protected.*” “*He is very responsive, extremely knowledgeable, and good at explaining issues.*” **Shawn Wolfson** (see p.399) is an up-and-coming lawyer who earns growing recognition for his experience of real estate financing matters as

well as his adept handling of complex sales and commercial leasing. “*He is excellent on all fronts.*” “*He always makes me feel like a valued client.*”

Borden Ladner Gervais LLP**See profile on p.464**

What the team is known for Borden Ladner Gervais has a national real estate department with a significant footprint in Ontario. The team is especially well regarded for its prowess in municipal and land use planning, frequently assisting large municipalities with expropriations, LPAT hearings and approvals. It is equally well versed in matters relating to infrastructure project development, as well as handling office, condominium and industrial mandates. The commercial real estate group serves major institutional clients and has notable experience of complex financing, M&A mandates and leasings. The firm’s notable clients also include funds, developers, portfolio managers and healthcare companies.

Strengths One market observer stated: “*BLG is one of the largest, most well-respected firms in Ontario,*” further noting that “*their team is well respected, knowledgeable and experienced.*”

Work highlights A BLG team led by Emma Blanchard acted for the City of Ottawa on the Salvation Army’s plan to create a shelter facility in the face of planning opposition.

A team led by Brennan Carroll assisted several hospitals in Ontario with the establishment of off-site arrangements as a response to the COVID-19 pandemic.

Notable practitioners

Stephen Waque is a Toronto-based expropriation lawyer whose expertise includes acting for municipal governments and city authorities on significant developments. He is also experienced in contentious matters arising in planning and land use. **Pitman Patterson** (see p.396) leads the firm’s environmental, municipal expropriation and regulatory practice. He possesses notable expertise in land use and planning matters, with broad experience appearing before tribunals. His knowledge also includes expropriation issues. “*He is very smart, very astute and knows which issues are critical and need to be resolved and which you can live with.*” “*He is phenomenal; responsive, extremely well known, experienced in the marketplace and thoughtful.*” **Frank Arnone** (see p.390) is well regarded for his work on high-profile real estate deals. He is consulted by investors and developers for his expertise in acquisitions and dispositions, financings and leasing, as well as advising on the implementation of various ownership

structures. His experience includes acting on mixed-use and residential development projects. **Brennan Carroll** (see p.391) earns recognition for his diverse commercial real estate practice, where he assists with property and infrastructure developments. He advised Algonquin College on the long-term ground lease, operating and programming agreements relating to the design and construction of a CAD48 million LEED Gold Certified Athletics and Recreation Centre.

Brattys LLP

What the team is known for Brattys is a well-recognised law firm with a substantial focus on condominium matters. The firm operates a broader commercial real estate practice and is often a top choice as counsel to private developers. Its offices are based in Vaughan, Ontario.

Notable practitioners

Rudolph Bratty is a key contact.

Cassels Brock & Blackwell LLP

See profile on p.468

What the team is known for Cassels Brock & Blackwell is a respected Toronto-based law firm with an impressive aptitude for real estate financing, including mortgage lending matters. The team offers extensive expertise assisting REITs, institutional investors and commercial lenders with transactions, including acquisitions, dispositions and commercial leasing mandates. It also regularly acts on joint venture developments and portfolio transactions, and is further equipped to advise on development approvals, subdivisions and other land use planning matters. The team acts for clients in an array of sectors, including oil and gas, banking and finance, hospitality and healthcare.

Strengths A source stated: *"They do an excellent job for clients and they know local issues. They are very responsive and very easy to work with."*

Other interviewees say: *"They are very pragmatic and don't waste client time for fighting things you won't get. They focus on the issues that are worth fighting for."*

Work highlights A Cassels team led by Signe Leisk assisted The Green Organic Dutchman with plan amendments and rezoning for a development project to construct a greenhouse for cannabis production.

A team led by David Redmond acted for a senior group of lenders of Northview Apartment REIT on its acquisition by Starlight Group and Kingsett Capital.

Notable practitioners

Signe Leisk (see p.395) acts for developers on planning matters before the LPAT and

in court, in addition to representing municipal bodies. She chairs the firm's municipal, planning and environmental group and the universities and colleges group. *"She is very responsive, creative and highly expert."* **David Redmond** (see p.397) earns recognition for his involvement in financing transactions, where he often acts for banks and other institutional lenders. He also advises clients on acquisitions and dispositions in the space. **Jonathan Freeman** (see p.392) garners recognition for his work on cross-border mandates. His commercial real estate practice consists of financing transactions, as well as purchases and sales. *"He is responsive, knowledgeable and easy to work with."* *"Jonathan is excellent at being flexible with deal timing, understanding all of the concepts and needs for each and every transaction."* **Raivo Uukkivi** (see p.398) is routinely engaged in contentious real estate matters. As part of his disputes practice, he assists with challenges to municipal regulations, such as tax matters.

Daoust, Vukovich LLP

What the team is known for Daoust, Vukovich is the dominant leasing boutique in Toronto with an enviable reputation for supporting sophisticated clients in the leasing of retail, office and industrial properties. The firm is sought out by landlords and tenants for its expertise in all areas of commercial lease work, including strata issues, defaults, and maintenance and repair obligations.

Strengths Market commentators report that *"they are very well regarded for leasing."*

Notable practitioners

Natalie Vukovich's specialism is leasing matters and is well placed to advise both landlords and tenants. *"She is super-responsive and knowledgeable. She always provides great advice, is very practical and always tremendous in terms of availability."* **Melissa McBain** continues to develop a solid reputation in Ontario for her leasing practice. *"She is great in the leasing world."*

Davies Ward Phillips & Vineberg LLP

See profile on p.470

What the team is known for Davies Ward Phillips & Vineberg has a distinguished real estate practice based in Toronto with significant transactional prowess. The team advises clients in relation to a range of major office and mixed-use developments, as well as large master-planned communities. It has notable experience acting for pension funds, private real estate companies, developers and REITs, as well as government entities, on high-value deals and projects. The firm is also

well placed to advise on the competition and antitrust aspects of large real estate transactions, and is cited as a top choice by clients requiring assistance with their global property portfolios.

Strengths One client stated that the firm *"is providing us with a high-quality team of lawyers and access to all of the resources of the firm we might need."*

Sources describe Davies as a *"sophisticated and dedicated law firm. Always feel like they have our best interests covered, and provides peace of mind."*

Work highlights A Davies team led by Steven Martin advised SmartCentres REIT and Mitchell Goldhar on the development of the Vaughan Metropolitan Centre, notably including SmartCentres Place that consists of commercial and residential space, as well as transportation hubs.

Notable practitioners

Robert Bauer (see p.364) is highly regarded for his impressive track record on key transactions in Ontario. He has long-standing experience assisting with real estate development matters. He is notably involved in large-scale infrastructure projects. *"His strengths include deep knowledge and understanding of real estate law and business in Canada; he is thorough, careful and diligent with his legal advice."* **Gregory Howard** (see p.393) is sought after for his experience advising on large-scale real estate transactions both provincially and nationally. His formidable track record includes acting for big-name investors on major developments, including major master-planned communities. *"He is the best in the business."* *"He is meticulous and precise and thinks through all the scenarios and what-ifs to make sure you are covered. At the same time, he is a good businessman and gives good, practical legal advice."* **Steven Martin** (see p.396)'s experience includes acquisitions, dispositions and financings. He also possesses knowledge of deal structures such as joint ventures, with a client roster that includes investors and developers. *"He is an excellent lawyer with significant business acumen. He has a practical approach, superior expertise, is responsive and thorough with the ability to distil complex issues. Steve has excellent communication skills and very good judgement."* **Gabriella Lombardi** (see p.395)'s wide-reaching commercial real estate practice consists of the full range of transactions.

His experience includes advising on developments in the hospitality sector, in addition to energy projects. *"She knows the real estate space well and has great attention to detail."* **David Reiner** (see p.397) is an up-and-coming real estate lawyer whose experience includes

commercial real estate acquisitions, financing and dispositions for large national developers as well as leading investment firms. *“He is very thoughtful, organised and strong.”*

Davies Howe Partners LLP

What the team is known for Davies Howe Partners is a Toronto-based municipal land use planning boutique that houses an esteemed group of practice area experts. The firm focuses on advising private developers and handling related litigation and tribunal hearings, including before the LPAT. It draws on its deep bench and experience to advise on zoning, subdivision, development approvals and expropriation.

Strengths Market commentators say it is a *“good planning firm.”*

Notable practitioners

Mark Flowers is a skilled planning and land use lawyer whose knowledge spans the gamut of municipal and zoning matters. He capably acts for clients before tribunals such as the LPAT, as well as before the courts, in relation to planning arising during the development and redevelopment of property in Ontario. **Michael Melling** has significant depth of expertise in land use and zoning matters. He also possesses knowledge of expropriation and benefits from his previous experience on the Ontario Municipal Board when representing clients before the LPAT and the various levels of court. **Susan Rosenthal** has entrenched expertise in the municipal space, offering wide-reaching knowledge of zoning and land use issues. She represents clients in contentious matters before the relevant committees and tribunals.

Dentons Canada LLP

See profile on p.472

What the team is known for The Ontario arm of global firm Dentons is able to draw on the firm’s vast international network to service clients requiring cross-border real estate expertise. The firm also acts on large local transactions, notably acquisitions, financings and commercial leasings, from its Ottawa and Toronto offices. The group is involved in a number of development projects, advising on partnership structures and lending.

Strengths A client opined: *“The firm is the best we have ever had.”*

Work highlights A Dentons Canada team led by Philip Rimer acted for Mizrahi Development on the financing of a mixed-use skyscraper in downtown Toronto.

Notable practitioners

Jules Mikelberg earns recognition for his prevalence in condominium matters. He acted for Festival Residence, a joint ven-

ture between Menkes and Quadreal, on the development of a high-rise, mixed-use development in Vaughan. **Jillian Shortt** leads the national real estate practice at the firm. Her expertise covers purchases and sales, as well as a diverse range of ownership structures. She also capably advises lenders on financing transactions.

Devine Park

What the team is known for Devine Park is a well-regarded planning and development boutique able to advise on the full gamut of related matters, from development approvals to official plan amendments, zoning by-laws, subdivisions and building permit applications. The firm is additionally well placed to act on heritage matters, development charges and expropriations.

Strengths Market observers note the firm’s expertise in planning and its *“good-quality leading lawyers.”*

Notable practitioners

Patrick Devine is an eminent municipal law expert who enjoys a stellar reputation for his knowledge of the space. Devine has a wealth of experience helping developers to get planning approvals, in addition to his nuanced representation of clients before the LPAT. *“He is a terrific lawyer.”* **Jason Park** benefits from his previous experience in the public sector when providing guidance to developers, owners and municipal councils on developments in Ontario. In addition to land use and zoning matters, he is also adept at handling subdivision issues.

Fasken

What the team is known for Fasken is acknowledged for its ability to provide an integrated service to its client base in the real estate sector in Ontario. The team draws praise for its experience of planning, development and transactional matters, with notable expertise in complicated dispositions and joint venture agreements. The group is equally well equipped to advise on financing mandates and the real estate aspects of infrastructure projects. It regularly acts for clients in the retail, office and industrial sectors.

Strengths A source praised the firm for *“providing a great service. They are a national law firm and are able to assist in major markets. They have expertise in all different areas.”*

Work highlights A Fasken team led by Andrea Centa and Allyson Roy advised Fenagate on the financing of joint venture projects including the financing and guarantee of construction loans for the development of condominium towers in Toronto and apartment buildings in Ottawa.

Notable practitioners

Martin Emmons’s clients include investors and developers. The remit of his commercial practice covers real estate transactions and deal structuring matters, including joint ventures. **Andrea Centa** leads the firm’s Ontario real estate practice and earns recognition for her activity in the space. Clients point to her responsive and personable approach. She is an accomplished commercial real estate lawyer who capably advises on purchases, sales and financings in the sector. *“She is probably the most responsive lawyer in the country. She is very diligent and detail-oriented, looking out for our best interests.”*

Goodmans LLP

What the team is known for Goodmans has a widely revered Ontario real estate practice, acclaimed for the breadth of its experience and prestigious client base. The firm assists public and private companies with significant transactions, including leasing and construction mandates, as well as large portfolio acquisitions and complex financings. It is frequently mandated on major hotel deals and represents an impressive roster of pension funds, asset managers, REITs and other institutional players. The group is also very well respected for its land use and municipal law expertise, regularly assisting developers with approvals and other land development matters in the City of Toronto and Greater Golden Horseshoe. Its clients in this area include government bodies, municipalities, major developers and advocacy groups.

Strengths One client noted that *“they are known to be one of the top performers in this area for municipal matters.”*

Another interviewee said: *“They are a leading practice in the city,”* highlighting that *“they have lots of land use lawyers and planners.”*

Work highlights A Goodmans team led by Mark Noskiewicz and Anne Benedetti advised Oxford Properties on land use approvals for the expansion of Mississauga’s Square One Shopping Centre, as well as land use approvals for a new office tower in Toronto.

A team led by Jeffery Shore represented Canada Mortgage and Housing Corporation in the establishment of the Rental Construction Financing initiative aimed at financing affordable rental homes.

Notable practitioners

Roslyn Houser enjoys an excellent reputation at the forefront of the market for her knowledge of planning and land use regulations. She is often engaged on matters in southern Ontario, including large-scale developments in Toronto. **David Bronskill** assists authorities and corporations with municipal law issues.

He has significant experience appearing before councils and tribunals throughout Ontario. *"David has great relationships with municipal staff, provides meaningful strategic advice, and is extremely proficient at the LPAT."* *"He is in high demand because of his service. He is a top performer."* **Juli Morrow** is regarded as a leader in the field, with a long-standing reputation for her commercial real estate expertise. She advises on capital markets transactions, acquisitions and dispositions, as well as financings, and is regarded by her peers as a top choice for 'bet the farm' deals. **Mark Noskiewicz** is a leading figure in the municipal planning and land use space, with extensive experience appearing before the LPAT, among other tribunals. Noskiewicz is notably active on issues arising in developments in the GTA. *"He is the most responsive lawyer I have worked with. He gives you thoughtful and well-rounded advice."* **Bram Green** is particularly well known for his representation of investors, including REITs and pension funds. *"He is very responsive. He has got the breadth of experience, knows what's worth drafting and negotiating and is very efficient."* **Robert Howe** is a talented lawyer with experience representing both public and private sector entities in infrastructure and property mandates, particularly those concerning the GTA. He represented Stamm Investments in an LPAT appeal and settlement negotiations in order to obtain an approval to complete a mixed-use community development project. **Andrew Wiseman** leads the real estate group at the firm and possesses a sterling track record of handling real estate transactions, including financings. He also has experience in leasing matters. **Fred Rubinoff** has wide transactional experience which extends to real estate financing, purchases and sales, as well as joint venture transactions. **Ira Berg** is equally well placed to advise on commercial real estate and infrastructure development matters. He continues to advise Ontario Lottery and Gaming Corporation on the real estate aspects of its ongoing modernisation project. **Ian Andres** is head of the firm's municipal, planning and property tax group, and his municipal expertise spans by-laws and planning applications, as well as advising on tax assessments. He also acts on behalf of clients before councils, committees and tribunals.

Gowling WLG (Canada) LLP

What the team is known for Gowling WLG is a well-regarded real estate group with a strong track record in commercial leasing, as well as advising on acquisitions, developments and financings. The group is well equipped to

handle broader real estate mandates, such as fund formation and advice on defaulted loans. The firm represents a number of international brands with regard to office and industrial real estate matters in Canada.

Strengths One interviewee stated: *"My experience with these lawyers is that they work hard for their clients and leave no stone unturned."*

Work highlights A team from Gowlings' Hamilton office acted for Hamilton-Wentworth District School Board on the estimated CAD8 million sale of a vacant site for a future elementary school.

Michael Polowin led a team from the Ottawa office that represented Stelmach Project Management in an application to interpret part of the Municipal Act concerning use of the act to charge developers for infrastructure.

Notable practitioners

Michael Polowin leads the firm's municipal law group from its Ottawa office. Polowin's experience includes advising companies in emerging industries such as cannabis on land use issues. *"His strengths in municipal and planning law proved invaluable in developing our case. He laid out options and their associated implications in layman's terms when needed before recommending a course of action."*

Kagan Shastri LLP

What the team is known for Kagan Shastri possesses an excellent reputation for municipal and land use planning work, servicing both public and private clients in official plan, growth plan and Planning Act matters. The firm is highly adept in LPAT hearings, representing municipalities in official plan defence and developers in land use appeals.

Notable practitioners

Ira Kagan has considerable experience handling municipal matters in Toronto, regularly appearing before the LPAT and courts in contentious matters. He is also recognised for his academic contributions to the field. *"He is quick and sharp."*

McCarthy Tétrault LLP

See profile on p.488

What the team is known for McCarthy Tétrault is universally recognised as a real estate powerhouse in Toronto, offering the full suite of services to financial institutions, pension plans, REITs and large infrastructure developers. The team is admired for its expertise in leaseback transactions, substantial acquisitions and real estate fund formation work. It is also well regarded for its experience in construction and bond financing agreements, as well as large commercial

developments. The group is frequently mandated on highly sophisticated transactions, assisting clients with portfolio acquisitions, infrastructure developments and co-ownerships. The firm additionally represents clients in obtaining rezoning and site plan approvals, including appearing before the LPAT.

Strengths *"They are our go-to firm,"* one client enthused, further describing the team as *"extremely excellent and technical."*

Another source reported that *"they have a great calibre of services and experience."*

Work highlights A McCarthy team led by Jeffrey Knowles, Danny Grandilli and Isabel Henkelman acted for QuadReal and bcIMC Realty on the sale of its stake in a national portfolio of properties valued at CAD8 billion to RBC Canadian Core Real Estate Fund.

A team led by Cynthia MacDougall defended real estate developer and builder Cityzen Development against opposition to a planned 46-storey residential development in Yorkville.

Notable practitioners

Abraham Costin (see p.391) is a distinguished lawyer with an impressive track record of handling large-scale commercial real estate transactions in Ontario. Over the course of his long career he has advised a range of big-name developers as well as major corporates and financial institutions on high-profile projects. His experience also includes advising on insolvency matters relating to real property. *"He is quick, efficient, helpful and incredibly knowledgeable."* **John Currie** (see p.392) is sought after for his market-leading expertise in commercial real estate, and his skill set covers the entire development process, including financing and leasing. He acts for REITs, investors and lenders on their real estate interests in Ontario and throughout the country. The market-leading **Danny Grandilli** (see p.393) is valued by investors and developers for his diverse commercial expertise in relation to mandates across the country. *"He is a super-smart lawyer."* **Tzen-Yi Goh** (see p.393) is an esteemed lawyer who is often consulted on commercial real estate matters concerning developments both in Ontario and nationwide. He offers additional expertise in project finance and secured lending deals. *"He is very hands-on, very knowledgeable and has a very good disposition with the staff."* *"He is very adept at winning trust."* **Cynthia Macdougall** (see p.395) heads the firm's municipal group in Toronto. She routinely represents clients before the relevant land use and planning tribunals and committees, in addition to advising public bodies. *"She has an in-depth knowledge of the law, as well as an ability to place the contemplated transac-*

tion steps in perspective.” **Paul Galbraith** (see p.393) has a strong reputation in the market for acting for syndicate lenders, having a practice that focuses on real estate financing. *“He has many strengths that make him valuable for bank business. He is highly responsive with a strong turnaround time, and he is focused on our best interests, providing necessary guidance in matters where we are not as familiar.”* **Jamie Orzech** (see p.396) is involved in high-profile commercial mandates, including leasing and financing transactions. He also advises investors on ownership structures, such as joint ventures. *“He has a very good business mind and knows how to take business concepts and put them on paper. He is very good on legal call and knows how to communicate a point very well. He always has our best interest at heart.”* **Jonathan See** (see p.398) is an accomplished M&A lawyer who is often engaged by investors in the real estate sector. His clientele includes prominent REITs and lenders.

Minden Gross LLP

What the team is known for Minden Gross is recognised for its strong reputation in mid-market real estate transactions. The firm advises developers, owners and tenants on matters ranging from land acquisition to joint ventures, construction and lending. It equally demonstrates capability in development agreements, as well as land use and property management.

Notable practitioners

Commercial real estate group chairs Reuben Rosenblatt and David Kutner are key contacts.

Osler, Hoskin & Harcourt LLP

What the team is known for Osler, Hoskin & Harcourt has a well-established real estate practice in Ontario, capable of providing the full spectrum of services to an enviable client base. The group is recognised for its experience of financings and joint venture developments, as well as advising on traditional acquisitions and dispositions. It often acts for REITs and clients from the retail and senior housing sectors. The team is also well placed to provide related tax and environmental law advice, as well as handling the real estate aspects of significant insolvencies. The firm demonstrates the growing ability to service clients seeking land use planning and municipal advice.

Strengths An interviewee said: *“It is easy to deal with everyone there and we get great advice and service.”*

Another source remarked: *“I work with them as they have an excellent reputation in the*

Canadian real estate market.”

Work highlights An Osler team led by Stella Di Cresce acted for Dream Impact Trust on a CAD120 million green loan for its Sussex Centre complex in Mississauga.

Notable practitioners

Chris Barnett regularly handles municipal law matters, advising public and private entities on obtaining planning and development approvals. He also possesses notable experience representing clients before the LPAT and other tribunals, as well as appearing before municipal councils and the courts. *“Chris is a solid litigator, has an in-depth knowledge of planning and municipal law, and as an opposing counsel is a gentleman. He works hard and has a true passion for helping the municipal Bar in general.”* *“He is capable, organised, efficient, competent, thorough, passionate and service-oriented.”* **Rod Davidge** is especially prominent in real estate financings, where he often acts for lenders. His practice also includes expertise in property purchases and sales. *“He has excellent attention to detail and his customer service is top-notch.”* *“He is very focused on achieving good outcomes and takes reasonable positions with our clients. He is a great source of advice and guidance on legal matters, allowing us to make good decisions.”* **Stella Di Cresce** garners increasing recognition for her commercial real estate practice, as part of which she regularly acts for investors on transactions in the space. *“Stella Di Cresce stands out in the market with her commercial approach that helps clients navigate challenging issues and achieve very timely and successful outcomes above and beyond her competitors.”* *“She is knowledgeable, transparent, professional, respectful but honest.”* **Ryan Nielsen** is developing a solid reputation for his able handling of commercial real estate and property matters, and plays an increasingly important role on some of the firm’s key files in this area. Nielsen’s clients include REITs and pension funds. *“He is excellent, really knowledgeable in the area, practical and is really proactive. He helps us anticipate things as he is able to draw upon experience.”*

Overland LLP

What the team is known for Toronto-based Overland is a noted boutique that offers public and private entities the full gamut of zoning and land use advice. The firm assists with development applications and acts for clients before tribunals and committees. It is also experienced representing municipal bodies in development matters.

Strengths Market sources note the group has *“an excellent reputation and is well regarded.”*

Notable practitioners

Christopher Tanzola is a founding partner of Overland with a growing reputation in the municipal, zoning and land use market of Toronto. *“He is a fine, hard-working and solid person.”* *“He is a great lawyer.”*

Soloway Wright

What the team is known for Soloway Wright is a well-regarded municipal and land use planning law firm recognised for its strong reputation in the Ottawa area. The group advises municipalities, developers and landowners on matters including expropriation, zoning, subdivision, official plan amendments and development charges. It represents clients before the LPAT and municipal and regional councils, as well as the Ontario Superior Court.

Notable practitioners

Douglas Kelly is a key contact at the firm.

Stikeman Elliott LLP

See profile on p.502

What the team is known for Stikeman Elliott is recognised for its impressive strength in managing large real estate transactions, including purchases, sales and financings. Its lawyers frequently assist clients entering into co-ownership and joint venture agreements, as well as demonstrating strong expertise in complex commercial leasing and sale-leasebacks. The team’s experience covers a wide range of product types, including commercial, retail and mixed-use properties. It is further equipped to handle issues surrounding land development, including zoning approvals and official plan amendments. The group demonstrates notable experience in LPAT hearings. Its clients include public and private companies and REITs.

Strengths A client stated: *“I can confirm that a real differentiator that I observed was the value that we received relative to the cost. I was also particularly impressed by the attentiveness and responsiveness.”*

An interviewee noted of the municipal and land use group: *“They are highly regarded, reliable, knowledgeable and always produce great results.”*

Work highlights A Stikeman team led by Vince Imerti acted for AIMCo Realty Investors on the acquisition and development of parcels of land for the construction of an Amazon fulfilment centre in Caledon.

A team led by Calvin Lantz acted for RioCan Management on the approvals for a redevelopment project in Toronto valued at approximately CAD1 billion.

Notable practitioners

Calvin Lantz (see p.394) is head of the firm’s municipal and land use group. Lantz fre-

quently appears before the LPAT and municipal councils, as well as advising developers seeking planning and zoning approvals. *"He is very forward-thinking, he has brought issues to us that are industry-related and not just project-related."* *"Calvin consistently makes reasoned and logical recommendations to improve outcomes on his clients' behalf. We have implemented a number of his recommendations with success."* **Eric Carmona** (see p.391) is an accomplished real estate lawyer whose remit covers a variety of commercial transactions across Ontario, including acquisitions and dispositions. He capably assists with mandates involving residential, commercial, industrial, hospitality and senior living developments. *"His business acumen is razor-sharp. His negotiating is ferocious. And his advice always shortens the path to our goal."* **Mario Paura** (see p.418) is the head of real estate in Toronto and is particularly highly regarded for his expertise in retail leasing. He is a skilled commercial real estate practitioner who often acts for developers and lenders on transactions in the space. His client roster also features major asset managers. *"Mario is a very pragmatic client needs-focused lawyer who is able to understand the big picture associated with the work while at the same time having the technical skills and know-how to execute on what is required."* **Douglas Klaassen** (see p.394) capably assists with commercial mortgages and securitisation transactions, among other forms of lending in the real estate space. He is also experienced in leasing matters. **Melissa Schyven** (see p.233) is an increasingly prominent lawyer in the Ontario real estate market. She is singled out for her work on hotel and resort developments, with further experience advising on residential projects. **Dana Porter** (see p.397) handles the purchase and sale of real estate in Ontario, in addition to financing matters. He also offers expertise in infrastructure development. *"He is very knowledgeable, very practical. There is nothing to be worried about when dealing with Dana."* *"He is extremely easy to work with and knowledgeable."* **Patrick Duffy** (see p.210) co-leads the firm's project development and finance group. He is routinely engaged on planning and land use matters in Ontario.

Torkin Manes LLP See profile on p.505

What the team is known for Torkin Manes is a respected mid-market law firm acting on the full range of commercial real estate matters. The team is well regarded for its activity in the retail and shopping centre arena, further acting on transactions in the multi-residential and senior living spaces. It is well versed in

purchases, dispositions, joint venture transactions and developments. Leasing is another area of expertise for the group, as is advising title insurers and professional indemnity insurers on matters relating to the sector.

Work highlights A team led by Leonard Rodness advised Flagship Property Ventures on the sale of a residential property portfolio to Hazelview Developments.

Notable practitioners

Sid Troister is well known for his knowledge of planning matters in Ontario. He is also experienced at assisting with contentious real estate matters. **Stephanie Eiley's** commercial real estate practice consists of corporate transactions and financings, with further experience in leasing and rental agreements. *"She has been great to deal with."* **Leonard Rodness** is known for his involvement in corporate real estate transactions. He also assists with leasing and financing. *"Leonard is excellent at negotiating with his counterparts, bringing our agreements to a quick conclusion."*

Torys LLP

See profile on p.506

What the team is known for Torys operates a well-established Toronto real estate group with a strong focus on high-end transactions. The firm frequently acts on large portfolio deals, joint ventures and shared ownership matters, as well as advising lenders on significant financings. It represents an impressive roster of institutional clients and, in addition to its strength in commercial real estate, is well equipped to handle the real estate aspects of large-scale infrastructure and energy projects. The team is also mandated on condominium development and possesses notable strength in senior housing.

Strengths One interviewee said: *"Their strengths are that they are fast, focused, have quick turnaround times and are efficient."*

Another client commented: *"We continue to use them as they deliver exceptional service."*

Work highlights A Torys team led by Sabrina Gherbaz and David Bish advised Quadreal on a mortgage loan enforcement for a failed condo project started by Cresford.

Notable practitioners

David Dell (see p.392) impresses with his transactional real estate expertise. Dell is recognised for his strength in purchase and sale deals, with broader knowledge across development matters, including leasing. *"His strengths are his attention to detail and thoroughness."* *"David is well organised, focused on the details of a transaction while maintaining the overall business goals and objectives. He knows what clauses in an agreement are market clauses and what are not and this*

helps negotiate agreements faster and successfully." **Sabrina Gherbaz** (see p.393) is the co-head of the commercial real estate practice at the firm, with experience across all asset classes in property development. She also offers experience advising on the real estate aspects of infrastructure projects. She acted for First Capital on the acquisition of a land assembly comprising a commercial and residential redevelopment. **Rose Bailey** (see p.390) advises on commercial real estate transactions, with further experience in energy and infrastructure property mandates. She also acts for both lenders and borrowers on real estate finance deals. **Graham Rawlinson** (see p.397) is the commercial real estate practice co-head. As part of his diverse practice, he advises on commercial, hospitality and senior housing developments. *"He is very good and does a great job servicing us and protecting our interest."* **Charlene Schafer** (see p.397) is an up-and-coming real estate lawyer who assists clients with real estate transactions, including joint ventures. She advises a broad range of clients, from funds to landlords. *"Charlene is very pragmatic."*

WeirFoulds LLP

See profile on p.507

What the team is known for WeirFoulds has a skilled group with considerable experience acting for municipalities on significant expropriations and LPAT appeals, in addition to its engagement on mid-market transactions in Ontario. The team acts for landowners and developers, providing advice and representation in connection with planning approvals and other development matters. It counsels clients on ownership structures and purchases and sales. The firm is highlighted for its visibility on leasing mandates.

Notable practitioners

Bruce Engell is chair of the firm's municipal and planning group, with expertise covering the full spectrum of matters arising in the course of real estate development. He is adept at representing clients before the LPAT and the courts in Ontario.

Other Ranked Lawyers

Brian Chu assists with commercial real estate matters, including acquisitions and dispositions, as well as financing matters. He is highlighted in particular for his strong relationships with institutional lenders. *"He knows the law and is interested in getting the deal done. He has the client's interests at heart and finds a way to fix a problem to get the deal done."* *"He is a fantastic lawyer."*

Kim Mullin possesses expertise in a wide range of land use matters, with significant knowledge of municipal issues. She often acts on behalf of public bodies and has experience appearing before the LPAT, among other tribunals and courts. “*She is a wonderful*

lawyer.”

Scott Snider has notable experience appearing before the LPAT and other key tribunals, as well as representing clients in court. Snider is frequently involved in matters west of the GTA. “*He is a great lawyer.*”

Sole practitioner **Amber Stewart** operates a Toronto-based boutique firm and has strong experience in dealing with residential developments. “*She is a fabulous lawyer.*”

Real Estate Québec

Real Estate
Leading Firms
Band 1
Davies Ward Phillips & Vineberg LLP *
Fasken
McCarthy Tétrault LLP *
Band 2
De Grandpré Chait *
Band 3
Blake, Cassels & Graydon LLP *
Norton Rose Fulbright *
Stikeman Elliott LLP *
Senior Statespeople
Senior Statespeople: distinguished partners
Clare Richard Fasken
Leading Individuals
Star individuals
Rubin Marc J De Grandpré Chait
Band 1
Benhamou Elias Davies Ward Phillips & Vineberg *
Papadimitriou James McCarthy Tétrault LLP *
Band 2
Fews Stefan Stikeman Elliott LLP *
Gagnon-Larocque Annie McCarthy Tétrault LLP *
Band 3
Arquin Anthony Davies Ward Phillips & Vineberg *
Bindman Neil L Stikeman Elliott LLP *
Caron Mario M Norton Rose Fulbright
Carsley Fredric L De Grandpré Chait
Ferreira Daniel Blake, Cassels & Graydon LLP *
Jarjour Joseph Davies Ward Phillips & Vineberg *
Leblanc Nicolas Fasken
Manzano Miguel F Norton Rose Fulbright
Band 4
Biasini Piero De Grandpré Chait
Bouvette Sylvie Borden Ladner Gervais (ORL) ◇ *
Lo Papa Mariella Fasken
Retsinas Elias Fasken
* Indicates firm / individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical within each band. Band 1 is highest.

Real Estate: Zoning/Land Use
Leading Firms
Bélanger Sauvé
De Grandpré Chait *
Leading Individuals
Band 1
Beauchemin Marc De Grandpré Chait
Bélair Sylvain De Grandpré Chait
Lalonde Marc Bélanger Sauvé
LeChasseur Marc-André Bélanger Sauvé
Band 2
Poupart Armand Poupart & Poupart (ORL) ◇
Thomas Sebastien Mac-Seing Thomas (ORL) ◇
Up-and-coming individuals
Fecteau Jonathan De Grandpré Chait

The editorial is in alphabetical order by firm name.

Bélanger Sauvé

What the team is known for Bélanger Sauvé is a Québec-based law firm that is highly regarded for its representation of municipalities, demonstrating top-drawer expertise in zoning, land use and expropriation. The municipal law team advises clients on issues pertaining to rezonings and developments, including approvals and bylaw amendments. It is further noted for its in-depth knowledge of municipal taxation. The firm offers services out of Montréal, Trois-Rivières, Joliette and Rouyn-Noranda.

Notable practitioners

Marc Lalonde is a top Montréal real estate lawyer who is well reputed for his work in the zoning and land use space. **Marc-André LeChasseur** is a prominent real estate lawyer in the Québec market, highly valued for his expertise in zoning and land use.

Blake, Cassels & Graydon LLP

See profile on p.462

What the team is known for Blake, Cassels & Graydon advises major national financial institutions, domestic and foreign investors and pension fund clients on large and high-value real estate acquisition transactions in Québec, including both single-asset and port-

folio deals. The firm's Montréal commercial real estate team's experience includes infrastructure, residential and mixed-use projects, commercial properties and hotels.

Strengths Sources value the team's efficiency, with a client noting: “*The team works wonderfully in sync. Each member brings their experience to the mix,*” and going on to say: “*I never feel like I am second to any other company. I always have their full attention.*”

Work highlights A Blakes team led by Yannick Beaudoin acted for Fédération des caisses Desjardins du Québec on its acquisition of the residential mortgage portfolio of La Capitale.

Notable practitioners

Daniel Ferreira (see p.392) is well known for his experience in commercial real estate, including acquisitions, project financing and leasing transactions. He is based in Montréal. “*He is professional, astute and efficient.*”

Davies Ward Phillips & Vineberg LLP

See profile on p.470

What the team is known for Davies Ward Phillips & Vineberg is a market-leading law firm with outstanding depth of expertise in commercial real estate, with the ability to handle a wide range of transactions and development projects in Montréal. The team is acclaimed for its involvement in acquisition and disposition transactions, financings and joint ventures, and has significant experience representing pension funds, REITs and private developers. It regularly represents international clients in connection with major projects in Montréal, as well as advising Québec-based real estate investors on matters further afield. The lawyers are highly rated for their handling of major mixed-use developments, including master-planned community projects, and are equally well placed to advise on residential, retail and office property transactions.

Strengths Sources agree that the Davies Québec real estate team is “*highly experienced and well qualified.*”

One source enthused: “*They just know the*

business of real estate really well."

Work highlights A Davies team led by Elias Benhamou acted for Hydro-Québec Pension Fund on a joint venture project for the acquisition and development of an industrial site.

Notable practitioners

Elias Benhamou (see p.390) has a reputation as one of the leading real estate transactional lawyers in Montréal. He boasts impressive experience in joint ventures, acquisitions and sales as well as redevelopment and project financing. In highlights, he continues to act for Montoni on the development of the old Molson brewery. Montréal-based **Anthony Arquin** (see p.390) has notable expertise advising on development projects, commercial sales and purchases. *"He is technically great." "He does not try to argue for argument's sake - he is a deal maker."* **Joseph Jarjour** (see p.394) is well known for his real estate expertise and frequently assists financial institutions as well as investors and developers. *"He has an incredible attention to detail, is always available, has a broad range of expertise and is constantly willing to explain complex legal matters to non-legal experts to allow for efficient decision-making."*

De Grandpré Chait

See profile on p.471

What the team is known for De Grandpré Chait is a highly regarded Québec-based law firm with specialised real estate expertise. The team represents significant private and public clients in the retail, residential and industrial sectors, with notable experience assisting with shopping centre and hotel developments, acquisitions, leaseings and facilities expansions. It is further equipped to handle construction lending and other financing mandates. The firm is particularly well known for its work on significant transactions in the mid-market, as well as acting for national and international clients in the space. It is also esteemed for its land use planning and municipal law practice, acting exclusively for private sector clients on expropriations, rezoning and development approvals.

Strengths Clients say the lawyers *"constantly exceed expectations."*

One source praised the team for *"working closely in providing concrete solutions to what can be at times complex issues. The resourcefulness and dedication of the group members is evident by the timeliness in providing information and opinion relevant to matters at hand."*

Work highlights A team led by Marc Rubin acted for Boulevard Acquisition on its CAD107 million acquisition and financing of the 'Le Cartier' residential complex in downtown Montréal.

Notable practitioners

Marc Rubin is one of the best-known real estate lawyers in Montréal. He upholds a terrific reputation for his experience advising on a wide range of transactions. *"He is respectful and exemplifies everything you want in an attorney. He puts client interests first."* *"Marc Rubin has a good business acumen and lots of experience. He is a problem solver, conducts himself professionally, is always available and brings people together."* **Marc Beauchemin** advises on the full gamut of zoning and land use issues, including complex regulatory and administrative matters. He is currently advising a major Canadian developer in relation to the redevelopment of a shopping centre near Montréal Trudeau International Airport, a matter which involves the limit of rights of public utility corporations, such as Bell Canada and Hydro-Québec. **Sylvain Bélair** is well respected for his expertise in zoning and land use. His Montréal-based practice includes a strong emphasis on expropriation. *"He is very knowledgeable, very communicative, a very kind person and works very hard to get a favourable result."* Montréal-based **Fredric Carsley** is well known for his real estate expertise and is adept at handling single-asset acquisitions. *"He has a wealth of knowledge and helps us to find practical resolutions."* **Piero Biasini** has a growing reputation for his expertise in real estate acquisitions and financing transactions in Québec and other provinces across Canada. *"He is practical, gets to the point very quickly, has a business-focused approach, and is very responsive and helpful."* **Jonathan Fecteau** is the head of the zoning/land use department at the firm. Based in Montréal, his experience includes handling expropriation and land use matters both in contentious and non-contentious settings. *"He is very knowledgeable, very focused, extremely thoughtful and always has a strategy and a plan. He is a great communicator, always asks for feedback and is an effective listener."* *"He is very good in expropriation matters."*

Fasken

What the team is known for Fasken operates a large and trusted real estate team in Montréal and Québec City with deep and broad experience in the sector. The firm is widely lauded for its leading financing expertise, and its lawyers regularly structure complex lending agreements for banks and institutional investors in connection with major real estate and construction projects. The team also advises on major real estate transactions including sale-leasebacks and joint venture developments, and operates an active com-

mercial leasing practice. It frequently acts for clients throughout the real estate industry on condominium, retail and office developments.

Strengths Interviewees commend the firm for its *"very high competency, variety of expertise, quality of service and feeling of partnership."*

Work highlights A Fasken team led by Elias Retsinas advised Beside Media on its first Beside Cabins branded wilderness lifestyle project in Lanaudière, Québec, comprising a large development of lodging, the creation of wilderness trails and bridges.

Notable practitioners

Richard Clare maintains an impressive reputation for his experience in commercial real estate transactions, including acquisitions, sales and joint ventures. *"He is one of the best lawyers for real estate in Québec."* *"He knows how to protect the interests of his clients all the while being a facilitator during transactions."* **Nicolas Leblanc** is a Montréal-based real estate lawyer who is particularly noted for his recent work on high-value transactions and development projects. *"Leblanc is a go-getter."* *"He is technically strong."* **Mariella Lo Papa** is well placed to advise on leasing transactions as well as real estate sales and purchases. She is based in Montréal. *"She is very professional and very cooperative, and represents her clients to the best of her abilities. It is excellent working with her."* Montréal-based **Elias Retsinas** is an experienced real estate lawyer with broad capabilities covering real estate acquisitions and joint venture transactions. His notable clients include the Broccolini Group. *"He is a phenomenal person - very open, very dedicated and always available."*

McCarthy Tétrault LLP

See profile on p.488

What the team is known for McCarthy Tétrault is a distinguished law firm with a well-integrated real estate practice in Québec. Its real estate lawyers assist major pension funds and institutional investors with major transactions, as well as representing local developers. The team offers notable lending capacity, as well as advising on the acquisition, development, leasing and disposition of major real estate assets. It is also highly valued for its title experience and land use planning work, regularly assisting key clients with zoning and planning approvals for large developments. The firm provides deep expertise in the senior housing, hospitality and municipal sectors.

Strengths One client said: *"I'm pleased with their service and their availability and organisational skill sets,"* adding: *"They communicate well in both official languages, make calculated*

decisions and always have a backup plan.”

Interviewees also appreciate that “there is a uniformity among their professionals.”

Work highlights A McCarthy team led by Mary Pagonis advised Kingsett on the acquisition financing for two industrial properties in Pointe-Claire.

Notable practitioners

James Papadimitriou (see p.396) advises a broad spectrum of clients on real estate transactional and financing matters. He is head of the firm’s real property and planning practice for the Québec region. “His presence and his exposure in the market is very significant.” “His strength is in his pragmatic approach and ability to find the balance between vendor and purchaser to close a transaction.” **Annie Gagnon-Larocque** (see p.392) is adept at handling real estate transactions including project financings, acquisitions and developments. “She is my go-to for Québec and Eastern Canada. She is really knowledgeable, responsive and pleasant to deal with.”

Norton Rose Fulbright

See profile on p.491

What the team is known for Norton Rose Fulbright is a distinguished international firm with a solid presence in the Québec real estate space. The team is well regarded for its work on traditional real estate transactions, including acquisitions and dispositions, and is also active on significant multi-use residential and commercial developments. With partners based in both Montréal and Québec City, the firm is well equipped to handle the real estate aspects of large infrastructure projects and high-value financing matters throughout the province. Its client roster comprises prominent pension funds, REITs and private companies.

Strengths One interviewee noted: “The multi-

tude of resources for different areas of the law (and different jurisdictions) brings Norton Rose Fulbright to another level.”

Work highlights A Norton Rose team led by Miguel Manzano acted for Cintube on the sale of an industrial property in Lachine.

Notable practitioners

Mario Caron is an experienced real estate lawyer adept in all aspects of real estate acquisitions, sales, financing, leasing and municipal taxation. Based in Montréal, he chairs the firm’s Canadian real estate team.

Miguel Manzano is co-head of the firm’s real estate team in Québec. He is held in high esteem for his experience advising on sales and acquisitions as well as sale-leaseback transactions. “He is very thorough and takes the necessary time to analyse and contribute to the situation at hand, which we have found to greatly help us clarify our standpoint.”

Stikeman Elliott LLP

See profile on p.502

What the team is known for Stikeman Elliott is a large full-service law firm that represents clients from the commercial, retail and residential sectors in high-value acquisitions, financings and joint venture transactions, benefiting from the firm’s national platform to advise on matters in Montréal and further afield. The Québec real estate group frequently advises real estate developers, institutional investors and publicly traded REITs on large regional and multi-jurisdictional files, including major infrastructure projects. The team offers further capabilities with respect to the acquisition of agricultural land and CPTAQ hearings as well as renewable energy and power production projects.

Strengths Clients find the firm to have a “very dynamic team with a lot of skills in different fields. They know how to provide solutions and

the necessary assistance to complete cases.”

Sources appreciate that the firm “provides an excellent service and has good technical knowledge.”

Work highlights A Stikeman team led by Jean Marc Huot, Sophie Lamonde and David Massé acted for BCE on the CAD1.04 billion sale of 13 data centres to Equinix.

Notable practitioners

Montréal-based **Stefan Fews** (see p.392) is rated for his experience advising on real estate investment projects, joint ventures and secured financing transactions. “His work-product is incredible and he provides great business advice.” “His strengths include his practical knowledge of commercial real estate transactions and ability to explain legal concepts, as well as his creativity and solution-oriented approach.” **Neil Bindman** (see p.390) advises on a range of mandates in the real estate space. He serves as of counsel in the firm’s Montréal office. “He is a good guy who does high-profile work.”

Other Ranked Lawyers

Sylvie Bouvette (see p.390) advises on commercial real estate transactions, with further experience in real estate project development. She is based in BLG’s Montréal office. “She has good experience, is reliable and always delivers. She is fun and practical to work with.”

Montréal-based **Armand Poupart** advises on administrative and municipal law. His clients include a variety of supralocal authorities.

Sebastien Thomas is highly regarded for his work in planning as well as land transfer and land use. He works at commercial real estate boutique law firm Mac-Seing Thomas in Montréal.

Leaders' Profiles in Real Estate

ANDERSON, Garth

Blake, Cassels & Graydon LLP,
Calgary
+1 403 260 9778
garth.anderson@blakes.com

Featured in Real Estate (Alberta)

Practice Areas: Garth focuses on the acquisition, development and financing of commercial real estate and infrastructure projects. He advises numerous Canadian and foreign-based institutional clients, including banks, pension funds, life insurance companies, real estate investment trusts, utility companies and Crown corporations, in connection with the acquisition, disposition, leasing and financing of their commercial and industrial properties. Garth is qualified as an expert witness in the Court of Queen's Bench of Alberta regarding solicitors' standard of conduct in real estate transactions.

Professional Memberships:

Member of The Law Society of Alberta and the Commercial Real Estate and Construction Subsections of the CBA.

ARNONE, Frank S. A.

Borden Ladner Gervais LLP,
Toronto

Featured in Real Estate (Ontario)

Practice Areas: A partner in the Commercial Real Estate and Corporate practices, Frank acts for leading Canadian and international real estate owners, investors and developers on their large and challenging transactions. He advises on sales, purchases, leases and financing transactions and offers creative counsel to clients in structuring such transactions, including the implementation of complex co-ownerships, joint ventures and partnership structures. He also acts for Canadian pension funds and institutional investors. Frank has played a key role in prominent public and private transactions, including those involving the development of hospitals, landmark office complexes, research and development centres and other mixed-use projects. Select Recognition: The Canadian Legal Lexpert Directory; The Best Lawyers in Canada.

ARQUIN, Anthony

Davies Ward Phillips & Vineberg LLP, Montréal
+1.514.841.6426
aarquin@dwpv.com

Featured in Real Estate (Québec)

Practice Areas: A partner in the Commercial Real Estate practice, Anthony advises on commercial real estate sales and purchases, development projects and joint ventures for public & private corporations in Canada and internationally. He has significant experience in working on mixed-use complexes and commercial co-ownerships. He provides clients with creative and practical solutions informed by a thorough understanding of trends in both business & real estate. Developers, managers and pension funds count on Anthony for his negotiating and drafting skills, and he is a trusted adviser to a broad array of real estate companies. He takes an active role in fostering and supporting Québec's real estate industry and its young leaders. He is a director of the Urban Development Institute of Québec and member of its Economic Development Committee. He is the vice-president of the Montréal Executive Committee's CBA Real Estate Section. He is a mentor at CREW M, an association that promotes, supports and recognizes the success of women in commercial real estate. Select Recognition: The Legal 500 Canada, Next Generation Real Estate Partner; Lexpert Rising Star; Leading Lawyers Under 40; Best Lawyers, Real Estate Law Lawyer of the Year 2019, Montréal; Lexpert Special Edition: Infrastructure.

BAILEY, Rose

Torys LLP, Toronto
(416) 865-8206
rbailey@torys.com

Featured in Real Estate (Ontario)

Practice Areas: With over three decades of commercial law experience spanning lending, financing and real estate transactions, Rose gives strategic guidance to clients to help them realize their most important projects and transactions. Rose's practice focuses on commercial law in the areas of finance, commercial real estate, renewable energy assets and projects, and securitizations. She brings a wealth of experience to lending and bond financing transactions, joint ventures and the acquisition and financing of businesses, real estate, energy assets and mortgage portfolios. Clients benefit from Rose's nuanced perspective of the market, having advised both lenders and borrowers on domestic and international financing transactions, as well as

acting on many public transactions involving REITs and public bond offerings. Rose has numerous clients with whom she shares a long history. For example, she has worked with Brookfield Asset Management and each of its energy, property and infrastructure platforms and First Capital Realty on its acquisitions, joint ventures, financings and development projects over the years. Rose also works closely with many of the Canadian lending institutions and their advisory groups.

BARRON, Ronald

Bennett Jones LLP, Calgary
403.298.3491
barron@bennettjones.com

Featured in Real Estate (Alberta)

Practice Areas: Ron is co-leader of the firm's commercial real estate practice and acts on a variety of real estate transactions, financings, land development matters, private equity and other corporate and commercial transactions. Ron has experience in structuring various real property investment vehicles in a range of industries, including for capital projects and facilities, through partnerships, REITs, joint ventures and other arrangements.

Career: Called to the Alberta Bar, 1989.

Personal: Ron has participated in seminars relating to real property, lending and lease transactions. Ron is active in the Calgary Jewish community and does legal and volunteer work for the Calgary Jewish Federation.

BAUER, Robert T.

Davies Ward Phillips & Vineberg LLP, Toronto
+1 416.863.5552
rbauer@dwpv.com

Featured in Projects (Nationwide - Canada), Real Estate (Ontario)

See under Projects & Construction for profile.

BENHAMOU, Elias

Davies Ward Phillips & Vineberg LLP, Montréal
+1 514 841 6427
ebenhamou@dwpv.com

Featured in Real Estate (Québec)

Practice Areas: A senior partner, Elias provides clients with business-minded advice on commercial real estate development, acquisitions, joint ventures, financing, construction and leasing. He also has significant development experience in secured syndicated lending and mortgage financing.

For more than 30 years, he has worked on many of Québec's largest real estate transactions, advising some of the most active private and institutional real estate owners and developers, as well as major national retailers. Elias is a speaker and moderator at all most prominent real estate conferences and a guest lecturer at the McGill Graduate School of Urbanism. He coordinates the Commercial Real Estate practice at Davies's Montréal office, and chairs the Opinion Committee for real estate and secured lending. He is a trustee of the Phi Foundation for Contemporary Art and a board member of the PHI Centre. Select Recognition: The Lexpert/American Lawyer Guide to the Leading 500 Lawyers in Canada, Real Estate: Québec (Band 1); IFLR1000; Lexpert Special Edition: Infrastructure; The Canadian Legal Lexpert Directory; The Best Lawyers in Canada, Real Estate Law Lawyer of the Year 2018, Montréal; Who's Who Legal: Canada.

BINDMAN, Neil L

Stikeman Elliott LLP, Montréal
(514) 397-3107
nbindman@stikeman.com

Featured in Real Estate (Québec)

Practice Areas: Neil Bindman is a counsel in the Corporate Group who specializes in real estate. His practice is national in nature and focuses on acquisition, joint venture, real estate financing and investments of major commercial properties including residential, retail, industrial and hotels. He also regularly represents major financial institutions on reorganization and insolvency matters. Some of Neil's clients include major private and public real estate corporations and REITs, private equity groups and banks and pension funds. Neil has been at the cutting edge of sophisticated real estate transactions and has achieved a strong national reputation in the field.

BOUVETTE, Sylvie

Borden Ladner Gervais LLP,
Montréal
+1 (514) 954-2507
sbouvette@blgcanada.com

Featured in Real Estate (Québec)

Practice Areas: Senior partner in the Commercial Real Estate Group. Represents sellers, purchasers and joint venturers in real estate transactions and in relation to the financing of major real estate complexes. Headed among the largest-scale

real estate transactions (hotels, shopping centres, office buildings, multi-residential properties, major urban redevelopments and senior housing residences) as well as implementing very complex real estate structures and negotiating partnership/co-ownership arrangements. Also represents developers and lenders of renewable energy projects. Often represents pension funds, REITs, public and private companies, financial institutions.

Career: Québec Bar, 1986. LLB, Université de Montréal, 1985.

BURRELL, Keith

McCarthy Tétrault LLP, Vancouver
+1 604 643 7939
kburrell@mccarthy.ca
Featured in Real Estate (British Columbia)

Practice Areas: Counsel in the firm's Vancouver office. Emphasis on complex commercial real estate acquisitions and dispositions, financings, subordinated debt transactions, workouts and strategic advice. Extensive work with major public/private real estate developers, both local and offshore, and real estate investors including pension funds and REITs seeking commercial income properties. Expertise in commercial investment property (including hotels) and in representing developers of large residential and mixed-use projects and private equity lenders providing subordinated debt for development projects. Extensive experience preparing and negotiating documentation for projects structured as partnerships or joint ventures, and ancillary management and other service agreements required for such projects.

Career: British Columbia Bar, 1979; Queen's Counsel, 2005.

Professional Memberships: Urban Development Institute.

Personal: Recognized as a leading practitioner of real estate law in Chambers Global; International Who's Who of Real Estate Lawyers; The Canadian Legal Lexpert® Directory and The Best Lawyers in Canada. Listed as a Star Individual in the area of Real Estate by Chambers Canada in 2019. Also named in 2009 and 2017 as lawyer of the year for Vancouver real estate and 2016 lawyer of the year for Vancouver project finance by The Best Lawyers in Canada.

CARMONA, Eric M
Stikeman Elliott LLP, Toronto
+1 416 869 5597
ecarmona@stikeman.com

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: Eric Carmona is a partner in the Real Estate Group. His practice focuses on commercial real estate and encompasses all aspects of real property transactions, including the purchase, sale and financing of commercial office complexes, retail shopping centres, residential apartment buildings, hotels, retirement homes and long-term residences, as well as secured lending. Who's Who Legal Canada cites Eric as "the leading real estate attorney in the country", and that he is "highly regarded for his expert handling of the whole transactional process from financing to purchase". Eric has extensive experience in joint venture structuring, portfolio acquisitions, financings and restructurings (acting on behalf of both lending syndicates and corporate borrowers). He also practices corporate commercial law, with an emphasis on the acquisition and/or privatization of public real estate enterprises and capital markets transactions. Eric's experience has given him significant exposure to a wide variety of transactional work for both private and public companies and REITs.

CARROLL, Brennan
Borden Ladner Gervais LLP,
Toronto
416.367.6721
bmcarrroll@blg.com

Featured in Real Estate (Ontario)

Practice Areas: Brennan practises commercial real estate and development law, providing legal services to a large cross section of clients. He provides practical, efficient and timely advice to his clients for all types of commercial real estate transactions, including purchases, sales, leasing, joint venture and development arrangements and financings. Brennan has particular expertise working with public and quasi-public clients, including various hospitals, colleges and municipalities.

Career: Partner. Ontario Bar, 2001. LLB, University of Western Ontario, 1999

Professional Memberships: Co-creator, ULI Curtner Leadership Program.

Publications: "Forever" means 40 years for Restrictive Covenants in Ontario-The Andrews v. Rago Decision; New Toronto Cultural

Co-location By-law; Do I have an Enforceable Contract?: The Importance of Entering into a Third Party Agreement in a Sublease; Surplus Property Transition Initiative; New Energy And Water Consumption Reporting To Be Phased In For Large Buildings; Introduction To Ontario's Community Hubs Strategic Framework And Action Plan; Ontario's Community Hubs Initiatives Encourage Delivery of Community-Enhancing Services; Surplus Property Transition Initiative; Community Hubs: Strategies for Lead Agency De-Risking; Dispositions of Surplus Properties by School Boards – How New Rules Benefit Community Hubs and Impact Others; Introduction To Ontario's Community Hubs Strategic Framework And Action Plan; New and Improved Funding Options for Community Hubs.

CHOW, Michael
Bennett Jones LLP, Calgary
403-298-3051
chowm@bennettjones.com

Featured in Real Estate (Alberta)

Practice Areas: Michael has a corporate and commercial law practice that focuses on commercial and real estate transactions, leasing, project finance, construction and land development. He represents a diverse group of clients, including developers, portfolio asset managers, landlords and tenants, pension funds, brokers, financial institutions and energy companies. He advises clients on all aspects of commercial real estate transactions including purchase and sale agreements, limited partnership agreements, co-ownership agreements, joint venture agreements, land exchange agreements, property management agreements and lease agreements across a broad range of real property assets including office, industrial, retail and multi-family projects.

Career: Called to the Alberta bar, 2000.

Personal: Michael has been active in the community with Downtown Business Associations, various golf and other sports associations, the Caritas Health Group and has been a member of the American Sports Lawyers Association

CHRISTENSEN, Mark
McCarthy Tétrault LLP, Calgary
403-260-3674
mchristensen@mccarthy.ca

Featured in Real Estate (Alberta)

Practice Areas: Mark leads the firm's Real Property & Planning Group in Calgary. His practice primarily focuses on commercial

real estate transactions in all asset classes. He regularly acts for major Canadian developers, lenders, and borrowers as they navigate complex commercial acquisitions, dispositions, leasing and financial lending issues. Mark provides practical and actionable counsel during all aspects of land assembly, financing and leasing. He also acts for lenders and borrowers during the procurement of construction and acquisition loans, and guides his clients through issues related to corporate and ownership matters, including partnership, joint venture and co-ownership agreements. Mark has specialized experience working on deals surrounding senior assisted living spaces, and has represented owners and operators of both private and government-funded facilities. Clients turn to Mark for deals involving various governmental departments as well as intricate privacy, tax and employment issues.

Career: Alberta, 2004.

Professional Memberships: Calgary chapter of the National Association of Industrial and Office Properties; International Council of Shopping Centres.

COLIC, Olivia
McCarthy Tétrault LLP, Calgary
+1 403 260 3661
ocolic@mccarthy.ca

Featured in Real Estate (Alberta)

Practice Areas: Regional Managing Partner for Alberta. Partner in the firm's Real Property & Planning Group in Calgary. Practice focuses on all areas of commercial real estate including acquisition and sale transactions, domestic and cross-border financing, development and leasing. Trusted real estate advisor for over 20 years to property owners, lenders, borrowers, landlords, managers and tenants on the multi-faceted contractual, operational and financial issues they face throughout Canada. Acted also for major property developers, pension funds, REITs and other private investors on numerous significant commercial real estate transactions.

Career: Alberta Bar, 1995.

Professional Memberships: Canadian Bar Association; Calgary Bar Association; Fellow, American College of Mortgage Attorneys.

COSTIN, Abraham
McCarthy Tétrault LLP, Toronto
+1 416 601 7762
acostin@mccarthy.ca

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: Practice covers a full range of transactions, including leasing, acquisitions, development and financing. Acts for both large and small developers, pension funds and financial institutions. Practice also includes insolvency and realisation work related to real property.

Career: Ontario Bar, 1982.

Professional Memberships:

Fellow of the American College of Mortgage Attorneys. Co-Chair of the Advisory Board of the Georgetown Law School Advanced Commercial Leasing Institute. Member of the ADR Institute of Canada.

CRAWFORD, Simon

Bennett Jones LLP, Toronto
+1 416 777 4815

crawfords@bennettjones.com

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: Simon maintains a real estate focused practice. He advises many of Canada's most sophisticated real estate investors on private equity matters, fund formation, joint ventures, income trusts, the purchase and sale of real estate assets and real estate companies, property development, banking and mortgage lending, structured finance and asset securitization, corporate finance, mezzanine and participating debt structures, infrastructure, public/private partnerships, mortgage and loan servicing and enforcement, and on real estate issues in bankruptcy and insolvency. He has acted on some of Canada's largest dollar value real estate transactions and on many of the country's landmark commercial, retail, sports and entertainment and residential projects. In 2017, Simon was the lead advisor on transactions valued in excess of \$4 Billion, including the acquisition of approximately \$1.2 Billion in commercial mortgages from Home Capital/Home Trust. In 2016 he was the lead advisor in connection with the acquisition of one of Toronto's landmark skyscrapers, Scotia Plaza.

Career: Admitted to the Ontario bar, 1999.

Personal: <https://ca.linkedin.com/in/crawfordsimon>

CURRIE, John C

McCarthy Tétrault LLP, Toronto
+1 416 601 8154

jcurrie@mccarthy.ca

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: Commercial real estate practice covers all aspects of real estate transactions, including acquisitions and dispositions, large

and mid-scale secured construction and term financing, securitizations, construction contracts, asset management and development agreements, joint ventures, operating contracts, leasing and licensing. Recent transactions include acting for lenders in respect of large-scale bond and other forms of financings relating to office, retail and industrial complexes, condominium and hotel developments, entertainment and gaming facilities, timberland operations and multi-asset pool senior and mezzanine lending.

Career: Ontario Bar, 1997.

D'ALIMONTE, Silvana M

Blake, Cassels & Graydon LLP, Toronto

416-863-3860

smda@blakes.com

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: Silvana has over 30 years of commercial real estate experience. She has worked on a wide variety of transactions, with an emphasis on real estate financings, joint ventures, acquisitions and dispositions of commercial real estate properties, receivership sales, security enforcement and restructurings. Silvana is committed to providing clients with timely, high-quality service and strives to help achieve the client's goal.

Career: She has spoken at several conferences regarding real estate matters.

Professional Memberships:

Silvana is a member of the American College of Mortgage Attorneys.

Publications: Silvana has written numerous articles on real estate matters, including loans to joint ventures, due diligence in real estate financings and tendering in an electronic registration environment.

DELL, David A

Torys LLP, Toronto
+1 416 865 8100

ddell@torys.com

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: With rigorous, forward-thinking counsel, David has a long track record advising clients on sophisticated commercial real estate and infrastructure projects across North America. David is recognized as one of Canada's leading real estate lawyers, acting on some of the most complex real estate transactions in the country. With a diverse practice focusing on commercial real estate and infrastructure projects, David's work regularly

involves real estate joint ventures, project development and construction, lending, loan restructuring and workouts, leasing, real estate investment trusts and acquisitions and dispositions of all types of real property. David's real estate work extends beyond Canada across North America, and his diverse experience includes large shopping centre, office and mixed-use commercial and recreational developments. He also has significant experience with build-to-suit projects and construction and project management arrangements.

DUFFY, Patrick

Stikeman Elliott LLP, Toronto
+1 416 869 5257

pduffy@stikeman.com

Featured in Environment (Nationwide – Canada), Energy & Natural Resources (Nationwide – Canada), Real Estate (Ontario)

See under Environment for profile.

DYCK, Michael L.

Stikeman Elliott LLP, Calgary
+1-403-266-9030

mdyck@stikeman.com

Featured in Real Estate (Alberta)

Practice Areas: Michael Dyck is a partner in the Real Estate and Banking & Finance Groups. He provides advice in connection with a broad range of real estate, development and construction transactions, advising on acquisitions and dispositions, commercial real estate financings and leasing. Michael also advises on general corporate financing, acquisition financing, subordinate financing and debt offerings.

FERREIRA, Daniel

Blake, Cassels & Graydon LLP, Montréal

514-982-4089

daniel.ferreira@blakes.com

Featured in Real Estate (Québec)

Practice Areas: Daniel's practice covers all aspects of real estate transactions, with emphasis on acquisitions and dispositions, joint ventures, financing and development, involving major commercial real estate properties of various classes. He is also experienced in commercial leasing, having acted for both tenants and landlords in leasing transactions, in the pharmaceutical, banking services, food and retail industries.

Professional Memberships:

Daniel is a member of the Urban Development Institute and the International Council of Shopping Centres.

Publications: He regularly speaks at conferences and has authored

and co-authored several articles on a variety of real estate topics.

FIEWS, Stefan

Stikeman Elliott LLP, Montréal
(514) 397-6493

sfews@stikeman.com

Featured in Real Estate (Québec)

Practice Areas: Stefan Fews is a partner in the Real Estate and Corporate Groups. His practice is focused on commercial real estate law, secured financing transactions and joint ventures. His practice includes the acquisition, disposition, financing, leasing and development of shopping centers, office towers, hotels and other major real estate assets. He regularly acts for institutional investors and developers in the negotiation and structuring of partnerships, corporations and other business entities established for the purposes of real estate transactions in Canada and internationally. He has acted for the dominant CMBS lender in Canada for over 15 years and has a particular expertise in Québec agricultural law.

FREEMAN, Jonathan

Cassels Brock & Blackwell LLP, Toronto

+1 416 860 2927

jfreeman@cassels.com

Featured in Real Estate (Ontario)

Practice Areas: Chair of the firm's Real Estate Group. Practice focuses on all aspects of commercial real estate law, including acquisitions and dispositions with a focus on representing traditional bank and non-bank lenders in complex real estate financing transactions, including those relating to term, acquisition, mezzanine and construction loan facilities. He has extensive experience with seniors housing loans, CMHC insured loans, commercial mortgage-backed securities and other types of securitized debt. Has financed all real estate asset classes and also routinely advises issuers and underwriters. Received a Lexpert "Rising Star" award, honouring Canada's leading lawyers under 40, in 2017.

GAGNON-LAROCQUE, Annie

McCarthy Tétrault LLP, Montréal
+1 514 397 4442

aglarocque@mccarthy.ca

Featured in Real Estate (Québec)

Practice Areas: Partner in the Real Property and Planning Group in Montréal. Practice focuses on real estate acquisitions, real estate financings, property development, commercial leasing, and joint venture transactions. Regularly represents financial institutions and

public and private companies in the multi-residential and senior housing sector, retail and hotel industries, and for development work. Acting on major transactions for purchasers, lenders and developers of residential and mixed-use projects, including on projects involving vertical subdivisions and co-ownership.

Career: Quebec Bar, 2003.

Professional Memberships:

Fellow of the American College of Mortgage Attorney; Canadian Bar Association; ICSC; Urban Development Institute; Past President of CREW Montréal (Commercial Real Estate Women).

GALBRAITH, Paul

McCarthy Tétrault LLP, Toronto
416-601-8070

pgalbraith@mccarthy.ca

Featured in Real Estate (Ontario)

Practice Areas: Partner in the Real Property and Planning Group in Toronto and is a widely-acknowledged expert on syndicated lending. Paul's clients benefit from his unparalleled level of experience in the construction, condominium, and development spaces. Clients turn to Paul for his leadership and advice in respect to their most complex and noteworthy syndicated lending work. Paul has expertly advised dozens of lending syndicates on their projects within the condominium, hotel, and retail industries, including on such high-profile projects as Nobu Toronto, Shangri-La Hotel Toronto, Four Seasons Toronto, and CIBC Square. In addition to syndicated lending work, Paul has also been lead lending counsel on many of the largest real estate acquisition financing transactions in Canada.

Career: Ontario Bar, 2006

Professional Memberships: Law Society of Upper Canada, Canadian Bar Association, and the Ontario Bar Association.

GANGBAR, Leonard

Bennett Jones LLP, Toronto
416.777.7478

gangbar@bennettjones.com

Featured in Real Estate (Ontario)

Practice Areas: Leonard routinely represents many of the country's largest private real estate developers across a broad spectrum of real estate asset classes, including acquisitions, dispositions, financing and development of commercial, industrial, apartment and condominium assets. He has extensive experience negotiating and structuring complex real estate transactions. He's a leader in large scale urban mixed use developments

(coordinating the interplay of office, residential, commercial and athletic facilities within a development site) and financing. Leonard has significant experience in industrial and apartment portfolio acquisitions and dispositions and Brownfield acquisitions and dispositions.

Career: Admitted to the Ontario Bar, 1994.

Personal: Leonard is Past Chair of the Ontario Bar Association – Real Property Section. He is also Past Chair of Education for the OBA Real Property Section.

GHERBAZ, Sabrina A

Torys LLP, Toronto

+1 416 865 8179

sgherbaz@torys.com

Featured in Real Estate (Ontario)

Practice Areas: With a commercially-minded approach informed by a long history of work across the spectrum of real estate activity, Sabrina's experience and strategic thinking help clients on their most significant transactions and projects. As co-head of the firm's Commercial Real Estate Practice, Sabrina represents prominent Canadian real estate owners, developers and financial institutions on their large commercial real estate matters and infrastructure and energy projects. Sabrina's work includes transit-oriented and mixed-use developments, public-private partnership transactions, project and infrastructure development, asset-based purchase and sale transactions, real estate investment trusts and commercial leasing. Sabrina also regularly advises clients on project, mortgage and construction financing. Her experience in large commercial developments extends beyond Canada to Europe and Mexico.

GOH, Tzen-Yi

McCarthy Tétrault LLP, Toronto

+1 416 601 8189

tgoh@mccarthy.ca

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: Maintains a general real estate practice, with a particular emphasis on real estate financings (including private placements (mortgage bonds), credit tenant financings, syndicated bank facilities, project financing and commercial mortgage lending), acquisitions and sales, property development and commercial leasing (including solar panel rooftop leases). Has extensive experience in the area of public offerings/private placements of commercial mortgage-backed securities.

Career: Ontario Bar, 2002.

GRANDILLI, Danny C

McCarthy Tétrault LLP, Toronto

416-601-7597

dgrandil@mccarthy.ca

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: Danny's practice focuses on private equity funds, pension fund investments, limited partnerships, joint ventures and commercial real estate, including acquisitions, sale and leaseback transactions, financings and property development. Significant portion of his practice is devoted to serving the pension fund industry and equity fund real estate sector. He has been engaged by a range of private equity funds, pension funds and pension fund managers in private equity fund structures, acquisitions, dispositions, joint ventures and asset management advice.

Career: Ontario Bar, 1989.

Publications: Co-author, 'Real Estate Practice in Ontario' 9th edition, 2016.

GRIGNANO, Joseph

Blake, Cassels & Graydon LLP, Toronto

416-863-4025

joseph.grignano@blakes.com

Featured in Real Estate (Ontario)

Practice Areas: Joseph practises real estate law with a specialization in commercial leasing matters. He acts for several prominent owners, developers and tenants, and has worked on transactions that have been awarded "Deal of the Year" honours by the National Association of Office and Industrial Properties (NAIOP). He has also worked on transactions that have been reported as the largest commercial lease transactions in the city of Toronto for the year in which they were completed.

Professional Memberships:

Joseph is a current Co-Chair of the Law Society of Ontario's highly popular 6-Minute Commercial Leasing Lawyer continuing education program. He has also co-authored the commercial leasing chapter included in the Law Society's bar admission course materials. Joseph is a past member of the board of editors for the Retail Law Strategist and of the Planning Committee for the law conference of the International Council of Shopping Centres.

HELMSTADTER, Jane C

Bennett Jones LLP, Toronto

+1 416 777 7470

helmstadterj@bennettjones.com

Featured in Real Estate (Ontario)

Practice Areas: Jane is a partner

and co-head of the firm's commercial real estate practice. She helps clients apply practical solutions to a full range of domestic and cross-border purchase and sale, property development, financing, asset management, leasing and joint venture transactions. Jane has advised Canada's most prominent private and institutional real estate developers, investors, owners, landlords and tenants in transactions involving office, retail and industrial property, multi-family residential developments and renewable energy projects. She has highly-specialised expertise regarding obligations under provincial and municipal land transfer tax regulations.

Career: Admitted to Ontario bar, 1987

Personal: Jane is passionate about advancing the careers of women in real estate. She has been a member of Toronto Commercial Real Estate Women (Toronto CREW) since 1998, serving on the board and as 2009 President. She currently sits on the President's Advisory Committee and Co-Chairs the Women's Leadership Committee.

HOWARD, Gregory J.

Davies Ward Phillips & Vineberg LLP, Toronto

(416) 863-5580

ghoward@dwpc.com

Featured in Real Estate (Nationwide – Canada), Real Estate (Ontario)

Practice Areas: A senior partner with over 40 years of experience practising commercial real estate and corporate law, Greg is widely recognized as one of the leading lawyers in Canada in his areas of expertise. He advises clients on commercial real estate acquisitions and dispositions, joint ventures, development projects, project financing, commercial leasing, REITs, private equity funds, workouts, strategic planning and corporate matters. He represents leading Canadian and international real estate owners, investors, developers, financial institutions and public agencies in their significant transactions and projects, both in Canada and internationally, and has acted on many of the most notable Canadian real estate transactions and development projects. Select Recognition: Chambers Canada; The Legal 500 Canada; The Best Lawyers in Canada; Who's Who Legal: Real Estate; Expert Guides' Best of the Best; Martindale-Hubbell's highest rating, AV preeminent.

HUBAND, Chris

Blake, Cassels & Graydon LLP,
Toronto

+1 416 863 2758
cah@blakes.com

Featured in Real Estate (Nationwide-Canada), Real Estate (Ontario)

Practice Areas: Chris has over 30 years of experience in completing commercial real estate transactions and is co-coordinator of the Blakes Commercial Real Estate practice. He is often engaged in the purchase and sale of major real estate assets and has significant expertise with respect to mortgage financings, joint ventures and development projects. He also advises pension funds and their advisers concerning the various rules relating to the investment by pension funds in real estate. Chris has a broad range of clients, including pension funds, mutual funds, life insurance companies, as well as lenders, advisers, major landlords, tenants and developers.

HUTMACHER, John

Blake, Cassels & Graydon LLP,
Toronto

416-863-2219

john.hutmacher@blakes.com

Featured in Real Estate (Ontario)

Practice Areas: John works on acquisitions and dispositions, joint ventures, financing, development, condominium and leasing transactions involving major Canadian commercial real properties, including many of the country's most prominent retail, office and industrial developments. He is particularly experienced in helping U.S. and European clients and lawyers understand the legal and practical differences in conducting real estate transactions in Canada.

Professional Memberships:

John is the global chair of the Real Estate Practice Group at Lex Mundi, the world's largest network of law firms with over 160 member firms. He is also the past chair of each of the American Bar Association (ABA) Real Property Section's Special Investors and Investment Structure Group and the International Investment in Real Estate Committee, and a member of its Continuing Legal Education Committee. John regularly speaks at ABA and other industry events worldwide on cross-border real estate transactions, the Canadian real estate market and other issues of interest to industry leaders and participants. He has also spoken and presented papers on topics relevant to the real estate industry at MIPIM, the International

Bar Association and the Law Society of Ontario.

JACKSON, Richard

Stikeman Elliott LLP, Vancouver
+1 604 631 1357

rjackson@stikeman.com

Featured in Real Estate (British Columbia)

Practice Areas: Richard Jackson is the Managing Partner and former Head of the Commercial Real Estate Group at Stikeman Elliott's Vancouver office. Richard's diverse real estate and commercial practice emphasizes acquisitions, sales, leasing, and all aspects of major multi-use development projects, including zoning, subdivision, environmental and municipal approvals. His practice also includes corporate real estate based joint ventures as well as First Nation's treaties and major energy projects. Richard is consistently sought out by top developers in British Columbia, providing counsel on the most significant real estate projects throughout Vancouver and BC's Lower Mainland. He has acted for the Province of British Columbia on land-related matters in the development of all four concluded modern-day Aboriginal treaties in British Columbia. Richard has also played an integral role influencing Impact Benefit Agreements on behalf of First Nations groups and communities.

JARJOUR, Joseph

Davies Ward Phillips & Vineberg
LLP, Montréal

+1 514 841 6545

jjarjour@dwpv.com

Featured in Real Estate (Québec)

Practice Areas: Joseph is a partner whose practice focuses on real estate development, acquisitions and dispositions, joint ventures, financing and construction. He advises leading owners, investors and developers on complex and multi-layered real estate transactions and development projects. He also regularly acts for lenders or borrowers in connection with secured (mortgage) lending matters, as well as in respect of construction and project financings. Clients can count on Joseph as a key team member who thoroughly understands their business model and transactional concerns and who, over the past two decades, has been involved in many of Montréal's most high-profile real estate transactions and development projects. Joseph is a member of Davies' Montréal office Recruitment, Evaluation, Talent Management and Workplace Harassment

Prevention committees. He is also a member of the board of directors and the corporate secretary of the Festival du Nouveau Cinema de Montréal, one of Québec's most prestigious film festivals. Select Recognition: The Canadian Legal Lexpert Directory; The Best Lawyers in Canada.

JEANRIE, Andrew

Bennett Jones LLP, Calgary
416.777.4814

jeanriea@bennettjones.com

Featured in Real Estate (Ontario)

Practice Areas: Andrew Jeanrie assists clients with all stages of real estate development, including planning approvals, construction and strategic analysis. He provides advice based on his extensive knowledge of the development process from planning approvals through to construction of the projects. Andrew's municipal practice includes regular appearances before municipal councils and committees of adjustment, as well as representing clients in legal proceedings at all levels of Court and administrative tribunals, with a focus on matters before the Local Planning Appeal Tribunal (LPAT) (former Ontario Municipal Board, or OMB) and the City of Toronto's Local Appeal Body (TLAB). Andrew also assists clients in analyzing new sites for development, responding to neighbouring development applications, and in municipal due diligence, including zoning and official plan reviews as a part of real estate transactions and real estate financing transactions. In addition, he advises clients on all manner of municipal governance and regulation, such as licensing, sign-by-laws, expropriations and permitting.

Career: Admitted to Ontario bar, 2002

Personal: Upon completing his MBA at the Rotman School of Management, Andrew was named a Bregman Scholar and to the Dean's List. He also received the Rotman Citizenship Award. Andrew currently sits on the Board of the Toronto Botanical Gardens.

JEFFERY, Steven

Blaney McMurtry LLP, Toronto
+1 416.593.3939

sjeffery@blaney.com

Featured in Real Estate (Ontario)

Practice Areas: Steven Jeffery practices in the areas of corporate/commercial law and real estate financing and development. He has significant experience in all aspects of debt financing, including

securitization work. He acts for real estate companies and lenders in the acquisition, disposition, development, construction and financing of commercial, residential and mixed-use condominium projects.

Career: Called to the Bar of Ontario, 1984; LL.M., Osgoode Hall Law School, 1999; LL.B., University of Toronto Law School, 1982

Professional Memberships: Law Society of Upper Canada; Canadian Bar Association Ontario

KLAASSEN, Douglas

Stikeman Elliott LLP, Toronto

+1 416 869 5271

dklaassen@stikeman.com

Featured in Real Estate (Ontario)

Practice Areas: Douglas Klaassen is a partner in the Real Estate Group of the Toronto office. His practice focuses on commercial real property and leasing, commercial mortgage lending, securitization, structured finance, and private equity funds. Doug acts for commercial property owners, landlords, commercial and residential mortgage lenders, aggregators, servicers, CMBS and ABS issuers, investors, underwriters, and rating agencies based in Canada and the United States. Doug is a member of the American College of Mortgage Attorneys.

KOFMAN, Daniel

Blake, Cassels & Graydon LLP,
Toronto

416-863-2789

daniel.kofman@blakes.com

Featured in Real Estate (Ontario)

Practice Areas: Daniel's practice encompasses all aspects of commercial real estate, including acquisitions, dispositions, leasing, development and financing. He is regularly consulted by both foreign and domestic real estate investors and represents several banks/financial institutions and borrowers on real estate financing transactions. Daniel also acts for clients in the renewable energy and hospitality industries and has experience with developing, buying, selling and financing renewable energy projects (including solar and wind farms) and hotels.

LANTZ, Calvin

Stikeman Elliott LLP, Toronto
+1 (416) 869-5669

clantz@stikeman.com

Featured in Real Estate (Ontario)

Practice Areas: Calvin Lantz is a partner and head of the Municipal & Land Use Group in the Toronto Real Estate Department of Stikeman Elliott. Calvin is a Certified Specialist in Municipal Law (Land Use Planning

and Development) by the Law Society of Ontario. He appears before administrative Boards and approval bodies and agencies, including Local Planning Appeal Tribunal, Committees of Adjustment, Land Division Committees, various Municipal Councils and Committees. Calvin represents a broad range of residential, commercial, industrial and institutional clients. He secures municipal approvals for official plan and zoning by-law amendments, consents to sever lands, minor variances, subdivision and site plan approvals, condominium conversions, building and demolition permits, and other related municipal and provincial approvals that are necessary for land development. Calvin contributes at municipal law and land use planning events and seminars. He is a member of the Building Industry and Land Development Association (BILD), Canadian Urban Institute (CUI), Urban Land Institute (ULI), the Hamilton-Halton Home Builders' Association (HHHBA) and the Land Economics Society-Simcoe Chapter (LAI). He is also a member of the Law Society of Alberta, Canadian Bar Association (Municipal Law section of the Ontario Bar Association), and the Law Society of Ontario.

LEISK, Signe

Cassels Brock & Blackwell LLP,
Toronto
416 869 5411
sleisk@casselsbrock.com

Featured in Real Estate (Ontario)

Practice Areas: Practice encompasses all aspects of municipal, land use planning and environmental law, with a particular focus on land development. Extensive experience representing both private sector builders and developers as well as municipalities and public institutions. Appears regularly before the Ontario Land Tribunal and the courts.

Professional Memberships: Urban Land Institute, Transit Oriented Development Product Council Member; Lambda Alpha International Honorary Society for the Advancement of Land Economics, Board Member.

Publications: Co-author of three leading texts: Municipal and Planning Law in Canada, 2nd edition, Canadian Forms & Precedents-Municipal Law, Canadian Forms & Precedents-Land Development.

LEWIS, Mark
Bennett Jones LLP, Vancouver
604-891-5180

lewismv@bennettjones.com

Featured in Real Estate (British Columbia)

Practice Areas: Mark's real estate practice focuses on transactions and development work but also includes leasing and construction financing matters. His experience includes work on complex residential, seniors housing, commercial, industrial and resort developments. Mark has worked on numerous portfolio transactions, including sale/lease-back transactions involving seniors housing, hotel, entertainment, commercial and industrial properties. He regularly advises developers on disclosure compliance issues for sale and marketing of residential real estate. He has been recognized for his experience by numerous leading legal directories and is a frequent contributor to publications and conferences.

Career: Called to the Bar in British Columbia, 1997.

LIVERGANT, Stephen
McCarthy Tétraut LLP, Calgary
+1 403 260 3633

slivergant@mccarthy.ca

Featured in Real Estate (Alberta)

Practice Areas: Practice involves all aspects of commercial real estate with particular emphasis on development, acquisitions and divestitures with respect to all asset classes, as well as structuring of co-ownerships and partnerships. In addition, has extensive expertise in the development and conveyancing of residential and industrial condominium projects. Represents private and public real estate companies as well as acts for pension funds and other institutional clients. Has acted as a director of a public real estate company. For several years he has lectured at universities and the Alberta Bar Admission course on real estate law.

Career: Alberta Bar, 1980.

Professional Memberships: Canadian Bar Association and Calgary Bar Association.

LOMBARDI, Gabriella
Davies Ward Phillips & Vineberg LLP, Toronto
+1 416 367 6965
glombardi@dwpv.com

Featured in Real Estate (Ontario)

Practice Areas: Gabriella is a senior partner in the Commercial Real Estate and Corporate practices. She has extensive experience in a broad range of transactions

involving commercial property such as acquisitions, dispositions, development of major real estate projects, including mixed-use properties, joint ventures, secured financings and commercial leasing. Gabriella advises clients in diverse industries such as the renewable energy sector, the hospitality sector, the mining sector and, more broadly, in the commercial real estate sector, including all commercial property asset types. She has represented major Canadian pension funds, Canadian and international private equity funds and institutional investors with respect to acquisitions and dispositions of commercial property and fund investments. Select Recognition: Chambers Canada; The Canadian Legal Lexpert Directory; The Best Lawyers in Canada; Who's Who Legal: Canada.

LONGCROFT, David C.

Borden Ladner Gervais LLP,
Vancouver
+1 604 640 4211

dlongcroft@blg.com

Featured in Hospitality (Nationwide - Canada), Real Estate (British Columbia)

See under Hospitality for profile.

MACDONALD, Ross A
Stikeman Elliott LLP, Vancouver
604-631-1367

rmacdonald@stikeman.com

Featured in Real Estate (British Columbia)

Practice Areas: Ross MacDonald, QC is a senior partner at Stikeman Elliott. Ross was one of the six lawyers who opened the office in 1988 and he served as the Managing Partner for over 20 years (1999-2019). Ross's diverse real estate and commercial practice emphasizes acquisitions, leasing, financing, and all aspects of major multi-use development projects, including zoning, subdivision, environmental remediation, governmental and municipal approvals. His practice also includes corporate, real estate-based transactions involving pension fund syndications as well as public-private partnership infrastructure and concession agreements. Appointed in 1988, Ross continues to act as lead counsel responsible for the development of Concord Pacific Place, the 200+ acre former site of Expo 86 located in downtown Vancouver.

MACDOUGALL, Cynthia
McCarthy Tétraut LLP, Toronto

Featured in Real Estate (Ontario)

Practice Areas: Senior partner of the firm's Toronto office and head of McCarthy Tétraut's Municipal

Group in Toronto. She is one of the most experienced and successful municipal approval lawyers in Ontario. Cynthia focuses on the areas of municipal and land use planning law, specifically as it relates to infrastructure and complex multi-phase development projects, often with challenging approval constraints and environmental issues. She practices extensively in front of the Ontario Land Tribunal, Committees of Adjustment, and municipal Council's and committees, representing institutions, private developers and non-profit organizations. Cynthia works with members of city councils and senior governmental staff at the municipal, provincial and federal levels government, particularly in the GTA Cynthia provides advice on major infrastructure projects in Ontario, and has been the municipal lawyer on many landmark and precedent setting projects across the GTA. She is the original author of the PLAA Table for Ontario P3 projects.

Career: Ontario Bar, 1986.

Professional Memberships:

Municipal Section, Canadian Bar Association (Ontario). She is past-chair of the Toronto Parks and Trees Foundation, past-president and past-director of the Neighbourhood Information Post, as well as a former director of the Wood Green Community Centre, the Scarborough Distress Centre and Sistering.

MANTINI, S Paul

Bennett Jones LLP, Toronto

+1 416 777 4837

mantinisp@bennettjones.com

Featured in Real Estate (Nationwide - Canada), Real Estate (Ontario)

Practice Areas: Paul practices commercial real estate, financing, public infrastructure, and gaming law. He has been involved with the development and/or financing of many of the largest and most complicated projects in Canada, including Toronto Eaton Centre, Toronto-Dominion Centre, Brookfield Place, First Canadian Place, Royal Bank Plaza, Bay Adelaide Centre, Fifth Avenue Place, Exchange Tower, Niagara Fallsview Casino Resort and Western Canadian Place. He has been involved in some of the most innovative real estate transactions in Canada, including the first guarantee by a Canadian pension fund of a debt issue; the first public issue by a real estate co-tenancy, the first public issue of participating mortgage bonds, cross-border securitization of property and mortgage pools and the creation of REITs and property

investments funds and cross-border lending and securitization.

Career: Admitted to Ontario Bar, 1977.

Personal: Paul is a frequent author, who writes on real estate, leasing, financing and gaming law matters and also lectures at seminars on commercial real estate ownership, development, financing and leasing. He is a director of a number of private corporations and charitable organizations and a member of the International Association of Gaming Attorneys and the International Council of Shopping Centers.

MARION, Michael

Borden Ladner Gervais LLP,
Calgary
+1 403 232 9464
mmarion@blg.com

Featured in Litigation (Alberta), Real Estate (Alberta)

Practice Areas: Corporate and commercial litigation, arbitration and administrative law, focused on commercial litigation matters, oil and gas and energy litigation and regulatory proceedings, expropriation and municipal law, shareholder remedies, corporate litigation, constitutional law and bankruptcy and insolvency. Regularly appears before the Alberta Court of Queen's Bench, the Alberta Court of Appeal, commercial arbitrators, and administrative tribunals including the Alberta Energy Regulator and Alberta Land Compensation Board.

Career: Alberta Bar, 1999.

Professional Memberships:

Member, Canadian Association of Petroleum Producers, Canadian Energy Law Foundation, Alberta Expropriation Association.

Publications: Alberta Law Review (2014, 2010), Annual Review of Civil Litigation (2018, 2013, 2011, 2003).

MARTIN, Steven

Davies Ward Phillips & Vineberg LLP, Toronto
416-863-5572
smartin@dwvp.com

Featured in Real Estate (Ontario)

Practice Areas: Steven focuses on commercial real estate transactions, including joint ventures, development of major commercial and residential projects, purchase and sale transactions, sale-leasebacks, commercial leasing, and real estate financings. His real estate clients include REITs, developers, pension funds, retailers and other institutional investors. Over the last decade, Steven has gained substantial expertise in advising on large infrastructure projects, including

public-private partnerships. As lead counsel, Steven has acted for clients on numerous successful P3 bids in industries as diverse as transportation, maintenance facilities, hospitals, social infrastructure, wastewater treatment facilities and driver examination centres. Select Recognition: Chambers Canada; Lexpert Special Edition: Infrastructure; The Canadian Legal Lexpert Directory; Who's Who Legal: Canada; Who's Who Legal: Real Estate; The Best Lawyers in Canada.

MERRICK, Jeffrey

Blake, Cassels & Graydon LLP,
Vancouver
+1 604 631 3386
jeff.merrick@blakes.com

Featured in Real Estate (British Columbia)

Practice Areas: Jeff is the chair of the Infrastructure group and the head of the Vancouver Real Estate group. He has expertise in developing, buying, selling, leasing and financing major commercial real estate and infrastructure projects. He also has expertise in P3s and AFPs, including all aspects of major design, build, finance and operate projects working with private partners and governments.

Professional Memberships: Jeff is a member of NAIOP, the International Council of Shopping Centres, Real Property Subsection of the CBA and the Association of Foreign Investors in Real Estate (AFIRE).

Publications: Contributing author to a Continuing Legal Education publication of annotated precedents.

ORZECZ, Jamie

McCarthy Tétrault LLP, Toronto
+1 416 601 7723
jorzecz@mccarthy.ca

Featured in Real Estate (Ontario)

Practice Areas: Practice focuses on commercial real estate including acquisitions and dispositions of all asset classes; commercial leasing including, new project first occupancies, ground lease and sale lease back transactions; borrower and lender side financing transactions, including securitization/ bond financings; real estate development projects including condominium and subdivision development. Extensive experience in the structure and implementation of real estate joint ventures, co-ownerships and other multi-ownership structures. Represents pension funds, REITs, developers, government agencies, financial institutions, public and private real estate managers, and life insurance companies.

Career: Ontario Bar, 2002.

Professional Memberships:

Canadian Bar Association and the Law Society of Upper Canada.

PAPADIMITRIOU, James

McCarthy Tétrault LLP, Montréal
+1 514 397 4175
jpapadimitriou@mccarthy.ca

Featured in Real Estate (Québec)

Practice Areas: Senior partner in the Montréal office. Practice focuses on real estate (acquisitions, dispositions, development, joint ventures, financing, mortgage purchases, syndications, participations and leasing). He is also the firm's Real Property and Planning Group lead for the Québec region.

Career: B Commerce, McGill University, 1983; BCL/LLB, McGill University, 1987; Barreau du Québec (1988); Ontario Bar (1997).

Professional Memberships:

Canadian Bar Association and American Bar Association; ICSC; Urban Development Institute; Regent of American College of Mortgage Attorneys; Governor, Québec Bar Association Foundation; Board of Directors Urban Development Institute.

Publications: Frequent speaker and author.

Personal: Fluent in English, French, and Greek.

PATTERSON, Pitman

Borden Ladner Gervais LLP,
Toronto
+1 416 367 6109
ppatterson@blg.com

Featured in Real Estate (Ontario)

Practice Areas: Pitman Patterson

is a partner in BLG's Toronto office and the National Business Leader of the Environmental, Municipal, Expropriation and Regulatory Practice Group. His practice is focused on planning and development law, expropriation law, and general municipal law. Pitman appears frequently at the Ontario Land Tribunal (OLT, formerly the Local Planning Appeal Tribunal) in planning and expropriation cases, and before councils and in the courts. He also advises public and private sector clients in a variety of transit infrastructure matters, including integration of public infrastructure with private development.

Career: JD, University of Toronto, 1994. Called to the Ontario Bar, 1996.

PAURA, Mario

Stikeman Elliott LLP, Toronto
+1 416 869 5638
mpaura@stikeman.com

Featured in Real Estate (Nationwide - Canada), Retail (Nationwide - Canada), Real Estate (Ontario)

See under Retail for profile.

PETERS, Tina

McCarthy Tétrault LLP, Toronto
+1 403-260-3671
tpeters@mccarthy.ca

Featured in Real Estate (Alberta)

Practice Areas: Tina Peters is a partner in McCarthy Tétrault's Real Property & Planning Group in Calgary. Her practice is focused on commercial acquisitions and dispositions, real estate based financing transactions (both on behalf of financial institutions and landowners), and commercial leasing. She has also assisted with real property matters as part of corporate acquisitions, reorganizations, equity offerings and renewable energy project acquisitions and financings. Tina represents a variety of prominent Alberta-based and national clients in industries such as financial services, asset management, energy, and REITs. She has experience on both sides of the negotiating table, having acted for sellers and acquirors, lenders and borrowers, tenants and landlords. In 2010, Tina completed a secondment with the in-house legal department of a major oil and gas company.

Tina's recent matters include acting for Otera Capital Inc. on the payout of their loan on the sale of Stantec Tower in Edmonton and construction financing for other phases of the ICE District, and advising the Bank of Nova Scotia in connection with its financing of the development known as Trinity Hills in Calgary.

Career: Alberta Bar, 2011.

Professional Memberships: Law Society of Alberta, the Canadian Bar Association, the Calgary Bar Association, NAIOP and CREW Calgary.

PLATER, Gregory

Stikeman Elliott LLP, Calgary
+1 604 631-1318
gplater@stikeman.com

Featured in Real Estate (Nationwide - Canada), Real Estate (Alberta)

Practice Areas: Greg Plater is Head of the Real Estate Group in the Vancouver office, lead partner of the Real Estate Group for Western Canada, Co-Head of the National Real Estate Group and a member of the Project Development & Finance Group. Greg provides advice with respect to all aspects of real estate acquisitions, dispositions, financings, pre-purchase transactions, development projects, joint ventures, construction arrangements and leasing (including ground leases of private and government owned land) in British Columbia and Alberta.

His clients include a broad range of public and private real estate companies and developers, pension funds, real estate advisors, lenders and municipalities. In particular, the development projects in which he has provided advice have involved all aspects of the real estate industry and have included significant ground lease, mixed use, joint development, and complex strata space/air space parcel projects, as well as projects involving the redevelopment of highly contaminated land. Greg has provided advice on a variety of significant public-private partnership (PPP) transactions for transportation, medical, judicial and other government infrastructure projects in British Columbia and Alberta, both as counsel to project proponents and as lender's counsel.

PORTER, Dana

Stikeman Elliott LLP, Toronto
+1 416 869 5533
dporter@stikeman.com

Featured in Real Estate (Ontario)

Practice Areas: Dana Porter is a partner in the Real Estate Group. He also practices in the Project Development & Finance, Financial Products & Services and Restructuring & Insolvency Groups, and is a former member of the Management Committee in the Toronto office. Dana's practice includes most aspects of commercial real estate, with an emphasis on acquisition and financing of income properties, structured and project finance, public-private partnerships and other public sector transactions. He represents a number of institutional investors, lenders and advisors, both domestic and international, as well as public sector entities and private sector suppliers of services and materials to the public sector. Dana is a member of the Canadian Council for Public-Private Partnerships (CCPPP) and the National Association of Industrial, Office and Retail Properties (NAIOP), and has served as a director or officer of a number of for-profit corporations. He was an instructor in the Real Property Section of the Law Society of Ontario's Bar Admission Course and has been a lecturer for the Law Society of Ontario and the Canadian Bar Association. Dana is currently an Advisor to the Georgian Bay Land Trust, a member organization of the Ontario Land Trust Alliance.

RAWLINSON, Graham

Torys LLP, Toronto
(416) 865-7684
gawlinson@torys.com

Featured in Real Estate (Ontario)

Practice Areas: A leading real estate lawyer, Graham brings decades of experience helping clients navigate the real estate industry through business-minded counsel focused on optimal opportunities and outcomes for clients. Co-head of Torys' Commercial Real Estate Practice, Graham is known for his extensive experience in commercial real estate and infrastructure transactions, including real estate joint ventures, acquisitions, divestitures, project finance, development, leasing, construction and secured lending. Graham regularly acts for public and private businesses in some of their most complex and transformational real estate transactions. He brings market insight and real estate experience through his longstanding work in the seniors housing, retail, office and hospitality sectors.

REDMOND, David

Cassels Brock & Blackwell LLP,
Toronto
416 869 5382
dredmond@casselsbrock.com

Featured in Real Estate (Ontario)

Practice Areas: Practice encompasses all types of commercial real estate transactions. Has a sophisticated commercial mortgage lending practice acting for institutional lenders dealing with all types of financing for commercial properties, including multi-residential, office, shopping centre, industrial and construction projects. Also has extensive experience in purchase and sale transactions, financing and structuring of real estate transactions, commercial leasing, joint ventures and co-ownerships, dealing with REITs and work involving all asset classes in the commercial real estate field.

REGO, Conrad

McCarthy Tétrault LLP, Vancouver
604-643-5882
crego@mccarthy.ca

Featured in Real Estate (British Columbia)

Practice Areas: Partner, Real Property & Planning Group in Vancouver. Practice focused on all aspects of commercial real estate, with a particular emphasis on real estate financing. Regularly advises significant institutional and private landlords, developers, investors and lenders on a variety of residential,

commercial, mixed-use and comprehensive projects.

Career: Called to British Columbia Bar, 2005.

Professional Memberships:

Director, NAIOP (Vancouver Chapter)
Past President and current Strategic Advisory Council Member, Ascend Canada (Vancouver Chapter)
Member, FACL (BC) Member, Real Property & Banking Sections, CBA
Publications: Ranked –Chambers and Partners (2020), Leading Lawyer: Real Estate, British Columbia Recognized –Canadian Legal Expert Directory (2021), Repeatedly Recommended in Banking & Financial Institutions and Consistently Recommended in Property Development Identified –Lexpert's 2021 Special Edition on Infrastructure, Leading Infrastructure Lawyer Ranked –Chambers and Partners (2019), "Up and Coming" in Real Estate, British Columbia Winner –Lexpert Rising Stars (2018), Leading Lawyer under 40 in Canada Identified –The Legal 500 Canada (2017), Next Generation Lawyer in Real Estate Law

REINER, David G

Davies Ward Phillips & Vineberg
LLP, Toronto
dreiner@dwpv.com

Featured in Real Estate (Ontario)

Practice Areas: David is a partner in Davies' Commercial Real Estate group. He specializes in complex commercial and multi-residential real estate transactions, both domestically and internationally, with a focus on acquisitions and dispositions, joint venture arrangements, development projects and financings. He is also experienced in public private partnerships for large infrastructure projects. David's pragmatic and client-focused approach has earned him the trust of some of the world's largest and most sophisticated real estate developers, REITs, pension funds, financial institutions, and private equity and investment funds. Over the course of his career, he has played a leading role in several of Canada's most significant and high-profile transactions and real estate developments. Select recognitions: The Legal 500 Canada.

SANDRIN, Larry

Bennett Jones LLP, Vancouver
604-891-5142
sandrin@bennettjones.com

Featured in Real Estate (British Columbia)

Practice Areas: Larry's practice focuses on all aspects of commercial real estate transactions

and comprehensive development projects. Emphasis is on project approvals, including complex rezoning's and subdivisions. Larry has completed many significant commercial transactions of a wide variety of real estate portfolios and investment properties for local, national and offshore investors and public bodies. He has advised and assisted in many infrastructure projects, including P3's, relating to transportation, civil works, health-care and education projects.

Career: LLB, UBC 1979; BA, UVic 1975. Admitted to the British Columbia bar, 1980

Personal: Larry is a past director of the BC Branch of the Canadian Diabetes Association and a past governor and Vice-Chair of the Collingwood School Society in West Vancouver.

SCHAFFER, Charlene

Torys LLP, Toronto
416.865.7631
cschafer@torys.com

Featured in Real Estate (Ontario)

Practice Areas: With sophisticated negotiation skills, Charlene has deep real estate experience that is backed by transaction acumen. She works closely with clients across their real estate transactions, distilling complex issues with practical perspective and insight. Charlene maintains a comprehensive real estate practice focused on commercial transactions, particularly in the real estate private equity, fund and joint venture space. She advises domestic, cross-border and international clients in all real estate sectors, regularly representing pension funds owners, fund sponsors, managers, private equity funds, sovereign wealth funds, developers, local and international institutional investors, universities, major lenders and borrowers, landlords and tenants. Charlene has extensive experience in the creation, promotion, management of and investment in both open-end and closed-end domestic, national and international real estate private equity funds, limited partnerships, joint ventures and co-ownerships, development-related matters and asset management advice. She frequently acts on transactions involving acquisitions and dispositions of single property and portfolio investments, sale/leaseback arrangements, as well as single lender and syndicated construction, servicing, term and take-out financing. Charlene advises clients on the real estate components of their mergers

and acquisitions transactions; in addition to advice relating to industrial and office leasing negotiations, construction-related mandates, regulatory, compliance matters and land transfer tax advice.

SCHYVEN, Melissa

Stikeman Elliott LLP, Toronto
 (416) 869-5232
 mschyven@stikeman.com

Featured in Hospitality (Nationwide – Canada), Real Estate (Ontario)

See under Hospitality for profile.

SEE, Jonathan

McCarthy Tétrault LLP, Toronto
 +1 416 601 7560
 jsee@mccarthy.ca

Featured in Corporate/Commercial (Ontario), Real Estate (Ontario)

Practice Areas: Jonathan See is a partner in the firm's Business Law Group in Toronto and Co-Head of the national M&A Group and Private Equity Group. Recognized for his client-centric approach, Jonathan is one of Canada's most well-known M&A lawyers acting for sponsors, private equity, alternative investment funds, strategics, and investment banks on a wide range of domestic and cross-border transactions across a wide range of industries. Jonathan is also recognized by Legal 500 and IFLR as a leading lawyer in Corporate M&A, and by a number of noteworthy publications in the areas of infrastructure, private equity, corporate/commercial, and investment funds and banking.

Career: Ontario Bar, 2003.

Professional Memberships: Law Society of Upper Canada, Canadian Bar Association, Ontario Bar Association.

SHIRREFF, Craig

McCarthy Tétrault LLP, Vancouver
 604-643-5955
 cshirreff@mccarthy.ca

Featured in Real Estate (British Columbia)

Practice Areas: Partner and leader of our Real Property and Planning Group in Vancouver. He advises clients in a number of different industries on all aspects of commercial real estate transactions, including acquisitions, dispositions, development, structuring, leasing and financing.

Career: British Columbia Bar, 1999.

Publications: Co-editor of the Firm's Real Estate MATTERS publication and a frequent contributor to the Firm's real property blog, "The Lay of the Land".

Personal: Craig sits on the editorial advisory board of the British Columbia Real Estate Practice Manual

and the legal professions advisory committee of the Land Title & Survey Authority.

SMYTHE, Scott

McCarthy Tétrault LLP, Vancouver
 604-643-7152
 ssmythe@mccarthy.ca

Featured in Real Estate (British Columbia)

Practice Areas: Partner in the Real Property and Planning Group in the firm's Vancouver office. Practice is focused on commercial real estate and related corporate matters, with particular expertise in land acquisitions, land development, structuring, strata property, commercial leasing and real-estate related corporate reorganizations. Acts for several leading real estate investors and developers, as well as owners of major office towers, industrial parks and shopping centres. Extensive experience with the structuring, acquisition, financing, development, leasing and sale of significant residential, industrial, retail, office and mixed-use projects.

Career: British Columbia Bar, 1997.

Professional Memberships: Canadian Bar Association.

Publications: Co-author of McCarthy Tétrault's Annotated British Columbia Strata Property Act, first published in 2002 and updated annually. Co-author for many years of chapters in the Continuing Legal Education Society's Real Estate Practice Manual, Annual Review of Law and Practice and Commercial Leasing – Annotated Precedents publications, and sits on the Editorial Advisory Board of the latter publication. Speaker at numerous industry conferences.

Personal: Appointed as a Director of the BC Land Title and Survey Authority in 2017 and re-appointed in 2020.

TKATCH, Brett

Blaney McMurtry LLP, Toronto
 416.593.3969
 btkach@blaney.com

Featured in Real Estate (Ontario)

Practice Areas: Recognized for his expertise in commercial real estate, Brett Tkatch numbers Canada's top retailers among his clients. He has been responsible for retaining counsel and overseeing key negotiations on major real estate transactions across Canada. From a lending standpoint he is involved in major portfolio loan purchases, participating loans amongst major lending institutions covering such properties as multi-million dollar office towers, residential portfolios,

condominium developments and shopping centres. Brett has been recognized as a leading practitioner of real estate law by Chambers Canada and Best Lawyers in Canada.

Career: Called to the Bar of Ontario, 1988

Professional Memberships: Law Society of Upper Canada; Ontario Bar Association

TOLENSKY, Peter

Lawson Lundell LLP, Vancouver
 +1 604 631 9125
 ptoleensky@lawsonlundell.com

Featured in Real Estate (British Columbia)

Practice Areas: Real Estate

Career: Peter Tolensky chairs Lawson Lundell's Real Estate Group. His clients include pension funds, utility, mining and pipeline companies and private entities to whom he provides advice on a variety of real estate and corporate structuring matters for all types of projects. Peter also leads our commercial leasing team that negotiates a high volume of retail, office and industrial leases for landlords and tenants. Peter is a member of the bar of British Columbia (2000).

Professional Memberships:

CBA/BCLS Air-Space Subdivision Task Force – Co-Chair; Canadian Bar Association, BC Branch – Member; Law Society of British Columbia – Member; Urban Development Institute – Member and Speaker; National Association of Industrial and Office Properties – Member and Speaker; International Council of Shopping Centers – Member.

UMBACH, Greg

Blake, Cassels & Graydon LLP, Vancouver
 +1 604 631 3378

greg.umbach@blakes.com

Featured in Real Estate (British Columbia)

Practice Areas: Greg is recommended by domestic and international property owners, developers, banks and investors in all matters relating to real estate in BC, Canada. He has experience in transactions involving buying, selling, leasing, financing and development of commercial real estate specifically relating to shopping centres, hotels, apartment buildings, office buildings, industrial properties and resource development in power and mining projects. Greg also has expertise relating to construction agreements and builders' liens issues and acts for developers of commercial developments and large projects. He also provides day-to-

day legal advice for landlords and tenants.

Career: Adjunct professor in the Law Faculty of the University of British Columbia for 15 years.

UUKKIVI, Raivo

Cassels Brock & Blackwell LLP, Toronto
 416 860 6613
 ruukkivi@cassels.com

Featured in Real Estate (Ontario)

Practice Areas: Acts for a broad range of private and public sector clients. Advises on decisions or actions that are impacted by municipal law or otherwise arise from the development, use and ownership of land – this includes all aspects of the land use planning and development process from the solicitor work involved in the commencement of an approvals process through to any litigation or controversy that arises from the process. Regularly engaged in construction – and infrastructure-related litigation, specializing in matters involving municipalities. Has appeared before the Ontario Land Tribunal and before all levels of court in Ontario.

VAN GENT, John

Bennett Jones LLP, Calgary
 416.777.6522
 vangentj@bennettjones.com

Featured in Real Estate (Ontario)

Practice Areas: John is entrusted by commercial real estate financiers, investors, and owners to help maximize the value of their portfolios through practical advice on the structuring of complex financing and other transactions. John has acted on some of the country's largest commercial real estate financing transactions involving some of Canada's marquee assets, including The Royal York Hotel, Bentall Centre (Vancouver), The St. Regis, Scotia Plaza, Bay-Adelaide Centre, The Atrium on Bay, and Aura. John's real estate finance practice focuses on both syndicated and bilateral secured lending transactions including revolving, term loan, and construction credit facilities. Canadian and international real estate investors benefit from John's experience with respect to the trading and financing of commercial real property, including office buildings, retail properties, industrial properties, multi-family residential developments, seniors housing, and hotel and resort properties. His clients include a mix of borrowers, banks, and private non-bank commercial mortgage lenders. His expertise concerning real estate investment structures, financing

structures, and land transfer tax planning results in transaction efficiencies and long-term savings for his clients

Career: Admitted to the Ontario bar (2002).

Personal: John has authored a number of articles and presents at Real Estate industry conferences and is a regular presenter at the Bennett Jones Academy.

VON HAHN, Thomas

Blake, Cassels & Graydon LLP, Toronto
+1 416 863 4333
tvh@blakes.com

Featured in Real Estate (Nationwide - Canada), Real Estate (Ontario)

Practice Areas: Thomas is co-practice group leader of the Real Estate group. He is a trusted adviser to pension funds and institutional and private investors in the acquisition and disposition of real property and mortgage portfolios. He has been active in the privatization and disposition of government assets throughout Canada. He has structured real estate joint ventures and partnerships and placed financing secured by real estate on behalf of both individuals and institutions.

Professional Memberships: Thomas is the Canadian delegate to the round-table of the Association of German Pfandbrief Banks (Verband deutscher Pfandbriefbanken). He is also an active member of the International Council of Shopping Centres.

WHITLOCK, Wayne R

Bennett Jones LLP, Calgary
+1 403 298 3331
whitlockw@bennettjones.com

Featured in Real Estate (Alberta)

Practice Areas: Acting for financial institutions and developers, Wayne Whitlock acts in restructuring and workouts of real estate loans, real estate lending and zoning and development approvals and the purchase and sale of condominiums, commercial and retail projects and real estate joint ventures and

partnerships. His clients include shopping centres, offices, hotels, golf course resorts, entertainment centres, condominiums and land development projects.

Career: Admitted to the Alberta bar, 1976.

Personal: In addition to his practice, Wayne participates in real estate restructuring and leasing transactions seminars and lectures at various learning institutions on political science, real estate law and business law. Wayne is a past chairman of the Canadian Bar Association Commercial Real Estate section. He is an honorary director of the Alberta Professional Golfers' Association, a director of Geary Market Investments Company, San Francisco, and chairman of the board for Hanzell Vineyards Ltd., Sonoma, CA.

WILSON, Edward L.

Lawson Lundell LLP, Vancouver
604.631.9148
ewilson@lawsonlundell.com

Featured in Real Estate (British Columbia)

Practice Areas: Real Estate
Career: Ed Wilson practices in the real estate and municipal law fields with a specialty in real estate development. Ed has assisted clients in such projects as: redevelopment of industrial sites to permit multi-family residential uses; heritage designation and density bonus-ing arrangements; rezoning and redevelopment of shopping centres; development of office and industrial parks; development of numerous condominium projects; development and marketing of strata title hotels; restructuring of strata corporation bylaws; purchase of abandoned mining towns; development of mine sites; subdivision of pulp mills and saw mills; assisting municipalities on the redevelopment of downtown urban centres; and commercial lease negotiations for a wide variety of tenants and landlords. Ed has been involved in large land assemblies,

subdivisions, bare land strata plans, air space parcels, real estate acquisitions, financings, sales, and structuring forms of ownership and transactions. Ed has provided advice to private proponents on public-private partnership matters particularly relating to medical infrastructure and transportation projects. Working closely with sellers, buyers, and developers, Ed is a trusted advisor in connection with property and development projects spanning a wide variety of commercial, residential, industrial, resort and financing matters. Ed also provides advice on environmental matters in connection with real property. He is one of the leading experts on strata corporation windups having completed a number of strata corporation windups as well as the first court approved windup in BC. Ed has been an active member of a number of committees over the years proposing changes to strata property law, including the BC Law Institute's committee that recommended changes to the Strata Property Act that allows for more the flexible rules facilitating windups. Ed has assisted clients on a number of energy related projects including cogeneration plants, run off river electrical generation plants, electrical transmission lines, and natural gas pipelines and LNG plants. Ed's expertise also includes advising clients on the development of standard form documentation in the real estate, strata management and mortgage broker fields and advising professional practicing in those fields. Ed is a member of the bar of British Columbia (1983).

Professional Memberships: British Columbia Law Institute - Board Member, Canadian Council for Public & Private Partnerships - Member, Mortgage Brokers Association of B.C. - Member, National Association of Industrial & Office Properties - Member, SPA - Strata Property Agents of British Columbia

- Associate Member, and Urban Development Institute - Member.

WITT, Michael B

Stikeman Elliott LLP, Calgary
(403) 266-9027
mwitt@stikeman.com

Featured in Real Estate (Alberta)

Practice Areas: Michael Witt is a partner in the Real Estate Group. He advises in relation to a broad range of real estate matters, including acquisitions, dispositions, financings, development projects, master-planned communities, joint ventures and various ownership structures, ground leases and property leasing.

WOLFSON, Shawn

Blaney McMurtry LLP, Toronto
416.593.3930

Featured in Real Estate (Ontario)

Practice Areas: Sought out as a dealmaker's real estate lawyer, Shawn Wolfson has been involved in some of Ontario's leading real estate projects, acting for local, national and international developers, lenders, investors, retailers, lessors and lessees. He has a wealth of experience drafting and negotiating complex purchase agreements, development-related agreements and easements, credit agreements and commercial leases, and combines his breadth of knowledge to serve his clients most effectively. In addition to his transactional work, Shawn often consults on the real estate aspects of litigation and on complex title and conveyancing issues and construction lien matters. With a background in business, accounting and finance, Shawn is deeply committed to understanding each client's individual concerns and structuring deals that complement business models and achieve objectives.

Career: Called to the Bar of Ontario, 2002

Professional Memberships: Law Society of Ontario Ontario Bar Association International Council of Shopping Centres (ICSC)