

## INDUSTRY

# Real Estate

Our real estate lawyers understand the complexities of the Canadian real estate market.



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Changing economic conditions and different tenant preferences are having a considerable impact on the commercial real estate market. Transformational shifts are taking place in how buildings are used, valued and transacted.

Increasing financing costs have made it challenging for real estate companies to raise capital and move projects forward. Construction and labour costs also have been on the rise. These factors have contributed to project delays and, in some cases, cancellations. Both lenders and investors have become more cautious in this environment. Some owners have taken their property off the market, awaiting more favourable conditions.

The focus of most tenants continues to be on flexible office space, including robust and versatile electronic and virtual connectivity to facilitate hybrid working arrangements while landlords prioritize environmental, social and governance (ESG) issues to meet regulatory and stakeholder demands. Real estate companies must have good processes in place to produce reliable data in these areas.

## How we can help

Osler's team of dedicated real estate lawyers and law clerks offer unparalleled knowledge and understanding of the complex needs of the Canadian market's retail, office, industrial, multi-res, hospitality, development and seniors housing sectors. We have the experience and the capability to successfully manage complicated, multi-property deals across Canada with multiple participants and lenders. The group has a wide range of domestic and international clients, including REITs, pension funds, manufacturers, retailers, institutional lenders, seniors housing operators, hospitality operators, developers and mortgage lenders.

We regularly work with teams from other groups in the firm, including capital markets, tax, alternative investment, corporate, construction, environmental, ESG, infrastructure, insolvency, artificial intelligence and litigation, allowing us to spot issues and collaboratively provide practical solutions. Osler has represented a diverse set of clients in litigation related to such areas as construction, franchising and real estate leasing.

Our clients increasingly need specialized help, whether with complex transactions, government funding initiatives, commercial lease disputes, bankruptcy matters, expropriations or planning and development matters. We are proud of our reputation as

successful negotiators and creative problem solvers who provide excellent service. The long-term relationships we build with our clients are based on trust and a thorough understanding of our clients' needs and the complexities of the Canadian real estate sector.

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## Areas of Focus

REITs Seniors Living and Healthcare Properties

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## Key Contacts



**Paul Morassutti**

Partner, Real Estate, Toronto

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## Awards and Recognition

- Recognized in Real Estate (Nationwide; Ontario; Alberta, Quebec).  
  
—**CHAMBERS CANADA: CANADA'S LEADING LAWYERS FOR BUSINESS:**
- Recognized in Property Development (Toronto, Ontario); Property Leasing (Toronto, Ontario).  
  
—**THE CANADIAN LEGAL LEXPERT DIRECTORY:**
- Recognized in Real Estate.  
  
—**LEGAL 500**