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# Robins Appleby & Taub

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BARRISTERS/SOLICITORS

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## Real Estate Services

### COMMERCIAL PROPERTY SERVICES

#### Purchases and Sales

We represent entrepreneurial and institutional investors in buying and selling both development and income-producing properties, such as:

- shopping centres
- office towers
- retail, industrial and commercial properties
- multi-unit residential buildings

We assist in creating and negotiating ownership structures which include:

- joint ventures
- ground leases

#### Leasing and Property Management

We act for all types of income property owners and managers:

- negotiating offer to lease/lease documentation for commercial, retail, industrial and office properties on behalf of landlords and tenants
- drafting and negotiating property management agreements
- preparing precedent project-specific as well as national forms of offers to lease and leases
- advising on all manner of lease defaults including receivership/bankruptcies of tenants
- advising multi unit residential building owners on Ontario's residential tenancy legislation

### CONSTRUCTION AND DEVELOPMENT SERVICES

#### Condominium Development

We guide condominium developers and their advisors - including surveyors, architects, property managers and project managers - through each phase of a project:

- advising on selection and negotiation of construction financing
- negotiating agreements with municipalities and adjoining owners
- arranging for and representing insurers for deposit insurance
- preparing condominium disclosure documents and agreements of purchase and sale
- completing interim and final closings of new condominium units
- arranging for condominium registration
- assisting clients to comply with the Tarion Warranty Corporation security requirements and warranty issues that arise from the sale of new condominium units

#### Construction Law

We handle all aspects of construction law for developers, contractors and lenders:

construction lien disputes

- construction lien trust actions



- negotiating and supervising construction contracts for both owners and contractors
- navigating the intricacies of Ontario's Construction Lien Act

**Land Servicing and New Home Construction**

Our land servicing and new home construction experience covers all stages, stakeholders and related issues:

- rezoning and draft subdivision approvals
- plan registration, including negotiations with municipalities and other government bodies to satisfy regulatory requirements
- participating in negotiation, sale and closing of serviced lots to builders
- representing new home builders in acquiring serviced lots from land developers
- obtaining financing for the construction of new homes and completing sales to the ultimate consumers
- assisting clients to comply with the Tarion Warranty Corporation security requirements and warranty issues that arise from the sale of new homes

**LENDING SERVICES****Financing**

We are on the approved list of lender's counsel for various financial institutions. We also act for a number of mezzanine and equity lenders. Our expertise in financing transactions includes:

- structuring and securitizing loans ensuring reasonable and adequate protection for lenders
- executing loan defeasance transactions
- structuring non-conventional financing vehicles, such as participating mortgages and limited partnerships
- arranging for syndication and servicing of large loans to other lenders

**Loan Recovery**

We are often sought out to prosecute or defend high-profile cases on behalf of institutional lenders. We have an excellent track record of bringing loan enforcement cases to speedy and successful conclusion. Working with our litigation group, we:

- vet existing security to evaluate enforceability
- restructure and renegotiate loans to enhance collectability
- enforce all forms of real and personal property security through private action, insolvency or receivership proceedings

**CONDOMINIUM CORPORATIONS**

We act on behalf of Condominium Corporations in respect of:

- Condominium lien enforcement
- declaration, by-law and rule/regulation enforcement
- general ongoing condominium advice