



REAL ESTATE LAW
WE KNOW





A TEAM OF LEADERS

REAL ESTATE LAW

AT BCF, OUR REAL ESTATE PROFESSIONALS UNDERSTAND AND SHARE YOUR PASSION. OUR KNOWLEDGE OF THE REAL ESTATE BUSINESS AND OUR LEGAL EXPERTISE ALLOW US TO PROVIDE YOU WITH VALUABLE ADVICE REGARDING ACQUISITIONS AND SALES, COMMERCIAL, INDUSTRIAL, RESIDENTIAL OR MIXED DEVELOPMENT, MANAGEMENT, NETWORK DEPLOYMENT, CONSTRUCTION, FINANCING AND LEASING.

Our main goal is to ensure your success. Regardless of the size or complexity of your transaction, we always take the time to understand your business and your needs so we can help you create and maintain the conditions necessary to achieve your strategic and financial goals. Our professionals know and understand the financial aspects involved in any real estate transaction.

Since your success is our success, we bring all our ingenuity, creativity, efficiency, intensity and passion to your project. At BCF we are leaders, just like you.

Our Clients

Our real estate law team acts on behalf of a broad range of clients in all types of commercial operations involving real estate assets, including:

- banks and other financial institutions
- governments
- hotel companies
- insurance and trust companies
- media and entertainment companies
- oil companies
- owners and managers of office buildings
- pension funds
- private, public and institutional investors
- real estate investment trusts (REIT)
- real estate promoters and builders
- restaurant chains
- retailers
- transportation companies

OUR EXPERTISE

Our professionals provide legal counsel and services relating to all aspects of real estate law, including the following:

Acquisition and Sale of Real Property

Taking transactions involving the acquisition and disposal of assets and immovable rights from the idea stage through to completion is the heart of our expertise. Once your goals are determined, our group provides you with tax advice and recommendations regarding the holding structure, whether it be in the form of a company, partnership, limited partnership, general partnership, trust or joint venture. Our team also conducts exhaustive title examinations as well as other due diligence relating to title matters, negotiates title insurance policies, ensures compliance with municipal by-laws, conducts the other studies commonly required for acquisitions, and drafts and negotiates preliminary and final agreements relating to your transaction.

Development and Management of Real Estate Projects

Our real estate law team does more than just efficiently look after all legal aspects of your real estate development project. It also provides you with sound advice on choosing a site and the advantages and disadvantages of your options; for example, we look at the presence of existing business competitors, the quality of the road network, the possibility of pollution being emitted nearby, the uses permitted by municipal by-laws, and the need to obtain rights of way and other servitudes (easements) required to operate a business on the site.

If your development project includes more than one phase, we will ensure that your decisions about the first one do not jeopardize subsequent phases in order to maximize the economic return of operating the site while eliminating potential legal problems. Whether they are involved in a commercial, industrial, residential or mixed development, our clients keep coming back to us for our proactive approach.

Mortgage Financing and Enforcement

Our clients rely on us to advise them wisely when they negotiate loans secured by mortgages (hypothecs). Our experience includes the development and implementation of complex real estate financing, transactions involving acquisition financing, project financing, interim financing and the development of insured and uninsured construction loans and mortgage loans. We have assisted banks and other financial institutions in developing standard loan contracts, security documents and other related documentation as well as to establish practices and guidelines relating to the granting of commercial mortgage loans. We regularly assist our clients in negotiating mezzanine debt, lower-ranked debt and other creditor arrangements.

In close cooperation with our litigation group, we also provide advice regarding the enforcement of mortgage security and other remedies available depending on your circumstances, and in particular in the context of bankruptcy and insolvency.

Commercial Leases

We represent land owners, building managers and tenants in connection with the drafting and negotiation of complex commercial leases as well as all aspects of landlord-tenant relationships. We negotiate sophisticated lease agreements to maximize your business goals. We also provide added value for our clients by offering services such as the preparation of model leases that form the basis for ongoing and future transactions.

Environment

Knowledge of environmental issues is essential in commercial real estate transactions. Whether such issues involve liability directly resulting from the exercise of industrial and commercial activities or the responsibilities of lenders, landlords, tenants, managers and directors, we advise you regarding compliance with all federal, provincial and municipal regulations and programs relating to the environment. We also help our clients comply with emission standards, obtain permits and certificates of authorization and negotiate agreements with individuals and government agencies with respect to the transfer or allocation of environmental risk, site decontamination and compliance with other regulatory requirements.

Network Deployment

BCF has a great deal of experience in the deployment of real estate networks through its understanding of vital operational issues which, for companies operating such networks, involve the protection of rights of ownership, superficies and rights of way necessary to provide their services. Our clients, some of which are at the forefront in the telecommunications business in Canada, call upon the expertise of our real estate law team to draft and negotiate permits, servitudes (easements), superficies and all types of agreements with land owners and third parties.

Multidisciplinary Approach

BCF uses a unique multidisciplinary approach to provide you with innovative and strategic advice for every transaction. Our real estate law team works closely with our firm's other professionals when expertise in any of the following areas is required:

- banking and financing law
- bankruptcy, insolvency and restructuring
- civil and commercial litigation
- commercial and corporate law
- cross-border transactions
- domestic and international taxation
- environmental law
- intellectual property
- mergers and acquisitions
- realization and enforcement of security
- securities

Our many areas of practice are an indication of the broad scope of our expertise. However, the synergy created by the members of these practice groups is what truly defines our ability to efficiently manage the complex matters entrusted to us.

NOTHING BUT THE BEST

Exceptional Service

BCF is committed to providing you with exceptional service. We are known for being able to effectively solve your problems and for our ability to anticipate your needs.

The professionals on our real estate law team will ensure that your transactions are carried out successfully, on time and at a reasonable cost. You can be certain that your interests will be understood and protected.

You are the foundation of our practice. We appreciate and acknowledge the trust you place in our firm. To learn more about our real estate law practice, our professionals and their publications, please visit our web site at www.bcf.ca.

Our Firm

BCF was founded out of a need for the practice of law to adapt to the changing world of business. Since the firm's inception, we have helped business people unlock their potential by challenging conventional thinking, finding better solutions and providing exceptional service.

At BCF we have developed a different approach that puts people before business – people such as visionaries and leaders. As our client, you will be surrounded by a multidisciplinary team of professionals which responds to your individual needs and excels through its proactive, efficient and supportive approach.

With offices in Montréal and Québec City, BCF is comprised of more than 120 professionals who specialize in all aspects of business law. Our top-quality service, high ethical standards and creative spirit set us apart. We are not only experts in law, we are your right hand—your true partners. It is this approach that has made BCF the go-to firm for business people.

International Alliances

BCF's reputation earned it an invitation to join the ranks of the prestigious international organization Meritas Law Firms Worldwide. Membership in this association represents a clear advantage for our clients, whose success extends beyond borders.

It also means that every BCF client can rely on the expertise of more than 200 firms in some 60 countries, all front-line partners dedicated to practising business law according to the most stringent standards. Whether in Canada or around the globe, you are assured to benefit from the services of an international-calibre firm.

To learn more about Meritas Law Firms Worldwide, please visit their website at www.meritas.org.

YOU NEED TO KNOW HOW TO CHOOSE YOUR LAW FIRM



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