



Sylvie Samson

Partner

Office

Montréal

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Expertise

Corporate
Commercial Real Estate

Bar Admissions

Québec, 2014
Ontario, 2014

Clients turn to Sylvie for her pragmatic and solutions-based approach to commercial real estate matters.

Sylvie advises public and private clients on the full range of commercial real estate transactions, including acquisitions and dispositions, project development and joint ventures. Clients ranging from high-profile REITS to pension funds, as well as real estate developers and managers, rely on her extensive legal and market knowledge. Sylvie has particular expertise in negotiating and drafting agreements and in all aspects of commercial condominiums.

Sylvie serves on the Governance Committee of the Urban Development Institute of Québec.

REPRESENTATIVE WORK

The Bidvest Group Limited

Acting for The Bidvest Group Limited, a South African publicly-traded company, in its acquisition of 100% of Citron Hygiene LP, a provider of washroom hygiene products and services in the U.S., Canada and UK, from Birch Hill Equity Partners and other investors.

Cominar Real Estate Investment Trust

Acted for Cominar Real Estate Investment Trust with the sale of a property located at 975 St-Joseph Blvd. in Gatineau, Québec, to the City of Gatineau.

Fonds immobilier de solidarité FTQ

Acted for Fonds immobilier de solidarité FTQ with the acquisition of Groupe Sélection's entire interest in the historic site District des Brasseurs (former Molson Brewery), and the subsequent sale of a portion of such interest to Montoni, making FTQ and Montoni equal owners of the property.

Ivanhoé Cambridge Inc.

Acted for Ivanhoe Cambridge Inc. in (i) its sale of an undivided 50% interest in the Place Laurier Québec (comprising of the shopping centre, Édifice Champlain and Tour Frontenac) located in Québec City to Douville, Moffet & Associés and (ii) the creation of a strategic partnership with Douville, Moffet & Associés to each take part in the accelerated redevelopment and the densification of such site. Place Laurier Québec has the highest municipally assessed value in Québec City.

Cominar REIT

Acted for Cominar REIT, one of Canada's largest diversified real estate investment trusts and the largest commercial property owner in Québec, in its C\$5.7-billion sale to Iris Acquisition II LP, which is an entity created by a consortium led by Canderel Real Estate Property Inc., one of Canada's largest privately held real estate companies.

Habitations Trigone Inc.

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Acted for Habitations Trigone Inc. in the sale of its partners' two-thirds ownership and Trigone's sale of its one-third interest in a 30-property apartment portfolio in Montréal to Centurion Apartment REIT. This sale represents the largest single multi-family transaction to date in Québec.

Montoni Group

Acted for Montoni Group in its acquisition from and leaseback to Grass Valley Canada Partner ULC, as well as its partnership with Nicola Value Add Real Estate Limited Partnership and financing of an industrial property located at 3499 Douglas-B.Floreani Street, Montréal.

Minto Apartment REIT

Acted for Minto Apartment REIT in the purchase of a 20-storey, 261-multi-residential units, apartment building located in downtown Montréal, as well as the property financing. The centrally located property is near the Université de Montréal, McGill University, three major hospitals and the Côte-des-Neiges metro station. Le Hill-Park is also close to the Minto Apartment REIT's existing Rockhill, Haddon Hall and Le 4300 properties.

Brivia Group Inc.

Acted for Brivia Group Inc. in its acquisition from RioCan and Harden Group, as well as its partnership for financing and its development, of the LaSalle Carnival Centre, a 646,000 sq. ft. (60,000 sq. m.) land located in the borough of LaSalle, Montréal. Brivia Group has announced its intention to redevelop the land into a mixed-use, multi-phase transit-oriented real estate project.

First Capital Realty Inc.

Acted for First Capital Realty Inc. in the acquisition and sale of its shopping centres in the province of Québec, including the sale of its entire Québec City portfolio to Trudel Alliance for approximately \$165 million. The portfolio comprises seven shopping centres with 28 buildings in the Québec City area, including Carrefour Soumande, Galeries Charlesbourg, Place Seigneuriale, Place des Quatre-Bourgeois, Place Naviles, Carrefour St-David and Les Promenades de Lévis. It also includes megacentres, shopping malls and shopping centres.

RECOGNITIONS

Chambers Canada: Canada's Leading Lawyers for Business—Real Estate: Québec

The Legal 500 Canada—Real Estate (Next Generation Partners)

The Canadian Legal Lexpert Directory—Property Leasing

Best Lawyers: Ones to Watch—Real Estate Law (2022)

The Best Lawyers in Canada—Real Estate Law

Sovereign's Medal for Volunteers

University of Ottawa Faculty of Law—University Gold Medal

INSIGHTS

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Strategic Day on Real Estate and Urban Development, “Bâtir l’avenir : La mise en place d’un fonds d’investissement immobilier”; Montréal, QC
Sept. 23, 2024

Co-chair, OpenForumOuvert Communications, Journées stratégiques sur les baux commerciaux; Montréal, QC
May 13, 2024

John Molson Executive Centre, “Real Estate Law”; Montréal, QC
May 02, 2024

OpenForumOuvert Communications, Journées stratégiques sur les baux commerciaux, “Les baux industriels : stratégies de location à court, moyen et long terme”; Montréal, QC
May 15, 2023

Co-Chair, OpenForumOuvert Communications, Journées stratégiques sur les baux commerciaux; Montréal, QC
May 15, 2023

« Deux ans de pandémie : quels lendemains pour l’immobilier commercial? »,
co-author
May 19, 2022

Strategic Days on Commercial Leasing, “Le redéveloppement et le repositionnement d’une propriété par un bailleur: impacts d’affaires et juridiques sur le locataire”; Montréal, QC
May 10, 2022

Moderator, Urban Development Institute of Québec, Young Ambassadors Network, “Emerging Proptech Shaping the Future of Canadian Real Estate”;
Webinar
May 27, 2021

Moderator, Urban Development Institute of Québec, Young Ambassadors Network, “Perspectives du marché du bureau”; Webinar
Nov. 25, 2020

Changes to the Divided Co-ownership Regime in Québec: Impact on Real Estate Developments
Dec. 19, 2019

EDUCATION

University of Ottawa, JD (Summa Cum Laude), 2013
University of Ottawa, LLL (Summa Cum Laude), 2012

BOARD MEMBERSHIPS

Little Brothers Foundation
L’Unité de travail pour l’implantation de logement étudiant (UTILE)

COMMUNITY INVOLVEMENT

Urban Development Institute of Québec, Governance Committee

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CREW M, member

Montréal Real Estate Foundation for Kids, founder of the Ambassadors Committee

TEACHING ENGAGEMENTS

Instructor, John-Molson School of Business and IDU Institut de développement immobilier, Real Estate Management Certification Course, 'Real Estate Law'; Montréal, QC; March 23-24, 2023, May 2-3, 2024