Cassels

Andrew Salem

Partner

Contact Information

416 860 6762
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Office

Toronto

Expertise

- Real Estate & Property Development
- Energy
- Municipal, Planning & Environmental
- Universities & Colleges
- Construction & Infrastructure

Biography

Andrew Salem* is a partner in the Real Estate & Development Group at Cassels. Andrew practices in the areas of commercial real estate, property development and commercial leasing. He represents clients on all aspects of real property purchases and sales and financing transactions, with a specialization in transactions relating to development projects. He also has a very active commercial leasing practice, acting for both landlords and tenants on all types of leasing transactions. Andrew has acted for a wide range of clients, including property developers and investors, federal and provincial government agencies, municipalities, universities, financial institutions, restaurant and retail chains, energy companies, large manufacturers, railways and many others.

Andrew's representative experience includes:

Purchases, Sales, Financing and Joint Ventures

- Acting for property owners and developers on all aspects of commercial real estate acquisitions, dispositions and financing transactions
- Acting for developers of multi-phase and mixed-use projects, including land assembly, financing, municipal agreements, *Land Titles Act* applications, joint venture/co-ownership agreements and management agreements
- Representing clients on all aspects of joint venture arrangements and agreements for the ownership and development of property
- Acting for owners and developers in connection with development management agreements, cost sharing agreements, reciprocal easements and municipal agreements
- Advising on land transfer tax aspects of commercial real estate transactions

Commercial Leasing

- Representing landlords and tenants on commercial lease transactions (including letters of intent, offers to lease, leases and related agreements) for retail and shopping centre sites, including construction and development aspects for new-build lease

transactions
- Acting on ground leases and subleases for mixed-use development projects
- Acting for landlords and tenants in connection with leases, subleases and related agreements for hotel sites and sports and entertainment complexes
- Acting for universities (as both landlord and tenant) in connection with leasing and licensing matters for office, retail, institutional and laboratory-related uses
- Advising on lease-related matters arising from COVID-19 impacts, including rent deferral agreements, rent reduction agreements and applicable legislative changes and government assistance programs

**Services provided through a Professional Corporation*

Achievements

- *Best Lawyers in Canada* (Real Estate)
- *Chambers Canada* (Real Estate)
- *Canadian Legal Lexpert Directory* (Property Development)

Client Commentary

- "Andrew Salem is plugged into the market and has very good insight into current market trends and what is relevant to us." – *Chambers Canada (Real Estate)*
- "Andrew Salem has the ability to balance comprehensive legal insights with practical, business-minded solutions." – *Chambers Canada (Real Estate)*
- "Andrew does an outstanding job of understanding and balancing the needs of my business with the practicality of the legal system. He is an adviser and problem solver, not just a content expert." – *Chambers Canada (Real Estate)*

Recent Representative Work

- Fengate Invests in Sweets from the Earth
- Victoria Park Community Homes Closes $96 Million Financing and $108 Million Design-Build Contract for Affordable Housing Project
- Revive Superfoods Acquires Natura Market Ecommerce Platform from Foodtastic and Freshii
- Bio Pharma Acquired by HEALWELL for Consideration of up to $15

Cassels

Million
- Wavecrest Growth Partners Invests in Cardata Consultants

Insights

- Power Surge: Legal Landscape of Data Centre Development in Canada

Pro Bono & Community Involvement

- Dorothy Ley Hospice, Former Board Chair

Education / Bar Admissions

- LL.M., Osgoode Hall Law School, 1999
- LL.B., University of British Columbia, 1994
- Ryerson University School of Urban and Regional Planning, 1989–1991

- Ontario, 1998

Associations

- Building Industry and Land Development Association (BILD)
- International Council of Shopping Centres (ICSC)
- Commercial Real Estate Development Association (NAIOP)
- Ontario Bar Association, Real Property, Natural Resources and Energy, and Municipal Law Sections