



Sarah Jones

Partner

Commercial Real Estate Law

604 891 7741

sjones@cwilson.com

Profile

Real estate has been instrumental in making Vancouver the burgeoning world city it is today, and developers have been instrumental in building the very foundations of where we live, work, come together and enjoy life.

Sarah is pleased to be a part of these contributions by representing clients in the commercial real estate sector. Sarah admires the dedication and pride our clients put into their work and our community.

Work Highlights

SOCO by Anthem

- > Negotiated rezoning and subdivision documents with the City of Coquitlam relating to a master planned urban mixed use community. This project is expected to comprise of five residential towers ranging from 23 to 44 storeys, a six-storey rental building, office space, retail space and a daycare.

The Vancouver Fraser Port Authority

- > Successfully completed multi-parcel land exchange with a variety of parties for the Deltaport Terminal Road and Rail Improvement Project

SOCO by Anthem

- > Negotiated rezoning and subdivision documents with the City of Coquitlam relating to a master planned urban mixed use community. This project is expected to comprise of five residential towers ranging from 23 to 44 storeys, a six-storey rental building, office space, retail space and a daycare.

Additional work highlights below

Sarah provides strategic legal advice based on which clients can make timely decisions. She tailors her service to focus on the big picture and what is practical for clients from a business perspective.

Services

- > Strata-titled residential, commercial and mixed-use projects in Vancouver, Richmond, Burnaby, North Vancouver, New Westminster, Surrey, Delta, Coquitlam, Port Coquitlam, Pitt Meadows, Kelowna, and Whistler
- > Negotiation and preparation of purchase agreements and development agreements, including easements, statutory rights of way, and covenants
- > Municipal approvals, including subdivisions, rezoning, road dedications, and servicing arrangements
- > Acquisitions and dispositions of all commercial properties, including development sites and income properties
- > Advice on all aspects of the Real Estate Development Marketing Act
- > Air space subdivisions
- > Contaminated-site municipal approvals
- > Foreign-condominium and mixed-use project marketing within BC
- > Leases of office and retail properties, including commercial strata lots

Chairing the Urban Development Institute's Women of UDI Committee gave Sarah the unique opportunity to better understand the most important issues to the real estate industry. This ear to the ground gives Sarah a better understanding of client priorities and how best to meet them in an ever-changing market.

An example of this industry transformation can be found in the frequent changes under the EMTAG START Real Estate Development Marketing Act to EMTAG END. Sarah is alert to changes in the law, which allows her clients to be proactive rather than reactive when adjusting their businesses, so that legislative and common law changes do not hinder their operations.

Sarah's father was an architect, so she grew up around real estate—it has always been a part of her life. In fact, she worked at his office while in university and was able to experience the development industry from a different perspective. Practicing in commercial real estate is a natural fit for Sarah after visiting so many development sites as a child with her father.

Sarah loves the fact that with development work, she can see a project all the way through, from negotiation to site acquisition to consolidation to rezoning to marketing and, eventually, to community building. Real estate development is a tangible industry that contributes to our province's sustainability, and Sarah feels privileged to be helping clients achieve success working within it.

Credentials

Awards & Distinctions

- > Best Lawyers® in Canada, Real Estate Law, 2021-2025, Municipal Law, 2024-2025
- > Chambers Canada, Ranked Lawyer, Real Estate, 2025
- > Canadian Legal Lexpert Directory®, Repeatedly Recommended Lawyer, Property Development, 2022

Industry Involvement

- > Canadian Bar Association Women Lawyers Forum, Mentor, 2017
- > Canadian Bar Association Commercial Real Estate Subsection
- > Canadian Bar Association UBC Law Student Mentor, 2019-2020
- > Urban Development Institute Pacific Region Legal Issues Committee, Member
- > Urban Development Institute Pacific Region Education Committee, Former Member
- > Urban Development Institute Pacific Region Women of UDI Committee, Past Chair
- > Urban Development Institute Pacific Region U40 Committee, Former Member
- > CREW Network (Commercial Real Estate Women)
- > NAIOP, Commercial Real Estate Development Association

Community Commitments

- > Allard School of Law Alumni Magazine Advisory Board
- > Strata Council Chair of a self-managed Strata Corporation
- > BC Cancer Foundation Ride to Conquer Cancer Pit Crew volunteer, 2011

Education & Call to Bar

- > Leadership in Law Firms Certificate, Harvard Law School, 2022
- > Call to Bar: British Columbia, 2006
- > Bachelor of Laws, University of British Columbia, 2005
- > Bachelor of Arts (First Class), University of British Columbia, 2002

External Publications & Presentations

- > "The Land Owner Transparency Act And Other Real Estate Topics", KPMG Real Estate Webinar Series, KPMG, May 2021
- > "REDMA And Disclosure Statements Roundtable", Real Estate Development Update 2021, Continuing Legal Education Society of BC (CLEBC), April 2021
- > UNDRIP in BC: Business Impacts and Opportunities, Continuing Legal Education Society of BC (CLEBC), January 2020
- > Advanced Topics in Real Estate: Disclosure Statement Panel Member, Continuing Legal Education Society of BC (CLEBC), October 2016
- > Tax likely to have little effect on condo sales: Vancouver realtors, Vancouver Sun, June 25, 2016
- > Real Estate Fundamentals for Lawyers, Continuing Legal Education Society of BC (CLEBC), 2014

Additional Work Highlights

Kings Crossing, Cressey Development Group

- > Negotiated rezoning and subdivision documents with the City of Burnaby for a complex development with multiple strata corporation towers above a shared commercial podium and parkade facility

Bucci Development Limited

- > Negotiation of agreements with the British Columbia Transportation Financing Authority relating to the integration of the Surrey Langley Skytrain to development properties

Orchid, Beedie Living

- > Prepared Disclosure Statement and negotiated development covenants with City of Richmond

BC Indigenous Housing Society

- > Negotiation of development agreement and long-term lease with the City of Vancouver

Arbutus Ridge, Cressey Development Group

- > Negotiated air space easement, covenant, and statutory right of way agreement with City of Vancouver and successfully completed air space subdivision

Meccanica, Cressey Development Group

- > Prepared the Disclosure Statement for a multi-unit mixed residential and commercial use development in Vancouver

Seylynn Village, Denna Homes

- > Prepared Disclosure Statement and complex easement, statutory right of way and cost-sharing agreements for a multi-tower development including an integrated parkade, shared amenity structure, municipally-owned component, and rental housing

Tudor House, Formwerks Boutique Properties

- > Advised on the consolidation and financing and deposit protection insurance facilities for a residential development in Vancouver

Harbour Centre Complex Ltd.

- > Preparation of office and retail leases