

STÉPHANIE BEAUREGARD

Bar: QC 1993

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At Delegatus since 2010



With over 25 years of experience in commercial real estate, I am able to identify easily the core issues and obtain balanced results that comply with the industry's best practices.

Biography

Ms. Stéphanie Beauregard is an active member of the commercial real estate sector, with a focus on property leasing covering a wide array of facilities, such as office buildings, shopping centres, industrial properties —technology and logistics, air cargo and rail freight installations, telecommunication and data centre facilities, and multi-use developments. During her career, she has concluded over 1,000 leasing transactions and has taken part in dozens of sales, acquisitions and sale-leaseback agreements.

As an external legal advisor and in-house counsel, Stéphanie collaborates closely with industry-leading real estate management and asset management teams, including pension funds, REITS, financial institutions, and private developers and real estate managers. She assists companies in performing their due diligence, including letters of intent, purchase offers, offers to lease, offers to sublease, lease assignments, change of control, lease agreement analysis, lease abstracts, lease registration and preparation and review of estoppel certificates.

Areas of practice

- Real estate

In-house experience

Since joining Delegatus, Stéphanie has acted as “in-house outside counsel” for various industry leaders, including real estate managers and financial institutions.

Experience in private practice

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Education

- LL. L., Law, University of Ottawa | 1990
- Master's degree, Legal History, Université Panthéon-Assas-Paris 2 | 1991

Professional affiliations and community involvement

- Stéphanie has developed a vast network of collaborators in Québec and elsewhere in Canada, including major market stakeholders, owners and space users, as well as professional real estate brokers specialized in large-scale commercial transactions, architects, engineers, notaries, appraisers, etc.
- She is a member of the Urban Development Institute of Quebec (UDI).

Awards and distinction

- Recognized in the Commercial Leasing Law category by The Best Lawyers in Canada™ Directory | Since 2015
- Designated as one of the key players in the field of commercial real estate (*Incontournables de l'immobilier commercial*), by *Premières en affaires* | 2015

Conferences and publications

Stéphanie has been sought-after as a speaker in the field of commercial real estate for more than 10 years:

- Co-Chair of the 2020 **Montreal Real Estate Strategy & Leasing Conference**, Informa Canada, and co-animator or panelist during the same series of annual conferences (2008 to present date)
- Responsible for the legal portion of a training session for the **Quebec CPA Order: Bail immobilier commercial – Incidences financières, opérationnelles et juridiques** (with Martin Santerre, CPA). Brossard, Laval, Québec City | 2019-2020
- Panelist at the **Journées stratégiques sur les baux commerciaux: Negotiating specialty leases**, Open Forum Ouvert, Montreal, Quebec | 2018
- Panelist at the **ICSC Canadian Law Conference**, You've Got Questions; We've Got the Answers! Toronto | 2016
- Panelist at the **Toronto RealLeasing Conference**, Creating the perfect lease and closing the transaction: what are the key potential issues and how can they be resolved? Toronto, Ontario | 2013
- Speaker at various conferences organized by Les Éditions Yvon Blais, Montreal, Quebec City, Laval | 2010, 2011, 2015
- Roundtable co-chair at the **ICSC Canadian Law Conference**, Two points of view - Common Law vs Civil Law: Changes to the common areas - Balancing the landlord's need for flexibility and the tenant's expectation of status quo (in collaboration with James D. Piers, Fasken Martineau), Toronto | 2007

She has also published several articles, including the following:

- Un nouveau regard s'impose : revampez vos baux commerciaux pour refléter la jurisprudence récente, Stéphanie Beauregard, Le bail commercial – Collection Blais 2015, volume 23.
- L'offre de location à la lumière de la jurisprudence récente : clauses essentielles et écueils à éviter, Stéphanie Beauregard, Le bail commercial - Collection Blais 2011, volume 9.

- Les baux commerciaux : comment maximiser leur impact positif sur la valeur marchande d'un immeuble?, Stéphanie Beauregard and Andréanne Lavallée, Droit immobilier - Collection Blais 2010, volume 5.

Stéphanie has also published over 25 articles on the Edilex law blog, for which she established and coordinated the real estate law section for many years.