PALLETT VALO LLP
Lawyers



"A seasoned real estate practitioner who gets the deal done."

Alan Kay

Partner

Follow on LinkedIn

289.805.4157

Email

Alan Kay's practice focuses on commercial real estate, commercial leasing, corporate and commercial law, business acquisitions and sales, and business successions.

With over 30 years of experience, Alan acts for buyers, sellers, and institutional and private lenders in all matters relating to commercial real estate. In addition, he assists commercial landlords and commercial tenants with the drafting of leases for industrial premises, offices, mixed-use premises, strip malls, and both large and small retail spaces.

Alan is experienced in searching, researching, and dealing with complex real estate title issues.

Business organizations and structures from sole proprietorships, partnerships, limited partnerships, sole-shareholder corporations, professional corporations, to family businesses, can turn to Alan for advice and drafting of shareholder and partnership agreements.

His clients include the full spectrum of businesses from small and medium-sized enterprises, small retailers, large chain stores, to import-distributors, large corporations, and municipal corporations.

Furthermore, he acts for buyers and sellers in the sale of businesses, both in relation to asset and share purchases. He also acts in corporate reorganizations, estate freezes, and business successions.

Alan is skilled at negotiating, reviewing, and drafting a vast myriad of real estate and commercial agreements, including co-ownership, joint-venture, property maintenance, license, loan, and security agreements, restrictive covenants, and license agreements, easements, restrictive covenants, and leases.

His knowledge from years in the practice of real estate, corporate, and trust law, combined with his experience and thorough grasp of accounting, tax, and management concepts, along with his drafting skills, enable Alan to tailor-make his advice to suit his clients' business objectives.

Expertise

- Business Law
- Commercial Real Estate
- Business Structuring and Succession Planning
- Commercial Agreements
- Commercial Leasing
- Commercial Mortgages
- Corporate Finance
- Corporate Governance
- Corporate Reorganizations
- Equipment Leasing
- Joint Ventures
- Mergers and Acquisitions
- Mortgage Enforcement
- Mortgage Remedies
- Partnership Agreements
- Real Estate Disputes
- Real Estate Financing
- Secured and Unsecured Transactions
- Severance and Consent Applications
- Shareholders Agreements

Industries

- Banking
- Land Development

Education

B.Comm., Saint Mary's University (1988)
M.B.A., York University (1992)
LL.B., Osgoode Hall Law School (1992)

Called to the Ontario Bar, 1994

Memberships

- Member, Law Society of Ontario
- Member, Canadian Bar Association
- Member, Ontario Bar Association

Publications

- Ontario Introduces New Liability for Commercial Landlords for Tenants' Illegal Drug Activity November 2026
- Exclusive Use Clauses and the 2024 Competition Act Amendments: A Technical Guide to Sections 90.1, 78 and 79, Standing, and Tribunal Remedies September 2026
- Exclusive Use Clauses in Commercial Leases: Risks and Drafting Guidance After the 2024 Competition Act Amendments September 2026
- Review Title Before Drafting, Advising on Long Term Lease March 2026
- Navigating Land Acquisition and the Addition to Reserve Process for First Nations Communities December 2025
- When Is Rent "Rent"? – Ontario Court of Appeal Narrows Definition of "Rent" Under the Real Property Limitations Act June 2025
- Ontario Court of Appeal Provides Guidance on Derivative Actions for Limited Partners July 2024
- Right To Repair Under an Easement Is Not an Obligation To Repair July 2024
- Pallett Valo Welcomes Six Partners January 2024
- Court of Appeal Upholds Power of Sale Safe Harbour Protection August 2022
- Alan Kay Joins Pallett Valo's Commercial Real Estate Practice March 2021
- When Is It Too Late to Arbitrate? February 2022
- Ray Mikkola Authors a "How To" Guide on Condominium Development in Ontario December 2021
- Is a Text Message a Valid "Signature" Under the Law? A Recent Decision Says Yes June 2021
- Court Sets Aside Power of Sale Transfer to Good Faith Buyer May 2021
- Remote Signing and Witnessing of Wills – What Is Legally Permitted? May 2021
- New Real Estate Senior Counsel for Pallett Valo March 2021

Other Publications and Presentations

- Panelist, Deal or No Deal: Ethical Dilemmas in Transactional Practice, 2025 APRL Annual Meeting, Association of Professional Responsibility Lawyers – August 2025
- Presenter, What's New in Real Estate Law: Serving the Family, OBA Institute – February 2022

Pallett Valo LLP will, upon request, provide this information in an accessible format.

GGi INDEPENDENT MEMBER