

TANNIS ALLISON WAUGH

Barrister and Solicitor, Certified Specialist in Real Estate Law

35 Dovercourt Road, Toronto, ON M6J 3C2

Main: 416.533.2996 x1

tannis@waughfirm.com



SUMMARY

Leadership

Principal lawyer of a solicitor's practice for 20 years, managing staff, clients, tenants, and business development partners. President of Hostelling International Great Lakes, 2004-2005. Former Co-Chair of the Real Estate Basics/Refresher/Fundamentals 2017-2024. Current Co-Chair of the 8 Minute Real Estate Lawyer for the Law Society of Ontario 2024-present. Sponsor of the Waugh & Co. Real Estate Award for the highest mark in real estate law at the University of Ottawa 2025-present.

Advocacy

Advocacy through the Working Group on Lawyers and Real Estate and the Toronto Lawyers Association focusing on: compliance and technology, mentorship and core competencies. Led a Toronto Lawyers Association advocacy initiative on the role of the independent lawyer in real estate transactions in 2011.

Education

Over 12 years of education for lawyers through articles and speaking engagements in substantive practice areas, professional responsibility and modernization. Past member of an advisory working group for the LSO on core competencies. Educator for the TMU Certificate program in Real Estate focusing on professional responsibility and fraud. Writer and updater of two modules of the Bar Admission Materials 2024-present.

Mentorship

Over 10 years of mentorship including: an OBA mentorship initiative for lawyers in 2016 and mentorship assistance through the LSO. Speaker for the real estate course at Osgoode Hall on starting a real estate practice 2015-2019. Member of a sub-committee of the Working Group on Lawyers and Real Estate. Co-produced a mentorship initiative through the WGLRE addressing core competencies, 2020-present.

Technology

Focusing and directing a solicitor's practice to be more technologically relevant based on client needs and compliance requirements. Education for lawyers on modernization, fraud and security mitigation and compliance. This includes: the impact of technologies on real estate in the absence of regulation, recommendations for technological innovations in private practice for modernization, the implementation of a digital cryptocurrency policy, fraud and cybercrime education and consulting for legaltech providers.

EDUCATION AND CERTIFICATION

2018 Certified as a Specialist in Real Estate by the Law Society of Ontario

2003 Bar Admission Course

Member in good standing of the Law Society of Ontario

2002 University of Ottawa, Ottawa, ON

J.D. Recipient of the Stikeman Elliot/Carswell National Tax Award

1999 Carleton University, Ottawa, ON

B.A. (High Honours) Legal Studies with a Concentration of Criminology and Criminal Justice

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PROFESSIONAL HISTORY

Waugh and Co. Professional Corporation (formerly Tannis A. Waugh, Barrister and Solicitor and Tannis A. Waugh Professional Corporation) Barrister and Solicitor
(2006-present)

Practicing in real estate, estate planning/administration corporate and as a small firm practitioner with an emphasis on modernizing the traditional solicitor's practice.

Real Estate

Standard residential freehold and condominium purchases and sales, title transfers (inter-spousal, inter-familial), refinances, mortgage assumptions, private mortgages, co-ownership agreements, title opinions, title corrections, solicitor's negligence opinions and commercial and residential leasing.

The practice also serves a diverse range of clients with a specialty in high-conflict real estate transactions in family and estate litigation including:

- expert opinions:
 - solicitor's negligence; and
 - transactions and real estate issues in the context of litigation;
- separate representation sales;
- advice to litigation counsel on preservation of property and deal structures; and
- transactions pursuant to negotiated settlements or court orders.

Estate Planning/Administration/Estate Trustee During Litigation

Providing clients with basic to intermediate level estate planning including: wills and powers of attorney, estate advice and administration.

Specialty in estate conveyancing and preservation of property advice to both clients and estate litigators.

Acting as an Estate Trustee and an Estate Trustee During Litigation, particularly in estates which require properties to be sold.

Corporate

Providing clients with basic corporate services including: incorporations, partnership agreements, service contracts, shareholder's agreements and asset and share transactions.

Jordan Battista LLP (formerly Watson Jordan Battista)

Associate lawyer (2003-2006)

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Practicing as an associate lawyer in real estate/corporate/estate planning/employment/immigration with a focus on real estate.

MEMBERSHIP

Condominium Sub-Documents Committee of the Working Group on Lawyers and Real Estate (2012-present)

Creating and promoting precedent materials for condominium transactions as a resource for all Ontario real estate lawyers which include: a resource guide to condominium transactions, a chart of identifiable components of each transaction setting forth minimum review standards and precedent reports for status certificate reviews and transactions.

Toronto Lawyers Association – Education Committee (2016 – 2019)

Creating, organizing and where required, moderating and/or presenting the “Boardroom” Continuing Professional Development Programs. Chairperson of the Real Estate Nutshell – a yearly continuing education program on topical real estate issues. Other programs include: setting up a practice, multi-disciplinary tax issues and the organization and planning of “Real World Ethical Problems.”

Toronto Lawyers Association – Trustee (2010-2015)

Representing the real estate solicitor’s perspective of Toronto lawyers and participating in a variety of programs and advocacy work geared towards Toronto lawyers which included: advocacy on real estate related issues, developing and presenting continuing legal education programs, fundraising initiatives, awards programs, providing input on policy-related positions of the TLA and governance.

MEDIA COVERAGE

“Your cheque is in the electronic mail: Inside the murky – and perilous – world of real estate wire transfers” (Bob Aaron) *The Toronto Star* (December 15, 2025)

“Want to Add a Child to Title to save Probate Tax? Here’s Why That’s a Bad Idea” (Bob Aaron) *The Toronto Star* (April 21, 2025)

“A homebuyer should know if they – or their lawyer – will get the title insurance referral fee” (Bob Aaron) *The Toronto Star* (September 1, 2021)

“Title Insurance referral fee could become ‘greatest argument’ against self-regulation, says lawyer” (Aidan McNabb) *The Law Times* (August 2021)

“Regina condo corporation invests in Bitcoin, but experts warn of risks” (Tara Deschamps) *The Canadian Press* (March 17, 2021)

“Court of Appeal firmly anchors lakefront lot boundaries on original Crown conveyances” (John Schofield) *The Lawyer’s Daily* (August 28, 2020)

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"Don't do it: Four things to know before buying real estate with bitcoin" (Nicole Gibillini) *BNN Bloomberg* (March 2, 2018)

"Business partnership turned into a nightmare for Toronto bar owner" (Shannon Kari) *The Globe and Mail* (February 2, 2017)

ARTICLES AND PAPERS

Through the Looking Glass: Wire Delays and the Application of "Time of the Essence" Law Society of Ontario, 8 Minute Real Estate Lawyer (Co-Chair and Presenter) (November 2025)

"To Be or Not to Be: The Question of Gratuitous Transfers in *Jackson v. Rosenberg*" Law Society of Ontario, The Real Estate Summit (Presenter) (April 2025)

"Endorsement 7 of Your LAWPRO Policy and Why You Should Care About It" Law Society of Ontario, The Eight Minute Real Estate Lawyer (November 2024)

"The Intersection of Family and Real Estate" Law Society of Ontario, Family Law Summit (March 2023)

"Communication and Succession Planning" Law Society of Ontario, Real Estate Refresher (December 2022)

"Be Cautious about Cautions" Law Society of Ontario, The Six-Minute Real Estate Lawyer (November 2022)

"Inter-Spousal Transfers" Law Society of Ontario, The Real Estate Summit (April 2022)

"When the Litigator Comes Knocking: Preservation of Property Strategies" Law Society of Ontario, The Real Estate Summit (April 2021)

"I'm Late, I'm Late for a Very Important Date! Time *is* of the essence" Law Society of Ontario, Safeguarding Real Estate Transaction 2019 (November 2019)

"Laneway Housing: It's Up Our Alley" Law Society of Ontario, 6 Minute Real Estate Lawyer 2019 (November 2019)

"Lack of Affordable Housing? There's a Co-Ownership App for that" Law Society of Ontario, Real estate Summit 2019 (April 2019)

"Communication" Law Society of Ontario, Real Estate Refresher 2018 (December 2018)

"Cryptocurrency and the Practice of Real Estate" Ontario Bar Association, Scary Professionalism Issues for the Real Estate Practitioner (October 2018)

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"The Brave New World of Money: Wire Transfers, E-Transfers and Cryptocurrency" Law Society of Ontario, Real Estate Summit 2018 (April 2018)

"Six Technology Tips" Law Society of Upper Canada, Six Minute Real Estate Lawyer (November 2017)

"Estate Conveyancing and Preservation of Property" Ontario Bar Association, Dealing with Real Property in Trusts, and Estates Contexts (April 2017)

"The Perils of Peer-to-Peer Property Rentals" First presented for the Law Society of Upper Canada Real Estate Summit, 2015, presented and updated for the Law Society of Upper Canada Six Minute Real Estate Lawyer (November 2016)

"Conditions and the Responsibilities for Satisfying Them" Law Society of Upper Canada, Commercial Transactions (September 2016)

"HST Framework for New Construction Homes" Toronto *Law Journal* (June 2016)

"Avoiding a War of the Roses in Your Practice: Real Estate and Family Law" Toronto Lawyers Association Nutshell (November 2014)

"Murder, Suicide, Pedophiles and Drug Labs: Do Vendors Have a Duty to Disclose?" *Toronto Law Journal* (September 2013)

"Real Estate in the Context of a Family Matter" OBA Institute (February 2013)

SPEAKING ENGAGEMENTS

"Time of the Essence and its interplay with Wire Processing Times" (Presenter and Co-Chair) (November 2025)

"Gratuitous Title Transfer and Best Practices" Toronto Lawyers Association (October 2025)

"Starting Your Own Law Practice" Toronto Lawyers Association (April 2025)

"To Be or Not to Be: The Question of Gratuitous Transfers in *Jackson v. Rosenberg*" Law Society of Ontario, The Real Estate Summit (Presenter) (April 2025)

Co-Chair Panel: Everything You Can't Learn From a Book Law Society of Ontario, Real Estate Refresher, (Presenter and Co-Chair) (December 2024)

"Endorsement 7 of your Lawpro Policy" Law Society Of Ontario, The Eight Minute Real Estate Lawyer (Presenter and Co-Chair) (November 2024)

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"What you can't learn in a book" panel discussion, Law Society of Ontario, Real Estate Refresher (Presenter and Co-Chair) (December 2023)

"Playing in the Sandbox" Staying out of the Muck! Law Society of Ontario, Real Estate Summit(Presenter)(April 2023)

"The Intersection of Real Estate and Family Law" Law Society of Ontario, Family Law Summit (Presenter) (March 2023)

"Communication and Succession Planning" Law Society of Ontario, Real Estate Refresher (Co-Chair and Presenter) (December 2022)

"Be Cautious about Cautions" Law Society of Ontario, The Six-Minute Real Estate Lawyer (Presenter) (November 2022)

"Inter-Spousal Transfers" Law Society of Ontario, The Real Estate Summit (Presenter) (April 2022)

"Tools to Reset your Practice" Lawyers Professional Indemnity Company and the Toronto Lawyers Association Special Lecture Series (Panelist) (March 2022)

"Teraview Market Insight Forum on Fraud Prevention" Teranet (Panelist) (March 2022)

"Avoiding the Wire Fraud Nightmare – What You Need to Know to Protect Yourself and Your Clients" Lawyers Professional Indemnity Company and the Toronto Lawyers Association Special Lecture Series (Panelist) (December 2021)

"Communication" the Law Society of Ontario, Real Estate Refresher (Co-Chair and Presenter) (December 2021)

"Independent Legal Advice vs. Independent Legal Representation" Ontario Bar Association, Real Estate CPD Spring Mix (Presenter) (May 2021)

"When the Litigator Comes Knocking: Preservation of Property Strategies" Law Society of Ontario, The Real Estate Summit (Presenter) (April 2021)

"Managing Conflicts of Interest: Real World Examples from Practice" the Law Society of Ontario, Professionalism and Practice Management Issues for Real Estate Lawyers (Chair and Co-Panelist) (March 2021)

"Communication" Law Society of Ontario, Real Estate Refresher (Co-Chair and Presenter) (December 2020)

"Interest Rate Differentials: Not in Your client's best Interest" Law Society of Ontario, 6 Minute Real Estate Lawyer (Presenter) (November 2020)

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"Data Security for small firms" Law Society of Ontario, Real Estate Summit (Presenter) (October 2020)

"Case studies in Independent Legal Advice/Representation" Law Society of Ontario (Chair and Panelist) (October 2020)

"Best Practices for Advising on Title Transfers with No Consideration" Ontario Bar Association, Utilizing Real Estate Transfers for Estate Planning Purposes (Presenter) (September 2020)

"Communication" Law Society of Ontario, Real Estate Refresher (Co-Chair and Presenter) (December 2019)

"Time of the Essence" Law Society of Ontario, Safeguarding Real Estate Transactions (Presenter) (November 2019)

"Laneway Housing" Law Society of Ontario, Six Minute Real Estate Lawyer (Presenter) (November 2019)

"Lack of Affordable Housing? There's a Co-Ownership App for that" Law Society of Ontario, Real Estate Summit 2019 (Presenter) (April 2019)

"How to Set up a Law Practice" Toronto Lawyers Association (Chair and Presenter) (March 2019)

"Communication" Law Society of Ontario, Real Estate Refresher (Co-Chair and Presenter) (December 2018)

"Avoiding Liability: What Ever Real Estate Lawyer Should Know" Toronto Lawyers Association (Chair) (November 2018)

"Cryptocurrency and the Practice of Real Estate" Ontario Bar Association – Scary Professionalism Issues for the Real Estate Practitioner (Panelist) (October 2018)

"Payments and Technology: Wires, E-transfers and Cryptocurrency" Law Society of Ontario, Real Estate Summit 2018 (Presenter) (April 2018)

"How to Close a Deal" Law Society of Upper Canada, Real Estate Practice Basics (Presenter) (December 2017)

"6 Technological Innovations for a Real Estate Practice" Law Society of Upper Canada, Six Minute Real Estate Lawyer (Presenter) (November 2017)

"How to Make Your Real Estate Practice More Efficient" Toronto Lawyers Association (Moderator and Presenter) (October 2017)

"Your Real Estate Developments Briefing" Ontario Bar Association, Scary Professionalism Issues for the Real Estate Practitioner (Presenter) (October 2017)

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“Estate Conveyancing and Preservation of Property” Ontario Bar Association, Dealing with Real Property in Trusts and Estates Contexts (Presenter) (April 2017)

“What Every Real Estate Lawyer *Should* Know” Toronto Lawyers Association, Real Estate Nutshell (January 2017)

“Taxing Tax Issues for the Sole and Small Firm Lawyer” Toronto Lawyers Association, Tax Nutshell (Moderator) (March 2017)

“How to Setup a Sole/Small Practice” Toronto Lawyers Association, Real Estate Nutshell (Moderator) (March 2017)

“How to Close a Deal” Law Society of Upper Canada, Real Estate Practice Basics (Presenter) (December 2016)

“The Perils of Peer-to-Peer Property Rentals” Law Society of Upper Canada, Six Minute Real Estate Lawyer (Presenter) (November 2016)

Women in the Legal Profession – Moving Beyond “One Size Fits All” Toronto Lawyers Association (Panelist) (October 2016)

“Conditions and the Responsibilities for Satisfying Them” Law Society of Upper Canada, Commercial Real Estate Transactions (Presenter) (September 2016)

“Intergenerational Property Transfers” Law Society of Upper Canada, Real Estate Law Summit (Panelist) (April 2016)

“Peer-to-Peer Property Rentals” Institute of Law Clerks of Ontario, Advanced Real Estate Law (Presenter) (March 2016)

“What Every Real Estate Lawyer Should Know” Toronto Lawyers Association Real Estate Nutshell (Presenter and Moderator) (January 2016)

“The Perils of Peer-to-Peer Property Rentals” Law Society of Upper Canada, Real Estate Summit (Presenter) (April 2015)

“Remote Closings” Ontario Bar Association Institute, Managing Disasters for the Real Estate Lawyer or Firm (Presenter) (February 2015)

“Real Estate In the Context of Family Matters (Update)” Toronto Lawyers Association Real Estate Nutshell (Presenter) (November 2014)

Alternative Business Structures - 4th Annual Topics in Ethics and Professionalism

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Toronto Lawyers Association and University of Toronto Centre for the Legal Profession (Panelist) (October 2014)

"Limited Retainers" Toronto Lawyers Association, Real Estate Nutshell (Presenter) (January 2014)

"Condominium Documents from the Working Group on Lawyers and Real Estate"

Ontario Bar Association Scary Issues for the Real Estate Practitioner (Presenter) (October 2013)

"Real Estate in the Context of a Family Matter" Ontario Bar Association Institute Family Law Section (Presenter) (February 2013)

"Topical Issues in Real Estate: What Every Real Estate Lawyer Should Know" Toronto Lawyers Association Nutshell (Presenter and Moderator) (April 2012)