
Mary Malhi

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URBAN PLANNING AND REAL ESTATE DEVELOPMENT

Real estate development professional with experience in site planning, market analysis and advancing residential and commercial development strategies. Strong background in due diligence, underwriting support and assessing market demand to inform strategic investment decisions. Experienced in navigating current housing policies, tracking market trends and managing contracts to support value-driven land development. Known for working collaboratively across internal teams, consultants and municipal stakeholders to deliver projects that align with provincial and federal growth policies, business objectives and evolving market conditions.

CORE STRENGTH & TECHNICAL SKILLS

- **Real Estate Development:** Land acquisitions, underwriting, feasibility analysis, development budgeting, project scheduling
- **Entitlements & Planning:** Leadership of Official Plan and Zoning By-law Amendments, Site Plan Approval, Draft Plans of Subdivision, Minor Variances, and Pre-Consultation processes; coordination with municipalities to achieve Growth Plan compliance
- **Project Delivery:** Consultant team leadership, coordination across planning, architectural, engineering, environmental, legal and construction disciplines
- **Investment & Market Analysis:** Comparable land analysis, market assessments, acquisition pipeline management and investment committee reporting
- **Stakeholder Management:** Municipal staff, elected officials, tenants, brokers, Indigenous communities, consultants and internal executive teams
- **Software & Tools:** Microsoft Office, Bluebeam and Adobe
- **Languages:** English, Hindi, Punjabi

PROFESSIONAL EXPERIENCE

Elite Developments
Senior Development Manager

Burlington, ON
April 2025 - Present

- Lead planning and development activities for residential and commercial projects from post-acquisition through commencement of construction
- Manage municipal approvals processes, including Official Plan Amendments, Zoning By-law Amendments, Draft Plans of Subdivision and Condominium, Site Plan Approval, Committees of Adjustment and Minor Variance applications
- Build and lead multidisciplinary consultant teams for site planning and building permit, (including architects, engineers and archaeologists)
- Monitor and manage development soft cost budgets, cash flows and project schedules to support delivery objectives
- Maintain and manage relationships with municipal staff, community stakeholders and internal teams, addressing issues and conflicts throughout the project lifecycle
- Prepare and deliver regular project reporting, approvals tracking and development documentation to ownership

Empire Communities
Land Acquisitions Manager

Vaughan, ON
August 2024 - March 2025

- Lead underwriting and financial analysis for land acquisitions, preparing market analyses and development pro formas to support senior management and investment committee decisions
- Evaluate land and lot values across targeted submarkets through analysis of comparable sales, market trends and intelligence from brokers, developers and industry partners
- Manage acquisition due diligence processes, coordinating technical, planning and legal inputs to assess risk, entitlement considerations and development viability
- Prepare investment committee materials, (including acquisition summaries, financial analyses, risk assessments and recommendations)
- Maintain and report on land acquisition pipeline, contract summaries and cost analyses to support forecasting, capital planning and portfolio strategy
- Monitor land market activity, servicing, zoning frameworks and official plans to identify acquisition opportunities and inform land strategy

SmartCentres REIT
Development Associate/Urban Planner

Vaughan, ON
August 2022 - August 2024

- Led entitlement and approvals processes for high-density residential, commercial and mixed-use developments, including Official Plan Amendments, rezoning, site plan approval, pre-consultations and development agreements
- Directed multi-disciplinary consultant teams and coordinated with municipal staff, agencies, and stakeholders to advance approvals and mitigate entitlement risk
- Reviewed planning submissions, technical reports and drawings to ensure compliance with municipal policies, growth plans and regulatory requirements
- Supported financial feasibility analysis through preparation of project budgets, pro formas and schedules to inform investment/ development decisions
- Conducted land due diligence and feasibility assessments for acquisitions, identifying planning constraints, risks and optimization opportunities
- Built and maintained relationships with municipal staff, elected officials and tenants to facilitate approvals, leading to support SmartCentres' long-term development objectives
- Collaborated with leasing teams to align development strategies with market demand, tenant requirements and asset repositioning goals
- Prepared preliminary site plans for residential and commercial projects, integrating zoning, servicing, site constraints and urban design considerations

Broccolini Construction
Project Coordinator (Construction)

Mississauga, ON
August 2021 - March 2022

- Coordinated multi-disciplinary construction documentation (drawings, details, specifications) to support accurate tendering, procurement and site execution
- Developed and maintained project schedules; monitored progress, identified risks and supported milestone recovery strategies
- Represented the project team in client and consultant meetings, including chairing discussions and conducting site tours
- Managed change order workflows, ensuring timely communication of scope, cost and schedule impacts across consultants and trades
- Supported the Project Manager in coordinating consultants, trades and internal teams to maintain project momentum and quality control
- Led RFI tracking and resolution using construction management software to minimize site delays and design ambiguities
- Assisted with tendering and subcontractor coordination, including pricing reviews and negotiation

EDUCATION

York University

Toronto, ON

Environmental Studies (Spec. Urban and Regional Planning)

- Honours Bachelor's Degree