Pérez-Llorca



María Teresa Paillés

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Practices and Sectors

- Real Estate

Profile

For more than 35 years, María Teresa has been advising Mexican and foreign clients in Real Estate, Mergers & Acquisitions and corporate law in general, in transborder, high profile transactions. She has represented developers, investors, private equity funds, financial institutions in all kinds of sales and purchases of entities and assets, investments, mergers, joint ventures, strategic alliances, projects and financings.

Studies:

- Business Management in the IPADE Business School, Mexico City
- Diploma of Higher Education on Cumpliance, Escuela Libre de Derecho, Mexico City
- Diploma of Higher Education on International Business, Escuela Libre de Derecho, Mexico City
- Law degree (J.D. equivalent), Universidad Escuela Libre de Derecho, Mexico City

Her working languages are Spanish and English.

Experience

In real estate projects, María Teresa has experience in all sectors of the industry: Industrial and service and industrial parks, hospitality and tourism, fractional and second home projects, timeshare and vocational clubs, homes and residential projects, retail, office, and mixed uses, designing creative and efficient legal structures. She has represented large developers and REITs sponsors, as well as equity funds focused in real estate.

She has negotiated M&A transactions, representing purchasers and sellers, in manufacturing companies, service companies, and in the luxury, food and beverage and pharmaceutical industries.

María Teresa’s work includes advise in financial and credit operations, related to the real estate and M&A transactions or as separate and independent transactions, with Mexican and foreign banks, as well and institutional and public international banks and organizations.

Academic and Publishing collaborations

- Due Diligence for Private Acquisitions in Mexico – Thomson Reuters 2024
- Establishing a Branch Office or Presence in Mexico – Thomson Reuters 2024
- Real Estate Laws and Regulations – International Comparative Legal Guides
- Role of the legal advisor in M&A" in LexLatin
- She regularly contributes in LexLatin with articles on diversity and inclusion, with particular focus on gender and women lawyer issues.

Professional Organisations

- President and founder of Abogadas Mx, an NGO that promotes the professional development of women lawyers in Mexico and has been operating for over 10 years.
- Fellow of the Leadership Council on Legal Diversity (LCLD), an organization based in the United States with the mission to build a more equitable and diverse legal profession.

Recognition

- Chambers Latin America 2027: Real Estate (Band 2), Corporate M&A The Elite (Band 4)
- Chambers Global 2026: Corporate M&A: The Elite (Band 4)
- Legal 500 Latin America 2026: Real Estate (Hall of Fame)
- IFLR Highly Regarded: M&A, Real Estate
- Latin Lawyer 250 (2027): Real Estate & Tourism
- IFLR 1000: Highly Regarded
- Best Lawyers: Corporate and Mergers and Acquisitions Law, Hospitality and Tourism Law, Real Estate Law (Since 2021)