

Pérez-Llorca



María Esther Rey

Contact

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Montes Urales 632, Lomas de Chapultepec, Miguel Hidalgo
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Practices and Sectors

- Corporate
- Mergers and Acquisitions
- Real Estate

Perfil

With over 25 years of experience as a corporate transactional real estate attorney, María Esther has advised a wide range of clients on operations in Mexico and abroad.

Her professional development encompasses extensive experience working both as in-house counsel and in private practice, providing her with a deep understanding of business operations and client needs. This background enables her to appreciate the importance of implementing practical and efficient legal solutions.

Studies:

- Law degree (J.D. equivalent), Universidad Panamericana, Mexico City

Her working languages are Spanish and English.

Experience

María Esther has developed and implemented commercial legal strategies for various clients, including the drafting and negotiation of contracts such as credit agreements, corporate restructurings, mergers and acquisitions, asset purchase agreements, stock purchase agreements, as well as distribution, franchise, and loyalty program contracts, among others.

She has provided comprehensive legal advice to real estate developers involved in projects such as mid-range housing, mixed-use developments, hotels, office buildings, and shopping centers. Her work includes coordinating legal due diligence on real estate, preparing and negotiating land and property purchase agreements, and drafting contracts related to development, turnkey projects, operations, construction, and agreements with contractors and subcontractors.

Additionally, María Esther has worked on the drafting and negotiation of trust agreements for

various purposes, including investment, administration, guarantee, leasing, and business objectives.

In the hospitality sector, she has advised both developers and operators, leading the drafting and negotiation of hotel operation and management agreements, lease agreements, and other operational contracts, representing both owners and operators.

She has also designed legal structures for the operation and sale of timeshare systems in Mexico, ensuring compliance with local regulations and addressing the specific needs of the industry.

In the infrastructure sector, María Esther has advised clients involved in projects such as highways, hospitals, and public works, managing negotiations with governmental authorities, handling bidding processes, and executing construction and turnkey contracts under concession schemes.

Finally, she has negotiated various credit agreements with national and international lenders, including those secured by mortgage, pledge, and trust guarantees.

Professional Organisations

- Abogadas Mx

Recognition

- Legal 500 LATAM: M&A and Real Estate
- IFRL 1000: - Notable Practitioner M&A