



VILA

Abogados | Attorneys at Law

## REAL ESTATE

+ 5 000 Favorable  
Legal Proceedings

+ 1 000 Satisfied  
Clients

+ 40 Legal  
Professionals

# US

VILA is a leading firm in Mexico, formed by a team of professionals with a special **focus on business generation and added value.**

Our professional trajectory has been recognized by our clients, some of them part of the Fortune 500, the Nasdaq index, Bloomberg, among others, and we have also been recognized by various global publications such as Chambers & Partners, IAM Patent 1000, Benchmark Litigation, Latin Lawyer, Best Lawyer, Managing IP Handbook and Corporate INTL.

For VILA, favorable results for the benefit of the client is the best recognition of our work. Therefore, we carefully analyze the cases from their legal nature and the implications in the environments, for which **we offer integral solutions that adapt to their needs and the specific case of action.**



# AT THE FOREFRONT OF OUR SPECIALTIES

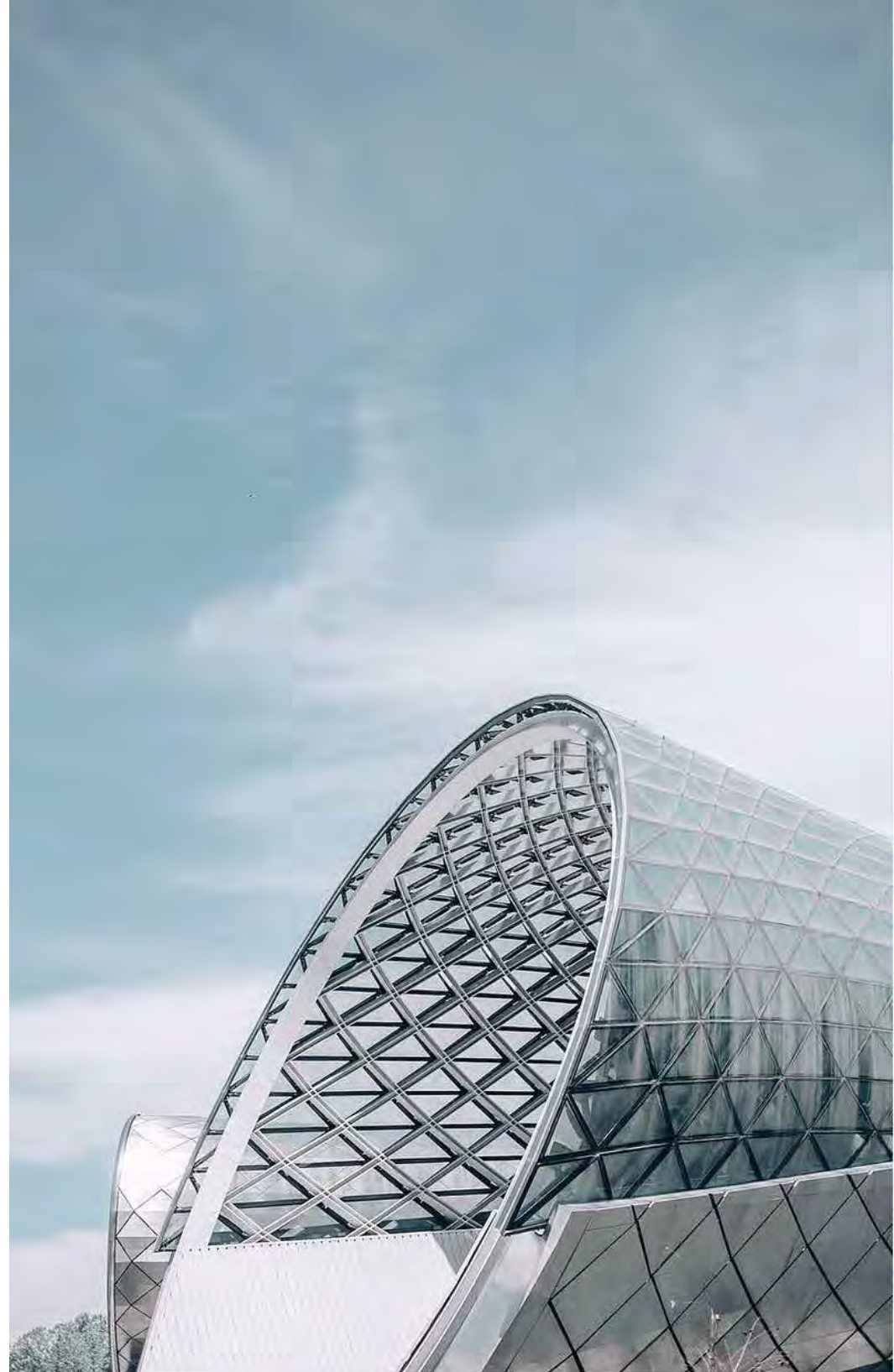
VILA is distinguished by our commitment and institutional loyalty in favor of our clients, our untiring search for excellence and innovation, as well as for always being at the forefront of knowledge in the areas of our specialties.

Our Firm is the result of preparation, **training processes, collective effort, synergies, passion and creation of solid foundations** that seek success, satisfaction and favorable results for our clients.

public  
recognition 

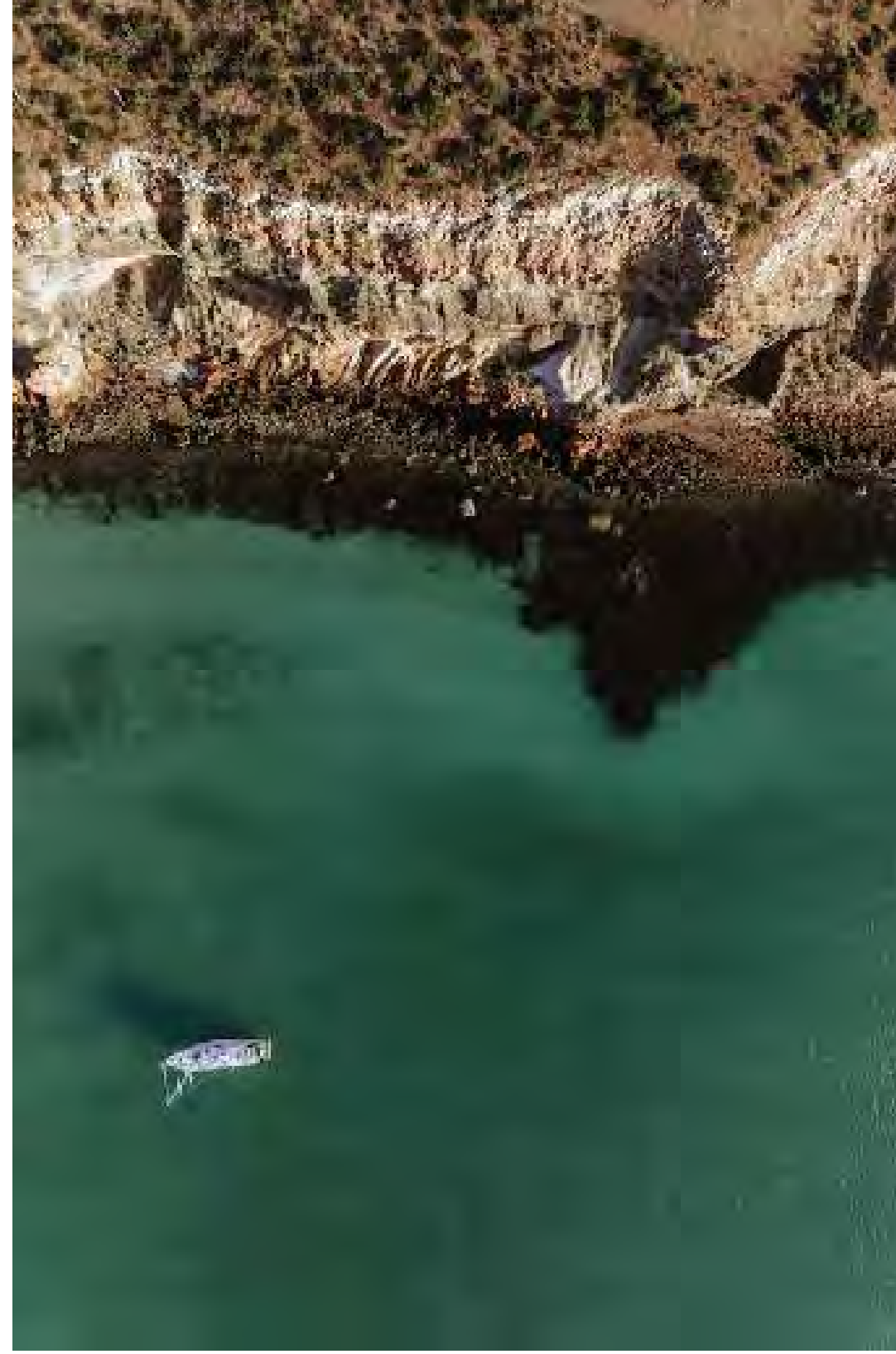
*A VILA' member work "...is impressive [having] a very international approach to his business".*

*Chambers and Partners.*



# LEGAL ADVISORY SERVICES

Our Firm offers comprehensive legal services to assist foreign nationals intending to settle in our country for an extended temporary stay or permanently, as well as those seeking to acquire real estate. Our multi-disciplinary legal team, specialized in various practice areas, provides support for a range of needs, including the legalization of official documents, immigration procedures, due diligence for secure real estate acquisitions, preparation of legal instruments for real estate transactions, escrow services, drafting of contracts with construction companies, supervision of contract compliance, obtaining construction permits and commercial licenses, incorporation of Mexican entities, employer registration with the National Immigration Institute, legal representation in Mexico, establishment of trusts, processing of Federal Maritime Terrestrial Zone concessions, and more. Our offices in Mexico City, Guadalajara, La Paz (B.C.S.), and La Ventana (B.C.S.) expand our reach and allow for personalized attention.



# LEGAL ADVICE ON REAL ESTATE MATTERS

We provide comprehensive **legal advice and support** in real estate transactions, supported by a professional team of attorneys specializing in various areas of law, including Contract Law, Corporate and Business Law, Agrarian Law, National Waters Law, Trusts, Concessions, Public Administration and Government, Immigration Law, Public Administration Law, Commercial Law, Real Estate Law, and Investment Project Development.

Thanks to our teams expertise we offer strategic solutions that provide legal certainty, protect our clients' assets, and mitigate risks and contingencies. Additionally, we offer escrow services operating with bank accounts both in Mexico and the United States, ensuring the protection of our clients' investments until the real estate acquisition is formalized in compliance with the legal requirements and the agreed conditions with the seller.

Our services always begin with a background assessment to gather the **necessary elements to offer the best alternatives and strategies** for our clients' benefit. Our services cover advice from the preparatory stages for the acquisition, formalization of acquisitions, and post-acquisition advisory, including the drafting and monitoring of contracts with builders, developers, and handling permit and license procedures with federal, state, and municipal authorities. Our Firm adheres to standardized institutional systems and processes, guaranteeing the effectiveness and transparency of our services.



# Legal Advisory in Real Estate Matters

In real estate matters, we provide comprehensive legal advice and support in real estate transactions, with a strong team of attorneys specialized in various areas of law, such as Contract Law, Corporate and Business Law, Agrarian Law, National Water Law, Trusts, Concessions, Public Administration and Government, Immigration Law, Public Administration Law, Commercial Law, Real Estate Law, and Investment Project Development. This allows us to offer solid strategic solutions with legal certainty for the asset protection of our clients and the reduction of risks or contingencies.

Additionally, we offer Escrow services that operate through bank accounts in both Mexico and the United States, ensuring the protection of our clients' investment until the acquisition of the property is formalized in accordance with legal requirements, as well as the fulfillment of any suspensive conditions agreed upon with the seller.



# 1. PRE-ACQUISITION STAGE

In this phase, we offer services including:

- **Gathering and compiling** all background documentation, including obtaining the property's public registry records.
- **Review of land use and environmental restrictions**, as well as any other limitations that may apply to the property due to its characteristics and/or location.
- **Legal audit (due diligence) of the background**, liens, restrictions, and issuance of a legal opinion regarding the property's legal status.



## 2. NEGOTIATION AND TRANSACTION CLOSURE

During the negotiation and closing phase, we provide advisory and representation services to protect our clients' interests, creating the relevant instruments, such as:

- **Co-investment** agreements.
- Letters of intent or **purchase and sale offers**.
- **Strategic alliances**, purchase agreement promises, transfer of rights promises, private purchase agreements.
- **Assistance in securing** loans or financing.
- **Advisory on the regularization of agrarian properties** for their transfer to private property through the adoption of full domain and their subsequent submission to the private property regime.





### 3. ESCROW SERVICE

Our escrow service operates through bank accounts in both Mexico and the United States, safeguarding our clients' investments until the property acquisition is formalized in accordance with legal requirements and fulfillment of any established conditions. In this regard, our Firm safeguards deposits made as guarantee by the buyer until the conditions established between the parties are met, allowing the seller to access these funds. We have established clear mechanisms and protocols to ensure that both the buyer and seller have certainty regarding the protection and disbursement of these funds until the transaction is formalized.



## 4. FORMALIZATION OF THE ACQUISITION

- In this stage, we generally offer the following services:
  - Preparation of the legal file for the **formalization of the transaction** before a Notary Public.
  - **Coordination and supervision** with the Notary Public for implementing the parties' agreements, as well as monitoring the registration procedure at both the municipal and state levels.
- Review of public deed drafts** and in-person assistance and interpretation services during the signing before a Notary Public.



## 5. PROPERTY MANAGEMENT

Once the acquisition is formalized, we offer comprehensive legal services related to property management and administration, such as:

- **Establishment of trusts** for property management and coordination with the trustee to achieve the trust's objectives.
- **Permanent property management**, compliance with fiscal and administrative obligations, representation in condominium assemblies, and other proceedings.
- **Compilation, updating, and control** of files.
- Processing of licenses, permits, and **authorizations with federal, state, and municipal authorities**, concessions for the Federal Maritime Terrestrial Zone, and land gained from the sea.
- **Drafting contracts** with builders and developers and supervising contract compliance.



## 6. INVESTMENT PROJECT

We also have extensive experience in structuring and implementing real estate investment projects with a strategic business focus, offering comprehensive solutions and effective legal structures to address our clients' commercial challenges, both domestic and international, from business inception to operation, including:

- Implementation of **legal models for business operation** through the incorporation of companies, trusts, joint ventures, partnerships, mergers, spin-offs, liquidations, and transformations.
- **Business management, including legal representation** for tax registration with the SAT, drafting and managing contracts with service providers and suppliers, payment management, opening bank accounts, and lease agreements, among others.
- Preparation of **Shareholders' or Technical Committee meetings** (for trusts) to facilitate decision-making during business implementation, including issuing calls, drafting minutes, and executing agreements, including issuing instruction letters in the case of trusts.



- **Generating periodic** progress reports on business execution.
- **Processing concessions** for the Federal Maritime Terrestrial Zone and land gained from the sea.
- **Supervising managers** hired for licensing, permit, and authorization procedures before federal, state, and municipal authorities.
- **Coordination** with technical, financial advisors, and business promoters.
- **Drafting condominium regimes** and processing authorizations with authorities.
- **Preparing and coordinating** condominium assemblies and monitoring compliance.
- **Representation** in Condominium assemblies.
- **Advisory on structuring** the marketing plan for private units and sales of private units.
- **Assisting in conflict resolution** between partners or associates through mediation, conciliation, or arbitration schemes as per statute or contract.



# PUBLIC RECOGNITION & CLIENT TESTIMONIAL EXPERIENCE

VILA has also been recognized by the following international publications:



Some of our clients recognition:



*"VILA Attorneys is our Go-To Law Firm for intellectual property matters. Víctor Vila's strategic planning and sophisticated craftsmanship, invariably provides us with tailor suited solutions to complex situations. I highly recommend.."* - *Juan Pablo Patiño*  
Legal Director



*"The law firm that any world-class corporation would like to have by its side"* - *EdUARdo Pérez*  
Head of Finance and Relations  
with Government



*"We have found in VILA highly specialized counsel, approached on a very clear and objective perspective, that has been very valuable for our company best decisions."* - *Enrique Orendain*  
Mexico CEO

# OUR CLIENTS

## SOME OF OUR CLIENTS



# OUR EXPERTS

## VÍCTOR VILA



### PROFESSIONAL EXPERIENCE

Founding partner of VILA®, he has more than 20 years of professional experience, having previously collaborated with some of the most prestigious law firms in the country in planning, auditing and creating strategies in the field of administrative, corporate, business and intellectual property law, which has generated trust as a strategist and consultant for large national and foreign companies, as well as government entities.

### EDUCATION

Master's degree in Public Law, awarded by the Universidad Panamericana de Guadalajara.

Law degree in Public Private Associations, Instituto Tecnológico de Estudios Superiores de Monterrey.

### AFFILIATIONS

- Legal Counsel of the Government of the State of Jalisco in administrative law and intellectual property matters.
- Counselor of the Presidency of the Republic on issues related to Intellectual property law.
- Member of the International Association of Registered Trademarks (INTA)

### SUCCESS CASES

- Attorney authorized by the Government of the State of Jalisco for arbitration representation in Lousanne, Switzerland against the International Swimming Federation (FINA) for an international contract, obtaining favorable results that generated savings of more than 6 million dollars in favor of our client.
- Advisor and negotiator for a renowned world athlete in a representation contract for more than 120 million dollars.
- Designer of a strategy for the development of a public-private partnership project between the federal government, the state government and individuals, in a project for more than 100 million dollars.
- Creator of a strategy for the global protection of a leading brand in the pharmaceutical sector.
- Advisor and coordinator of the intellectual property aspects in the sale of an important company in the telecommunications sector in an operation for more than 300 million dollars.
- Participant in the design of public policy on intellectual property with the government of the state of Jalisco for the 2012-2018 administration.
- Presenter of constitutional controversies before the Supreme Court of Justice of the Nation to promote the non-invasion of spheres of administrative powers within the state of Jalisco.
- Participant in the process of negotiating and acquiring a brand within the health industry for more than 10 million dollars.



# OUR EXPERTS



## ALMA HINOJOSA

### PROFESSIONAL EXPERIENCE

- Integrator and coordinator of Private Investment Projects.
- Legal auditor of strategic projects, as well as in the implementation of strategies and legal solutions.
- Legal advisor to the Senator of the LXIV Legislature in legislative initiatives and processes.
- Legal auditor of the awarding processes and contracts of the Presidency of the Republic in the field of Information and Communication Technologies and National Security.
- Legal structuring to obtain authorization from the federal government for the use of María Cleofas Island, as well as structuring and implementation of the Cleofas Initiative Project, for the preservation of ecosystems, biodiversity and environmental goods and services of said protected natural area.
- Student of normative and referential frameworks in different subjects.
- Advisor on structuring Public Trusts and their operation.
- Member of the team responsible for the preparation of the Draft Law of Investment Projects and Provision of Services of the State of Jalisco (APP) and its Regulations.
- Giver of advice and support in delivery-reception procedures of the Public Administration.
  - Advice on the restructuring process of the Intermunicipal Potable Water and Sewerage System, and reforms to the Water Law for the State of Jalisco and its Municipalities.
- Advisor to the Municipality of Zapopan in the legal instrumentation of the Comprehensive Services for the Equipment, Advice and Training of Information and Communication Technologies of the New Public Security Building and C2.
- Legal instrumentation of the contract for the services for Updating the Municipal Cartographic Base with LIDAR Technology of the Municipality of Zapopan.

### EDUCATION

Diploma in Health Regulation in the Pharmaceutical Industry. By Instituto de Educación y Asesoría en Ciencias Farmacéuticas y Farmacológicas, S.C /Universidad Intercontinental.

Diploma in International Commercial Arbitration. By Instituto Tecnológico y de Estudios Superiores de Occidente (ITESO)

Seminar Federal Law for the Protection of Industrial Property, IMPI-Universidad Panamericana

Diploma Law training course- Public/ Private partnerships. Tecnológico de Monterrey, Banco Interamericano de Desarrollo and Universidad Politécnica de Madrid

Master in Public Law at Panamericana University in Guadalajara.

Diploma: "Municipal Public Management" at College of Jalisco, A.C. and University of Catalonia, Spain.

Diploma: "Municipal Regulations" at Institute of Technology and Higher Studies, (ITESO from its Spanish Acronym).

Course: "Mediation as a way of resolving conflicts", at Pepperdine University in Malibu, California, U.S.A., imparted at Panamericana University in Guadalajara.

Diploma in Municipal Administration at Cuauhtémoc University.

Law degree, at Western Institute of Technology and Higher Education (ITESO).

### TRAJECTORY

Alma Hinojosa's experience is focused in the field of Administrative Law, advice and consulting on strategic public administration projects, concessions and trust funds, both public and private. In the corresponding legal audits of activities, projects and procedures of the Federal, State and Local governments. Structuring of bills and regulations as well as accompanying legislative processes. Legal coordination in the operation of state-derived entities and trusts. Studies of normative and referential frameworks in a variety of fields. Alma served as an Advisor to the internal politic structure of the city of Zapopan, Legal Director of the Ministry of Economic Development of the State of Jalisco, as well as Advisor to the Coordination of Public-Private Partnerships of the Government of the State of Jalisco. Member of the legal support group of the Executive Branch of Jalisco. Member of working groups convened by the State Executive for the integration of various state law reforms.

# OUR EXPERTS

## THAÍS BÉJAR



### PROFESSIONAL EXPERIENCE

Thaís Béjar has been a partner of the firm since 2019, her experience is focused in the field of corporate law, mainly in the areas of corporate, commercial, contractual and real estate law. She advises on legal, corporate and contractual audits as well as real estate audits. She has participated in several private trusts, as well as advising in commercial arbitrations.

She is an adjunct professor of Corporative Law at Universidad Panamericana Campus Guadalajara.

### EDUCATION

Compliance program, Centro de Desarrollo de Alto Potencial Universidad Panamericana.

Master's Degree in Commercial and Business Law from Universidad Panamericana, Campus Guadalajara.

Postgraduate degree in Corporate Law from Universidad Panamericana, Campus Guadalajara.

Diploma in Legal Auditing from the Instituto Tecnológico Autónomo de México.

Postgraduate degree in Contract Law from Universidad Panamericana, Campus Guadalajara.

Law Degree from Universidad Panamericana, Campus Guadalajara.

### EXPERIENCE

- Legal advice to a major international brewery for its daily operations, as well as supervision of compliance with its corporate obligations.

- Negotiation and implementation of a trade secrets manual for an important international company dedicated to the packaging of various products.

- Advice, review, coordination and negotiation, among others, regarding all legal aspects for an important national event in the field of technologies.

- Coordination, negotiation and implementation of all legal requirements for the incorporation and operation of several companies in the restaurant sector in the country.

- Participation as legal advisors in the incorporation of a civil association specialized in the empowerment of women entrepreneurs in the country.

- Preparation, coordination and implementation of a manual for compliance with the Anti-Money Laundering Law in real estate companies in the region.



# OUR EXPERTS



## ALFREDO RENDÓN

### PROFESSIONAL EXPERIENCE

Alfredo de Jesús Rendón Ibarra, born May 23, 1985, is an outstanding professional in the field of real estate and business law. As Founding Partner and Director of Miranda, Rendón y Asociados, he has left a significant mark in the field of advisory, consulting and development of real estate and tourism projects. His experience covers a wide range of areas, including restricted zone trusts, ejido processes, real estate closings, project management, real estate and tourism business model analysis, private investment funds and water concession management (CONAGUA), both in the public and private sectors.

### EDUCATION

Mr. Rendón has a solid academic background that supports his professional experience. He has a Master's Degree in Tax Law and a Master's Degree in Corporate Law. He has obtained several degrees and certifications, including the Senior Management Program at IPADE Business School, the Master's Degree in Corporate Law from Universidad Anáhuac de México, the Diploma in Agrarian Law and the Diploma in Criminal Tax Law.

In addition, he has completed a Master's Degree in Tax Law at the Universidad del Valle de México, Guadalajara, Jalisco.

Throughout his career, Mr. Rendón has demonstrated his experience and knowledge in the resolution of claims and representation in administrative and tax lawsuits. He has had an outstanding career as a public servant in

CONAGUA, where he has played a crucial role in the management and administration of water concessions. His experience in the public sector has provided him with a unique perspective and a broad knowledge of regulations and policies related to water resources.

In addition, Mr. Rendón has achieved recognition as a successful participant in the Shark Tank program. His ability to identify business opportunities and provide strategic advice has caught the attention of investors and entrepreneurs. His participation in the program has further consolidated his reputation as an expert in consulting and project development.

Outside of work, Mr. Rendón is founding president of ChiloChill, a Glamping resort located in La Ventana, BCS, which offers unique experiences of water activities and breathtaking scenery of the Sea of Cortez. He is also a Founding Partner of Maviri Beach Club, a beach club committed to promoting clean beach culture.

With his experience, knowledge and passion for his field, Alfredo de Jesús Rendón Ibarra continues to make a significant mark in the legal and business world. His strategic approach, commitment to sustainable development and leadership make him a highly respected and valued professional.

# OUR EXPERTS

## LUIS MIRANDA



### PROFESSIONAL EXPERIENCE

Luis Enrique Miranda Del Río has a Doctorate in Tax Sciences, a Master's Degree in Tax Law and a Law Degree from the Universidad del Valle de México in which he received an Honorable Mention and Academic Excellence degree, thus obtaining the best average of the generation.

He has experience in the public sector, since he has worked with highly recognized institutions such as the National Water Commission, the Tax Administration Service and the Jalisco State Pension Institute.

He is also a partner of the firms Miranda, Rendon y Asociados, PANDECTA S.C., and VMR Abogados, specialists in Administrative, Tax and Corporate matters.

Dr. Luis Enrique Miranda has stood out for his high performance, achieving the degree for academic excellence in his studies.

### EDUCATION

Degree 2005-2009.

Degree in Law

University of the Valley of Mexico, Campus Zapopan

Zapopan, Jalisco



## **[ Info - Client ]**

*Our firm has developed highly specialized computer programs, the Info-Client system, an effective tool that allows our clients to consult via internet the status of their current and pending matters, reminders, monitoring, progress and in general the legal course of their matters.*

**“Anywhere, at any time our customers  
are *always informed*”**

# VILA TEAM PARTNERS

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Leading a team of **+30**  
*law professionals*

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