

CAPABILITIES

# REAL ESTATE

Our distinguished professionals with extensive expertise in real estate advisory and litigation. Operating at the crossroads of real estate law and diverse sectors such as energy, infrastructure, life sciences, and healthcare, we deliver tailored, integrated solutions designed to address our clients' unique challenges. Our strategic approach ensures that we not only meet but exceed expectations, providing value-driven services that empower our clients to thrive in a competitive landscape



The Brazilian real estate sector stands as a pivotal force in driving the national economy, presenting abundant opportunities for investment and development in both urban and rural areas. This dynamic sector is key for sustainable economic growth, fueled by the increasing demand for residential, commercial, logistics, and industrial properties. We are committed to delivering insightful guidance and strategic solutions that empower our clients to capitalize on the vast potential of the real estate market in Brazil

## OUR TAKE ON INDUSTRY TRENDS

The real estate sector, often regarded as a barometer of the economy, is rife with opportunities in Brazil. The ongoing demand for housing, commercial space, and adequate infrastructure has fostered a favorable environment for new initiatives and investments.



Moreover, the increasing preference for multi-use and shared spaces highlights a trend towards sustainability and the integration of various functions. Projections suggest that construction will continue to be pivotal in economic recovery, driving the development of innovative real estate projects. Segments such as logistics, retail, hospitality, and shopping centers are evolving rapidly, drawing in new investors and market players. However, it is important to keep in mind the persistent challenges the sector faces. The regulatory complexity, marked by a multitude of rules at federal, state, and municipal levels, along with restrictions on land access for foreign entities in rural real estate, necessitates meticulous attention and a deep understanding to prevent legal setbacks. While considerable progress has been made in reducing bureaucracy, enhancing legal certainty, and digitizing real estate information, these barriers can still pose significant challenges, making careful management essential for ensuring compliance at every stage.

Environmental concerns are also increasingly central to real estate development discussions. Investments in sustainable building practices not only align with regulatory requirements but also provide a competitive edge in a market where consumers are more aware of environmental responsibility.

With the advent of new technologies such as artificial intelligence, automation, and digital platforms, the real estate sector has the potential to innovate its practices, enhancing efficiency and transparency. Real estate management applications, data analytics tools, and digital financing solutions are revolutionizing business operations and enabling swift adaptations to emerging market demands.

As Brazil embraces these new realities, the real estate sector is poised to solidify its role as a cornerstone of economic and social development, dedicated to fostering more sustainable and integrated communities.

### OPPORTUNITIES

- Market growth
- Sustainable development
- Infrastructure and logistics boom
- Rising property values
- Diverse investment products, such as Real Estate Investment Funds (FIs) and FIAGROs

### CHALLENGES

- Regulatory complexity, decentralization and lack of legislative uniformity
- Bureaucratic delays
- Legislative adaptation
- Risk management involved in real estate projects
- Economic volatility

### MACROTRENDS

- Digital technology integration
- Sustainability initiatives
- Social responsibility engagement
- Digital transformation in acquisition and management

### WORK HIGHLIGHTS

- ▼ Structuring a built-to-suit contract

We advised an investment fund on the sale of a built-to-suit industrial plant in Pernambuco, valued at approximately R\$70 million. Our support ensured compliance and optimized terms for both parties, facilitating a smooth transaction
- ▼ Acquisition of land for a logistics condominium

We provided strategic counsel to a major logistics company on the acquisition of two plots of land for developing a logistics condominium in the interior of São Paulo, with a transaction worth R\$120 million. Our expertise helped navigate complex negotiations and regulatory landscapes
- ▼ Conclusion of long-term assignment contracts

We assisted the logistics company in formalizing long-term assignment contracts for operations in airport areas, ensuring alignment with aviation regulations and operational requirements.
- ▼ Lease agreements for shared spaces

We advised a prominent coworking company on expanding its footprint in Brazil by drafting and negotiating intricate lease agreements for several "Triple A" buildings across São Paulo, Rio de Janeiro, and Belo Horizonte, ensuring favorable terms and conditions
- ▼ Structuring financing and real estate guarantees

We guided a large corporation in establishing real estate guarantees for financing through BNDES, encompassing an operation valued at R\$1.5 billion. Our involvement solidified their financial structure and enhanced investment security
- ▼ Acquisition of real estate fund

We advised an investment bank on the acquisition of 100% of the shares of an investment fund owning a "Triple A" commercial building in São Paulo, valued at approximately R\$1.2 billion. This strategic acquisition bolstered the bank's portfolio in the competitive real estate market
- ▼ Financial exchange of land for shopping center

We assisted a major player in the shopping center sector with the sale of local land in São Paulo, part of a financial exchange operation valued at R\$30 million. Our guidance ensured compliance and maximized value in the transaction
- ▼ Acquisition of property for luxury hotel development

We advised a high-profile hospitality group on acquiring prime property in Rio de Janeiro for a luxury hotel development, facilitating a transaction that supports the city's tourism industry

## AREAS OF PRACTICE

A cross-sectorial and multidisciplinary team specialized in the sector

Leading practice in commercial contracts, project financing and corporate/M&A in the sector



- | Environmental Litigation and Arbitration | Commercial contracts | Project Financing |
- | Regulatory, Policy and Compliance | Corporate/M&A | Sustainability | Tax |

### GET TO KNOW OUR PARTNERS



**Maria Eduarda Bergamo**  
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