



Maria Gabriela Alaña Castro

Partner

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Gabriela represents Mexican and foreign real estate developers of office, retail, industrial, multi-family and resort projects. Her experience includes structuring, advising, implementing and negotiating of a full spectrum of business real estate transactions, including the acquisition, development and construction of office buildings, shopping centers, industrial facilities, hotels, timeshare resorts and residential projects, implementation of timeshare, fractional and whole-ownership regimes, financing in connection with real estate projects and leasing of properties. Gabriela has broad experience representing clients in acquisitions and dispositions. She counsels clients in matters relating to the development and implementation of corporate and financial structures. Gabriela also counsels Mexican clients in connection with their data privacy matters.

• Real Estate

English Spanish

Before joining DLA Piper, Gabriela practiced in a prominent Mexican law firm, focusing on real estate, corporate and securities matters. She was also a banker at BBVA Bancomer.

LANGUAGES SPOKEN

- English
- Spanish

REPRESENTATIVE MATTERS

- Represented **Sordo Madaleno Group** in connection with a JV with one of the largest Canadian pension funds for an amount of US\$130 million to develop and operate various mix-use real estate developments located in strategic locations in Mexico City and some other States of Mexico
- Represented **Sordo Madaleno Group** in the acquisition of a 190,000sf property to expand an existing high-end mix-use real estate development located in Mexico City

- Represented **Sordo Madaleno Group** in the negotiation of a US\$12 million credit facility for the construction of a high-end mix-use real estate development located in Mexico City and the establishment of its collateral thereof
- Represented **Prudential Real Estate Investments** in the acquisition of properties for an amount approximately of US\$40 million in various states in México and in the negotiation of JVs with local partners for the development, management and operation of industrial parks located in sundry States
- Represented **Desarrollos Inmobiliarios Mar y Tierra**, a Mexican developer, in a joint venture for the construction, development and operation of a mixed-use project, including office and retail, in the high-end Polanco area in Mexico City
- Represented an automotive part company in a 7 year-Built-to-Suit lease agreement worth USD\$5.8 million regarding certain premises with a surface of 157,500sf located in the State of Puebla
- Represented an automotive part company in a 10 year-Built-to-Suit lease agreement in an amount US\$6.5 regarding certain premises with a surface of 104,167sf located in the State of Guanajuato
- Represented **Controladora de Terminales de Mexico** in various Built-to-Suit lease agreements regarding some industrial premises located in the States of Nuevo Leon and Queretaro
- Represented a world-wide e-commerce company in the negotiation and closing of various Built-to-Suit lease agreements for premises located in several States of Mexico with a total surface in excess of one million sf. worth approximately US\$50 million
- Represented **Four Seasons** in the creation and documentation of fractional and whole-ownership regimes for its Punta Mita hotel located in the State of Nayarit
- Represented **Marriott Hotels** in connection with the hotel management agreements entered with a local developer for the operation of a hotel and residential condominium located in Mexico City
- Represented Kimpton in the negotiation and closing of hotel management agreements for the operation of a hotel located in Mexico City
- Represented Inmobiliaria Emar (owner of the Suites Sheraton Santa Fe in Mexico City) in connection with the negotiation of a loan facility and the creation of collateral thereof
- Represented a Dominican company in the negotiation of hotel management agreements for the operation of a high-end hotel located in the Dominican Republic
- Represented **The Related Group** in connection with the purchase of land and structure of condominium and fractional projects in Mexico
- Represented **Marriott Hotels** in connection with the hotel management agreements to be entered with a local developer for the operation of a hotel to be located in Mexico City
- Represented **Bovis Lend Lease** in several project management agreements for the development of office spaces
- Represented **Sordo Madaleno Group** in the negotiation of a construction agreement for a high-end mix-use real estate development located in Mexico City
- Represented **Sordo Madaleno Group** in the negotiation of lease agreements for various retail spaces located in real estate developments located in different states
- Represented multi-national companies in the drafting and negotiation of lease agreements for their corporate offices in different states
- Represented **Capital Inmobiliario**, a Mexican residential fund developer, in the acquisition of real estate properties located in different states and in the negotiation of Joint Ventures with local partners for the construction and sale of low and medium cost-residences
- Represented **Capital I** in the financial restructuring process of Corporación Geo, one of the largest housing builders in Mexico, in order for Capital I to make a capital contribution along with another investor to terminate the insolvency process of Casas Geo

CREDENTIALS

ADMISSIONS

- United Mexican States

Prior Experience

Before joining DLA Piper, Maria was a partner in the law firm Gallástegui y Lozano, S.C. GYL, which combined with DLA Piper in February 2015. Earlier in her career, Maria practiced in a prominent Mexican law firm, focusing on real estate, corporate and securities matters. She was also a banker at BBVA Bancomer, one of México's largest banks.

Recognitions

- *The Legal 500 Latin America*
 - 2022 - Leading Lawyer, Mexico Real Estate
 - 2019-21 - Leading Lawyer, Mexico Real Estate
 - 2017-18 - Next Generation Partner, Mexico Real Estate
 - 2016 - Recommended, Mexico Corporate and M&A
- Maria Alaña was included in the 2020 *Best Lawyers* in Latin America for Real Estate Law in Mexico

Education

- LL.M., International Business Transactions, University of San Francisco 2000
- Law, Universidad Nacional Autónoma de Mexico 1996

Memberships

- Member, DLA Piper's North American Pro Bono Committee
- Member, Board of the DLA Piper's Global Scholarship Program
- Member, Board of Directors of the ONG Appleseed Mexico