

Snell & Wilmer



Carlos Freaner

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Main Bio

Carlos Freaner's practice focuses on real estate, commercial finance and business transactions in Mexico, particularly real estate investment, development and leasing, secured lending, M&A, joint ventures and corporate counseling. Carlos regularly represents U.S. developers, builders, hospitality groups, manufacturers, investment firms and mining companies on a variety of ventures across Mexico. Carlos was born and raised in Mexico. He obtained his law degree (J.D. equivalent) from the Instituto Tecnológico y de Estudios Superiores de Monterrey in 2003 and his LL.M. degree from the University of San Diego School of Law in 2005. Before joining Snell & Wilmer in 2013, Carlos was a corporate associate at the Mexico City office of Creel, García-Cuellar, Aiza y Enríquez, S.C. since 2008. Carlos also participated in a two-week Program on Negotiation at Harvard Law School in 2011.

Representative Matters

Real Estate and Hospitality

- U.S.-based developers in the purchase, financing, development and sale of commercial and residential properties in Los Cabos, Mexico and with respect to resort and master-planned communities and condo regimes
- U.S.-based manufacturers in the purchase, development and leasing of industrial properties in northern Mexico
- A U.S.-based hospitality company in the sale of a hotel in Cancun, Mexico

Commercial Finance

- U.S.-based lenders and borrowers in connection with financings and secured transactions involving collateral located in Mexico including Los Cabos, Mexico City and northern Mexico
- A U.S. leading bank in all due diligence and corporate aspects involving loans to Mexico-based clients

Corporate/M&A

- A U.S.-based manufacturer in the Mexico aspects of its acquisition of a U.S.-based manufacturer with operations in Mexico City
- U.S. corporate clients coordinating advice of multiple experts across Mexico as the clients' single point of contact regarding labor & employment, foreign trade, environmental, litigation, insurance and tax matters
- A leading Mexican insurance brokerage firm in various M&A transactions, including the sale of a

minority interest to private investors, the acquisition of a Mexican insurance brokerage firm and its joint venture for the development of business in Latin America

- A U.S.-based manufacturer in the Mexico side of its acquisition of an international manufacturer with operations in northern Mexico
- A German-based IT company in the acquisition of the remaining 50% interest in its Mexican joint venture company and in its related shareholder conflict

Education

- University of San Diego School of Law (LL.M., 2005)
 - Merit Scholarship (2004)
- Instituto Tecnológico y de Estudios Superiores de Monterrey (J.D. equivalent, 2003)

Other Studies

- Program on Negotiation at Harvard Law School (2011)
- Boston University, Metropolitan College, Study Abroad Program (Spring 2002)

Languages

- Spanish
- English

Representative Presentations & Publications

- "[Selling real property in Los Cabos: Key contract provisions](#)," Co-author, Phoenix Business Journal (December 17, 2018)
- "[What to consider when developing resorts and master planned communities in Los Cabos](#)," Co-author, Phoenix Business Journal (December 4, 2018)
- "Financing Real Estate Projects, Speaker, Atlas First Annual East Coast of Mexico Real Estate Market Summit," Playa del Carmen, Mexico (October 24-26, 2007)
- "International Mergers and Acquisitions (Mexico)," Co-Author, The International Lawyer, Year in Review Issue (2006)

Other Professional Experience

- Before joining Snell & Wilmer in 2013, Carlos was a corporate associate at the Mexico City office of Creel, García-Cuellar, Aiza y Enríquez, S.C. since 2008

Court Admissions

- Mexico