

# Pérez-Llorca

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## Paula Quintillán Macías

### Contact

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### Profile

Paula Quintillán joined Pérez-Llorca in September 2021. Prior to this, Paula worked as an associate in the real estate and urban planning practice of a renowned international law firm, and previously in the same department of a national law firm, advising national and international clients on all types of real estate transactions involving assets such as shopping centres, hotels, student residences, residential and logistics warehouses.

### *Studies:*

- 2017 Executive Master's degree in Land Planning and Zoning, Universidad CEU San Pablo
- 2012 Degree in Law with a Diploma in International Relations, Universidad Pontificia de Comillas de Madrid (ICADE)

She speaks Spanish and English.

### Experience

Paula specialises in advising sellers and buyers on acquisitions and disposals of assets throughout all phases of the transaction, including the due diligence process, drafting and negotiating transactional documents and coordinating and assisting with the closing of the transaction. She also is experienced in drafting and negotiating all types of real estate contracts, such as lease agreements (including within the framework of complex sale & leaseback transactions), delegated development contracts, project management agreements, property management agreements, construction contracts, etc.

Paula is also a specialist in urban planning law. She has acted for international clients in complex land acquisitions and led urban planning due diligences, a key issue in this type of acquisition.

The combination of her real estate/transactional expertise and her urban planning knowledge plays a key role in transactions that are increasingly popular with international funds, such as forward funding transactions (acquisition of land and formalisation of a delegated development contract) as well as forward purchase or “turnkey” transactions.

### **Professional organisations**

The Madrid Bar Association (ICAM).