GARRIGUES

Rafael Villamar Ramos

Partner

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Corporate and M&A
Real Estate
Automotive
Sustainability
Tourism and Hotels

Rafael is a joint partner in charge of the Mexico offices (Mexico City, Monterrey and Querétaro).

Rafael spent practiced as associate and then partner at a large multinational law firm for nine years, providing his services at its offices in Ciudad Juárez and Monterrey.

He has extensive experience in real estate and infrastructure transactions, advising international and Mexican companies in connection with the negotiation and signing of leases, real estate purchases and construction for commercial, residential, industrial and hotel projects throughout Mexico. He has also advised foreign clients on the acquisition and lease of property in Mexico, including real estate trusts in beach and border areas.

Rafael’s experience also includes advising Mexican and international companies on the structuring of their entry into and/or investments in Mexico, including all aspects relating to corporate and commercial legislation.

Experience

Rafael Villamar is a partner in the Real Estate, and Corporate & M&A practices. He has extensive experience in providing real estate advisory services, particularly on the structuring of lease and asset purchase agreements in Mexico, working with global companies in a range of sectors, including furniture, beauty, clothing, and industrial supplies.

He advises on the preparation and structuring of real estate trusts for the development of residential, commercial and industrial projects in various Mexican regions. He has advised real estate developers on the creation of investment funds for projects in key areas such as Santa Fe, Mexico City and Querétaro, as well as on the acquisition of properties for manufacturing plants.

Rafael assists in the structuring and negotiation of co-investment and joint venture agreements in the tourism and hotels industry in Mexico. He has also worked on the creation of construction entities for timeshare

projects and has led due diligence processes for the acquisition of real estate developments in the timeshare sector.

Rafael is fluent in Spanish and English.

Academic background

- Master of Laws (LL.M.), University of Chicago Law School, Chicago, Illinois, USA (1997).
- Degree in Law, honorable mention. Instituto Tecnológico y de Estudios Superiores de Monterrey, Monterrey Campus, Monterrey, N.L., Mexico (1994).

Memberships

- Member of the International Bar Association.
- Member of the American Bar Association.
- Member of the International Council of Shopping Centers.
- Member of the Urban Land Institute (ULI), and member of the Board of the Monterrey Chapter.

Distinctions

- Chambers and Partners Latin America 2025
  Band 3
- Legal 500 2025
  Recommended Lawyer
- Best Lawyers 2025
- Leaders League 2025
  Recommended
- Lexology INDEX
- Named by Chambers and Partners, Latin Lawyer, Who’s Who Legal, Legal 500 and Best Lawyers International as one of the leading real estate lawyers in Mexico.
- Named Lawyer of the Year, Real Estate Law, Monterrey (2022) by Best Lawyers International.

Publications

- “Investing Across Borders,” World Bank Group (2010). Coauthor
- “Doing Business 2011,” World Bank and International Finance Corporation (2011). Coauthor