

A modern, multi-story house at night, featuring a large glass balcony and a swimming pool with blue lighting. The house is illuminated from within, and the pool area has a wooden deck with white lounge furniture. The sky is dark blue with some stars visible.

REAL ESTATE

ECIJA | Legal

OUR PRACTICE

ECIJA is the largest Latin American law firm with presence in Central America, Dominican Republic, Puerto Rico, Chile, Ecuador, Brazil, Mexico, Argentina, Colombia, Portugal and Spain, with more than 900 lawyers and 171 partners.

With 25 years of experience, we have positioned ourselves as one of the best multidisciplinary and independent law firms in the Latin American market, as accredited by the most prestigious international directories, offering comprehensive legal services, regulatory compliance and information security.

The firm has an extremely experienced team of professionals who advise on the development of Real Estate project structures in accordance to the corresponding regulations, either locally or all over the Region, as the case may be.

Our Real Estate team has a vast experience in all the transactional issues related to the acquisition of real estate properties for single - home units or for the future

development of residential, commercial, or tourist projects, as well as construction agreements, concession processes, environmental matters, financing, structuring special property developments (condominium, residential and agricultural schemes). Our services assure the highest legal security and the most novel legal Real Estate structures.

Our law firm advised several individual investors in the purchase of real estate properties in Costa Rica, including the complete cycle of the transaction (draft of the purchase option agreement, due diligence review of the real estate property, closing documents, transfer deed, etc.).

ECIJA has participated in several negotiations of concession land located in the Maritime Zone of Costa Rican coasts, assisting clients and entities with their dealings with the municipalities, the Tourism Board and the National Register.

ECIJA is the Spanish firm with the largest presence in Latin America, which gives us unique capabilities to assist our clients.

OUR SERVICES

- The purchase and sale of all kinds of real estate portfolios.
- Joint venture and partners' contracts for real estate investments and developments.
- Sale and leaseback transaction.
- Maritime zone concessions.
- Real estate financing and refinancing.
- Real estate development schemes.
- Establishment of real estate funds and real estate investment trusts.
- Turn-key projects.
- Real estate leasing.

Our day-to-day services focus on efficient advice, both in the review and drafting of routine contractual documents and the full range of services required by our clients. We understand that day-to-day services must be fast and cost efficient.



GLOBAL LEGAL DIRECTORIES

ECIJA has been recognized by the most important global legal directories for several years.



"ECIJA Abogados is a noteworthy real estate practice that is well known for assisting Costa Rican and regional property developers and clients from the tourism industry with a wide array of real estate mandates. ECIJA Abogados regularly advises on the acquisition and sale of properties, the expansion of existing facilities and real estate financing matters." **Chamber & Partners, LATAM 2023.**



"ECIJA Abogados' team members are aware of the business environment, and always help with any opportunities that come up." **Chamber & Partners, LATAM 2023.**



"They give immediate attention to important matters, with a high level of perseverance to bring matters to a successful conclusion." **Legal 500, LATAM 2022.**

"The team stands out for its availability (including outside of business hours when necessary), great attention to the client's individual needs, professional support across a diverse range of matters, with a personal touch that creates a pleasant working relationship." **Legal 500, LATAM 2022.**



"ECIJA's follow-up of cases, sense of urgency and the quality of its legal work are impressive and unmatched. So far it has been the best law firm I have worked with, both in terms of legal output and client service." **Legal 500, LATAM 2022.**

OUR TEAM

We offer our clients a single point of contact, with the time savings of coordinating multiple tasks, and the overview and knowledge of our client's business.

Several of our lawyers have attended the most prestigious European and North American universities, and they all hold a wide range of experience in corporate and commercial matters.

This has given the law firm the possibility to have first-level professionals, with international perspectives and highly committed to the firm and its clients. The team-work is enriched by the experience of our partners and the proactivity and innovation of our young lawyers. This combination guarantees a personalized, experienced and innovative service focused on the needs of our clients.



OUR TEAM



Mercedes Sancho

Mercedes Sancho is a partner in the areas of Corporate, Real Estate, Foreign Investment, Notarial Law.

She has extensive experience in the field of advising national and foreign companies, as well as real estate projects, tourism developments and concessions in both the Maritime Terrestrial Zone and the Polo de Papagayo Tourism Area.

She was the in-house counsel for Península Papagayo Tourism Project –one of the most relevant developments in Costa Rica– for seven years. This project gave her the opportunity to work with interdisciplinary teams (engineers, geologists, property managers and real estate developers) and therefore she developed great abilities to better understand the complete process of a real estate acquisition and being able to provide clients an integral legal assessment.

ECIJA with the leadership of Mercedes is the legal counsel for the Costa Rican Global Realtor's Association of Realtors (CRGAR). ECIJA provides all the training and basic legal knowledge that realtors need to offer their services in Costa Rica.

Mercedes is currently working with the Costa Rican Realtors Association (Cámara Costarricense de Corredores de Bienes Raíces –CCCBR–) with the positioning of sustainable real estate practices in Costa Rica.

Mercedes is one of the few law firm women partners guiding a real estate practice by assisting foreign clients with the pre closing, closing and post closing processes in the Tamarindo and Flamingo areas.

Mercedes graduated from the University of Costa Rica with a degree in Law and Public Notary. She is currently finishing an MBA degree from EUNCET Business School, Barcelona with a specialization in Marketing, Technology and Innovation at ADEN International Business School (specialization granted by George Washington University).

She is a member the Women in Profession Association of the Vance Center of NYC , being one of the founders, Costa Rican Attorney's Bar, Secretariat at the Costa Rican Corporate Responsibility Association (Consejo Consultivo Nacional de Responsabilidad Social).

Mercedes speaks Spanish and English.

Mercedes Sancho



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Mercedes Sancho Rubí

A vertical photograph on the left side of the page shows a sunset over the ocean. The sky is filled with orange and yellow clouds, and the sun is low on the horizon, reflecting on the water. The ocean waves are visible in the foreground.

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