

Snell & Wilmer



Carlos Freaner

Partner | Los Cabos

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Main Bio

“Carlos Freaner is an expert in the real estate field, and is able to explain things in a manner that makes sense to someone without a law degree.”

— 2024 Chambers Latin America

Carlos Freaner is a real estate partner at Snell & Wilmer, focusing on U.S.-Mexico cross-border strategic transactions across the real estate, hospitality, and industrial sectors. Carlos is recognized as a leading practitioner in real estate law by Chambers Latin America® and plays a key role in the firm's representation of national and international funds, developers, hotels and resorts, manufacturers, and financial institutions on a range of real estate and business transactions, including acquisitions, dispositions, financing, joint ventures, M&A, hotel agreements, condominiums, and leasing.

Carlos is currently representing developers of world-class golf and master-planned communities in Mexico, particularly Los Cabos, the Riviera Nayarit, and Ensenada, and on ventures in Costa Rica and Belize. He has extensive experience representing lenders and borrowers in the financing of real estate acquisitions and projects, and is often called upon to represent industrial companies in the acquisition, development and leasing of manufacturing facilities in northern and central Mexico.

Education

- University of San Diego School of Law (LL.M.)
- Instituto Tecnológico y de Estudios Superiores de Monterrey (J.D. equivalent)
- Program on Negotiation at Harvard Law School

Languages

- English
- Spanish

Representative Presentations & Publications

- "[Outsourcing of Personnel in Mexico: Scrapped. General Considerations](#)," Co-Author, Snell & Wilmer Global Connection Newsletter (June 23, 2021)
- "[Outsourcing/Insourcing Reform Bill Proposes Significant Changes for Companies Doing Business in Mexico](#)," Co-Author, Snell & Wilmer Global Connection Newsletter (March 15, 2021)
- "[USMCA: Compliance Considerations for Mexico](#)," Co-Author, Snell & Wilmer Global Connection Newsletter (September 21, 2020)
- "[Financing Real Estate Projects in Los Cabos, Mexico](#)," Co-Author, Snell & Wilmer Global Connection Newsletter (February 18, 2020)
- "Doing Business in Mexico: What You Need to Know," Co-Presenter, Snell & Wilmer (September 12, 2019)
- "[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)

Professional Recognition & Awards

- Snell & Wilmer COACH Award (2024)
- Chambers Latin America®, Real Estate (2024)
- The Best Lawyers in Mexico®, Real Estate Law (2022-2023)

Previous Professional Experience

- Creel, García-Cuellar, Aiza y Enríquez, S.C., Associate (2008-2013)

Bar Admissions

- Mexico

Court Admissions

- Mexico

Client News

- Snell & Wilmer Advises Digital Enablement Solutions Provider AVI-SPL in Acquisition of the Assets of Multimedia