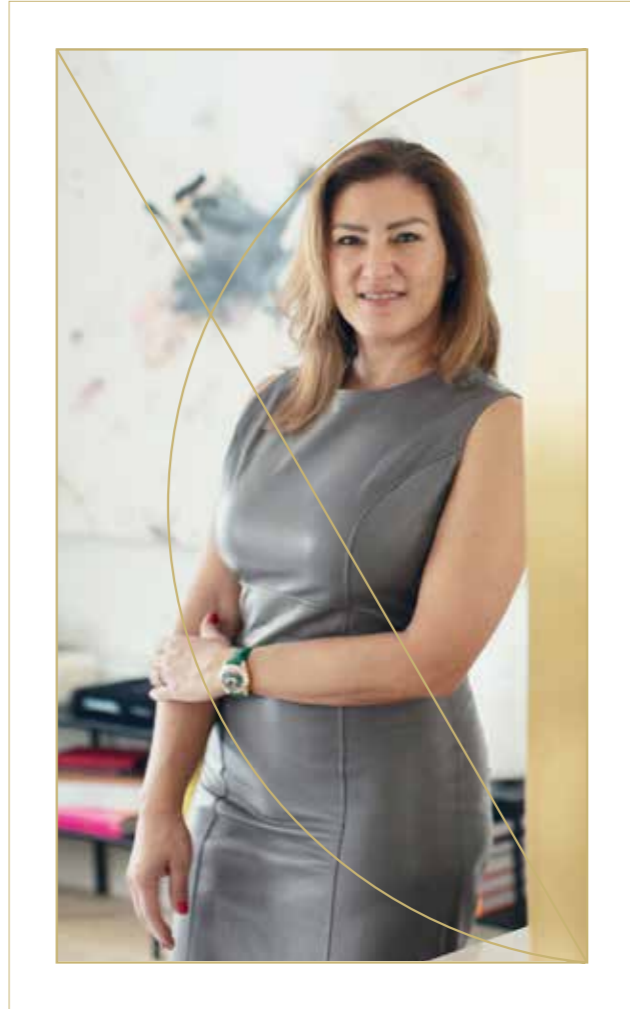


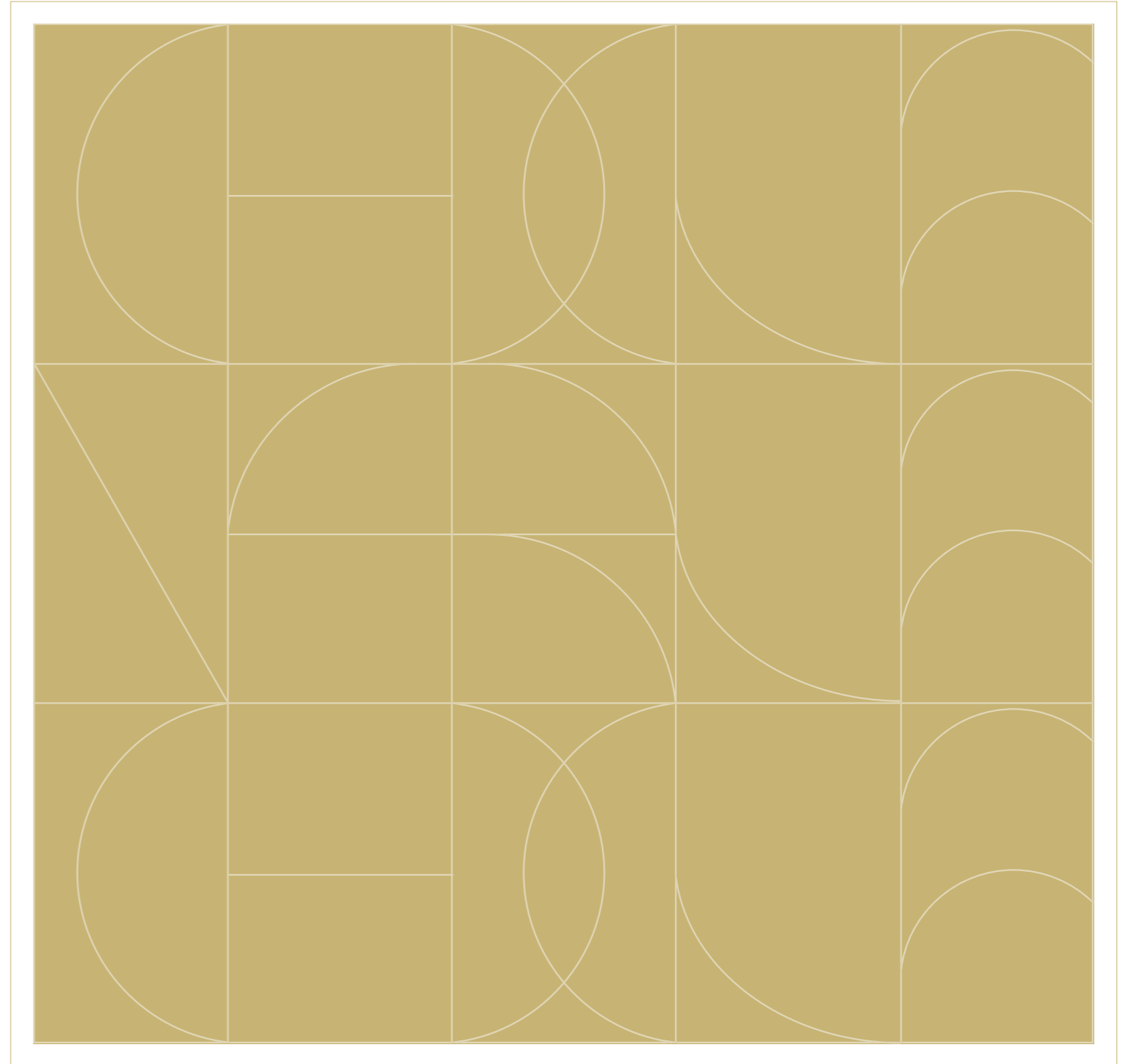


CECILIA VARELA

LUXURY REALTY ADVISOR



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LUXURY REALTY ADVISOR

A comprehensive, specialized, exclusive service that brings international investors to the real estate market in Spain with the best luxury properties.

“After 10 years in Madrid, with the last five immersed in the real estate industry, my goal is to keep guiding investors toward the door of their dream home. Mexican by birth and Spanish by adoption, with the trust and knowledge of both countries, I accompany my clients to successfully and safely complete their dream investment in Madrid.”



From the client's perspective

Having complete confidence that the properties I select meet their needs, along with a personalized and detailed service that saves them time by doing all the paperwork for them, are some of the characteristics that my clients appreciate about my professionalism and identity.

The most important thing to me is to listen carefully to my clients to understand and safeguard their interests, and to find the property that best suits their needs.

My experience with European and Latin American investors, as well as my familiarity with the language and culture, allow me to anticipate their preferences and requirements, saving them time so that all visits are productive, as I am fully aware of the price range, quality, location and value of the property they seek.

For me, success means providing the highest value property at the best price within the time frame specified by the client.



From the developer's perspective

My job is to introduce the investor to a reliable developer who appreciates the value of the properties in their portfolio. I perform a thorough analysis of the client and select the potential properties that best fit their needs.

My role is to introduce the client to an ideal developer, someone who values the product and offers unconditional support, committing to the client until they find the best deal for both, with the client's interests as a priority.

My experience with European and Latin American investors allows me to anticipate their requirements, and thus avoid wasting time with unproductive visits, since I am aware of the price range, as well as the quality, location and value of the property for which they look.

My Service as a Luxury Realty Advisor

I specialize in providing personalized attention, helping the client navigate through the whole process and listening carefully to all their concerns, always working efficiently when purchasing properties to maximize their investment.

Because of my Mexican roots and my experience with the Latin American culture, I am prepared to understand the preferences, needs, and requirements to find properties that are completely to your liking.


Having lived in several countries in North America, Europe, and now for more than 10 years in Spain, I am familiar with the culture, the market, and the procedures necessary to achieve an investment that suits your tastes and demands.



Personalized
advice



Property
proposal



Project management
support



Financial advice



Property
purchase



Maximizing
profits

My service as a **Luxury Realty Advisor** is based on a methodology that covers the following aspects:

- **Understanding the client** and defining their needs, objectives and search criteria.
- **Managing all the procedures necessary to carry out the investment**, such as obtaining the Foreigners' Identity Number (NIE), residency, financing through various banking institutions, and more.
- **Finding potential assets** that fit the criteria previously established with the client, both in the real estate market and off-market private listings, to which we have priority access.
- **Evaluating the options and verifying documents for each of the assets.**
- Creating a calendar and agenda for visits and **accompanying the client** during all appointments.
- **Providing advice** during property selection, processing and offers.
- **Offering all legal, financial and notarial advice**, as well as support from initial contract to the final purchase agreement.
- Managing the **transfer of ownership** of all public services and coordinating new services such as internet contracting and configuration.
- Present the client with a **network of contacts available**, including architects, interior designers, art galleries, and companies dedicated to renovation and construction repairs.



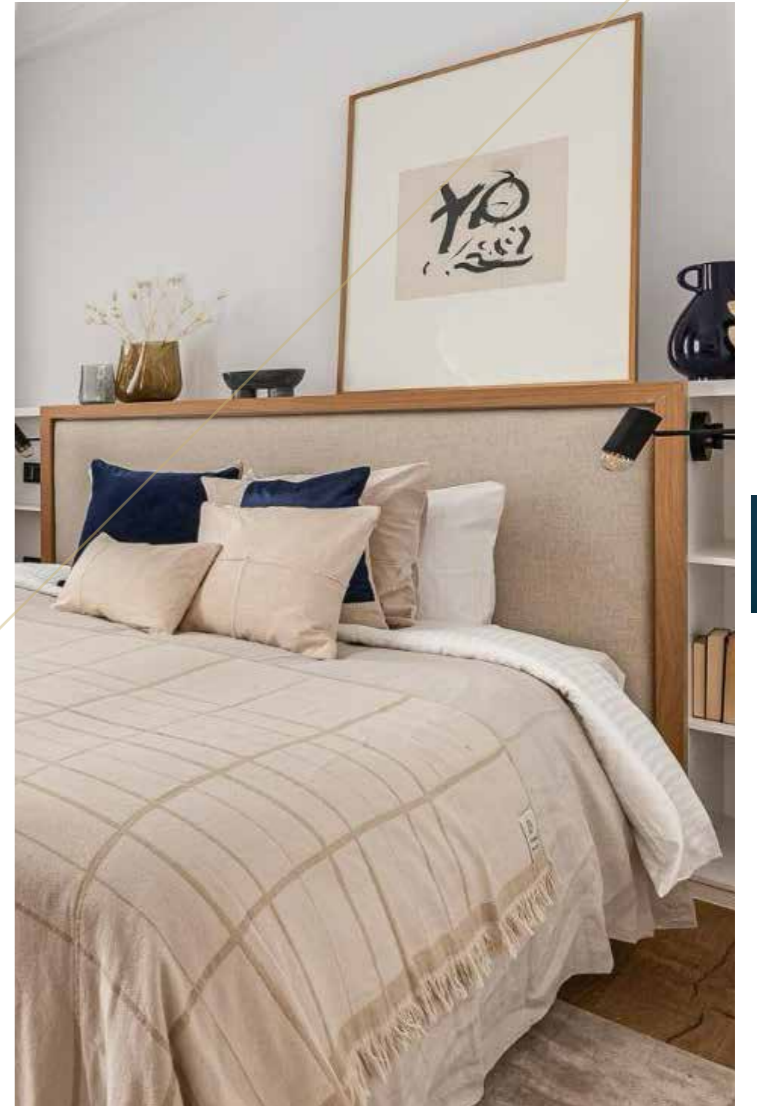


Product

I have an extensive network of contacts which gives clients access to a **portfolio of exclusive, high-value properties in the most sought-after areas of Madrid**. I collaborate with best-in-class real estate developers and promoters to carry out new construction projects, as well as home and office renovations, transforming them into very **high-value assets, with unique designs and exceptional quality**.



Interior design Nometri



Interior design Nordic Standard



Cecilia Varela Thomas

A multicultural and creative entrepreneur, customer-oriented, with excellent problem-solving skills. Trained in International Trade and passionate about art and design, I have developed my professional career in both the public and private sectors.

Born in Mexico, studied in Canada and France, and lived and worked in New York City for five years. Now, after more than 10 years living in Madrid, I have extensive knowledge of the demands of foreign investors and excels in customer service. I have a wide network of contacts, including investors and entrepreneurs, but most importantly, I have a focused vision for identifying business and investment opportunities.

SERVICES:

- Personalized advice
- Property proposal
- Project management support
- Financial advice
- Property purchase
- Maximizing profits



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