



ADVISORY IN REAL ESTATE

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BDO

REAL ESTATE SERVICES

Our regional Real Estate advisory unit for Central America provides you with the most important tools for financial structuring, corporate governance, legal and tax advice, in order to enhance the value of your assets and optimize the performance of your real estate projects.

Within our line of services we highlight:

Corporate Finance Services for Real Estate

Structuring of business plans for project financing

Structuring of Debt through Bond Issuance

Structuring of Companies for Application to Tax Benefits

Investor Search

Sale & Lease Back

Real Estate Leasing

Real Estate Investment Trust Companies (REITS)

Appraisals and Specialized Studies

Real Estate Appraisal and Valuations for Accounting and Financial Compliance

Demand Studies and Highest and Best Use Analysis

Inventory of fixed assets

Real Estate Advisory

Real Estate Market Studies

STRUCTURING BUSINESS PLANS FOR PROJECT FINANCING

We structure business plans in search of international financing solutions for real estate developers looking for the financial leverage of new projects or the best management of the current debt of ongoing projects.

We have an expert team that can advise you to choose the most appropriate financing for your project.

Types of Loans:

01 Bridges Loans at 36 months with one year grace period at 100% and it starts paying interest on the 36th month, where the capital is cancelled (minimum request of US \$ 2M).

02 Long-term construction loans, with up to 15 years to pay and grace periods during the construction of the project (minimum request of US \$ 10M).



DEBT STRUCTURING THROUGH BOND ISSUANCE

We carry out the complete process of structuring, registration, issuance and support in the placement of bonds ideal for the leverage of projects or real estate assets with return flows whose rates are interesting for the financial market.

Within this service there are bonds that apply to tax benefits, tourist activity, or green bonds for sustainable development, eco-friendly and / or renewable energy projects.



STRUCTURING OF COMPANIES FOR APPLICATION TO TAX AND FINANCIAL BENEFITS

We carry out the structuring of real estate companies and registration with the competent authorities, so that they are duly registered, and their activities protected within the framework of laws that provide tax benefits for tourism activity, Law for Financial Landlords, Framework for issuance of Green Bonds , among others.



INVESTOR SEARCH

We present your real estate project in an ideal way, through an Investment Opportunity Brochure, highlighting its benefits and profitability, to our portfolio of local and international investors, always within the strictest confidentiality, seeking to find the ideal investment partner, which provides capital and project support.



SALE & LEASE BACK

We develop an Investment Opportunity brochure, highlighting the quality of its assets, its clients and the profitability of its operation, in order to obtain liquidity on them, through a long-term sale and lease agreement with a repurchase option at the end of the period.

This Brochure is presented to a select portfolio of real estate investors and investment funds, for their analysis and receipt of offers.



REAL ESTATE LEASING

We prepare your project to be able to optimally serve your buyer clients who choose to acquire their units through real estate leasing. This advice and support implies preparing your company in terms of its legal, fiscal and accounting structure on which the real estate leasing law is based and that it is operationally ready and ordered.

SPECIALIST ADVISORY ASSISTANCE

- ▶ We advise you on your functions as Financial Lessor;
- ▶ We offer you alternatives for financing the project and / or we offer you the option of outsourcing this service.



REAL ESTATE INVESTMENT COMPANIES (REIT's)

Along with the most important investment funds in Corporate Real Estate, we structure your portfolio of assets and real estate projects so that they are welcomed within the umbrella of what we will create as your new “Real Estate Investment Company” (SII), also known as REIT's (Real Estate Investment Trust) within the corporate real estate market.

This will allow you to access a platform where investment funds are usually looking for options where to place their capital, since your SII will have an absolutely formal and transparent structure, in addition to having achieved the registration, authorizations and supervision required by the competent authorities.



APPRAISAL OF REAL ESTATE AND VALUATIONS FOR ACCOUNTING OR FINANCIAL PURPOSES

We perform appraisals for commercial real estate, land, housing development, residences, industrial uses or for specific projects.

We have a specialized team, with the capacity to appraise assets anywhere in the world, considering different valuation approaches for each of our clients' needs.



DEMAND STUDIES AND ANALYSIS OF HIGHEST AND BEST USE

Demand studies and analysis of alternative real estate projects are necessary to estimate the highest and best use of assets. The modeling of cash flows associated with each potential real estate project, including tax variables, are fundamental to estimate the value of assets with various uses.



INVENTORY OF FIXED ASSETS

An adequate internal control of your fixed assets will allow you to identify the real value of your investments and in which items of the real estate sector you are diversified. At the same time, it will update and provide tax support to the accumulated depreciation and the useful life of your investments.



REAL ESTATE ADVISORY

We analyze our clients' real estate portfolios by reviewing factors such as their current and potential use, market situation and submarket in which they are located, state of conservation and current availability, market and book value, maintenance and operating costs, among others.



REAL ESTATE MARKET STUDIES

We conduct market research to validate the specific launching of your real estate projects, analyzing the competitive offer, within the market segment, type of product and target market. The scope of the research covers residential, commercial, industrial, land, offices or specific projects.



CONTACTS

JOSÉ BLANCO

Regional Director of Real
Estate Advice

jose.blanco@bdo.com.pa

BDO Building

Los Ángeles Urb., El Paical Ave.
Tel: +507 279 9700

F&F Tower, 30th Floor

50th y 56th East Streets
Tel: +507 280 8800

www.bdo.com.pa

www.bdo.cr

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