

DATE

December 20, 2017

SECTORS

Real Estate

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Manuel Zulueta
CEO



Carlota Hernandez-Antolin
Vice President

DC Advisory advised Aguirre Newman on its sale to Savills



Background

- Based in Madrid in 1988, Aguirre Newman S.A. is the leading independent Spanish Real Estate consultancy firm in Spain with over 400 employees. It has presence in Spain and Portugal, with offices in Barcelona, Malaga, Lisbon and Porto
- Aguirre Newman provides Agency, Capital markets, Property Management, Architectural, Consultancy, Valuation, Planning, Corporate Finance and Asset Management services
- Aguirre Newman holds a top position in the Spanish and Portuguese market in offices (letting, investment and architecture services), Property Management, Consultancy services and Logistics. It has a solid and loyal client portfolio with more than 3,500 clients with a diversified profile: investors, funds, corporates, banks, end-users, etc
- Savills plc. is a global UK based Real Estate services provider listed on the London Stock Exchange, with international presence throughout more than 700 offices and associates in America, UK, continental Europe, Asia Pacific, Africa and the Middle East
- It offers Transactional, Property Management, Consultancy and Asset Management services to clients all over the world. Its business in Spain is made of 70 employees located in Madrid and Barcelona offices

Process

- DC Advisory was engaged by the shareholders of Aguirre Newman in December 2016 to seek potential bidders for the business
- DC Advisory ran a process focused on international Real Estate consultancy firms, building on the sector expertise and its international network Outcome
- Following a competitive process, Savills successfully acquired the Spanish and Portuguese business of Aguirre Newman