BATSELA
REAL ESTATE

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Luxury Real Estate Advisory



LONDON / LYON / DUBAI

CORPORATE PROFILE / NOVEMBER 2026

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WHO WE ARE

Batsela Real Estate (B.RE) is a family-run, mainly European-focused advisory boutique specialising in real-estate transactions.

The company performs most of its operations in close partnership with Batsela Asset Management (B.AM), a French-based, regulated asset management advisory firm.

We support private and institutional clients with a hands-on, discreet and highly tailored approach, combining property expertise, investor access and transaction structuring.

Prestige. Structuring. Execution.

European roots. International clientele. Disciplined execution.



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WHAT WE DO

Our transaction and advisory capabilities

01 **Fund raising for real-estate programs or transactions**
Private equity, private debt, banking loans and alternative or structured finance, including securitisation vehicles.

02 **Debt / mortgage restructuring**
Support in optimising or reshaping financing structures on existing assets or portfolios.

03 **Property trading**
Purchase, refurbish, operate and resell strategies for selected opportunities.

04 **Acquisition brokerage**
For real-estate funds and private individuals, especially HNWI and international investors.

05 **Portfolio management advisory**
Strategic support for real-estate portfolio review, positioning and asset optimisation.

06 **Project management**
Hands-on support in the coordination and delivery of real-estate projects.

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EXPERTISE & PRIME ASSETS

Fields where we have acquired recognised expertise

Hospitality : luxury hotels & castles

Commercial buildings

Vineyards : Bordeaux area, Spain, Portugal

Luxury properties in prime international locations

Illustrative target locations

Paris · Bordeaux · Lyon · Cannes · Monaco · Luxembourg · Brussels · Zurich · Geneva · Milano · London · Madrid · Barcelona · Marbella · Warsaw · Marrakech · Dakar · Dubai · Abu Dhabi · Seoul · Mauritius

Cross-border coverage combining local opportunity sourcing with an international investor and execution network.



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LEADERSHIP

Alvaro ARACENA

Head of Batsela Real Estate



Alvaro ARACENA leads Batsela Real Estate and coordinates the development of cross-border real-estate advisory assignments. He supports the sourcing, positioning and execution of opportunities for private and institutional clients, with a focus on premium assets and tailored support for HNWI, UHNWI and family offices.

Before joining Batsela group, he built his Real Estate expertise in Lyon (France), working for Engel & Völkers, then eXp Realty France. Prior to his career change to Luxury Real Estate, Alvaro had spent eighteen years at Volvo Group, leading complex projects, negotiating with key accounts and bringing the entire dealers networks to operational excellence.
A graduate of EM Lyon Business School with a Master's degree (M2) in Management, he is fluent in French, Spanish and English.



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WHY BATSELA REAL ESTATE

A real-estate advisory model built around execution

Cross-border deal access

International sourcing capability across Europe, the Middle East and selected global markets.

Investor & financing reach

Connections with family offices, banks, funds and sophisticated private investors.

Hands-on project support

Practical assistance from origination to closing and, where required, post-acquisition coordination.

Integrated ecosystem

Close cooperation with Batsela Asset Management and the wider Batsela Group network.

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HQ & INTERNATIONAL PRESENCE

A brochure grounded in three emblematic locations



London
International gateway



Lyon
French market presence



Dubai
Middle East connectivity

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“We curate exceptional properties and craft investments where prestige meets performance.”

