

# Snell & Wilmer

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## Byron Sarhangian, P.C.

Partner | Phoenix

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### Main Bio

“A thoughtful attorney with a strong grasp of solutions that work for everyone.”

— 2022 Chambers USA

“Byron is the ultimate professional.”

— 2023 Chambers USA

Byron Sarhangian is a dynamic real estate partner who is also a trusted advisor to his clients and community. A leader, Byron serves as chair of the firm's real estate practice group and the opportunity zone industry group.

Byron's robust real estate practice includes a variety of business transactions which include corporate relocations and expansions, purchase and sale transactions, leasing, financing, and brokerage matters. He advises large and small corporate clients in corporate real estate matters throughout the United States. Byron's practice involves drafting and negotiating construction agreements for owners, lenders, general contractors, and subcontractors. Byron's deep experience includes highly sophisticated, international real estate transactions that have earned him his trusted reputation amongst his clients.

With respect to his opportunity zone practice, Byron represents investors, fund sponsors, and developers. He has worked on property exchange agreements between state entities as well as an array of zoning and permitting matters. Additionally, Byron advises on ground leases and finance agreements on Native American lands.

Within the profession, Byron is on the Board of Directors for the Arizona chapter of NAIOP, a widely known commercial real estate industry group. He is a member of the State Bar of Arizona's Real Property Section and Environmental Law and Natural Resource Section. Within the American Bar Association, Byron is a member of the Real Property, Trust & Estate Law Section as well as the Environmental, Energy, and Resource Section. Byron is also recognized by leading publications such as Chambers USA: America's Leading Lawyers for Business®, The Best Lawyers in America®, and Super Lawyers® for his real estate knowledge and practice.

Byron is an active member in the community and supports several organizations through service. He is on the Advisory Board for St. Vincent de Paul, on the Whispering Hope Ranch Foundation Board of Directors, and past board member for Child Crisis Arizona.

As a result of his commitment to clients, community, and proven results, the Phoenix Business Journal selected Byron for their prominent 40 Under 40 Award in 2023. Byron is also a member of Snell & Wilmer's Attorney Development Committee and acts a mentor to many of the firm's junior attorneys.

## **Representative Transactions**

- Counsel to national developer in the acquisition, development and build-to-suit leasing of a nearly 100-acre site with \$200+ million manufacturing facility in Arizona
- Represented publicly traded seller in a \$150+ million sale-lease back office transaction in Arizona
- Represented seller in the sale-lease back of a nearly \$80 million multi-site medical office portfolio in Arizona
- Represented public university in a nearly \$40 million acquisition and redevelopment of office building in Washington D.C.
- Represented developer of 300+ unit apartment project in Arizona, including acquisition, negotiations with surrounding landowners and property owners' association and debt and equity financing
- Represented client in collateralization of over \$1,500,000,000 credit facility and \$500,000,000 debt deal with nearly 40 properties in over 20 states and Mexico
- Represented industrial manufacturer in a \$30+ million asset sale transaction
- Represented office developer in negotiation of development agreement and GP/LET with the City of Phoenix for a 300,000+ square foot office building
- Represented lender in \$7+ million acquisition financing for hotel on Native American land
- Represented developer in negotiation of a development agreement with the City of Phoenix for a 300,000+ square foot high rise office building
- Represented REIT in nationwide acquisition of numerous single-site retail, office and industrial properties, single-site retail portfolios, shopping centers and shopping center portfolios, and medical offices and medical office portfolios
- United States counsel to publicly traded Canadian REIT for acquisition of numerous hotel portfolios throughout the United States
- Represented international prescription drug manufacturer in the leasing of a 200,000 square foot facility in Arizona
- Represented international developer in the leasing of a 300,000+ square foot multi-tenant airport industrial park located on land ground leased from the City of Phoenix
- Represented developer in a nearly \$30 million acquisition of over 2,000 acres for master planned development in Arizona
- Represented developer of 1+ million square foot mixed use project featuring Class A office, multi-family and retail use in Arizona
- Represented international developer with acquisition/redevelopment/zoning entitlements of six projects comprising approximately 350 total acres (office, light industrial, warehouse/distribution, multi-family, retail) in Arizona

## Education

- Vanderbilt University Law School (J.D.)
  - Jordan A. Quick Memorial Award
  - Vanderbilt Bar Association, Vice President, Treasurer
  - Vanderbilt University Appellate Review Board
- University of Arizona, Eller College of Management (B.S., Business Economics, honors, *magna cum laude*)
  - Dean's List
  - Honors College
- University of Westminster, Westminster Business School, London, UK

## Professional Memberships & Activities

- Arizona Chapter of NAIOP
  - Commercial Real Estate Development Association Board of Directors
- St. Vincent De Paul Advisory Board
- State Bar of Arizona
  - Real Property Section
  - Environmental Law and Natural Resource Section

## Representative Presentations & Publications

- "Arizona Land Use in 2024: Economic Development Opportunities and Nearshoring Issues," Association of Corporate Counsel, Arizona Chapter CLE Series, Co-Presenter (January 16, 2024)
- "Development and Sustainability: Land, Water, Energy and Resources", Snell & Wilmer Corporate Counsel Forum, Panel Moderator (September 29, 2023)
- "Groundwater in Arizona: What Does the New Phoenix Active Management Area Model Mean for Future Growth?," Moderator, Webinar (June 28, 2023)
- "[Making Sense of It All: Business, the Law and COVID-19](#)," Quoted, InBusiness Greater Phoenix (February 2021)
- "Opportunity Zones: Commercial Real Estate Lunch and Learn," Panelist, Arizona Chamber of Commerce & Industry and NAIOP, Phoenix, AZ (February 5, 2019)
- "Opportunity Zone Program Tax Cuts and Jobs Act," Speaker, TCN Worldwide Retail Group (January 22, 2019)
- "Opportunity Zones," Speaker, AZCREW Phoenix, Phoenix, AZ (January 15, 2019)
- "Structuring Opportunity Zone Transactions for Apartment Transactions," Speaker, Arizona Multihousing Association, Phoenix, AZ (December 6, 2018)
- "9th Annual Land & Housing Forecast," Speaker, LandAdvisors Organization, Scottsdale, AZ (December 6, 2018)
- "Opportunity Zone Conference," Speaker, Council of Development Finance Agencies, Dallas, TX (December 4, 2018)
- "Commercial Real Estate Table of Experts," Panelist, Phoenix Business Journal, Scottsdale, AZ (October 19, 2018)

- "Arizona Commerce Authority's Opportunity Zone & Funds Conference," Speaker, Arizona State University, Tempe, AZ (September 27, 2018)
- "How to Invest with the New Opportunity Zone Program," Presenter, Snell & Wilmer Emerging Business Seminar Series, Phoenix, AZ (June 6, 2018)
- "Housing and Economic Research and Market Analysis," Panel Speaker, Urban Land Institute National Conference, Dallas, TX (October 26, 2016)
- "Creative New Use & Urban Redevelopment," Panel Speaker, Urban Land Institute National Conference, Philadelphia, PA (April 21, 2016)
- "Corporate Culture," Panel Speaker, Urban Land Institute National Conference, Philadelphia, PA (April 21, 2016)
- "[What concerns Millennial homebuyers in metro Phoenix? Debt, down payment](#)," Quoted, AZCentral (January 22, 2016)
- "The Millennial Class," Moderator, Urban Land Institute's 11th annual Trends Day Conference, Phoenix, AZ (January 20, 2016)
- Visiting Lecturer, Arizona State University, Masters in Real Estate Development Program, Tempe, AZ (2014-2016)
- "Arizona Procurement Rules and Regulations," Author, American Bar Association Guide to State Procurement (2012)
- "EPA Enforcement Actions on the Rise – Construction Industry Likely Target," Author, Snell & Wilmer Under Construction Newsletter (September 2010)
- "Legal Issues Involving Distressed Properties," Contributing Author, Hill International Construction Advisory Report (March 2010)

## Professional Recognition & Awards

- The Best Lawyers in America®, Real Estate Law (2019-2024)
- Southwest Super Lawyers®, Rising Stars Edition, Real Estate (2020-2022, 2024)
- Chambers USA: America's Leading Lawyers for Business®, Real Estate (2015-2023)
- Phoenix Business Journal, 40 Under 40 Award (2023)
- Arizona Commercial Real Estate Magazine, People & Projects To Know, Up & Comers Finalist (2015)

## Community Involvement

- St. Vincent de Paul, Advisory Board
- Whispering Hope Ranch Foundation, Board Member
- Child Crisis Arizona, Board Vice Chair/Governance Chair
- M1 Institute, Secretary
- Super Bowl Breakfast, Executive Committee
- University of Arizona Alumni Board, Phoenix Chapter
- National Association of Industrial and Office Properties
- Camelback Society
- Hon Kachina Council
- Phoenix 20-30 Club

- Volunteer Lawyers Program
- Urban Land Institute
  - Advisory and Management Committees - Arizona
  - Vice Chair of Residential Neighborhood Development Council - National
- Valley Partnership

## **Previous Professional Experience**

- United States District Court, District of Arizona, Judicial Extern for Hon. James A. Teilborg (2007)
- Vanderbilt University Law School, Research Assistant for Prof. Nita Farahany (2007)
- Office of John McCain, United States Senator of Arizona, Intern, Washington, DC (2005); Tucson, AZ (2004)

## **Bar Admissions**

- Arizona

## **Court Admissions**

- Supreme Court of Arizona
- United States District Court, District of Arizona