

Snell & Wilmer



Byron Sarhangian

Partner | Phoenix

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Main Bio

Byron Sarhangian is based in Snell & Wilmer's Phoenix office where he serves as Co-Chair of the firm's Real Estate Practice Group and Opportunity Zone Industry Group. His practice is concentrated in real estate and business transactions which include purchase and sale transactions, leasing, financing and brokerage matters. Byron advises large and small corporate clients in corporate real estate matters throughout the United States. His practice also involves drafting and negotiating construction agreements for owners, lenders, general contractors and subcontractors. Byron is currently representing investors, fund sponsors and developers with respect to the Opportunity Zone Program. He has worked on property exchange agreements between state entities as well as a variety of zoning and permitting matters. Byron's work includes ground leases and finance agreements on Native American lands.

Byron is also a member of Snell & Wilmer's Attorney Development Committee.

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., 2009)
 - Jordan A. Quick Memorial Award
 - Vanderbilt Bar Association, Vice President (2009), Treasurer (2008)
 - Vanderbilt University Appellate Review Board
- University of Arizona, Eller College of Management (B.S., Business Economics, honors, magna cum laude, 2006)
 - Dean's List
 - Honors College
- University of Westminster, Westminster Business School, London, UK (2004)

Professional Memberships & Activities

- St. Vincent De Paul Advisory Board
- State Bar of Arizona
 - Real Property Section
 - Environmental Law and Natural Resource Section
- Maricopa County Bar Association
- American Bar Association
 - Environmental, Energy, and Resources Section
 - Real Property, Trust & Estate Law Section

Representative Presentations & Publications

- "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

- Chambers USA: America's Leading Lawyers for Business®, Real Estate (2015-2019)
- The Best Lawyers in America®, Real Estate Law (2019-2020)
- 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

Other 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