

Snell & Wilmer



Jonathan E. Frank

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Main Bio

For over 20 years, Jon Frank has advised clients on all aspects of sophisticated real estate transactions, including acquisitions and dispositions, real estate development, and commercial leasing.

Jon regularly represents buyers and sellers in connection with purchase, sale and development transactions involving hotels and resorts, income producing property, multifamily, mixed use, retail, residential, REO, and other real estate assets of all sizes. He also frequently handles complex lease transactions, including build to suit ground leases, high rise office leases, retail leasing for national restaurant chains and financial institutions, hospitals, health care providers, agricultural, mining, manufacturing, pharmaceutical, wireless companies, and other uses.

Jon is co-chair of Snell & Wilmer's real estate practice group and is recognized by The Best Lawyers in America® for real estate law.

Within the community, Jon is the founder of Magical Builders, a nonprofit organization committed to managing the construction and renovation of charitable facilities, including youth and teen centers, athletic fields, domestic abuse shelters, veterans centers, daycare facilities, homeless and poverty centers, disability centers, affordable housing, hospital family living centers, academic facilities, and other projects. Jon is also on the board of directors for the Boys & Girls Clubs of Central Orange Coast.

Representative Experience

- Represented seller on \$80+M disposition of hotel portfolio in Gaslamp, San Diego.
- Represented buyer on \$90M acquisition of fee and ground lease interest of multi-use high rise tower to be converted into hotel
- Represented national banking association on \$138M portfolio acquisition of multiple sites throughout California
- Regularly represent leading single-family home rental (SFR) developer in connection with projects throughout the United States
- Regularly represent one of the largest investment managers in the world in connection with leasing and real estate matters throughout the United States, including industrial, office, and other assets
- Represent national retail car wash operator and developer in connection with large-scale acquisition and development program throughout the United States

- Represented buyer on acquisition of historic oceanfront hotel, and subsequent lot split and disposition of portions of property for multifamily use
- Represented publicly traded car manufacturer on sale of its corporate headquarters
- Regularly represent national lending institution in connection with acquisition of new bank branch sites, including purchase and sale transactions, ground leases, shopping center leases, and redevelopment of existing locations consisting of lease back arrangements, construction agreements, and preparation of CC&Rs
- Represented publicly traded pharmaceutical company in connection with acquisition of 450-acre site and subsequent sale, ground lease, and development of new distribution facility
- Represented buyer in acquisition of ground lease and 308-room hotel
- Represented buyer in acquisition, development, and disposition of 20-story high rise hotel
- Represented buyer in acquisition of resort hotel and joint venture transaction for redevelopment into multifamily and mixed-use project
- Acquisition and subsequent sale and joint venture agreement with national franchisor for development of new hotel
- Regularly represent multifamily investors and developers in connection with the acquisition of disposition of apartment complexes, including preparation and negotiation of purchase agreements, joint venture agreements, and financing instruments
- Represented tenants on build-to-suit headquarters leases for several major companies and organizations, including pharmaceutical company, hospital, non-profit organizations, skin care company, law firms, sand & gravel company, college football organization, vitamin company, and other clients
- Regularly represent separate AM LAW 100 law firm in connection with its real estate portfolio
- Represent leading fast-food restaurant franchisee on all acquisition, leasing, development, real estate and general matters
- Represented seller on \$60M disposition of 546,877 square foot office complex portfolio consisting of long-term ground leasehold interests on 10 separate multi story buildings on Native American community land
- Represented buyer on \$315M resort hotel acquisition
- Represented seller on sale of \$80M luxury ski resort
- Represented Fortune 1000 sand and gravel mining company on multiple acquisition, leasing, zoning and land use matters
- Counsel for Snell & Wilmer on high rise office leasing matters
- Represent leading overnight package delivery company on all leasing and real estate matters
- Advised luxury resort hotel on a variety of real estate matters including sale of resort
- Regularly represent multiple leading lending institutions on disposition and acquisition of REO properties and commercial finance matters
- Represented major international car manufacturer in connection with zoning, land use, and real estate issues concerning its proving grounds in Arizona
- Advised leading sports concessions company in procurement of liquor licenses for MLB stadium and NBA arena

- Represented major college football bowl organization on acquisition of headquarters and development of museum
- Assisted Arizona Indian Tribe with drafting of alcohol and beverage ordinance
- Representation of multiple clients in the acquisition and sale of major flag hotels and motels
- Representation of multiple clients in the acquisition and sale of apartment complexes
- Representation of multiple hospitals on leasing and acquisition matters
- Representation of multiple commercial and residential real estate development companies on acquisition and development matters, including preparation and development of governing documents, CC&Rs, easements, and sales materials
- Representation of multiple farmers in connection with leasing, acquisition, and state land matters
- Advised solar company in connection with leasing, acquisition, entitlement, and permitting
- Routinely represent individuals, small businesses, and large companies in connection with a wide range of real estate and commercial finance matters
- Regularly work with attorneys in Snell & Wilmer's Los Cabos, Mexico office in connection with cross border real estate transactions

Education

- University of Kansas (J.D.)
 - Kansas Journal of Law & Public Policy
- Emporia State University (B.S., English Literature)
 - Scholarship Athlete, Baseball

Professional Memberships & Activities

- American Bar Association
- Snell & Wilmer Real Estate Practice Group, Co-Chair
- Snell & Wilmer Hiring Committee
- Arizona-Mexico Commission
- NAIOP, Southern California Chapter, Member

Representative Presentations & Publications

- ["Commercial Leasing During a Pandemic,"](#) Episode Host, CalCurrent Podcast (December 10, 2020)

Professional Recognition & Awards

- [Orange County Visionary](#), Los Angeles Times B2B Publishing (2023)
- The Best Lawyers in America[®], Real Estate Law (2021-2024), Land Use and Zoning Law (2022-2024)
- Best Law Firms, Tier 1 - Real Estate Law, Team Member (2014-2022)
- Forty-Under-40, Phoenix Business Journal (2008)
- Honorary Lifetime Membership, Boys & Girls Clubs of America

Community Involvement

- Magical Builders nonprofit organization, Founder - Magical Builders initiatives include:

- Partner annually with Los Angeles Angels of Anaheim Baseball Club in pajama drive benefitting local children's charities
- Renovation of Casa Teresa Facility in Orange, California
- Renovation of Chrysalis Family Living Center in Scottsdale, Arizona
- Renovation of youth fields throughout Orange County with the Anaheim Angels
- Renovation of veterans center and youth fields in Los Angeles area with the Los Angeles Dodgers and Major League Baseball
- Renovation of All-Star Fields at Gresham Park, Home Base @ The Battery, youth fields for Boys & Girls Club of Metro Atlanta, youth fields for City of Atlanta/RBI/Morehouse College with Atlanta Braves and Major League Baseball
- Renovation of youth fields at John F. Kennedy High School, renovation of Judi's House facility, renovation of Boys & Girls Club of Metro Denver facility with Colorado Rockies and Major League Baseball
- Renovation of youth ballfields, Boys & Girls Club and student veterans center in Cleveland, OH with Cleveland Indians and Major League Baseball
- Renovation of USO-Metro All Star Depot, Boys & Girls Club, Bryce Harper Complex, and So Others Might Eat in connection with MLB All Star game in Washington DC
- Renovation of youth ballfields, Boys & Girls Club and community makeover projects in Cincinnati, OH with Cincinnati Reds and MLB
- Renovation of Monarch School, Boys & Girls teen center, and youth ballfields with San Diego Padres and MLB
- Renovation of Boys & Girls Club of Metro Queens, NY with NY Mets and Major League Baseball
- Renovation of FirstStepNYC in Brownsville, Brooklyn, NY with Mets and MLB
- Renovation of Boys & Girls Club of Independence, MO with Kansas City Royals and Major League Baseball
- Renovation of Operation Breakthrough with KC Royals and MLB
- Renovation of Mulkey Field and Satchel Paige Field with KC Royals and MLB
- Renovation of MLB/Arizona Diamondbacks Branch Boys & Girls Club in Phoenix, Arizona
- Renovation of Foundation for Blind Children facility in Phoenix, Arizona
- Construction of MLB & Angels All Star Complex at Pioneer Park in Anaheim, CA (includes Miracle League baseball/softball field)
- Renovation of Santa Ana Boys & Girls Club with Los Angeles Angels of Anaheim and Major League Baseball
- Construction of Youth Softball Field with the Los Angeles Angels of Anaheim
- Renovation of Willie Mays Boys & Girls Club in San Francisco with Major League Baseball
- Renovation of Phoenix Children's Hospital Family Living Center
- Renovation of Detroit, Michigan Boys & Girls Club with Major League Baseball
- Renovation of Westbank Boys & Girls Club in New Orleans, LA with MLB.com
- Renovation of Shadyside Boys & Girls Club in Pittsburgh, PA with Major League Baseball

- Boys & Girls Club of Central Orange Coast, Board of Directors
- Orange County Business Council
 - Board Member and Co-Chair of Legal Affairs Committee (2011-2018)
- Fiesta Bowl Committee, Life Member

Bar Admissions

- Arizona
- California

Court Admissions

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