

Brian B. Yeretzian

PRINCIPAL
he / him / his

Los Angeles, CA | 310.229.1323
New York, NY | 646.289.6518
byeretzian@polsinelli.com



Licensed in California and New York, Brian boasts a broad-reaching real estate practice spanning the entire spectrum of commercial real estate deals nationwide. He brings a wealth of experience across multiple facets, guiding clients through every stage of the commercial real estate lifecycle, from initial considerations to final dispositions.

Due to his broad and unique background working in-house, with government agencies, and in private practice, Brian is able to offer his clients the rare perspective of understanding their needs and objectives from all angles, and the pointed ability to guide his clients with practical and efficient legal solutions.

Working through the lifecycle of a real estate project, Brian represents clients in debt, dirt and services.

- From a “debt” perspective, Brian advises financial institutions and borrowers in structuring, documenting, negotiating and securitizing commercial lending transactions.
- From a “dirt” perspective, Brian counsels owners, developers and investors in all aspects of real estate transactions, including the acquisition, financing, development, leasing, monetization and disposition of real estate assets.
- From a “services” perspective, Brian regularly negotiates and advises commercial real estate owners and commercial real estate services professionals on a broad range of commercial real estate services matters, ranging from brokerage to property and construction management issues.

Prior to joining Polsinelli, Brian served as Senior Corporate Counsel at a top three global commercial real estate services firm where he regularly advised C-suite executives on legal, risk and compliance matters and negotiated complex agreements for various commercial real estate service lines, including facilities, construction, asset and property management services, real estate brokerage services and lease administration services. With a thorough understanding of corporate functional operations, Brian’s in-house background allows him to thoughtfully navigate any company’s decision-making structure and processes, enabling him to provide comprehensive and results-driven advice to his clients.

Capabilities

- Real Estate Finance
- Commercial Lending
- Finance
- Real Estate Transactions
- Real Estate

Education

- Southwestern Law School (J.D., *magna cum laude*, 2011)
 - Lead Articles Editor, Southwestern Law Review, 2010 – 2011
- University of Southern California Marshall School of Business (B.S., 2008)
 - Business Administration

Bar Admissions

- California, 2011
- New York, 2013

Court Admissions

- U.S. District Court, Central District of California
- U.S. District Court, Northern District of California
- U.S. District Court, Southern District of California

Memberships

- Real Estate Broker, California Department of Real Estate

Recognition

- Judicial Law Clerk, United States Bankruptcy Court, District of Arizona, 2011-2012

Matters

- Represented a commercial real estate services firm in negotiation of a \$20mm annual master services agreement with a data center owner-operator for integrated facilities management and critical systems support at multi-site data center.
- Represented a commercial real estate services firm in the structuring and negotiation of a master services agreement with a national not-for profit healthcare company for property and asset management services, accounting services, lease administration services, and real estate brokerage services for healthcare company's 100+ site portfolio.