

## John D. Ruffier

### SHAREHOLDER

Chair, Senior Housing Group

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**Clients appreciate John’s holistic approach to deals: a clear vision and goal, a well-developed plan, manageable milestones, and a laser-like focus – with the flexibility to adjust when necessary to get the deal done.**

**John Ruffier** concentrates his legal practice on commercial real estate, representing clients within Florida and across the nation. As the firm’s Senior Housing Group chair, he also helps companies acquire, operate and, when the time is right, sell senior living communities.

Whether representing companies that are developing, acquiring or selling commercial real estate, or lenders who are making or modifying commercial loans, John’s skills garnered from his championship rowing days serve him well. After all, rowing is a lot like business: both require a clear vision and goal, a well-developed plan, manageable milestones and a laser-like focus – with the flexibility to adjust when necessary.

Restaurants, big box retail stores, office buildings, golf courses, and senior living facilities are among the real estate transactions in John’s dossier, both in Florida and across the United States. Clients appreciate John’s holistic approach to deals – like in his rowing days, John ignores distractions and always keeps his focus on the goal line of getting the deal done. With senior housing, John and his team work on numerous diverse issues such as land use, licensing, financing, labor and employment management and operations, all to provide clients with advice that carefully looks at both immediate needs and the long-term prospects for potential transactions.

When he is not practicing law, John works with The Human Rights Campaign, the nation’s largest civil rights organization working to achieve LGBTQ+ equality. He is the past chair of the organization’s board of directors and continues to advise its leadership as a member of HRC’s emeritus council. John is also a past president of the Hope and Help Center of Central Florida and was awarded the Chuck Hummer II Visionary Award

### Practices & Industries

Banking & Finance  
Distressed Real Estate  
Healthcare  
Real Estate  
Real Estate Development  
Real Estate Finance  
Real Estate Transactions  
Senior Housing

### Admissions

Florida  
Georgia  
Illinois

### Education

- University of Florida Levin College of Law, J.D., 1996
- Vanderbilt University, B.A., 1992

in recognition of his leadership in the LGBT community. Currently, John serves on the board of directors and executive committee for both United Arts of Central Florida and is the board chair for the Central Florida Kidney Center.

## Experience

- Represented real estate investment trust in the \$1.25 billion sale of a medical office portfolio consisting of 55 properties in 16 states. At the time, this transaction ranked as the second-largest medical office portfolio sale in terms of total dollar volume.
- Represented real estate investment trust in \$238 million acquisition and financing of 9 medical office buildings in multiple states.
- Represented real estate investment trust in \$562 million acquisition and financing of 20 senior living communities in multiple states.
- Represented real estate investment trust in \$343 million acquisition and financing of 21 senior living communities in multiple states.
- Represented real estate investment trust \$270 million acquisition of 19 senior living communities in multiple states.
- Represented real estate investment trust in \$199 million acquisition and financing of 25 senior living communities in multiple states.
- Represented a private equity company in \$184 million acquisition and financing of 14 senior living communities in multiple states and later in the disposition of the same set of properties via a membership interest sale to privately-owned real estate company.
- Represented a private equity company in \$7.7 million sale of 4 senior living communities, including the negotiation of a \$1.5 million mezzanine loan secured by interests in the senior living community purchaser.
- Represented a private equity company in \$5 million mezzanine loan secured by a pledge of interests in multiple entities related to a senior living community.
- Represented privately-owned real estate company in \$25.4 million acquisition and finance of a senior living facility in Fort Walton Beach, Florida.

## Recognitions

- Martindale-Hubbell AV Preeminent Peer Review Rated
- *The Best Lawyers in America* guide, Banking and Finance Law, 2016-2024; Real Estate Law, 2016-2024
- *Florida Super Lawyers*, 2021-2023
- *Awesome Attorneys*, *Orlando Family Magazine*, 2023
- Chuck Hummer II Visionary Award, Hope and Help Center of Central Florida
- Best of the Bar, *Orlando Business Journal*
- Florida Legal Elite, *Florida Trend*, 2007, 2013, 2017

## Community Activities

- United Arts of Central Florida, Board of Directors and Executive Committee
- Central Florida Kidney Center, Board of Directors and Board Chair

- Coalition for the Homeless, Board of Directors, past Member
- Human Rights Campaign, Board of Directors, past Chair
- Human Rights Foundation, Board of Directors, past Member
- Metro Orlando Economic Development Commission, City of Orlando Governmental Liaison
- Hope and Help Center of Central Florida, Board of Directors, past member, and past President
- Orlando Shakespeare Theater, Associate Board, past President
- City of Orlando Public Art, Advisory Board, Former Member
- Vanderbilt University Alumni Recruiting Committee, past Chairman

### Professional Certifications & Memberships

- American Bar Association
- The Florida Bar

### News

Best Lawyers Recognizes 49 Lowndes Attorneys in 2024, Three Named Lawyer of the Year  
08.17.2023 | AWARDS & RECOGNITION

13 Lowndes Attorneys Named 2023 Florida Super Lawyers and Rising Stars  
06.26.2023 | AWARDS & RECOGNITION

14 Lowndes Attorneys Named to *Orlando Family Magazine's* "Awesome Attorneys 2023"  
02.21.2023 | AWARDS & RECOGNITION

46 Lowndes Attorneys Recognized by *Best Lawyers* in 2023  
08.18.2022 | AWARDS & RECOGNITION

John Ruffier Elected to United Arts of Central Florida Board of Directors  
08.02.2022 | PRESS RELEASE

19 Lowndes Attorneys Named 2022 Florida Super Lawyers and Rising Stars  
07.05.2022 | AWARDS & RECOGNITION

Middle Market Presents an Opportunity in Senior Living  
10.19.2021 | GRAY AREA OF THE LAW BLOG

Best Lawyers Recognizes 44 Lowndes Attorneys in 2022, Five Named Lawyer of the Year  
08.19.2021 | AWARDS & RECOGNITION

Best Lawyers Recognizes 44 Lowndes Attorneys in 2021, Two Named Lawyer of the Year  
08.20.2020 | AWARDS & RECOGNITION

Forty-Three Lowndes Lawyers Earn Recognition in Best Lawyers in America 2020  
08.15.2019 | AWARDS & RECOGNITION

Forty-Four Lowndes, Drosdick, Doster, Kantor & Reed Lawyers Earn Recognition in 2019 Best Lawyers in America  
08.15.2018 | AWARDS & RECOGNITION

Forty-Nine Lowndes, Drosdick, Doster, Kantor & Reed Lawyers Earn Recognition in 2018 Best Lawyers in America  
08.15.2017 | AWARDS & RECOGNITION

## Publications

AI May Offer Solutions to (Some) Senior Housing Issues  
09.12.2023 | GRAY AREA OF THE LAW BLOG

Senior Living Trends Heading in a Positive Direction  
07.25.2023 | GRAY AREA OF THE LAW BLOG

How Will Debt Markets Affect the Senior Housing Industry in 2023?  
05.11.2023 | GRAY AREA OF THE LAW BLOG

Senior Living Occupancy Continues to be on the Upswing, but Pace of Acquisitions Slows  
04.20.2023 | GRAY AREA OF THE LAW BLOG

To Self-Manage or to Not Self-Manage: That is the Question  
03.27.2023 | GRAY AREA OF THE LAW BLOG

Top 2023 Trend Predictions from Senior Housing News  
01.24.2023 | GRAY AREA OF THE LAW BLOG

Senior Communities Opening Up to Legalized Marijuana  
11.21.2022 | GRAY AREA OF THE LAW BLOG

Senior Housing Communities Struggle to Balance Budgets Among Inflationary Pressures  
05.16.2022 | GRAY AREA OF THE LAW BLOG

Using Your Salespeople to Recruit Staff  
04.04.2022 | GRAY AREA OF THE LAW BLOG

Award-Winning Memory Care Design Moves Away from “Institutional Feel”  
03.01.2022 | GRAY AREA OF THE LAW BLOG

Senior Housing Leaders Optimistic on 2022 Outlook  
02.14.2022 | GRAY AREA OF THE LAW BLOG

Top 10 Anticipated Trends in Senior Housing for 2022  
01.04.2022 | GRAY AREA OF THE LAW BLOG

AHCA Rule Changes Go Into Effect Today for Senior Housing Operators  
08.16.2021 | GRAY AREA OF THE LAW BLOG

Florida Senior Living Association Polls Members on Covid-19 Vaccination Practices  
08.10.2021 | GRAY AREA OF THE LAW BLOG

Seniors Looking for Technology When Making Senior Housing Choices  
08.04.2021 | GRAY AREA OF THE LAW BLOG

Bank Consolidation Poses Challenges for Senior Living Communities  
07.26.2021 | GRAY AREA OF THE LAW BLOG

Senior Living Communities Not Immune from Staffing Shortages

07.15.2021 | GRAY AREA OF THE LAW BLOG

Active Hurricane Season Predicted for 2021: Prepare Your Staff and Residents Now

06.01.2021 | GRAY AREA OF THE LAW BLOG

Low Vaccination Rate Among Senior Housing Staff Poses Problems. Are There Any Solutions?

04.07.2021 | GRAY AREA OF THE LAW BLOG

Special Edition: Overcoming Senior Living Occupancy Challenges

09.23.2020 | LOWNDES LEGAL TALK

Preparing for the Next Covid-Like Outbreak

06.18.2020 | GRAY AREA OF THE LAW BLOG

Industry News Briefs: The Multi-family Sector Ends With a Bang In 2019

01.15.2020 | ARTICLE