

John D. Ruffier

SHAREHOLDER

Chair, Real Estate Department

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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.

Institutional investors rely on **John Ruffier** to execute their most complex real estate transactions. As Real Estate Department Chair, he focuses on large-scale portfolios involving billion-dollar acquisitions and intricate regulatory requirements across multiple states.

John has closed over \$3 billion in commercial real estate deals, including a record-setting \$1.25 billion medical office portfolio sale spanning 55 properties. His portfolio experience also includes \$1.3 billion in senior living acquisitions, with individual transactions ranging from \$200 million to \$600 million.

What sets large portfolio transactions apart is their layered complexity. In addition to standard commercial considerations, John assists clients in managing licensing requirements, operational transitions, and state-specific regulations that can derail deals without proper coordination. His disciplined, team-focused approach, shaped by lessons he learned as a competitive rower, helps keep deals on course even when challenges arise.

His clients include REITs building real estate platforms, private equity firms targeting portfolio opportunities, and institutional investors seeking diversification. When standard structures don't fit the deal, John regularly structures creative solutions such as mezzanine financing or membership interest sales.

An Orlando native, John remains actively involved in the community alongside his legal work. He is a former board chair of the Human Rights Campaign, the nation's largest LGBTQ+ civil rights organization, and now serves on its emeritus council. Locally, he chairs the board of the Central

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

Florida Kidney Center and serves as the Vice-Chair and member of the executive committee of United Arts of Central Florida. He is also a past president of the Hope and Help Center of Central Florida and was honored with the Chuck Hummer II Visionary Award for his leadership in the LGBTQ+ community.

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, 2016-2025; Real Estate Law, 2016-2025
- *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
 - Vice Chair, 2025

- Board of Directors
- 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

- Orange County Bar Association
- American Bar Association
- The Florida Bar

News

Best Lawyers Recognizes 59 Lowndes Attorneys in 2025, One Named Lawyer of the Year
08.15.2024 | AWARDS & RECOGNITION

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