

# Snell & Wilmer

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## **Brett J. Rufer**

Partner | Phoenix

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## **Main Bio**

Brett is a partner in Snell & Wilmer's real estate group, where he works on some of the most diverse, significant and challenging real estate projects handled by the Firm. Brett has been team leader on the Firm's most high-profile transactions. His practice is concentrated in real estate and business transactions and he has extensive experience representing clients in all aspects and phases of residential and commercial real estate deals. Brett's recent work involves complex commercial transactions, including a recent transaction representing Lucid Motors in connection with their 1,400 acre manufacturing plant in Arizona. Brett has also been very active representing clients in the build-for-rent and residential rental space, assisting clients like American Homes 4 Rent in various transactions and opportunities. Additionally, Brett focuses on various other niche and nuanced areas of real estate law, including real estate broker and property management regulation and administration and residential sales and development.

## **Representative Experience**

### **Commercial Transactions**

- Represented Lucid Motor's 1,400 acre expansion of its existing automobile manufacturing facility in Pinal County, Arizona. The property assemblage was negotiated with over a dozen separate sellers and involved various complex real estate and legal issues. The 1,400 acre expansion is in addition to Lucid's existing 600 acre facility and campus, which Brett also represented Lucid Motors in acquiring
- Represented publicly traded fitness and apparel company in connection with its acquisition of new manufacturing facility in Arizona
- Represented real estate investment company in its sale of a portfolio of multi-family property assets for approximately \$30MM
- Represented publicly traded company in connection with its acquisition of new corporate headquarters in Phoenix metro area
- Represented developer in connection with its \$30MM sale of a portfolio assets throughout Phoenix metro area
- Represented Lucid Motors in connection with its manufacturing facility in Arizona
- Represented national developer in connection with its acquisition, development and build-to-suit leasing of a nearly 100-acre site with \$200+ million manufacturing facility

- Represented national developer in connection with entitlement, development, lease and sale of multiple retail, office and other commercial projects in Arizona
- Represented industrial developer in connection with ground lease of State land, development and build-to-suit leasing, which culminated in sale of developed, fully-leased site to private REIT
- Represented seller in \$70+ million sale and leaseback of a portfolio of medical offices
- Represented developer in \$60+ million sale of student housing complex
- Represented developer in connection with sale of 100+ unit apartment complex
- Represented family-owned corporation in sale of cemetery and mortuary business in Arizona
- Represented publicly traded company in over one-billion-dollar acquisition of portfolio of hotels
- Represented seller in \$350+ million sale of resort in California to publicly traded REIT
- Represented publicly traded REIT in nearly \$400 million acquisition of resort in U.S.
- Represented publicly traded REIT in nearly \$200+ million acquisition of resort in U.S.

### **Residential Development and Homebuilding Transactions**

- Represented American Homes 4 Rent in connection with various build-for-rent projects and opportunities throughout the southwestern United States.
- Represented master developer in connection with approximately \$45M sale of finished lots to multiple national and regional homebuilders
- Represented builder in connection with its acquisition of approximately 200 lots for build-to-rent community
- Represented developer in connection with its development and sale of a 700+ lot subdivision to multiple regional and national homebuilders
- Represented developer in connection with its development and sale of an approximately 400 lot subdivision to multiple regional and national homebuilders
- Represented developer in connection with its entitlement, development and sale of an approximately 150 acre master planned residential subdivision in Arizona and sales to multiple regional and national homebuilders
- Represented developer in connection with its development and sale of 150+ lot subdivision to national homebuilder
- Represented developer in connection with its entitlement and development of a residential subdivision and \$30+ million sale to publicly traded company
- Represented national homebuilder in connection with its development of CCRs and related homeowner association documents and policies for dozens of subdivisions
- Represented homebuilder in connection with its development and sale of custom homes in DC Ranch
- Represented numerous national and regional homebuilders in connection with various complex regulatory and compliance matters

### **Education**

- University of Arizona James E. Rogers College of Law (J.D., *magna cum laude*)
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- Ares Fellow
- Ninth Circuit Court Bridge Program
- Arizona State University, W.P. Carey School of Business (B.S., Economics and Finance, *summa cum laude*)
  - Moeur Award (highest GPA in graduating class)
  - ASU Sun Devil Tuition Waiver
  - Chase Economics Scholar

## Professional Memberships & Activities

- Real Estate Investment Advisory Council, Board Member (2021-Present)
- Urban Land Institute NEXT Program (2020-Present)
- State Bar of Arizona

## Representative Presentations & Publications

- "Real Estate Transactions Toolkit," Presenter, National Business Institute (2019)
- "The Greatest (Real Estate) Show on Earth from Offer to Close: Commercial Litigation and Transactional Issues Surrounding Funding, Diligence, and Post-Closing Disputes Specific to Real Property," Panelist, Arizona State Bar (2018)
- "Construction Defect Claims and the Purchaser Dwelling Act in Arizona," Presenter, Lorman Education Services (2016)
- "Construction Defect Litigation: How to Avoid and Manage Lawsuits Through an Enhanced Understanding of Arizona Laws and Procedures," Presentation to Industry Professionals (2016)

## Community Involvement

- Volunteer Lawyers Program
- Arizona's Children Association, Board of Directors (2016-2021)
- Big Brothers Big Sisters of Tucson, Board of Directors (2014-2015)
- Boys and Girls Club of Metropolitan Phoenix, Branch Development Board Member (2006-2007)

## Previous Professional Experience

- Arizona State Senate, FIIR Committee Research and Policy Analyst

## Bar Admissions

- Arizona

## Court Admissions

- Supreme Court of Arizona

## Client News

- Snell & Wilmer Represents Lucid Motors in 1,400 Acre Expansion Deal