

WILLIAM MAYER

Expert Witness — Real Estate

Development | Multi-Family and Retail Leasing and Property Management

Homebuilding | Public Infrastructure | Common Interest Developments

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Three decades in real estate development, as an operating executive and as counsel. Fourteen years as Vice President and General Counsel for D.R. Horton's West Region, the largest U.S. homebuilder, land, entitlement, and construction contracting across more than 10 divisions and eight western states. Nine years as Chief Operating Officer and Chief Legal Officer of Sudberry Properties, a San Diego developer and property manager. Twelve years before that as real estate transactional counsel to homeowner associations and contractors. General Counsel of the Year, San Diego Business Journal, 2015.

OPINION AREAS

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- **Developer obligations to municipalities and public agencies.** Development agreements, conditions of approval, subdivision improvement agreements, dedication and acceptance of public improvements, CFD financing, and entitlement of roads, utilities, navigable waterways, and marina facilities.
 - **Production and master-planned homebuilding practice.** Land acquisition and underwriting, options and rolling takedowns, subdivision mapping, entitlement, finished lot sales to homebuilders, purchase agreements, and trade contracting.
 - **Common interest developments.** Declarant obligations, governing documents, transition from declarant to association control, and association governance. Former Chair, CID Subsection, Real Property Law Section, State Bar of California.
 - **Residential construction defect, warranty, and disclosure.** Builder claim response, Calderon Act and SB 800 pre-litigation practice, homeowner notification and repair offers, claim avoidance programs, and wrap insurance.
 - **Environmental conditions in land development.** Groundwater and soils remediation, mine reclamation, CEQA documentation, and stormwater and site discharge practice.
 - **Development joint ventures with institutional capital.** Sponsor and capital partner conduct, capital calls, major-decision rights, manager duties, and distributions.
 - **Commercial property operations.** Commercial and residential leasing, property management, vendor contracting, and DRE compliance.

TESTIMONY

Griffin v. Black Mountain Ranch LLC, San Diego Superior Court. Retained by the defendant developer in a putative homeowner class action over a developer's obligations to a municipality in the construction of a 25-million-gallon water reservoir. Deposed 2026; resolved before trial. Earlier, testified for plaintiff on certified shorthand reporter ethics in Saunders v. Superior Court, 27 Cal. App. 4th 832 (1994).

BACKGROUND

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- **Sudberry Properties, Inc.** — Chief Operating Officer and Chief Legal Officer, 2017 to present. Development, property management, and leasing of retail, office, industrial, multifamily, hospitality, and mixed-use assets. Master-planned communities at Civita and El Corazon, including land sales to homebuilders, vertical construction contracting, Frontwave Arena, and the SoCal Sports Complex.
 - **D.R. Horton, Inc. (NYSE: DHI)** — First West Region General Counsel, 2002 to 2016. Built the department to eight attorneys across eight states. Authored the region's land acquisition protocol; rewrote its homebuyer, warranty, disclosure, and subcontractor documents; built and ran its construction defect avoidance program. Acquisition of the entitled Seabridge project, a 135-acre waterfront community in Oxnard with excavated navigable waterways and a marina, and compliance with its 133 conditions of approval.
 - **Duke Gerstel Shearer, LLP** — Partner and CID/real estate practice group leader, 1998 to 2002. Outside general counsel to 100+ homeowners associations. Previously founder of Community Association Law Group and in-house counsel to a commercial HVAC contractor.
 - **Credentials** — J.D., California Western School of Law. B.A., University of Maryland. State Bar of California (No. 147592). Certified Mediator, American Institute of Mediation. Co-author, Common Interest Development Reference and Guide. Faculty and curriculum chair, University of Phoenix; adjunct, San Diego Mesa College.

ENGAGEMENT TERMS

Rates are set out in the engagement agreement and applied uniformly to plaintiff and defense. No contingent engagements. Retainer not required; testimony fees payable in advance unless prior arrangements are made. Mr. Mayer offers opinions on real estate industry custom, practice, and standards of conduct, not on questions of law.