

People

Christopher W. Hayes

Partner, Real Estate
Real Estate Acquisitions and Sales

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vCard

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Chris Hayes represents developers, homebuilders, and investors in the acquisition, development, and sale of real property in Florida and California. He has overseen numerous complex acquisitions and dispositions. As part of his transactional practice, Chris also represents clients in retail and office space leasing.

Additionally, Chris works with investors and owners in acquiring and selling small and mid-market sized businesses, having worked on over 65 auto and motorcycle dealership transactions, and multiple other non-automotive asset and equity transfers. His experience and responsiveness is invaluable in managing complex due diligence investigations, serving as borrower's counsel in project financing when applicable, and getting deals closed.

With significant experience in a wide range of real estate, corporate and M&A matters, Chris structures and negotiates turnkey complex business and real estate transactions for his clients. Chris also proudly devotes much of his time, talent and treasure serving on the boards for the Central Florida Council of the Boy Scouts of America, Dave's House, Inc., and the Family of Friends, Inc. (the latter two of which help with housing for people who suffer from mental illness in Central Florida).

Notable Work

Acquisition of Automotive Dealerships: Represented a private equity group in establishing a multi-level organization for an \$80M acquisition of four automotive dealerships; work included: managing the ownership and source of funds vetting process for the applicable manufacturers, negotiating the purchase agreements and leases for their multiple commercial properties, negotiating loan documents with multiple lenders, and closing the deal.

Residential Acquisition and Development: Represents national homebuilders in all phases of acquisition and development of residential projects, including contract negotiation, due diligence, and coordinating with land use partners.

Areas of Experience

Residential Land Acquisitions and Development
Real Estate Acquisitions and Sales
Real Estate
Commercial Leasing and Development
Automotive Retail
M&A and Private Equity
Environment and Natural Resources
Corporate
Lease Restructuring and Workouts

Education

J.D., Stetson University College of Law, 2004, cum laude
M.B.A., Stetson University, 2002, summa cum laude
B.S., Northwestern University, Speech, 1997

Admissions

Bars

Florida
California

Related Content

Akerman Sponsors Boy Scouts of America 2024 Annual Casino Night and Silent Auction
August 23, 2024

Chris Hayes Named Man of the Year by *Orlando Family Magazine*
June 03, 2024

Akerman Sponsors Dave's House Annual Party at the Orlando Museum of Art
October 07, 2023

Residential Acquisition and Development: Represents national multi-family builder in all phases of acquisition, development, and financing.

Commercial Acquisition and Development: Represents developer in all phases of acquisition and development of thousands of vacant acres behind Disney World for future single family, multi-family, and commercial use; work includes contract negotiation, title and survey analysis, due diligence, complex multi-party closings, and post-closing execution of shared development responsibilities between parties and local government.

Complex Commercial Leasing: Represents office building and shopping center owners in negotiating complex commercial leases in Central and South Florida.

Related Professional Experience

- Federal Judicial Intern to the Honorable Elizabeth Kovachevich, Middle District of Florida

Affiliations

- Boy Scouts of America Central Florida Council, Board of Directors Member, 2018-Present
- Central Florida Real Estate Attorneys' Council, Member, 2009-Present
- Family of Friends, Inc., Past President, Current Vice President and Director, 2004-Present
- Northwestern Alumni Club of Central Florida, Past President, Scholarship Chair, Director, 1998-Present
- Northwestern Alumni Admissions Council, Central Florida, Co-Director, 2014-Present

Published Work and Lectures

- National Trust Real Estate Association, Speaker, "Florida LLCs for Real Estate Ownership," May 1, 2019
- National Business Institute (NBI) CLE, Speaker, "Florida's Revised LLC Act: What You Need to Know," February 5, 2016
- Central Florida Real Estate Counsel (CFREAC) CLE, Speaker, "It's a R.E.C.! Understanding New Phase 1 Assessment Standards" April 23, 2014

Honors and Distinctions

- *Best Lawyers*, 2024-2025, Listed in Florida for Real Estate Law
- *Orlando Family Magazine*, 2024, Recognized as One of the "Men of the Year"
- Martindale-Hubbell, AV Rated