



William D. “Mac” McKinnie IV

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Managing All Legal Affairs | Construction Industry Mediation | Outside General Counsel

Minimizing Risk via Strategic Negotiation, Litigation + Contract Solutions

Unwaveringly Persevering + Communicative to Achieve Client + Business Goals

Impartially Listening, Evaluating + Synthesizing Legal Concepts + Party Positions

McKinnie Law Firm Mission

Whether managing \$100s of thousands to million-dollar residential homebuilder cases, steering construction-related trials / arbitrations or handling the legal components of large-scale multimillion-dollar real estate development transactions, Mac McKinnie, President + Member / Manager, McKinnie Law Firm, PLLC, provides peace of mind. As a result, his **clients are liberated from the weight of legal issues to pursue opportunities + growth.**

Leveraging 2+ decades’ extensive experience, McKinnie represents homebuilders, developers, contractors, property owners, tenants, title companies and mortgage lenders in complex matters, from pre-litigation risk analysis to trial / arbitration and appeal.

Mediation clients rely upon Mac’s fierce advocacy for success. Collaborating across all stakeholders with an impartial ear + evaluative focus, Mac synthesizes legal concepts + positions for solutions that benefit all parties facing the uncertainty of trial / arbitration.

Delivering client-focused, cost-effective legal services, he also performs outside counsel / general legal services related to residential homebuilding, land acquisition / development + contract negotiation and review, construction defect claims, etc.

Career Path: Litigation, Mediation + Homebuilder Industry

Early in his career, McKinnie gained experience as an Associate Attorney, learning litigation + mediation with primarily personal injury cases for clients of a small general civil defense law firm. This experience was followed by commercial real estate litigation / arbitration for a boutique firm offering high-quality legal representation to individuals, small companies + large corporations in high-stakes business + personal injury litigation.

As he advanced through several associate attorney roles, Mac experienced and observed client advocacy techniques that serve him to this day. It was also during this time that he cultivated and grew sustainable client-base relationships in commercial / construction.

In 2010, McKinnie moved in-house as General Counsel, Secretary + Director of Human Resources for a nationally renowned privately held enterprise, **McGuyer Homebuilders, Inc. + MHI Partnership, Ltd.** As a multi-departmental leader, he was involved in daily operations as well as M&A work while also overseeing all legal matters intersecting with MHI and 50+ affiliates. **His fortitudinous, strategic leadership style,** deal-making and problem-solving resilience enabled MHI to not only survive but thrive through Covid and beyond.

Mac persevered through metamorphic change at the operational helm amid a 4-year integration of the 30-year-old private company into publicly traded national homebuilder Dream Finders Homes, LLC, from 2021 to 2025. The merger resulted in DFH’s **twofold increase** in home sales + gross margin / profitability while doubling McKinnie’s workload as he navigated multiple corporate entities.

During the successful post-acquisition transition, McKinnie engaged in **multimillion-dollar land acquisition sales** and land banking contracts + land / lot deals; and, negotiated and mediated **\$100s of thousands in settlements.**

Legal Career Path Paved in High School

McKinnie was a tri-sport (football/basketball/baseball) hall-of-fame athlete who first gained interest in the law after **accepting an internship with a California federal judge in his senior year.**

A 3-week internship expanded into 8 weeks + broad exposure to the judge’s chambers + courthouse that whet his appetite for the law + paved **a clear career path to pre-law studies** while working summer law-firm jobs. Pivoting his initial interests as a corporate attorney, Mac tapped his naturally competitive spirit as a 4-year college football letterman to subsequently excel in + graduate from a litigation-focused law school.

Education

Juris Doctorate (1999)

South Texas College of Law | Houston, TX
Dean’s Honor List 1999; Corporate Counsel Law Review Assistant Editor; Sports + Entertainment Law Society; Council for Alternative Resolutions; competed in multiple mock trial / mediation competitions.

Bachelor of Arts, History (1996)

BBA, General Business (1996)

Southern Methodist University | Dallas, TX
SMU football team, 4-year letterman, starting defensive end; Lester Jordan Award for highest GPA among football players (1995); Southwest Conference Commissioners Academic Honor Roll; Phi Delta Theta Fraternity

Ethical Legal Advisor, Client Partner, Mediator + Deal Maker

- **Understand how residential homebuilders, their general counsel + clients** approach dealmaking/litigation/industry topics.
- **Participated in 100+ mediations / arbitrations as client attorney advocate; plaintiff; defendant**--enabled knowledge to evaluate cases + own role as a witness.
- **Experienced general counsel, connector + communicator** traversing complexity. Corroborated with leading figures + legal counsel in residential construction industry + Texas Assn. of Builders, past 15+ years.

Affiliations

Texas Bar Association: Sections include—Construction Law; Real Estate; Alternative Dispute Resolution; Corporate Counsel; Litigation; General Practice, Solo + Small Firm

Life Fellow, Texas Bar Association

Houston Bar Assn: Construction Law Section

Certified Mediator, 8.2023 | Member, Texas Association of Mediators, 2025

Member, Texas Association of Builders (TAB), Volume Builders Council

Asst. Vice President + Asst. Secretary, Fieldstone Board of Directors, Fort Bend County MUD #165, 2005 – 2024; **380+ acre residential district;** covering utility + municipal development, from district formation onward.

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Legal Career | Leadership Chronology

PRESIDENT + MEMBER / MANAGER • MCKINNIE LAW FIRM, PLLC – Houston, TX • 10.25 - Present

Client-Tailored, Cost-Effective Legal Service | Offering >2 Decades Litigation, Arbitration, Mediation, Real Estate Transactions + General Counsel Experience + Expertise in Residential Homebuilding + Development Industry

- **Leveraging a focus + legal expertise on the construction and land acquisition + development industry**, Mac’s firm offers mediation services + other alternative dispute resolution services (ADR). Having participated in 100s of mediations as attorney advocate, plaintiff + defendant, Mac has seen + experienced all facets of mediation, equipping him to serve as a neutral party to help resolve disputes.
- Additionally, the **firm performs outside general counsel / general legal services** re: residential homebuilding, land acquisition, land development, contract negotiation + review, construction defect claims, etc.

VICE PRESIDENT + CHIEF LEGAL COUNSEL - TEXAS • DREAM FINDERS HOMES LLC – Houston, TX • 10.2021 – 10.2025

Manage: Texas Markets Risk Management + Legal Services | Outside Legal Counsel | Litigation + Arbitration
Oversee / Directly Manage: 7 internal employees + outside counsel, several law firms

- **Steered smooth transition + uninterrupted legal, HR + operational work** amid market acquisition; worked cross-functionally on legal / deal issues; amending existing agreements; negotiation; policies + procedures. Ratcheted up contract/deal flow supporting **10% YOY growth**.
- **Negotiated + papered multimillion-dollar contract + land lot deals**. Met challenge as solo in-house counsel to draft, negotiate, review + provide legal approval of increasing deal / contract volume in Texas, while managing other legal duties (litigation, HR, admin, etc.).
- **Improved performance re: claim management** on warranty + pre-litigation; and onboarding of claims while managing **50+** litigation / arbitration docket of cases re: Construction Defect Claims between DFH + MHI with assistant + outside litigation counsel amid general counsel duties, corporate + land / lot contract / deal matters. Participated in 100+ mediations / arbitrations as 1. Client attorney advocate; 2. Client; 3. Witness.

GENERAL COUNSEL, SECRETARY + DIRECTOR OF HUMAN Resources • MCGUYER HOMEBUILDERS, INC. + MHI PARTNERSHIP, LTD. (MHI) Houston, TX • 6.2010 – 10.2025

Multi-department Company Leadership: Daily Ops + Activities + M&A Work | \$500K-\$1M+ / year Legal Department Oversight

- **Fueled marketplace / revenue growth**, quarterbacking (w/outside counsel) **MHI’s inaugural M&A**; doubled presence in Austin + San Antonio markets; Increased inclusion in master planned communities.
- **Brought strategic deal with foreign company M&A to closing finish line** on literal day Covid ‘shut down world’ (3.2020). Closed record-number of homes in next year while managing creatively through Covid + maintaining employment of virtually every employee / keeping every office open.
- **Assumed HR Director mantle** over 500 +/- employees; gained + applied deep exposure to corporate issues + HR areas—benefits services; employee policies/procedures; onboarding + termination of employment issues; etc. Enabled peace of mind when inevitable job-site accidents occurred by developing plans + policies; prepared for likely litigation, coordinating with teams, legal counsel, insurance co’s and investigators.

PARTICIPATING ASSOCIATE • TEKELL, BOOK, ALLEN + MORRIS, LLP (Merged w/ Thompson Coe, 2022) – Houston, TX • 12.2002 – 6.2010

8 years’ Litigation / Mediation, Personal Injury, Property Damage, Commercial Litigation: Case Development, Discovery, Mediation, Pleadings, Motion Practice, Hearings, Arguments + Trials

- **Litigated + tried multimillion-dollar personal injury + commercial defense lawsuits** in court, alongside senior litigation partners.
- **Learned art of litigation / arbitration practice** incl. appropriate claim evaluation + valuation; and, holistic understanding of the litigation process. **Named Texas Super Lawyers Rising Star**.

ASSOCIATE ATTORNEY • HARGIS & HARPOLD, LLP • 1.2001 – 11.2002

- **Litigated 1st commercial real estate dispute lawsuit at this firm**, where primary work included litigation defense for real estate brokers + real estate agents that arose out of their work; i.e., construction defects, misrepresentation + fraud claims, breach of contracts, etc.

ASSOCIATE ATTORNEY • CALDWELL & PATTERSON, LLP • 11.1999 – 12.2000

- **Learned litigation process with personal injury cases** for small general civil litigation defense law firm. Performed work related to a large petrochemical plant explosion lawsuits.