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## Close Up With David Boyd

Boyd Commercial co-managing partner **David Boyd** recently wrapped up the broker's **coveted trifecta**—and all for **one client**. Over **two weeks**, he closed a land acquisition for development, a building disposition, and a long-term lease. (Move over, Secretariat. We've got a new Triple Crown winner.)



Maybe David had a **genetic disposition** to closing big deals—his dad **Mike** has been in real estate for over 40 years, and they've worked together for the last 23. He tells us this triad was for **Jetco Delivery**, and he and **Bo Pettit** spent a year and a half pulling it together (most of that was finding the right expansion property—it's a tight market). They helped Jetco buy **20 acres** on Aldine Bender for relo/consolidation of its HQ, sold its existing HQ on Harvey Wilson (a 23k SF building on 3.6 acres) with a one year lease-back, and leased a satellite yard for the long term. The disposition and lease closed Tuesday and Wednesday, so on Thursday the team saw **Jimmy Buffet** to celebrate.



David (here with wife **Kathy**) tells us he has some big plans for his firm. For years it's stayed relatively small (as co-managing partner with **Conrad Bernard**, he oversees **11 brokers**), but now he wants to **expand**. (11 brokers is enough for a starting soccer team, but you need subs.) Although the firm does a fair amount of work in the **office** sector, Boyd's best known for its industrial deals—David says that'll start to change as it emphasizes its office and corporate services capabilities. Boyd Commercial is also celebrating its **25th year** in the **CORFAC International** network this year. David sits on its exec committee and says he gets a big part of his multi-market clients from the network.



Outside of work, David spends as much time as possible with his wife and kids—15-year-old son **Michael** and 12-year-old daughter **Kaylee**. (That includes big chunks of time supporting Michael on the **baseball field**.) Here they are a few weeks ago on their annual trip to **Costa Rica**. (It's particularly fun for David since he **surfs**.) Later this summer they'll take their other annual vacation with a jaunt to **Colorado**.