

## Amir Abdu, 34

Managing director of investments at BGO

In the 10th grade, Amir Abdu's class took a personality test to determine which job each student was best suited for.

"I guess my answers were too balanced or noncommittal, because my test came back with zero job recommendations," Abdu said and laughed. "My friends got 'doctor,' 'lawyer,' 'engineer,' and I got nothing. I was never overly concerned about a future career until that point."

So, Abdu went down the rabbit hole of researching and picking a career for himself, and decided that his dream job was to be an investment banker on Wall Street. He landed internships in Goldman Sachs' public sector and infrastructure and real estate investment banking groups before joining BGO's predecessor, GreenOak, in 2015.

Over the past decade, he's worked his way up the ladder, becoming managing director of investments at BGO in March 2025. Today, he oversees the firm's U.S. data center and powered land strategy, which brings him full circle to his first internship (and the career that a personality test could not predict).

Further, he's one of the youngest employees to be promoted to managing director at BGO — for good reason.

Abdu led the largest investment in BGO's Core Plus Fund, which also happens to be its top-performing multifamily asset, with recent renovations resulting in a 50 percent increase in rental income in three years. He's also leading BGO's drive to acquire powered land, or sites with committed power loads. Working alongside BGO co-CEO John Carrafiell, Abdu developed a strategy of identifying powered land that can be repositioned for data center development and has an active pipeline of potential opportunities.

Abdu is also using his well-honed investment acumen to determine when to walk away from deals. Case in point: a cold-storage development project that BGO was working on. When an environmental issue was identified that changed the deal's risk profile, Abdu recommended the firm exit the deal.

While Abdu may have lots to thank BGO for, there's one thing that tops it all.

"I met the love of my life at BGO," Abdu said. "We met at one of our holiday parties. She's an in-house attorney on our legal team. We had our wedding last summer."

In his spare time Abdu loves spending time with his wife Estefanía Guillen Abdu and their micro bernedoodle. —C.C.

## Legan Bayombo, 30

Senior analyst in equity fund management at Silverstein Properties

Legan Bayombo got his start in construction management after college and quickly learned about the number of stakeholders involved in real estate projects. The experience gave him a pretty unbeatable foundation (no pun intended) in learning the real estate ropes — and the fact that developers held the power when it came to decision-making wasn't lost on him.

After attending Columbia, Bayombo joined Silverstein Properties in 2022. Today, he helps manage the acquisition, financing, construction and asset management of a \$2.4 billion real estate portfolio consisting of nine multifamily assets and one life sciences building in opportunity zones nationwide. He also recommends capital allocation strategies for two REITs and four single-asset fund investment vehicles.

Bayombo joined Silverstein at an especially



Amir Abdu.

interesting time, just as interest rates were starting to rise. Navigating the impact of that incline on asset values, asset management needs and simply making pipeline deals pencil was a big focus for his team from the offset.

"It was definitely a challenge, but what we've been focusing on as a firm is assets that are in markets where we have an expectation of growth, and trying to find a differentiated product in order to get the alpha that we would hope to achieve," Bayombo said.

And, Bayombo's closings show there have been plenty of deals to talk about these past few years. He worked on the \$215 million project capitalization of 3.0 University Place, a 250,000-square-foot life science building in Philadelphia, as well as the \$436 million capitalization of South Pier at Tempe Town Lake, a 722-unit multifamily project in Tempe, Ariz. The latter included \$223 million in construction financing and \$213 million of equity from Silverstein's fund.

As for the advice he'd bestow upon anyone considering a similar career path: "Early in your career, I think it's very important to put your head down and learn as much as you can. Just soak up as much knowledge as possible from your various team members. I've been fortunate through being in the seat of an LP in being exposed to so many different asset classes and how capital market trends are influencing different deals in different sectors across the country, and having as much breadth of experience as possible is very important." —C.C.

## Patrick Boyle, 32

Vice president at Colliers

For the last 10 years, Patrick Boyle has been a pillar of Colliers' Boston office. Since joining the firm straight out of college in 2014, Boyle has gone from working as a junior analyst in a capital markets group to working with senior brokers as a top producer. Today, he leads his own book of repeat and institutional clients primarily across the Northeast as a Colliers vice president.

"I'd say that our company really blends being an institutional-branded brokerage firm with allowing us to be entrepreneurial and client-focused," he said. "We don't get stuck passing things off to the analysts or use these super-layered team structures."



Legan Bayombo.



Patrick Boyle.

Boyle's bread and butter is middle-market, private and institutional borrowers who deal across asset classes. His transactions usually fall in the \$10 million to \$50 million range. And while he's recently been arranging financing for industrial and multifamily assets, Boyle has plenty of hotel, office and retail transactions under his belt.

In the last year, Boyle arranged a \$52 million refinancing of a 370,000-square-foot industrial property on behalf of Bain Capital and Oliver Street in Summit Street in Peabody, Mass.; \$28 million in takeout financing for an office property in West Hartford, Conn.; and \$34 million to refinance office property at the Custom House Block and Gardiner Building at Long Wharf in Downtown Boston, a historic property that originally opened in 1760.

Boyle credits his client-centered approach to the successful resolution of complex transactions.

"As an intermediary, you need to understand what's important to the client — every client has different hot buttons in terms of what they like and need," he explained. "It's how repeat business becomes so valuable to us. Pretty much all of our clients come back and have us execute across their portfolio." —B.P.

CLOCKWISE FROM TOP LEFT: COURTESY BGO; COURTESY SILVERSTEIN PROPERTIES; COURTESY COLLIERS