

[A Season for Commercial Real Estate Startups](#)

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David English, left, and Jeff Grinnan stopped by D's office to talk about their new firm, Ridge Pointe Commercial Real Estate.

When real estate brokers split off from firms to seek their own fortune, those decisions often occur as a market recovery is under way. That seems to be the case this time around as well: Three new startups have been launched in recent weeks.

The first out of the gate was Ryan and Bell Realty Partners, [formed by Matt Flory](#), who previously was with Stream Realty Partners and Meyers Commercial. Another former Stream exec, Kyle Jacobs, has launched Rubicon Representation LLC with Chad Hennings, John Pope, and Alexis Martinez. And on the retail side there's former UCR broker David English, who has partnered with Jeff Grinnan of Mangrim Corp. to form Ridge Pointe Commercial Real Estate.

English and Grinnan recently stopped by D's office to tell RealPoints about their new venture.

The company will focus on retail and office projects and clients in eastern communities, including Rockwall, Rowlett, Forney, Terrell, Mesquite, Garland, Sunnyvale, Greenville, and Royce City. "We think there is an opportunity for a full-service, community-based commercial real estate firm that focuses on areas underserved by other firms," English said.

He and Grinnan are longtime friends who both live in the Rockwall area, which gives them "unfair advantage," English said: "We intimately know the market and understand it because we live in it. We want to add value to the area and do things that are beneficial to the community."

English has a big-firm background, having worked for both Colliers and Transwestern prior to UCR. Grinnan has spent

most of his career overseeing real estate investments and management for a family trust. The principals say they'll draw on their real estate backgrounds—as well as their experience with sports, both of which require discipline and focus. Grinnan has sailed all over the world and spent four years as a member of the U.S. Sailing Team. English played football for Texas Tech. (His brother, Doug English, played for the Detroit Lions; another brother, Don English, is head baseball coach at Trinity Christian Academy.)

The goal for Ridge Pointe is to give small-town clients another option, English said. “Before the choice was a local yokel who was in residential real estate and did some commercial on the side, or a big group that would have to trek out and didn't understand the local scene,” he said. “We have worked with the big boys and can deliver the goods, but with small-town values at our core.”

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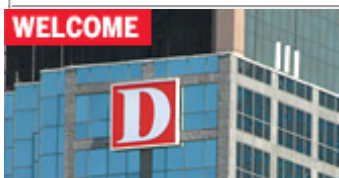
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