



## Success Sells

### COZAD COMMERCIAL REAL ESTATE

by Diane Alt



Michael Cozad, G.T. Cozad Jr. and  
G.T. Cozad III

In April 1987, Cozad Commercial Real Estate and its sister company, Cozad Property Management, were established by CEO G.T. Cozad Jr. to assist companies with commercial/industrial real estate needs and owners with property management. Two decades later, the privately owned firms have grown to be among the top-producing real estate and property management companies in St. Louis, managing more than 3 million square feet of commercial property.

Located in the Sunnen Business Park in Maplewood, Cozad Jr. first met with Sunnen ownership back in 1985. “We’ve had a great relationship with them ever since,” says president G.T. Cozad III. “Currently, we are helping Sunnen to stage 30 acres of land for development next to its manufacturing plant.” He notes that all private property obtained for the project was completed without the use of eminent domain. “We just sat down with each property owner and offered everyone a very fair price,” he explains. “It will be a mixed-use development with office, retail and some

residential space.”

While Sunnen is Cozad’s biggest property management client, Cozad III adds that St. Louis real estate holders Earl Walker and Doug Draper are good clients, as well. “Earl Walker does a lot around St. Louis, and we’ve had a long-term relationship with him for almost 10 years.”

A member of the CORE Network, a national, member-owned organization of commercial real estate service providers, Cozad places great importance on meeting its clients’ needs. “We really focus on the property as if it were our own,” Cozad III says. “We are always looking to reduce expenses for our clients and add value to property in proactive ways. Our properties are historically at least 90 percent leased, and it’s because we are extremely aggressive with keeping tenants, as well as with our marketing.”

Cozad III says its 40 employees work hard to maintain good relationships. “Our cell phones are available to all of our tenants, as well as our commercial real estate clients, and we are in constant face-to-face mode.” While Cozad III joined the firm in

2003, younger brother Michael Cozad started in 2001 and now focuses on business development and brokerage as executive VP. “We also receive a lot of good feedback regarding our maintenance staff,” Cozad III continues. “They are very knowledgeable, as well as our three property managers, two of which are certified property managers. The third one is working toward receiving that certification, too.”

On the commercial real estate side, Cozad III says that the boutique firm represents landlords in the leasing or sale of a building, as well as tenants who buy or lease. “We actively go out and market our services because we think that we provide more specialized service than the bigger firms do,” he notes. “A lot of people recognize our signs around town—that distinctive orange and blue really stands out—and they know we’re in real estate, but they don’t realize how much space we manage. So if time is our only asset, we want to take properties we know we can market hard and get something done for the client as fast as possible.” ♣