



# BUSINESS SERVICES BEST COMMERCIAL REAL ESTATE COMPANY KEEGAN & COPPIN

By Michael Keel

Keegan & Coppin was founded by James Keegan and Al Coppin in 1976. Today, it's grown to become the largest full-service commercial real estate company in the North Bay with sales, leasing, construction, ranch, land and estate marketing divisions. Its more than 80 employees provide brokerage, management, consulting and construction services to clients in Marin, Sonoma, Napa and Solano counties with offices in Santa Rosa, Petaluma, Napa and Larkspur. It also provides property management and commercial tenant improvement services through its builders division. The company works nationally with Society of Industrial-Office Realtors (SIOR), while its partnership with Oncor International provides the means to represent clients anywhere in the world where they wish to invest or purchase a new location.

The company focuses on giving the best service possible to customers and taking care of its employees and agents. This includes an in-depth computer network system of the entire marketplace of land and buildings. "We try to have the best technology to serve our customers," says Keegan. Today's commercial real estate market requires a well-rounded knowledge of contracts, leases, environmental law, municipal processing and construction. Keegan & Coppin's marketing experience means it can anticipate problems and devise creative solutions before they arise.

The company stands out because it's the only large, locally owned and operated commercial real estate company in the North Bay. Owners and employees live here, work here and reinvest in the community with the dollars that stay here. It also takes a proactive approach in developing business infrastructure and helping support its local community through its work with many nonprofit agencies. "As a company, we view ourselves as a marketing organi-

zation charged with the responsibility of facilitating and enhancing the commercial real estate market and promoting the economic development of our community," states the company website.

The good news is that the real estate markets seem to finally be coming back to life. "We're excited right now, because we can see the market slowly shifting in a positive direction. Vacancy factors are declining and prices seem to be firming up. There are also more funds available for real estate transactions," says Keegan.

Keegan & Coppin has lasted in this economy because it built strong relationships with customers in the past and continues to nurture them for the future. Much of its business comes from referrals, which are based on its reputation for honesty and quality service.

"Thank you to the *North Bay biz* readers who voted for us. Without your confidence, we wouldn't be in business," says Keegan. ■



Al Coppin and James Keegan at their North Bay headquarters. [Duncan Garrett Photography]

[www.keegancoppin.com](http://www.keegancoppin.com)



The team at Keegan & Coppin works to facilitate and enhance the commercial real estate market. [Duncan Garrett Photography]