



Land & Industrial Specialist

PATRICK M. CROPSEY

Real Estate Broker

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Pat Cropsey has over 22 years of experience in commercial real estate. He began his career as an attorney in San Antonio, Texas, and then moved back to his native Minnesota where he has pursued his real estate passion full time. He was associated with Gonyea Land Company for many years, holding various positions within that organization from sales manager to senior land broker to partner, before leaving to establish PC Land Company and to be a consultant for GM Homes and Land Company.

Over the course of his career he has negotiated, sold and brokered hundreds of millions of dollars in commercial and residential properties. He has helped such clients as the following with their site location needs: Kwik Trip, NTB (Sears), US Homes, United Properties, Super America, Cub Foods, Dominion Acquisition, Schlotzky's Deli, Sterling State Bank, Pulte Homes, Oakwood Development and many more. Over the years Pat has derived a great deal of satisfaction in working to understand the needs of his clients and then delivering to them all of their real estate needs. His strengths are in his ability to build and maintain interpersonal relationships with parties on both sides of a transaction.

Professional Responsibilities

As a member of JBL Companies, Pat will continue to deal in land and development issues, but his primary focus will be selling and leasing Industrial Properties, primarily in the southeast metro area. He will apply his years of experience and negotiating skills to the task of assisting his clients in reaching their goals. Over the years Pat has met the site location needs of many and varied clients. These clients have ranged from retail users to churches to investors and residential developers. Pat has been involved with projects ranging in size from ~ acre to over 500 acres, valued at over \$100 million dollars.

Personal

- ◆ Active Member of Minnesota Commercial Association of Realtors (MNCAR)
- ◆ Active in Community and involved in many personal & civic causes including a youth leader at his church, coach for children's sporting activities, served on the Eastview Athletic Association's traveling baseball board and has been a board member & President of the Down Syndrome Association of Minnesota, in addition to being active in Special Olympics.



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