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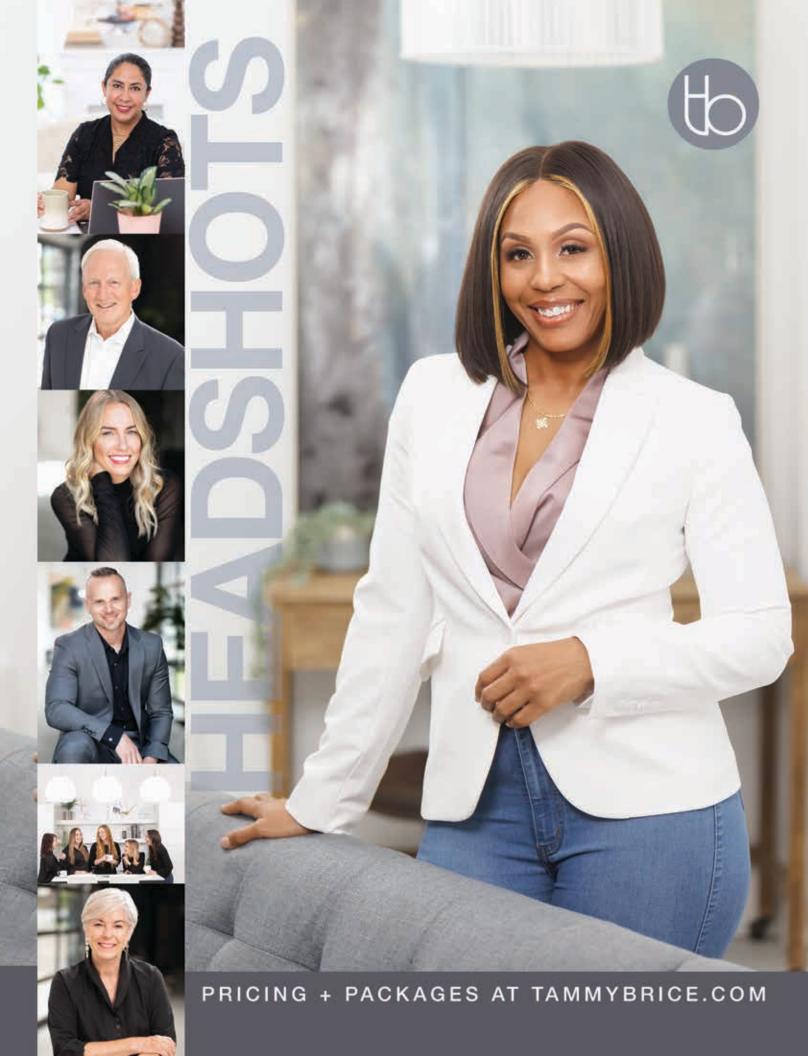




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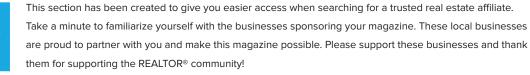
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"Shout out to ALL the AMAZING agents I have had the honor of meeting via Zoom or out and about the past few months. Here are a handful of selfies from some real producers you will recognize." — Chad W. Jeske





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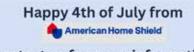






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NAME Kristi Hoffmann

TITLE Escrow Officer Kristi Hoffmann is an experienced Escrow Officer who has been in the title industry for over a decade. She appreciates the supportive community she serves, enjoys meeting new people, building relationships and working complex transactions to get them to the closing table.

Over the years, she has gained a wealth of knowledge from closing various transactions. "Did you know you need to work with the USDA to bring your African Violet with you when you move to Thailand?" Kristi stated

In her free time, you can find her spending time up north at her cabin or traveling to new places.

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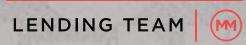
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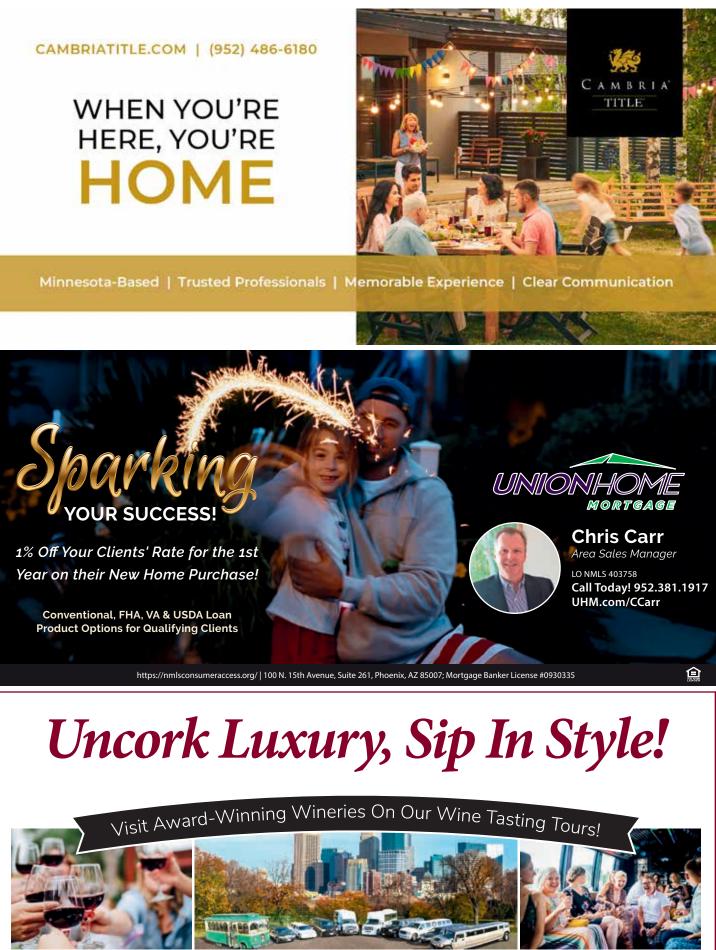
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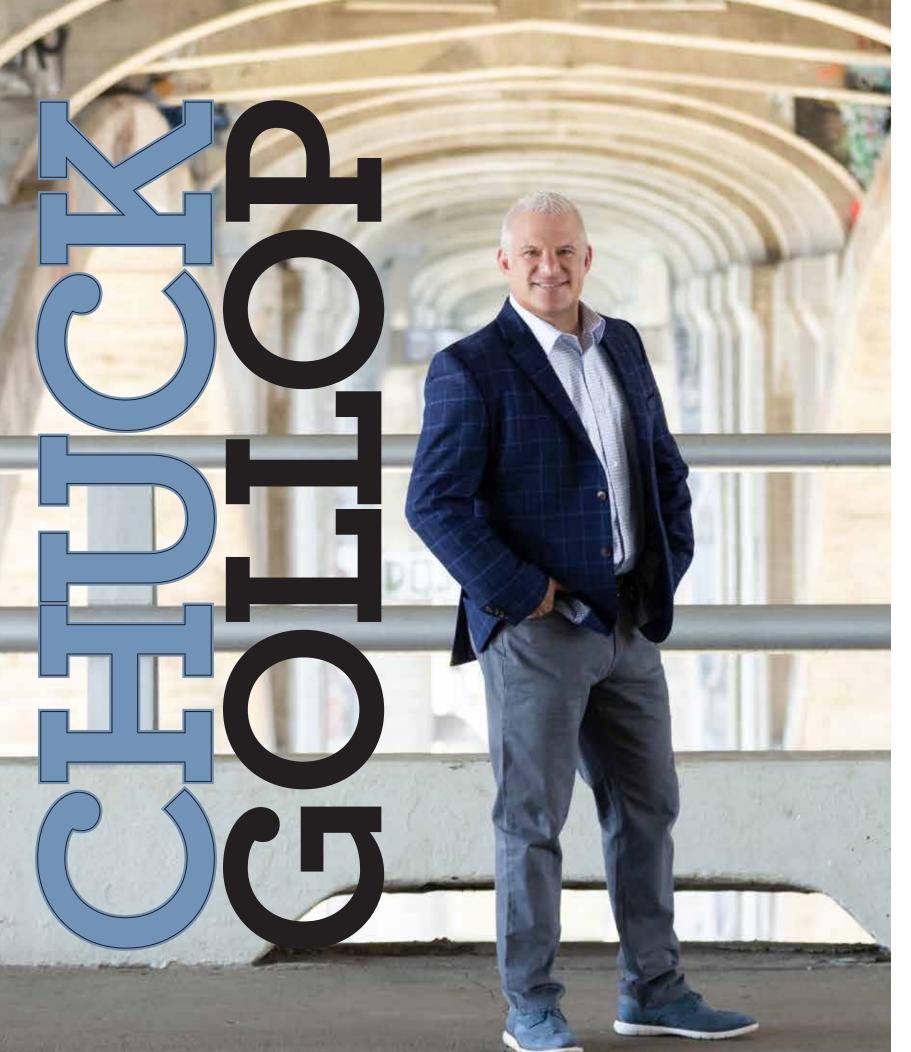
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"Being a real estate agent and a cop is dealing with the exact same stuff," points out Chuck Gollop. "You deal with difficult people and complicated contracts, but you get shot at a little less," he jokes.

It was never on the radar to go into real estate, but Chuck found himself at a crossroads in life. He explains, "I was a police sergeant for 25 years." He excelled as a detective, working in the traffic unit, and being a motorcycle cop. However, one harrowing incident almost took his life.

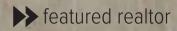
"I was in a bad wreck and almost died," he recalls. With 14 broken bones, a head injury, and losing hearing in one ear, Chuck was in the hospital for a month. His will to work and continue in the job was strong. "I did go back to work," he says. However, when he broke his shoulder, he ended up retiring.

"I went into stand-up comedy after that," he comments. He excelled in comedy for five years and did it full-time for two years. His wit and lighthearted nature resonated with his audience. The pay was less than desirable, and Chuck found himself dealing with a divorce. Real estate was the answer to a brighter tomorrow.

RISING FROM THE ASHES

An overcomer, Chuck refused to let the obstacles in his life define him. He decided to go into real estate, earning his license in 2016. "Real estate really took off for me," he comments. As a former police sergeant, he brought a sense of discipline, integrity, and attention to detail to every transaction he handles.

"Being a real estate agent taps into everything that I have done my entire life," says Chuck. "Comedy is a huge piece of real estate." His clients also find him fun and relational. With his humor, it is a refreshing break from the stresses of buying or selling a home.







FROM COP TO COMEDIAN TO TOP PRODUCING REAL ESTATE AGENT

Written by Elizabeth McCabe | Photos by Tammy Brice Creative

IN REAL ESTATE, YOU CAN BE **CREATIVE EVERY** SINGLE DAY.

QUIXOTIC

66

Best of all, Chuck loves what he does. "I can deal with difficult people and I love a crisis. I love helping people and feeling like I am making a difference in their lives. The difference is that I get paid for it. I love the entrepreneurial stuff that the government never allowed me to do," he admits. Chuck also loves the creativity that his job offers him. "In real estate, you can be creative every single day." Whether producing new programs or videos or marketing homes, creativity comes easily to Chuck.

AN AWARD-WINNING AGENT

From the start, Chuck was a natural in real estate. A licensed REALTOR® in both Minnesota and Southwest Florida, he has blazed a trail of success. As a bilingual agent, Chuck is able to serve both English and Spanish-speaking clients with ease.

In 2017, Chuck was awarded the Gold Level Sales Agent distinction, followed by the Sun Current Best Realtor award in 2018, and the Best of Zillow recognition in 2019. He was also named one of Minnesota Monthly's Best Real Estate Professionals in 2020. Chuck's achievements in the industry have not gone unnoticed. In 2022, he was awarded the eXp Icon Award, top 2% for a company of 90,000 agents. He's won the Icon Award every year he's been with the company. Not to mention being the number one real estate agent in the Express Offers Program at eXp. Out of 11,000 certified agents in the Express Office, Chuck was the first.

STARTING A TEAM

Chuck also started his own team, the CallUpGollop Team. "I recruit a lot of cops to my team," he says. They have the skillset that he is looking for in real estate. Currently, Chuck has 13 people on his team, across Minnesota, Wisconsin, and Florida.

"You can't succeed as a secret agent," says Chuck. Being in leadership in law enforcement helped him to lead others. "I went to a bunch of leadership schools," he says. "I really believe in servant leadership." He loves leading others and watching them grow. With his caring mindset and ability to help real estate agents reach their full potential, Chuck helps others have a thriving career.

FUN AND FAMILY

Chuck just moved back to the neighborhood where he grew up, Highland Park, and is involved in his new community at Highland Bridge, and networking and reconnecting with lifelong friends there.

1.4.



Chuck with his wife in Paris





Chuck during his Police duty days



Chuck sitting in front of his childhood home

When not working, Chuck enjoys traveling with his wife. "I love to travel and we go to Europe a lot," he comments. He also has two children in Florida whom he visits frequently. Chuck spends half of his year in Minnesota and the other half in Florida, a welcome respite from long winters. He loves water and living in the Sunshine State. "I love being away from the snow," he admits. Moving to Florida for half a year was a game changer. "I'm happier now... and I play way too much pickleball."

"I also love to read," he adds. A social person, Chuck enjoys spending time with friends and has a tremendous sphere of influence, which has served him well in law enforcement and real estate as well as comedy.

"I'm also exceptionally good looking," he smiles. "And I appear to be six feet tall." Every inch helps in real estate!

GIVING BACK

Additionally, Chuck is passionate about giving back. He's deeply involved with retired cop organizations, providing support to fellow law enforcement professionals as they transition into new careers, much like he did. He values sharing his success and considers it a way to "share the wealth."

FINAL THOUGHTS

From law enforcement to real estate, Chuck is an inspiration. He reinvented himself at the age of 45 and found that his second chapter has created a happier life and a rewarding profession. His resilience, coupled with his drive and determination, have made him the Top Producer that he is today. With no plans of slowing down, Chuck will be continuing to rise in residential real estate for years to come.



Chuck being playful with his wife

As a REALTOR®, do you rank in the top 500? Have you been successfully working in the real estate industry for many years and would like to share your story? Email us at tc@realproducersmag.com or reach out via social media to learn how

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realtor on the rise

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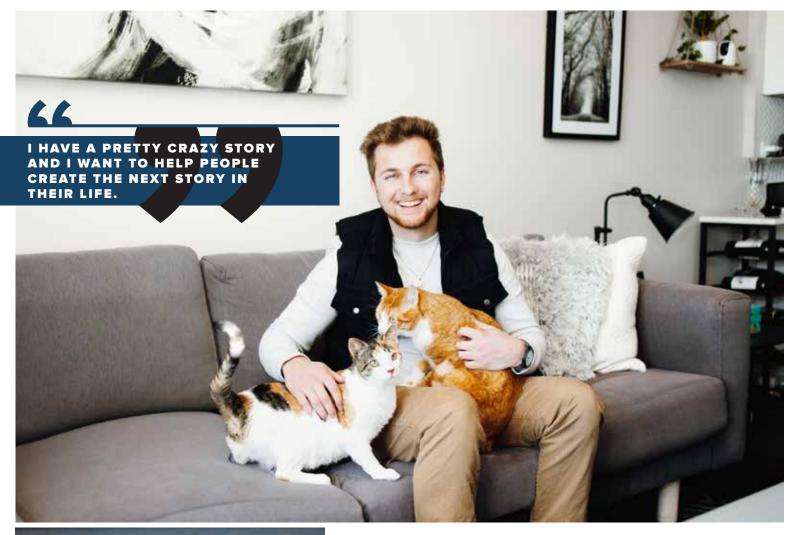
FOUND THAT REAL ESTATE SUITS HIM TO A TEE

"You're making the worst decision of your life. You're making a terrible decision."

Now the very same people who were naysayers are the very ones congratulating Brady Holland on his real estate success. "I knew that I proved them wrong," says Brady. "I'm extremely blessed to be in the position I am in. I want to show people that anything is possible if you put the work in and stay committed to it." Interestingly, real estate was never on the radar for Brady.

He grew up in Elk River, where he honed his skills on the golf course throughout high school. A standout player, he captained his team from freshman to senior year, earning offers from Iowa State and Long Beach State in California. The trajectory seemed promising until the COVID-19 pandemic.

As universities grappled with the uncertainties of the pandemic, scholarships that once seemed assured just evaporated. Brady found himself facing a daunting reality on his 18th birthday when colleges called him up, only to hear them say, "We're not giving away scholarships anymore."





"It was a shot in the face," says Brady. He ended up going back to the college application process and discovered he had more scholarship opportunities, and ended up attending Winona State University while playing collegiate golf there.

The road was challenging, especially with skepticism and resistance from peers. Despite the hurdles, he emerged as the freshman standout, securing All-Conference honors among other awards.

However, it was a solitary moment in a hotel room during a regional golf tournament that proved pivotal. "No one came to support me," says Brady. He weighed his options and decided to get his real estate license. "I knew real estate would be a good option for me," he reflects.

After regionals, he came back home and connected with his aunt, who is a personal assistant to Gary Holmes. She got him an interview with Justin Fink, a top real estate agent. "He changed my mind on what to do and where to go," says Brady. That was in July 2022, a month when Brady jokes, "I was in a suit more than golf clothes for the first time in my life!" Brady applied to job applications for real estate on Indeed.

"Every person told me that I would be lucky to sell one or two houses a year," he recalls, but all of that changed when he sat down with Tyler Miller at eXp Realty. "We had a good conversation and he told me, 'You can easily make \$100,000 in real estate if you put in the work.' That changed my mind on what to do. I left that interview, called my college golf coach, and he told me that I was making the worst decision of my life." His former coach also told him, "You were never good enough to go anywhere in golf." Brady then emptied out his apartment and started on Tyler's team the very next day.

Brady candidly comments, "I thought I had so many great opportunities to play golf." In retrospect, he says, "I couldn't be more happy, to be honest." Six months later, he called his college golf coach again and told him, "Thank you for telling me all those things that caused me to want to drop out of college. It has been life-changing." Brady couldn't be happier now; a radical redirection was essential in pointing him to the right path.

"I sold 20 houses before I was 22," he says. "I also just bought my first house." He closed on his 22nd birthday and is thrilled. He comments, "I have a pretty crazy story and I want to help people create the next story in their life."

FUN + FAMILY

When Brady isn't working on Tyler's team, you can find him at a golf course. "I still love to golf," he shares. "I try to play as much as I can." He also likes spending time with his beautiful girlfriend, Madisen Ross, whom he has dated for six months. "When people meet us, they think we have been dating for two years," he smiles. "I love hanging out with her."

Brady and Madisen also have two cats, Snickers and Twix, who bring happiness to their home. Hanging out together is what it's all about for Brady, even if that is as simple as watching a movie or playing Mario Kart.



Wednesdays, however, are reserved for date night. "It's good to step away from real estate and have a work-life balance," he says. Brady also enjoys seeing his parents once a week, whether for dinner or grabbing a drink with them. Other pastimes include hunting, fishing, and being outdoors. Brady loves to be outside and has fond memories of his childhood days climbing trees and playing in the woods.

"I had an amazing childhood. No one has supported me as much as my parents do," Brady adds. "No one has helped me to be more mature and show me what life's about than them."

Wise beyond his years, Brady has a heart of gratitude for his experiences in life, including shooting his first elk at the age of six. "I still wear the elk tooth around my neck today," he beams with pride.

THE POWER OF PERSEVERANCE

Brady is an inspiration. He took a negative- being rejected by members of his golf team— and made it a positive by switching gears to real estate. His tenacity, coupled with his drive and determination, have made him a success here in the Twin Cities. Best of all, his journey is just beginning!

Do you know of any up-and-coming real estate professionals who are gaining speed within the industry, or are one yourself? Email us at tc@realproducersmag.com to get the word out

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PASSION + PERSEVERANCE = **SUCCESS**

"Hard work does pay off," says REALTOR® **BRITTNEY JACKSON**. "You can be a mother and run a successful business in real estate." Brittney is married to Brad, her high school sweetheart, and they are blessed with two sons, Brian and Brandon.

"I'm very involved in my littles' lives, giving back to the community, being involved in their sports, and have built a successful business around that. I learned early on that you have to determine what you are passionate about and what your 'why' is, and then build your business from around that."

A NEW CHAPTER

Brittney's story is one of determination. Graduating from college, she found herself as the branch manager at a staffing agency. However, it was a fortuitous interview that steered her towards a new path. Offered a position as a sales manager for a new construction company, Brittney embraced the opportunity, obtaining her real estate license along the way.

She got licensed in 2015 and has done remarkably well, earning many awards. From Associate of the Month, Top Listing Agent, to Top 10% of Agents Worldwide, she has done incredibly well.

Real estate runs in Brittney's blood. She shares, "My Grandma was a successful REALTOR® and my mom has a degree in interior design, so I grew up with conversations around real estate. I really enjoyed learning about what my grandmother did for work and loved seeing her success within the industry, and the joy that she could spread to others." Little did she know that Brittney would follow in her Grandma's footsteps.

In addition to having her real estate license, Brittney sets herself apart by having her mortgage license. She wanted to understand that realm of the business to better suit her clients, which has been an asset. However, real estate wasn't necessarily easy.



Brittney explains, "I've faced many challenges along the way, from trying to join a team and realizing it was the wrong idea for me to then operating on my own and feeling like there was never enough time in the day to accomplish everything I wanted to. Ultimately, it has led me to where I am today, surrounded by wonderful people, a great brokerage, a loving family, and a support system many could only dream of. The roadblocks were building blocks, and I see that now, it was just challenging to realize when in the thick of it."

NEW DOORS. NEW BEGINNINGS.

As the founder of 'New Doors. New Beginnings.' at eXp Realty, Brittney's mission goes beyond closing deals; it's about helping clients unlock new opportunities and embark on transformative journeys.

"My new doors and new beginnings did not happen overnight," says Brittney. "It took a lot of dedication and hard work to get here." Her dreams that her family never thought possible have come into reality. With her husband home with their kids, it's nothing short of priceless.



"That has been able to happen because of real estate and because of my clients," she says with a heart of gratitude. "I just want the same thing for my clients and for those doors, those dreams, to keep opening."

FAMILY MATTERS

Brittney savors time with her family. She and Brad have been together for more than half their lives, and they have a wonderful life together with their two sons.

"We all love to be together and spend quality time doing a number of activities," shares Brittney. "Fishing, hiking, board games, softball, basketball, bonfires, swimming, exploring, and movie nights— the fun really is endless with us. More than anything, we just try to be in the moment when we are together; that's key!"

To relax, Brittney enjoys coffee and reading a good book, when she finds the time. Exercising, fishing, and hiking also helps her to unwind. "I also love sitting outside by the fire and camping," she adds.

GIVING BACK

Brittney also has a heart for the community and supports Family Youth Community Connections (FYCC). She shares, "We help support and donate to kids and families in need." They also put on fun events that help bring the entire community together, while also educating them on things like bike safety during the Bike Rodeo."

In addition to FYCC, Brittney is on the board for Rotary Club. "It's about service above self. This I feel is super important, and I'm very passionate about giving back to your local community and putting the community needs above your own." She also helps with the Beds for Kids Program within the community. "This helps confidentially to provide beds for children who do not have a bed. We as a Rotary Club will deliver and set up a bed, new bedding set, pillow, etc. to the child(ren) in need that the family requests for. It is a super rewarding and eye-opening experience to do," she explains.

PASSION + PURPOSE

As Brittney continues to rise in real estate, she remains a shining example of resilience, passion, and purpose. With her unwavering dedication to her family, her clients, and her community, she is truly one to watch as she paves the way for a brighter future, one door at a time.

Which agents do you know who statistically and culturally are crushing it in the industry after just five years or less of being in the industry? Nominate them via social media or email at tc@ realproducersmag.com.





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Our fabulous speakers (L to R): Jim Seabold, Trent Zimmer, Kerby Skurat, Sara Melby Thomas, and Hannah Smith. Not pictured: Lindsay Bacigalupo.

TCRP $/\Delta \setminus$

WAYS TO INCREASE YOUR VALUE TO GO FURTHER FASTER

Our very first Masterclass Series and Realtor Social event was a success! Last May, we had six incredible speakers who shared their favorite tips and tricks of how to increase value to go further faster in business inside the common room of the Hill Farm Condominiums in North Oaks.

Lindsay Bacigalupo, Owner of Engel & Völkers Minneapolis, shared many tips, including how to manage a healthy work/life balance using strategic healthy routines, which can help prevent burnout. To keep control over your schedule, Lindsay suggests offering meeting times that work for you, and book vacations around slow market patterns, such as near Thanksgiving and Christmas rather than Spring Break; it's a way to maximize the time you get to be off while still being present and available for your clients.

Sara Melby Thomas has been a Realtor for more than 10 years. She loves the phrase, "work smarter, not harder" and recognizes that you can't do everything yourself when it comes to your real estate business (and you're probably not good at everything either), so play to your strengths and hire someone for all of the tasks you're not as good at such as organization, follow ups, and gifts— stuff that won't impact your relationship with your client. The goal is to always make clients feel like they're constantly being touched by you in a personal and authentic way.

A Realtor for 37 years, **Jim Seabold**

lives by the philosophy of putting clients first and above everything else. He often gives his clients ideas and asks for nothing in return. It can never be about a single transaction; you've got to always think about the future. He shared an example of considering equity sharing instead of selling an investment property to one of his investor clients, because it shows long term support (again, thinking of more than a single transaction). What's Jim's secret to being an entrepreneur? "Breaking rules!"

Hannah Smith recently won the New Energy Award at the 2024Realtor Choice Awards. As a Realtor of 10 years, she has found the right

With a degree in hospitality and a resume that includes working at the Four Seasons, **Trent Zimmer** has worked in real estate for 10 years now. He believes in the importance of events in the industry. He's found that micro events of 10-12 people is the sweet spot, because it adds the value of a personal touch rather than a large 100-person event where you can't even talk to everyone there. He chuckles as he urges, "Figure out who your 'sneezers' are; find 10 people who can 'sneeze" on everyone."

















WE HAD SIX INCREDIBLE SPEAKERS WHO SHARED THEIR FAVORITE TIPS AND TRICKS OF HOW TO **INCREASE VALUE TO GO FURTHER** FASTER IN BUSINESS.



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place in the Property Geeks team because she loves to "geek out" about data, which helps her make better business decisions moving forward. She has over 30,000 followers on Instagram and uses it as a heavy-lifting tool for her business. She believes you can be super analytical and intentional about tracking everything—DMs, client information, and Instagram insights can all be tracked to know who to market yourself to and who you're reaching.

Kerby Skurat has been working in real estate since 2008 and currently is the team leader of Kerby & Cristina Real Estate Experts. He is a self-proclaimed "numbers guy" who believes in the third degree touch— everything is a building block towards success! Tracking and understanding your business is crucial, especially in real estate, which is built on relationships. Because of this, he urges agents to get a marketable SOI system! He also gave a shout out to the software he developed over the past 4 years, Click Contracts.

THANK YOU again to all of our lovely speakers as well as our event sponsors: AAA Movers, Hill Farm Condominiums, and Click Contracts.



Kerby Skurat realproducersmag.com Jim Seabold





Lindsay Bacigalupo

Trent Zimmer



Sara Melby Thomas



Hannah Smith Twin Cities Real Producers • 53









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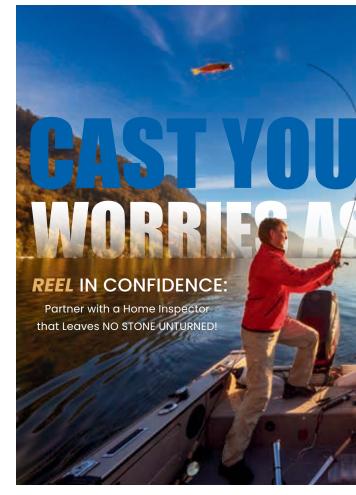
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We look forward to seeing you at our next event later this summer! To be added to our event invite list, please email Tara at TC@RealProducersMag.com.

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DREAM IT. DO IT. Quy Bui built his own company, Exteriors Plus LLC, from the ground up, and has achieved more success than he thought possible. Initially, he began his career in sales at a different company before blazing his own trail. Realizing there were significant inefficiencies that he believed he could improve, Quy decided to start his own company.

In 2009, his dream became a reality. He earned his contractor's license and established Exterior Plus with two childhood friends. Although his two business partners had to leave the company, Quy kept going as the sole owner and operator, supported by just two sales representatives.



"This challenging situation forced me to make critical decisions— either shut down or rebuild the sales team and processes from scratch. We chose the latter path. As technology evolved, introducing new software and apps, we pivoted towards enhancing our customer experience, aiming for utmost consistency," says Quy.

His company culture centers on the belief of caring about "people over profits." Quy aids people through stressful periods, striving





to alleviate the burdens faced by homeowners. His team is driven by a passion to deliver the outcomes that homeowners seek.

As the leading company in exterior renovations, Exteriors Plus specializes in everything from roofing and siding to windows and decks. Quy explains, "Our mission is to transform your house in such a way that you rekindle your love for it! The joy we witness in our clients upon seeing their revitalized homes

is what we cherish most."

FUN FACTS

"It's a well-known fact that the construction industry faces one of the highest failure rates, with 80% of companies folding within the first 5 years. Even more striking is that less than 8% survive beyond the 10 year mark, highlighting a cycle of many entering and many exiting the industry. Despite these odds, we have thrived in this competitive environment for nearly 15 years," explains Quy.





He realizes the importance of contractors playing a crucial role in the real estate industry, often working behind the scenes to enhance the value and appeal of properties. Quy has some fun facts about how contractors help real estate agents:

1. Boosting Property Value: Contractors can significantly increase a property's market value through renovations and upgrades. Simple changes like a kitchen remodel or adding a deck can increase a home's selling price.

2. Speeding Up Sales: Homes that are move-in ready tend to sell faster. Contractors help real estate agents by completing repairs and improvements that make a property more appealing to potential buyers.

It was a testament to the hard work, dedication, and excellence we strive to uphold in everything we do. **3. Inspection Repairs:** After a home inspection, contractors quickly address any issues that were discovered, ensuring that sales can proceed without delays.

> Contractors and real estate agents often work hand in hand to make the process of selling a home as smooth and profitable as possible.

AWARD-WINNING COMPANY

The most rewarding moment came for Quy in 2022, when his company was nominated for the Minnesota Best award across five categories— and won gold in each one! Quy explains, "For a small business like ours, this recognition was not just an honor; it was a testament to the hard work, dedication, and excellence we strive to uphold in everything we do."

GIVING BACK

Exteriors Plus is also committed to the community. "We actively support local groups and nonprofit organizations through sponsorship to demonstrate our commitment to the community," shares Quy. "Our membership with the Contractors Association of Minnesota reflects our dedication to industry excellence. We are also honored to sponsor the Vietnamese Community of Minnesota, the Savage Chamber of Commerce, and we take pride in being an official sponsor of the Prior Lake Fishing Club in 2014!"

FOR MORE INFORMATION

If you're looking for minor repairs or estimates that assist in justifying costs, reach out to Quy at Exteriors Plus. He explains, "We collaborate with insurance carriers throughout the transaction process to cover renovations required due to storm-related damage or to complete repairs that ensure nothing impedes the closing of your clients' deals. Our team has delivered numerous solutions tailored to the needs of our real estate agent partners."

Exteriors Plus LLC q.bui@exteriorsplusmn.com (612) 702-5029 www.exteriorsplusmn.com

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Quy with his family



Quy having fun with his family

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THANK YOU to Corey Wright of eXp Realty for allowing us to have a fun Realtor Social on April 25th at one of his luxury listings in Woodbury! This event was a great opportunity to catch up with other top performing real estate professionals, colleagues, and friends from the Twin Cities market as well as an opportunity to take a close look at a premier property that just hit the market in Woodbury, Minnesota. There were top-producing agents, awesome food, beverages, and music- all the makings of a great time!

Keep an eye out on social media and your email inboxes for future event invites to Realtor socials. Email Tara at TC@RealProducersMag.com to added to our invite list.

>> industry event

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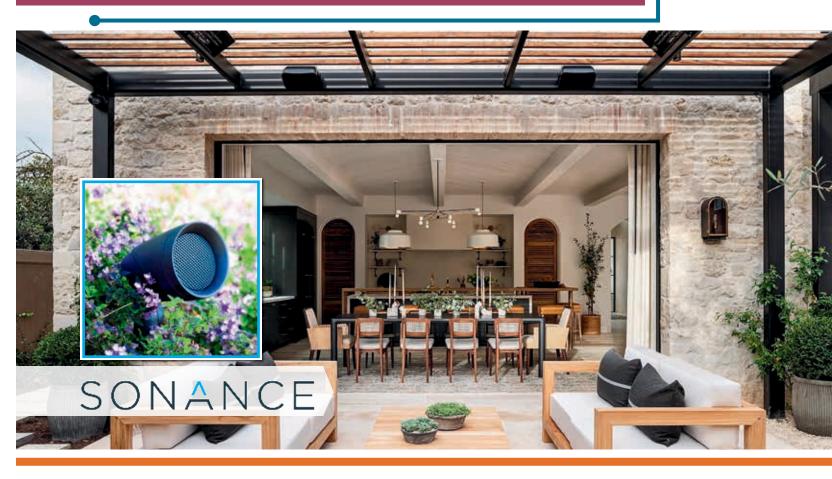






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Q. Why do you feel this listing is luxurious?

A. The property exudes elegance and sophistication, which aligns with taste and expectations for a high-end residences. The location is highly desirable, offering convenience and exclusivity. The neighborhood appears safe, quiet, and prestigious, which adds significant value to the property. The architectural design is stunning, with a perfect blend of modern amenities and timeless style. The attention to detail in the design and the high-quality materials used throughout the property are commendable. The interior is luxurious and well-appointed, featuring spacious rooms, high ceilings, and top-of-the-line finishes. The kitchen and bathrooms are particularly impressive, with state-of-the-art appliances and fixtures. The outdoor space is another highlight, offering beautifully landscaped gardens, a spacious patio, and, if applicable, a swimming pool and outdoor entertainment area. It provides a perfect setting for both relaxation and entertaining guests.

Do you have a luxury listing that is rich in history, has some fun facts or is just downright cool? We'd love to share it with the real estate community! Email us at tc@realproducersmag.com or reach out via social media to learn more.





The property includes a range of luxury amenities such as a home theater, gym or smart home technology. These features significantly enhance the living experience and add to the property's allure. Considering the property's features, location, and overall appeal, it seems well-positioned in the luxury market. It represents a good investment for those looking for a high-end living experience.

Q. What separates this listing from other luxury homes?

A. Architectural and Design Excellence: The property was originally built by renowned builder Charles Cudd in 2008 and revitalized by West Bay Homes in 2021. This blend of original craftsmanship and modern updates ensures the home combines timeless elegance with contemporary luxury.

Stunning Location and Views: The estate is situated on 3.51 acres of meticulously manicured gardens, offering breathtaking views of the Minnesota River Valley. This provides INVESTMENT residents with a serene and picturesque environment that enhances the overall living experience.

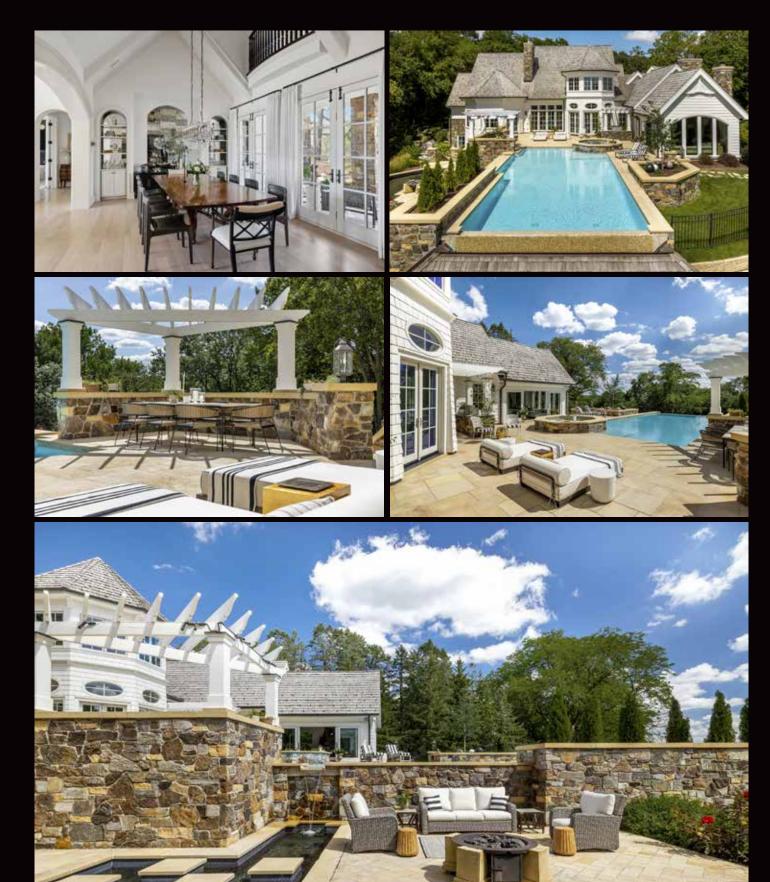
Exceptional Amenities: The home boasts luxurious amenities, including an 18-foot vaulted great room, a resort-style infinity pool, a hot tub, and extensive outdoor entertaining spaces. These features not only offer comfort but also make the property ideal for hosting guests and enjoying a resort-like lifestyle at home.

Privacy and Security: The property offers unparalleled privacy with its expansive grounds and secure, secluded location. This aspect is crucial for high-profile buyers looking for a private retreat.

IT REPRESENTS A GOOD FOR THOSE LOOKING FOR A **HIGH-END LIVING** EXPERIENCE.

High-End Finishes and Custom

Details: Inside, the home features high-end finishes and custom details throughout. From the gourmet kitchen to the luxurious bathrooms, every aspect of the home has been designed with precision and an eye for luxury.











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