

TWIN CITIES

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.



DESROCHERS REALTY GROUP

AGENT SPOTLIGHT:
Mark Hronski

REALTOR ON THE RISE:
Avantika Sharma

OUT OF THE SHADOWS:
Linda Sellman

PARTNER SPOTLIGHT:
Blue Line Construction

OCTOBER 2024

ADARA THOMAS



“ Seek a professional, even if you think you don't have the funds or credit allow our professional to create a plan.

“This is my command—be strong and courageous! Do not be afraid or discouraged. For the Lord your God is with you wherever you go.”
Joshua 1:9



Beyond her work as a mortgage professional, Adara finds joy in singing and playing the piano. She also loves hiking through breathtaking state and national parks, traveling the world, and impressing her family with her culinary skills as the grill master, a title she holds proudly despite having three brothers.



Three Bays, LP
DBA Three Bays Lending
www.threebayslending.com
NMLS 2496189

Your Clients May Not Move Everyday,



BUT WE DO!

Team Up With The Local Moving Company Worth Choosing!

- Residential Local Moves
- Moving Boxes & Supplies
- De-Clutter Program
- Move In/ Out Cleaning Services
- Packing
- Certified Professional Movers
- Senior Moving
- Junk Removal Services
- Storage



“YOU MAY NOT MOVE EVERYDAY, BUT WE DO.”

Moving Your Clients Has Never Been Easier
- Call Today For A FREE Quote!

612.448.2641 ■ AAAMoversInc.com



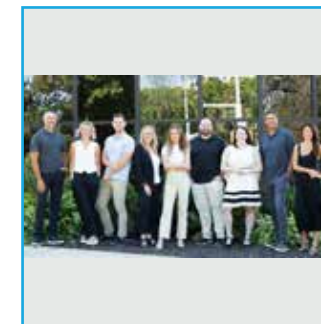
KOOTENIA

David Frosch | (612) 282.0920 | DFrosch@Kootenia.com

follow us on Instagram @Kootenia

© 2021 Real Producers, LLC. All rights reserved. - Real Estate License #702620214

TABLE OF CONTENTS



01
Cover by
Tammy
Brice
Creative



08
Preferred
Partners



13
Meet
the *Twin
Cities Real
Producers*
Team



17
New
Partners



21
Save the
Date!



24
Ways to
Benefit



28
Team:
Desrochers
Realty
Group



38
Agent:
Mark
Hronski



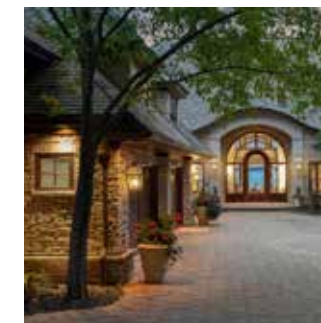
46
On the
Rise:
Avantika
Sharma



52
Shadows:
Linda
Sellman



60
Partner:
Blue Line
Construc-
tion



68
Luxury
Listing



If you are interested in contributing or nominating REALTORS® for certain stories, please email Chad at Chad.Jeske@RealProducersMag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Twin Cities Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

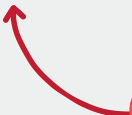
Note: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



MINNESOTA HOUSING

MINNESOTA HOUSING RECOGNIZES DAN BUNDT

I'm thrilled to share that I've been recognized as a top-producing loan officer by Minnesota Housing! This recognition is a testament to the trust my clients and professionals, like you, have placed in me. I'm incredibly proud of the work we've done together to help families find their dream homes.



CALLING ALL REALTORS..

looking for the right relationship.

NEW LEAD MANAGEMENT

EDUCATIONAL CONTENT CREATION

OUTBOUND EMAIL MARKETING

PRINT MARKETING COLLATERAL



AUTOMATION TOOLS:

Work with Dan and Movement Mortgage and take advantage of marketing platform integrations:

+ Homebot + Salesforce + BombBomb



Dan Bundt

Senior Loan Officer

NMLS# 1488865

(612) 394-5450

dan.bundt@movement.com

www.applywithDanBundt.com



2085 County Rd. D Suite B-200 Maplewood MN 55109 | FL-LO68082, MN-MLO-1488865, WI-1488865 | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to: www.nmlsconsumeraccess.org). Additional information available at movement.com/legal. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits.

MN'S ELITE EXTERIOR COMPANY



Jax Exteriors is Minnesota's Elite residential roofing company. But we don't stop at roofing. We offer a full line of exterior renovation services, including Siding, Gutters, Windows, Decks, and more!

GET A FREE ESTIMATE NOW!

- ROOFING, SIDING & GUTTERS
- STORM DAMAGE SPECIALIST
- 100% CUSTOMER SATISFACTION
- FAMILY OWNED & OPERATED
- LICENSED, BONDED & INSURED



JAX EXTERIORS

CallJax.com

(651) 681-ROOF (7663)

LIC#BC807584



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

A/V & HOME AUTOMATION

J.Becher & Associates
(763) 400-2235
www.jbecher.com

ARCHITECTURAL PHOTOGRAPHY

Spacecrafting
(612) 353-4073
spacecrafting.com

BUILDER

David Weekley Homes
(763) 251-0334
dwhomes.com

CLEANING

Lakeside Luxury Professional Cleaning
(651) 308-0894
Lakesideluxurycleaningmn.com

CLOSING GIFTS

CUTCO Business Gifts
(763) 639-6831
cutcoclosinggifts.com/
consultant/jeffteresi

CONCRETE LEVELING

SafeBasements
(320) 535-0754
www.safebasements.com

CONCRETE/ DRIVEWAYS/PATIOS

Concrete Revisions
(763) 221-1056
concreterevisions.com

CONSTRUCTION/ REMODELING

Blue Line Construction and Home Services
(612) 810-1021
bluelinereno.com

CONTRACT FOR DEED

Contract For Deed LLC
(763) 639-9171
ContractForDeedLLC.Com

CRM

Bonzo
(614) 357-2367
getbonzo.com

CUSTOM CONCRETE SPECIALISTS

Concrete Science
(763) 400-7226
concrete-science.com

CUSTOM HOME BUILDERS

Kootenia Homes
(651) 731-2345
kooteniahomes.com

DESIGN & BUILD/REMODEL CITY HOMES

City Homes LLC
(612) 810-3074
cityhomesllc.com

ELECTRICAL SERVICES

Frontline Electric Systems
(763) 458-5944
facebook.com/
FrontlineElectricalSystems

ELECTRICIAN / GENERATORS / EV CHARGING

J.Becher & Associates
(763) 400-2235
www.jbecher.com

FRUIT ARRANGEMENTS

Edible Arrangements
(612) 436-1152
ediblearrangements.com

GARAGE DOORS SALES & SERVICES

Mr. Spring
(612) 416-0091
www.callmrspring.com

HOME INSPECTION

Cory Jacobs Home Inspections LLC
(715) 896-0548
coryjacobshomeinspections.com

Due North Property Inspection

(763) 290-0805
duenorthinspection.com

Inspecta-Homes

(651) 641-0641
www.inspectahomes.com

Marigold Home Inspections

(763) 567-2181
marigoldhomeinspections.com

Metro Property Inspections

(612) 695-3272
metropropertyinspectionsmn.com

Resolute Home Inspections, LLC

(612) 581-7841
www.ResoluteMN.com

Structure Tech

(952) 915-6466
structuretech.com

HOME RENOVATION

Curbio
(844) 944-2629
Curbio.com

HOME SERVICES PROFESSIONAL

Blue Line Construction and Home Services
(612) 810-1021
bluelinereno.com

HOME THEATER/HOME AUTOMATION TECHNOLOGY

Architechne
(763) 464-3567
architechne.net

HOME WARRANTY

American Home Shield
(612) 805-8935
ahs.com

Cinch Home Warranty

Jason Blume
(612) 475-6947
cinchrealstate.com

Home Warranty of America

Shelley Goldman
(763) 221-1098
hwahomewarranty.com

INSPECTIONS - RESIDENTIAL AND COMMERCIAL

Structure Tech
(952) 915-6466
structuretech.com

INSURANCE

American Family Insurance
(651) 270-2659
www.amfam.com

Farmers Insurance -

Ashley Cokley
(651) 357-6000
cokleyagency.com

Meyer-Peltier Insurance

(651) 457-5454
meyer-peltierinsurance.com

JUNK REMOVAL/DEMOLITION

KNS Junk Removal
(651) 300-7931
www.knsservicesllc.com

KITCHEN, BATHS, & FLOORS

Infinite Floors Kitchens Bathrooms
(952) 209-7977
www.callinfinitefloors.com

LAND DEVELOPMENT

Workhorse Land Development
(715) 716-0934
www.workhorselandcompanies.com

LUXURY GROUND TRANSPORTATION/ LIMOUSINES

Renee's Limousines
(763) 551-1919
www.reneeslimousines.com

MORTGAGE

Granite Mortgage
(612) 386-2267
www.granite-mortgage.com

Grove Bank Mortgage

(612) 327-8303
grovebankmortgage.com

MORTGAGE / LENDER

Bell Bank Mortgage
(952) 905-5815
windschitl.com

CrossCountry Mortgage, LLC

(612) 424-7252
www.lisawellsloans.com

Guild Mortgage

(612) 760-4199
kristipiatz.com

Movement Mortgage

(763) 229-1901
www.movement.com

Three Bays Lending

(612) 930-0731
www.threebayslending.com

Union Home Mortgage

(952) 381-1917
uhm.com

Wintrust Mortgage

(612) 352-8827
wintrustmortgage.com

MORTGAGE BROKER

Edge Home Finance
(763) 219-8484
www.edgehomefinance.com

MOVING & STORAGE

AAA Movers
(612) 588-6683
aaamoversinc.com

PAINTING- INTERIOR & EXTERIOR

WOW 1 Day Painting
(320) 282-2547
wow1day.com

PERSONAL BRANDING/ HEADSHOTS

Asmeret Photography
(612) 248-5286
www.asmeretphotography.com

PHOTOGRAPHY

Stainless Real Estate Photography
(651) 325-7647
stainlessmn.com

Tammy Brice Creative

(515) 208-8446
tammybrice.com

PHOTOGRAPHY & VIDEOGRAPHY

AGNT Real Estate Media
(612) 655-7829
www.agnt.media

PHOTOGRAPHY/ BRANDING

Skylar Rae Photography
(612) 812-6389
skylarrae.photography

REAL ESTATE MEDIA

UAV Vision Media
Chris Blaeser
(651) 354-1829
uavvisionmedia.com

RENOVATIONS / REMODELING

Renovation Sells - NW Minneapolis
(763) 343-6768
renovationsells.com/
northwest-minneapolis

Renovation Sells - Saint Paul

(651) 764-6800
renovationsells.com/st-paul

Renovation Sells SW Minneapolis

(952) 592-2100
renovationsells.com/location/
southwest-minneapolis

RESIDENTIAL / COMMERCIAL CLEANING

Angie My Cleaner
(612) 500-5768
www.angiemycleaner.com

ROOFING & EXTERIORS

Bold North Roofing and Contracting
(612) 405-3763
boldnorthroofing.com

Jax Exteriors LLC

(651) 681-7663
www.calljax.com

ROOFING & SIDING

American Roofing and Siding
(612) 224-2444
americanconstructionmn.com

ROOFING, SIDING AND WINDOWS

Exteriors Plus
(952) 345-3408
exteriorsplusmn.com

ROOFING/SIDING/WINDOWS

Allstar Construction
(763) 296-7780
www.allstartoday.com

SIGN INSTALLATION & REMOVAL

Express Post LLC
(763) 286-2452
www.expresspostmn.com

TITLE COMPANY

All American Title
Melanie Dunker
(612) 590-0943

Cambria Title

(952) 486-6147
cambriatitle.com

First American Title

(952) 239-0098
firstam.com

Watermark Title Agency

(952) 283-3180
www.wmtitle.com

WATERPROOFING / FOUNDATION REPAIR

SafeBasements
(320) 535-0754
www.safebasements.com

WINDOW CLEANING

Kahuna Window Cleaning
(612) 888-5248
kahunawindowcleaning.com

WINDOW REPAIR & REPLACEMENT

Pro Window Repair and Service
(612) 240-0772
prowindowrepair.com

Don't Let the Tough Insurance Market Leave You Chasing Your Tail!

Partner with Our Powerhouse Team to Close with Success

Get a Quote!

AMERICAN FAMILY INSURANCE

Nygard Agency & Associates, LLC
651.482.9001
2353 Rice St. | Roseville
@NygarAgencyRoseville

OPENING THE DOOR TO SUCCESS!



THE REALTOR'S #1
PRE-SALE CONTRACTOR
FOR EVERY LISTING



Team Up With the Garage Door Experts to Sell Your Listings Quickly & for More Money!

Garage Door Installation • Garage Door Openers • Garage Door Service & Repair



Get started with a free estimate!

Preparing a listing for market is a big lift. Let us take care of it for you.

As general contractors who specialize in pre-sale home updates of any size, we have experience with everything from touching up paint to full kitchen renovations.

612.416.0091

MrSpringGarageDoors.com

@MrSpringGarageDoors

FORTUNE FAVORS THE **BOLD**

Scan to
Book a FREE
Inspection



BOLDNORTH

ROOFING AND CONTRACTING

ROOFING | SIDING | WINDOWS

HAIL & STORM DAMAGE

MULTI-FAMILY & COMMERCIAL

#1 ROOFING CONTRACTOR IN MINNESOTA

612.405.3763

info@boldnorthroofing.com



MEET THE TWIN CITIES REAL PRODUCERS TEAM



CHAD W. JESKE
OWNER / PUBLISHER
651-442-8466
Chad.Jeske@
RealProducersMag.com



TARA MYERS
EDITOR AND
CLIENT CONCIERGE
SPECIALIST
TC@RealProducersMag.com



**ELIZABETH
McCABE**
WRITER



TAMMY BRICE
PHOTOGRAPHER
Tammy Brice Creative



JAY LOURICAS
PHOTOGRAPHER AND
VIDEOGRAPHER
AGNT Real Estate Media



MIKE McCAW
PHOTOGRAPHER
Spacecrafting



DAN SHERMAN
PHOTOGRAPHER
Stainless Real Estate
Photography



CHRIS BLAESER
PHOTOGRAPHER
AND VIDEOGRAPHER
UAV Vision Media



SKYLAR OLSON
PHOTOGRAPHER
Skylar Rae
Photography



**ASMERET
MEKONNEN**
PHOTOGRAPHER
Asmeret Photography

Have an idea, nomination, or just want to share something cool? Send us a direct message, or tag us on social media!

@twincitiesrealproducers

#twincitiesrealproducers

“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



Ryan O'Neill and Chris Fritch



Garrett Ganske



Mark Cuban



Grant Johnson



Lindsey Ronning



Jado Hark

Today's Market Demands Innovation

Our Realtor Programs Help Our Realtor Partners
Take Their Client's Home to the Next Level



**Take Charge of Your
Success Today!**

Call Now to
Discover How Our Exclusive
Real Producers Programs
Can Revolutionize Your Business!

ARCHITECHNÊ

Lighting Design | Shades | Home Theater | Music & Listening | Surveillance & Locks
Network Control | Environment & Furniture | Power Management & Climate

612.364.3146 | ARCHITECHNE.NET

Discover

**A NEW WAY TO FINANCE YOUR
HOME WITH GRANITE MORTGAGE!**

At Granite Bank, we combine flexibility and expertise with face-to-face support to create a world-class experience for our clients. With 23 years of experience, Lindsey Baracz is passionate about helping people achieve their dreams of homeownership, whether you're a first-time homebuyer, move-up buyer, or investor.



Your Contact:

Lindsey Baracz
Sr. Loan Officer
Direct: 319-230-9635
lindseyb@granitebank.com
NMLS # 627075
lindseylender.com

TRADITIONAL & UNIQUE OPTIONS:

- New Construction Loans / Lot Loans
- Portfolio (in-house) Loans
- Home Equity Loans / Bridge Loans
- First Time Home Buyers
- Recreational Property/Cabin Loans



**GRANITE
MORTGAGE**

— A DIVISION OF GRANITE BANK —

NMLS# 405434 Equal Housing Lender

www.granite-mortgage.com

Ordinary People -
**EXTRAORDINARY
Service!**

**QUALITY, RELIABILITY, & INTEGRITY
START AT THE TOP!**



Roofing | Siding | Windows | Doors | Gutters | Decks & Patios & More!



**Request A Quote TODAY! • 612.224.2444
AmericanConstructionMN.com**

Welcome our
**New and Returning Partners
at Twin Cities Real Producers!**



When you see them out and about or at our events— whether virtual or in person— please say hello! We look forward to bringing their excellence to our platform!

Who are your favorite, trusted vendors? Send yours to tc@realproducersmag.com to see if they're a good fit for TCRP to partner with!

YOUR
*Twin Cities
Real Producers*
BADGES



CONGRATS
for being one of the
**TOP 500
REALTORS®**
in the Twin Cities!

Because you made the *Twin Cities Real Producers* squad, you now have your own EXCLUSIVE TOP 500 badge to use in your marketing or however you'd like to show that you are a part of the exclusive community of the top 5% in the Twin Cities.

Email tc@realproducersmag.com to retrieve your badge.

Using your badge? We would love to see how! Show us how you are using your

badge, and you just might find a picture of what you shared in the magazine! Social media, email signatures, web, listings, marketing material — nothing is off limits.

Our approved business partners/ advertisers have their own badges as well. They are highly recommended by other top-producing REALTORS® and are some of the Twin Cities' most elite businesses, so give them a shot!



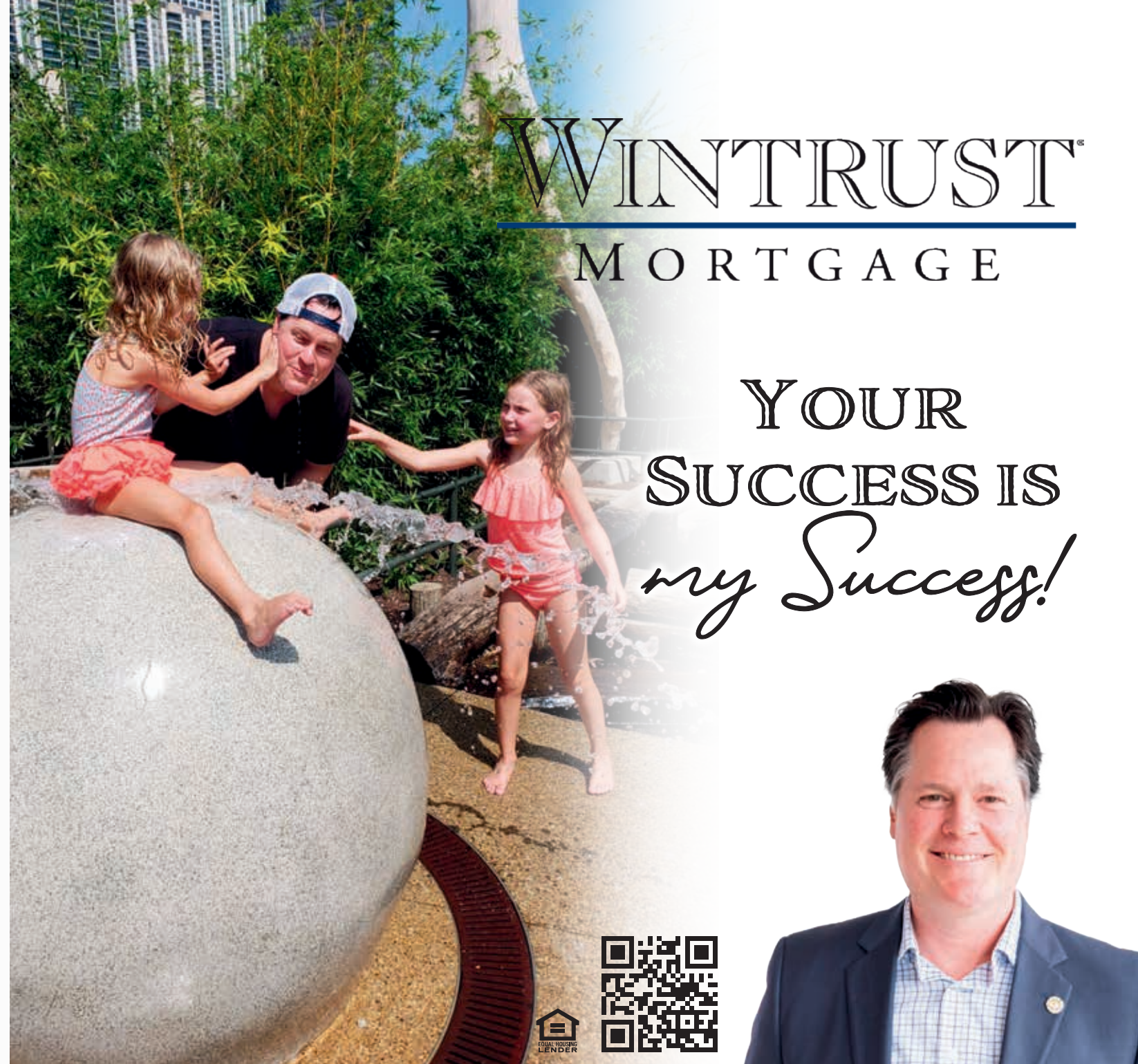
Renovations *Simplified*

How it Works

- 1 Tell Us About
Your Home
- 2 Tour
& Estimate
- 3 Renovate Today,
Pay Later
- 4 Expert Design,
Streamlined
- 5 Project
Launch

Your Minneapolis
Renovation Experts

(763) 272-7568
debbie@renovationsells.com
renovationsells.com



WINTRUST MORTGAGE

YOUR
SUCCESS IS
my Success!



**CONTACT ME FOR A FREE
CONSULTATION TODAY!**

23 Years of Trusted Mortgage Consultation
Customer Service, Integrity, & Solution Driven
High-End to First Time Buyers in All 50 States
Clear & Consistent Communication
In-House Underwriting / Competitive Rates

Brandon J. Vitale | Senior Mortgage Consultant
NMLS #402127 | 612.352.8827 | BrandonDoesMortgage.com
bvitale@wintrustmortgage.com





FORMULA FOR SUCCESS!

Sell Your Listings Quickly & For More Money With
A Smart Chemistry Of Quality, Service, & Value!

RESIDENTIAL CONCRETE COATINGS, REFINISHING & DECORATIVE CONCRETE



Brent Kerber
Chief Operating Officer

612.380.3006
763.420.4073

Concrete-Science.com
Brent@Concrete-Science.com



Twin Cities Real Producers Masterclass Series

Dates: October 8th, November 12th, & December 10th

Please join us for our TCRP Masterclass Series, premier educational events for the Twin Cities Real Producer's community. Each speaker will share their unique value adds, followed up by Q&A and a Realtor social at the end.

The theme for the October 8th Masterclass event is Power Couples, featuring the following speakers: Kerby & Christina Skurat, Brad & Heather Fox, and Daniel & Julie Desrochers.

As always, these events are exclusively for the top-producing Twin

Cities Realtors and the Preferred Partners of *Twin Cities Real Producers*.

Keep an eye out on our social media and your inboxes for more information coming soon.

@TwinCitiesRealProducers
www.realproducersmagazine.com/hello-agents/twin-cities

We hope to see you there!

*If you have questions about our events, would like to nominate a location for our events, or if you know a business that would be interested in sponsoring an event, feel free to contact us at **Chad.Jeske@RealProducersMag.com**.*



Are you planning an event or know of a local event you would like to invite other top-producing real estate agents to? Email a brief description to tc@realproducersmag.com, and we'll help you promote the fun!



FROM CLUTTER TO CLOSING IN RECORD TIME!

JUNK REMOVAL SERVICES & PROPERTY CLEAN-OUTS



WHY PARTNER WITH US?

VETERAN OWNED • FAMILY OPERATED
MINNESOTA BASED • RELIABLE • EFFICIENT

651.300.7931

KNSSERVICESLLC.COM

WHAT DOES YOUR TITLE COMPANY DO FOR YOU WHEN YOU'RE NOT IN TRANSACTION WITH THEM?

IF THE ANSWER IS NOTHING, WE SHOULD TALK!



Let's Chat!

612.590.0943

MELANIE@ALLAMERICANTITLECO.COM



- I'LL HELP:
- ✓ GET YOU LEADS
 - ✓ MAKE INTRODUCTIONS
 - ✓ CREATE FARMING LISTS
 - ✓ STRATEGIZE YOUR MARKETING
 - ✓ BOOST REFERRALS & MORE!



PASSIVE TO ACTIVE RADON MITIGATION \$675!

CallMarigold.com
763-567-2181

MINNESOTA'S Best 3 YEARS IN A ROW

FROM TURBULENT TRANSACTIONS TO SUCCESSFUL CLOSINGS!



LEVERAGE MY EXPERTISE TO WEATHER THE STORM IN A HARD INSURANCE MARKET!



Ashley Cokley

Farmers Insurance Agent
Call or Text 651.357.6000
www.cokleyagency.com
acokley@farmersagent.com



Make sure your clients can fall back on the Frontdoor App. With access to video chat with Experts in real time for all their home repair and maintenance needs. With the Frontdoor app, an expert can help your clients with:

- Help with projects big or small.
- Real-time advice.
- Experts with know-how.
- Access to local, vetted Pros.
- Exclusive discounts and special pricing*

Download the Frontdoor app today and share with your clients.

A better way to home repair is here. Contact us for more information.



Tami Tushie
Executive Market Manager
612.805.8935
Tami.Tushie@ahs.com



Brian Peterson
Market Manager
612.414.3092
Brian.Peterson@ahs.com

DON'T REPLACE IT... FIX IT!



Roman Deshitsa | Founder
612.240.0772
ProWindowRepair.com

Ways to Benefit From the Twin Cities Real Producers Platform

SOCIAL PUBLICATION

We design, print and distribute a monthly social publication for the top performers in the local real estate community. The articles in the publication are all about what is relevant to top performers. We share stories about top producers on what their routines are, what motivates them and how they got to the level they are at. We have articles that feature agents at different levels, leaders in the industry, popular and reliable partners, upcoming developments, luxury listings, investment properties, incredible admin staff, inspirational nonprofit activities and events.



Remember, all of our stories are procured through YOUR nominations, and there is **NO COST** to participate! We publish these stories for your benefit and enjoyment. To nominate an agent or vendor to be featured in our platform in 2024, go to our nomination link: <https://form.jotform.com/220524856451051> (the link is also listed on our Instagram bio).



SOCIAL MEDIA



In addition to having a print presence, we are active on Facebook and Instagram! Don't forget to like us and follow us at [@TwinCitiesRealProducers](#)! We post snippets of some of our articles there, promote upcoming events in and for the real estate community and showcase our preferred partners — all who have been vetted, do great work, bring you solutions to help you sell homes faster and at a better price, and they have all been referred to us by real estate agents in the top 500!

EVENTS

We have a series of events planned for you in 2024. We won't reveal ALL of them, as sometimes plans change; however, we have quite a bit in store!

Mastermind Panels — We have an educational series of events that will feature some of the real estate experts in our market. The panels will be your way to access not just *who* is doing it but *what they are doing*.

Team Building Tours — Last year, we had the opportunity to host several team-building tours. We assemble a group of 30 to 50 agents and preferred partners, and we go out for a night on the town — holiday tours, brewery tours, winery tours, nonprofit impact tours and more. *TCRP* picks up the

tab on the bus, but we do ask that you contribute toward gratuity for the driver. If you are interested in learning more or joining us on one of these tours, please contact us at tc@realproducersmag.com.

REALTOR® Socials

Quarterly we host what we call a REALTOR® social. These events typically include 150+ people at a location that is fun, interactive and has upbeat energy. The purpose of the socials is to give everyone an opportunity to meet, get to know each other and stay connected. Stay tuned for specific details about REALTOR® socials; they are always a blast!



Are you planning an event or know of a local event you would like to invite other top-producing real estate agents to? Email a brief description to tc@realproducersmag.com, and we'll help you promote the fun!



Your Home is Our Passion

WELCOME TO THE FUTURE OF LIVING

ROW AT VALLEY VIEW | EDINA



Starting at \$1,395,000

■ Private Elevator

■ Low HOA Fees

■ High End Finishes

Do you desire Urban-Style living with a neighborhood feel?

This Row community, located at the corner of Valley View and Oaklawn, offers 3-bedroom, 2.5-bathroom homes in a vibrant area surrounded by parks, trails, shopping, and dining. It's not about downsizing, it's about right-sizing. Whether you're an empty nester or seeking to build equity instead of renting, Row living is the perfect choice for you.



REBECCA REMICK
 (612) 217-2853

ART HAYS
 (612) 805-5929

WWW.CITYHOMESLLC.COM



FOR ADDITIONAL ROW INFORMATION SCAN THE QR CODE



NEVER make a Contingent Offer again!

Grove Bank's NEXT Home Loan program empowers move-up buyers to make offers that are not contingent upon the sale of their existing home. We accomplish this by unlocking home equity with a low-cost, short-term financing solution. Finally, a bridge loan that makes sense, and helps you and your clients WIN offers in this ultra-competitive real estate market.

Our team is dedicated to making sure that your clients are informed of what the best options are for their unique financing needs. We are committed to you and your clients success!

Grove helps you GROW.
LEARN MORE >



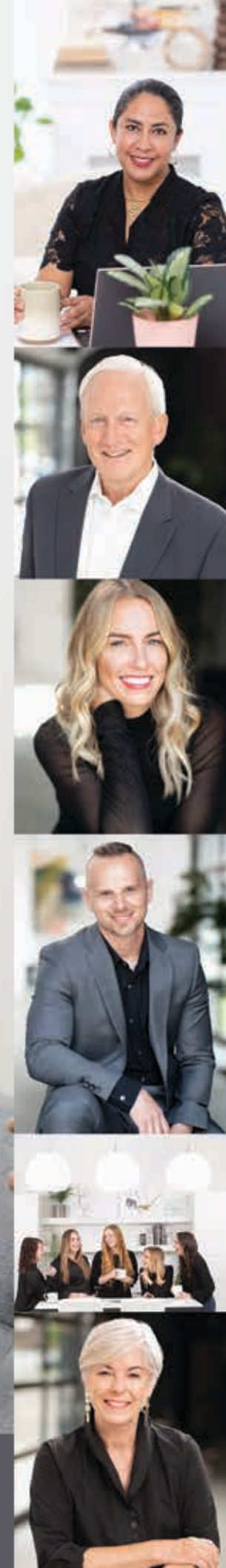
GROVE BANK
MORTGAGE



NMLS 477572



444 2nd Street | Excelsior | (612) 327-8303 | GroveBankMortgage.com | TMeckey@GroveBanCorp.com



HEADSHOTS



PRICING + PACKAGES AT TAMMYBRICE.COM

▶▶ featured team

Written by Elizabeth McCabe
Professional photos by Tammy Brice Creative

MEET JULIE AND DANIEL DESROCHERS

Team Leads for the Desrochers Realty Group



ELEVATING THE REAL ESTATE EXPERIENCE

In the fast-paced world of real estate, the Desrochers Realty Group doesn't just keep up—they redefine what it means to excel. Balancing listing appointments, closing dates, and showings while striving for a harmonious work-life balance is no small feat. That's where Desrochers Realty Group steps in, making it all seem effortless.



MEET THE VISIONARIES

The Desrochers Realty Group isn't just any real estate team; they're a powerhouse. In 2023, they sold a staggering 452 homes, with \$202 million in sales. Their effectiveness in closing deals is proven by their status as the number five team in Minnesota for sales volume and number six for units sold. With a track record of consistently selling over \$180 million each year, their reputation speaks volumes. As Team Lead Julie Desrochers puts it, "Our success is driven by our commitment to excellence and a passion for what we do."

Julie and Daniel Desrochers are more than just the faces behind the Desrochers Realty Group—they're the heartbeat of it. Daniel, a realtor since 1998, knew he wanted to scale his business by growing a team. His previous ventures in real estate investing and owning an auto-body repair shop might seem worlds apart, but they've given him a unique knack for fixing and selling properties with finesse. As Daniel himself reflects, "I've always loved the idea of transforming something and seeing it flourish, whether it's cars or homes."

Julie began her career in real estate in 2004, bringing with her a background in event planning. Little did she know that her knack for orchestrating events would be the secret ingredient in planning client experiences later on. Her shift from hands-on sales to strategic leadership has been nothing short of transformative. Julie now channels her creativity into new initiatives, client events, and even local TV segments. "I deal with the big concepts, coming up with new initiatives and ideas. It's about creating an experience that's memorable and valuable for our clients," Julie explains.

A STREAMLINED MACHINE

Desrochers Realty Group's mission to "elevate the real estate experience" isn't just a slogan—it's their mantra. Their exceptional marketing and unmatched customer service are the cornerstones of their success. With 90% of their business stemming from repeat and referral clients, it's clear that their approach to building relationships is second to none. "We focus on building relationships with our clients," Julie emphasizes. "Our goal is to get the most value for the client with the least amount

of stress, whether it's preparing the property for listing or supporting them post-sale."

Their team, comprising 42 agents and 12 staff members, operates like a well-oiled machine. Julie and Daniel lead the team alongside an exceptional leadership group, many of whom have been integral to the company's success for years. The support staff handles everything from paperwork to marketing and client events, ensuring that agents can focus on what they do best: connecting with clients, showing homes, and growing their business. "Our support staff does such an amazing job that agents don't have to chase after business," Julie comments. "We want our agents to thrive, not stress."

LIVING LIFE TO THE FULLEST

Beyond their impressive professional achievements, Julie and Daniel are champions of a rich and fulfilling personal life. Their weekly Bible study group is more than just a gathering; it's a beloved tradition that feels like family. Hosting around 25 people in person, with more joining via Zoom, Julie



“
WE
WANT
OUR
AGENTS
TO
THRIVE,
NOT
STRESS.”

Julie and Dan Desrochers



and Daniel open their home every Tuesday evening, with Julie whipping up delicious dinners and Daniel playing the ever-gracious bartender. “It’s like our family,” Julie shares. “We love opening our home and sharing meals with our community.”

Their love for entertaining extends beyond their Bible study. Whether traveling or enjoying their winters in sunny Florida, the Desrochers’ embrace life with enthusiasm. Julie’s passion for cooking provides her with a creative outlet. “That’s my favorite thing to do,” she says with a smile. Daniel finds joy in hiking and backpacking, relishing the chance to connect with nature. Together, they master the art of balancing a bustling real estate career with their personal interests, proving that success is sweetest when shared.

FINAL THOUGHTS

The Desrochers Realty Group isn’t just a leader in Minnesota’s real estate market; they’re a shining example of what happens when passion meets excellence. Julie and Daniel Desrochers have crafted a legacy of exceptional service, unwavering dedication, and a genuine love for their clients and community. As Julie beautifully sums it up, “Working with the team allows me to continue helping people in a different capacity.” Their journey is a testament to their extraordinary vision and the magic that happens when you truly elevate the real estate experience.

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.



Team Meeting Talks



@realproducers

WE MAKE LENDING EFFORTLESS!

COMMUNICATE. EDUCATE. CLOSE ON TIME.

*5,384 Loans Closed & Counting
99.9% Business From Referrals*



Get Your Clients Pre-Qualified!



Discover The Lisa Wells Team Difference

Lisa Wells | Branch Manager

NMLS #460442 EQUAL HOUSING LENDER

612.424.7252

LisaWellsLoans.com

10900 Wayzata Blvd. #120 | Minnetonka



@LisaWellsLoans

FETCH

Exceptional Results!



Guild
mortgage

Over 200 Lending
Options to Best Suit
Your Clients' Needs!

Kristi Piatz | Branch Manager - NMLS: 452537
612.760.4199 | KristiPiatz.com

Guild Mortgage Company, Company NMLS #3274 (www.nmlsconsumeraccess.org).
For more licensing information, please visit www.guildmortgage.com/licensing.



Let Your Clients Love Their Home!

FREE 3D DESIGNS

with Full
Exterior Projects



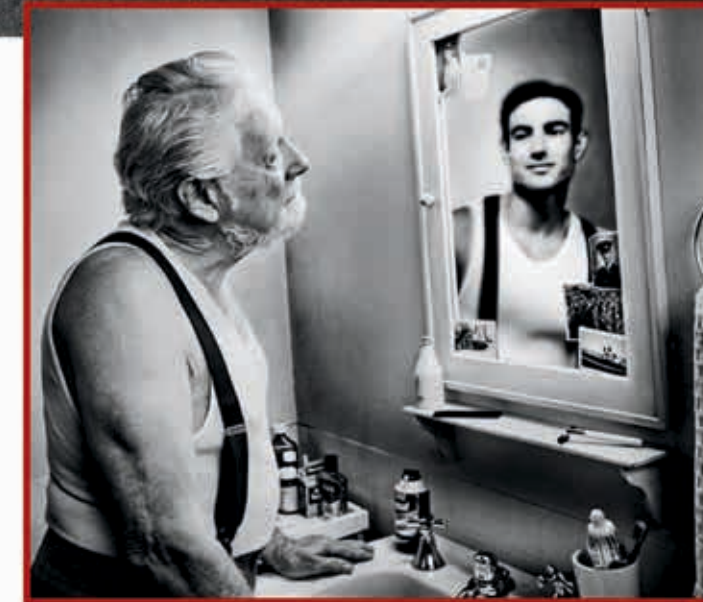
Quy Bui
CEO & Owner

ExteriorsPlusMN.com
952.345.3408



WORKHORSE LAND DEVELOPMENT

Increased Horsepower through Land Development



WHEN YOUR CLIENT IS
READY FOR THE
NEXT STAGE,
BUT WANTS TO LEAVE
BEHIND A
Legacy.



We help agents see land
through the lens of a developer.

Create your own listings

Overcome obstacles: NAR, Lack of Listings,
Cash Flow, Agent retention Etc.

Billy Webber

855-WHLAND-1 EPIQUE
billy@workhorsecompanies.com
workhorselanddevelopment.com



INFINITE
FLOORS • KITCHENS • BATHROOMS

INFINITE SAVINGS,
PAWSITIVELY
EXCEPTIONAL RESULTS!

FREE
Basic Furniture Moving
FREE
Carpet Tear Out/ Disposal
\$500 OFF
Any Project Over \$4000

VOTED
BEST IN
MINNESOTA!
CALL
TODAY!

Extensive Industry Experience | Unmatched Customer Service Full Kitchen & Bath Remodeling | Custom Cabinets, Countertops & Tile Full-Service Flooring | Luxury Vinyl Plank, Ceramic Tile, Hardwood (& Refinishing) & Carpet

952.209.7766 | callinfinitefloors.com

Some exclusions apply, only one coupon can be used per project, coupon must be mentioned when scheduling a Consultation.

Moments *Framed Forever.*

ASMERET PHOTOGRAPHY
WEDDING & FAMILY PHOTOGRAPHY

Let's Work Together!
Asmeret.Photography@gmail.com
AsmeretPhotography.com
@Asmeret.Photography

You Take It Easy.
YOUR MEYER-PELTIER AGENT IS MAKING IT EASY.

MEYER-PELTIER AGENCY
ALL COUNTY AGENCY
Complete Insurance Service

Partner With An Agent Who Works Fast To Insure Your Client's Possibilities & Liabilities!

Nikko Mikacevich
651.497.1150
Meyer-PeltierInsurance.com
1549 Livingston Ave #102
West St. Paul

Guiding Your SUCCESS!

DUE NORTH
PROPERTY INSPECTION

Schedule Your Client's Home Inspection Online TODAY!

- 5-Star Customer-First Approach
- Full Suite of Inspection Services
- Convenience & Availability
- 24/7 Scheduling
- Same-Day Report Delivery

DueNorthInspections.com
763.290.0805

express post llc

SAVE TIME, SELL MORE -
Let Us Handle Your Sale Sign Needs!

- Sign Installation
- Sign Removal
- Brochure Refill
- Sign Maintenance & Repair
- Solar Light Signage
- Rider Installation & Swapping

FOR SALE

Ask Us About Ordering Through Our Mobile App!

612.868.0523
ExpressPostMN.com | Matt@ExpressPostMN.com

TRANSFORM YOUR LISTING IN A DAY!
Schedule your free quote here.

WOW

- Friendly, Uniformed Painters
- Start and Finish on Time
- Exceptional Communication

Hans Hoeg | General Manager
612-540-0406
WOW1DAY.COM

WOW
1 DAY PAINTING

REVOLUTIONIZING THE CLIENT EXPERIENCE

Dream it. Do it.

Mark Hronski is a man of purpose and passion. This top producer is dedicated to transforming the real estate landscape with an unwavering commitment to client satisfaction. He puts his clients first, caters to them, and makes their dreams come true; it's what Mark does best.

Mark has also had one of his dreams come true, finding a home with unbelievable views nestled along a golf course. Mark explains, "My wife Katie and I have been members of Midland Hills Country Club for six years. There are only 10 homes on the golf course, and one home became a passion and an obsession for me. I wrote the homeowner four handwritten notes over the course of a couple of years." He was eager to purchase the house, seeing its potential. The exclusivity and charm of the location captivated Mark, especially with its panoramic golf course views, downtown Minneapolis skyline vistas, and breathtaking western sunsets. Though Mark initially received no response, persistence paid off when the family eventually took his offer and sold the house to Mark.

"This home, positioned perfectly on the course with views that capture the essence of Minneapolis, was a dream for us. We're currently renting it out as an investment property, but in the next year or two, we plan to tear it down and build our dream home," Mark shares. Ironically, Mark also had a sunset over the Minneapolis River on his business card. Finding a house that also captures that same view is amazing. Some things are simply meant to be.

Now Mark helps his clients with their real estate dreams, a role that he has excelled in for almost two decades. Finding picture-perfect properties comes naturally to him.

A SEASONED REAL ESTATE PROFESSIONAL

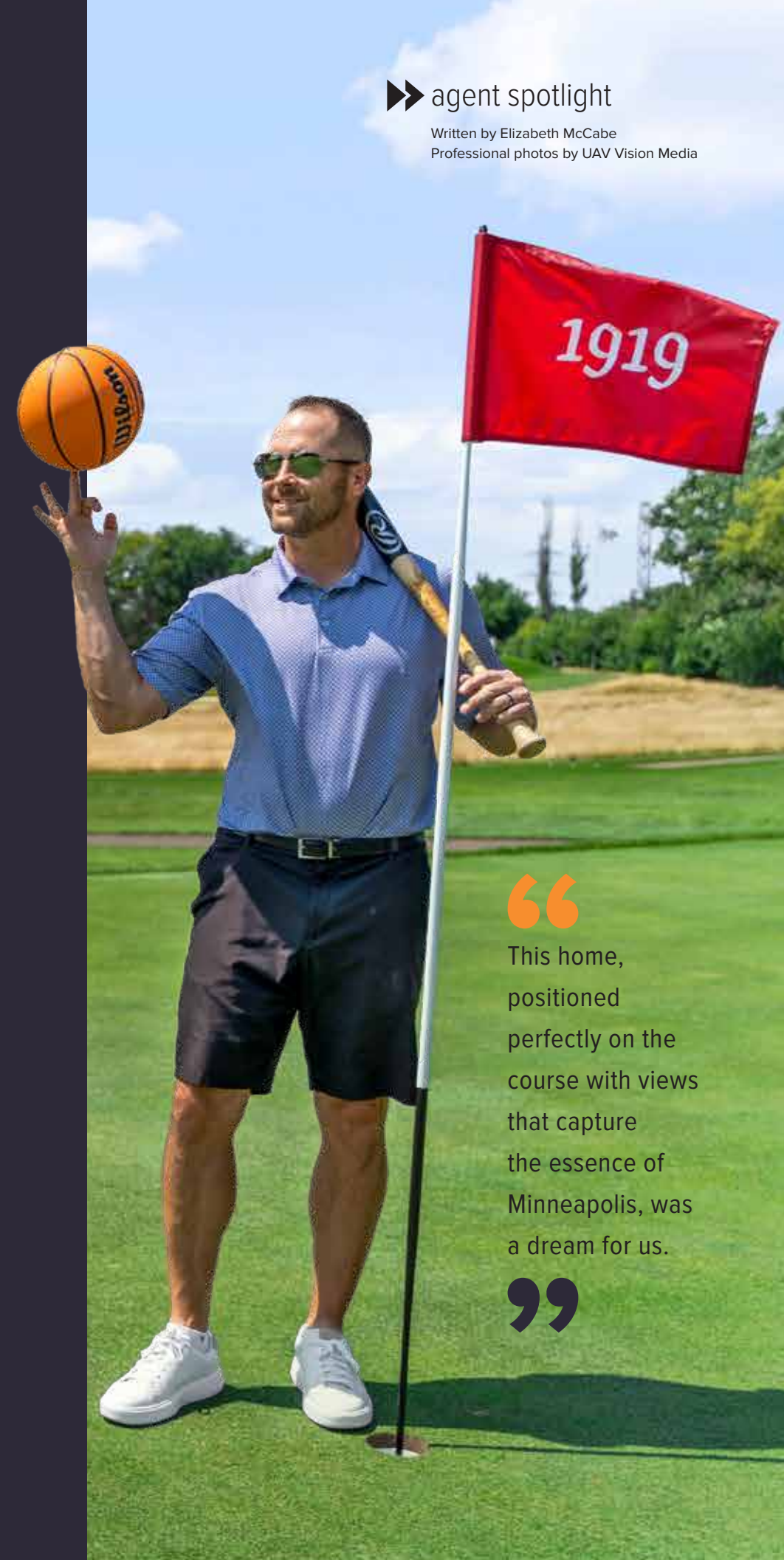
Trusted. Tried. True. With 18 years in real estate, Mark's journey began with an investment group selling lots in St. Paul. When the group disbanded, Mark transitioned to a solo agent role, focusing on residential real estate. His career trajectory saw him selling over 400 units, and his experience spans multiple brokerages, including RE/MAX Results and Advantage Plus. He was also part of the Minnesota Real Estate Team, the #1 RE/MAX team in the United States and globally. Now, Mark is with Realty Group, one of the fastest-growing independent brokerages in the country.

PUTTING CLIENTS FIRST

Mark's real estate philosophy revolves around partnering with clients and doing what is fair and right for them. Whether it's adjusting



MARK HRONSKI



▶ agent spotlight

Written by Elizabeth McCabe
Professional photos by UAV Vision Media

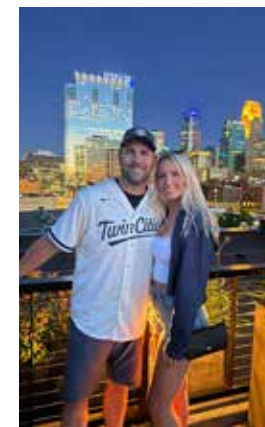
“

This home, positioned perfectly on the course with views that capture the essence of Minneapolis, was a dream for us.

”



“ I chase positive experiences for my clients, rather than a paycheck. ”



commissions to ensure clients retain equity or providing five-star service—evident from his over 150 five-star reviews—Mark’s focus is on long-term relationships.

“I chase positive experiences for my clients, rather than a paycheck. This approach leads to very successful real estate transactions,” he states. His background as a college basketball and baseball player, as well as a high school coach, has honed his leadership and guidance skills. He emphasizes the importance of process and goal-setting, ensuring clients understand each step, especially in a competitive market. Mark also has a competitive drive within him, which helps his deals sail smoothly to the closing table.

“I discuss the whole process with my clients,” he comments. Whether it is their first transaction or their fifth, he handles transactions with care. He knows how to win in multiple offer situations and overcome obstacles with grit and grace.

Mark believes in the power of relationships, both with clients and other agents. “Establishing rapport with the listing agent and inspiring confidence is crucial,” he notes. By meeting sellers early, listening to their needs, and providing a tailored road map, Mark ensures he meets and exceeds client goals.

PERSONAL LIFE AND VALUES

Growing up in a working-class family, Mark learned the value of hard work from his mother and father, who both worked incredibly long hours. This background instilled in him a deep understanding and patience, which he applies in his professional life. His family—his wife Katie, daughter Ella, a college basketball player, and son Caden, who has Down syndrome—are his greatest inspirations. “Caden is my best buddy. He’s taught me patience and perspective. It’s not worth getting upset over small things,” Mark reflects.

Mark’s hobbies include being an avid sports fan, holding season tickets for the Minnesota Wild and Minnesota Timberwolves, and playing competitive baseball in a local league for 28 years. He and his wife, a passionate golfer and four-time club champion, love to travel, attend concerts, and create memorable life experiences over accumulating material possessions.

MAKING DREAMS COME TRUE

Mark Hronski’s story is one of dedication, persistence, and passion. He is a real estate professional who truly understands and values his clients’ dreams. To this top producer, it’s not just about buying or selling homes—it’s about revolutionizing the client experience, one dream at a time.

Do you know of any awesome real estate professionals who have worked in the industry for 5 or more years and are still crushing it, or are one yourself? Email us at tc@realproducersmag.com to get the word out.

Successful Transactions
Start with
SOLID FOUNDATIONS!



For over 30 years, SafeBasements is the local foundation repair and basement waterproofing expert in Minnesota.

- Basement Waterproofing**
- Foundation Repair**
- Moisture Control**
- Concrete Leveling**
- Radon Mitigation**

Lifetime Warranties Available
(Concrete Lifting, Encapsulation, and Crack Injection not included)

4.7 Star Rating On Google



Scan For A **FREE**
Virtual Estimate!

877.320.0714
SafeBasements.com



**STRATEGIC INSPECTIONS,
CONFIDENT CLOSINGS!**

Helping Buyers & Agents Go From Contingent to Pending!

Cory Jacobs | *Owner & Inspector*
CoryJacobsHomeInspections.com



715.896.0548

- Easy To Read Visual & Modern Inspection Reports
- Residential Home Inspections
- Radon Testing
- Reports Published Day of the Inspection
- Sewer Scopes
- Saint Paul TISH Inspections



At Cinch, our job is to help **make things easier** for you and your clients.



That's why it doesn't matter to us how big the home is — or how old the appliances are — we've got you covered.
With a Cinch home warranty on their side, your clients can worry less about coming up with the money to repair or replace covered appliances and systems. Enroll them in a plan today so they're covered during and after the sale.

For additional information, please contact your local account executive:



Jason Blume
P: (612) 475-6947
E: jblume@cinchhs.com



cinchrealestate.com | (800) 247-3680 Mobile Business Card

©2021 Cinch Home Services, Inc. All rights reserved. Cinch and HMS are registered marks of Cinch Home Services, Inc.

While Traditional Lenders Search for Reasons to Decline a Mortgage Loan,
We Find Creative Ways to Approve Your Clients!

Working in real estate for 20+ years, we've witnessed deserving families getting declined for mortgage financing time and time again. Ultimately, we decided to do something about it!



MIKE ARVOLD



ERIC HERMANSON
FOUNDERS



763.639.9171
ContractForDeedLLC.Com

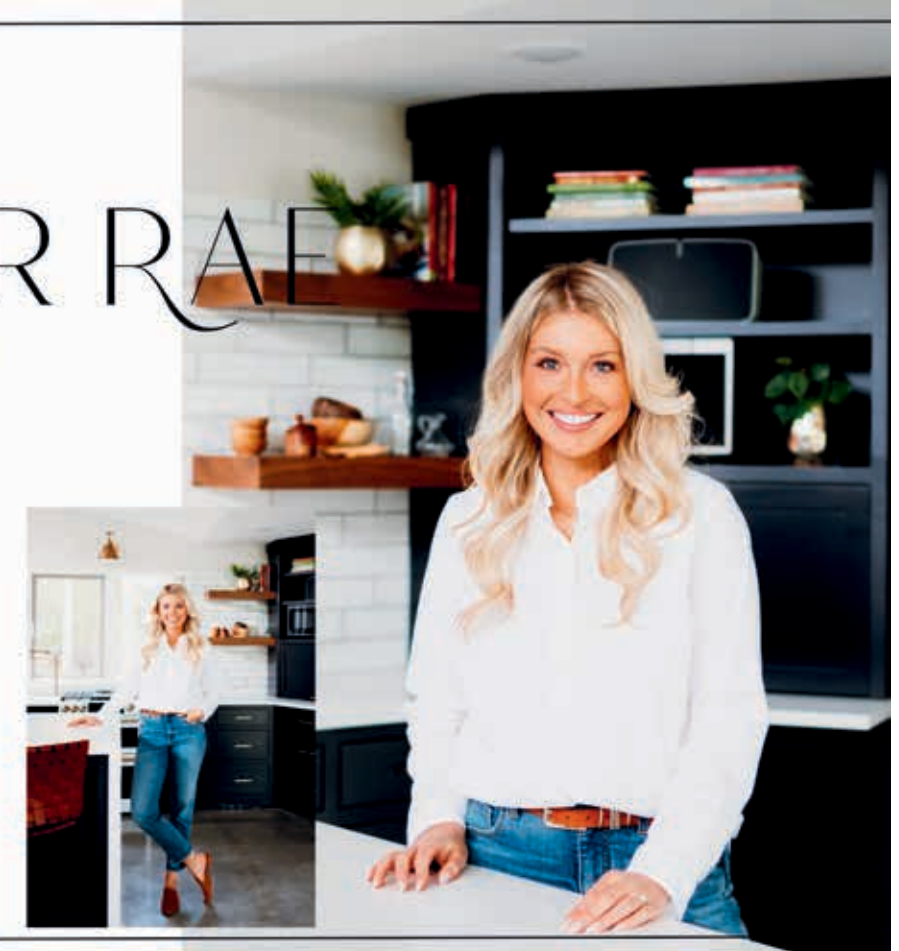
SKYLAR RAE
PHOTOGRAPHY

- HEADSHOTS
- MARKETING MATERIAL
- BRANDING

BOOK YOUR SESSION:
www.skylarrae.photography

LET'S CONNECT:

- ✉ [INFO@SKYLARRAE.COM](mailto:info@skylarrae.com)
- 📷 @SKYLARRAEPHOTO
- 📱 @SKYLARRAEPHOTO



We Are *SHOCKINGLY* Good At *WATT* We Do!
 SMART HOMES • LED LIGHTING • RETROFITTING • REMODELS & SERVICE

FRONTLINE
 ELECTRICAL SYSTEMS

763.458.5944 | frontlineelectricsys@gmail.com | [FrontlineElectricalSystems](https://www.facebook.com/FrontlineElectricalSystems)

HOLIDAY LIGHT TOURS
 BOOK YOUR PRIVATE TOUR TODAY!
 763-551-1919
 WWW.RENEESLIMOUSINES.COM

Renee's
 Limousines

LIMOS • COACHES • TROLLEYS

\$3 MILLION
 DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.

Thanks to the businesses who advertise within these pages, our local magazine publishers, and loyal readers like you, we're able to support trafficking survivors and break the chains of slavery - once and for all.

N2GIVES
n2gives.com | n2co.com

CAMBRIA
 TITLE

We check for skeletons in the closet so you don't have to.

Close with confidence. Close with Cambria Title.

CAMBRIATITLE.COM | (952) 486-6180

RAKE IN Success!

Leverage My Expertise for a Lending Process You & Your Clients Can Rave About!

UNIONHOME
 MORTGAGE

Chris Carr
 Area Sales Manager
 LO NMLS 403758
 Call Today! 952.381.1917
 UHM.com/CCarr

▶▶ realtor on the rise

Written by Elizabeth McCabe



Avantika SHARMA

Avantika Sharma's journey from the friendly skies to real estate is nothing short of inspiring. With a background as a senior flight attendant with Kingfisher Airlines in India and a flying model, where she represented the company internationally and domestically, Avantika learned the art of representing with grace and professionalism. Now, as a prominent REALTOR® with RE/MAX Results, she brings her dedication and expertise to the closing table, helping clients achieve their real estate dreams.

Avantika's diverse background has been instrumental in her success. She reveals, "I was once the face of Kingfisher Airlines, serving as a flying model and representing the brand at various awards ceremonies across India and internationally." This high-profile role honed her exceptional people skills, which she leveraged to make a seamless transition into real estate years later. Her experience in the spotlight, traveling with top executives, and engaging with diverse audiences has proven invaluable in her current profession. She adds, "Growing up as an army officer's daughter, I developed a cosmopolitan outlook and helped me become empathetic and open-minded, with a strong understanding of diverse perspectives."

Moving to America

Avantika's career path took her through various roles before landing in the real estate arena. In addition to working for Kingfisher Airlines, Avantika began her professional journey as a ramp model in India, where she honed her skills. Moving to the United States after getting married, Avantika found herself in New Jersey before settling in Minnesota with her husband.

A woman of many hats, Avantika started out residing in New Jersey, where she ventured into IT recruitment and HR before transitioning into real estate. As an investor alongside her husband, Avantika recognized her experience and passion for real



Photo by Skylar Rae Photography

estate, prompting her to obtain her real estate license in 2016. Her first successful sale was her own investment property, marking the beginning of real estate career.

"That was the start to my real estate career and it turned out to be the luckiest sale," she recalls. Since then, Avantika has been busy in real estate, achieving more success than she thought possible.

Avantika relocated to Minnesota in 2010 and has since made the state her home, thriving in the real estate industry. She has grown to love Minnesota and its people, and has no

plans to leave the state she has come to cherish.

Ranked as the #2 agent in RE/MAX Results in February 2024 and #3 in Commercial Real estate in Q1 2024, Avantika attributes her success to two key factors: building strong relationships and networking. For her, real estate isn't just about closing deals but about fostering connections that last a lifetime. Her commitment to her clients goes beyond transactions, as she remains in touch with them for years, celebrating milestones together.

"I am a relationship person more than anything else," shares Avantika. Even

clients whom she had nine years ago still keep in touch with her today; clients invite her for baby showers, graduations, dinners, and so forth. “It’s not about getting a commission and being done,” she comments. Relationships continue long after the closing table.

A Passion for Education

Avantika’s success in real estate can be attributed to her deep-rooted passion for building relationships and her commitment to continuous learning. With certifications like the Graduate REALTOR® Institute (GRI) designation and At Home with Diversity® (AHWD), she ensures she’s highly qualified to serve clients from diverse backgrounds.

Avantika’s unique blend of psychology, economics, and human resources expertise gives her a profound understanding of client needs and market trends. Despite initially aspiring to be a doctor, she discovered her true passion in real estate. With a self-described workaholic mentality, she has embraced her unexpected career path, declaring, “I love real estate... It’s my passion!”

Now Avantika enjoys serving her clients, always putting their interests first and striving to secure the best deals for them.

Relaxing + Recharging

Despite her busy schedule, Avantika prioritizes her family, cherishing moments with her husband, Harsh Singh, and two children, Samar Singh and Amara Narang, along with their beloved 100-pound German Shepherd named Sher. She finds solace in her workouts and meditation routines. We love to travel the world and explore different countries. It’s a great way to learn and grow. “Working out is how I destress,” she explains. “It keeps me healthy and sane.”

She has selflessly sponsored two children, covering all their living and educational expenses. I aim to continue this noble endeavor until both children achieve independence and stability, ensuring her kindness and generosity have a lasting impact on their lives.

A Bright Future Ahead

As Avantika continues to excel in her career, she remains focused on providing exceptional service to her clients and making a positive impact in their lives. With her unwavering dedication, extensive knowledge, and genuine care for her clients, Avantika Sharma is undoubtedly a REALTOR® on the rise, poised for even greater success in the years to come.

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.



Avantika's German Shepherd, Sher



An example of Avantika's modeling days



Avantika with her family

“ DO WHAT YOU LOVE, AND YOU’LL NEVER WORK A DAY IN YOUR LIFE! ”



Photo by Skylar Rae Photography

CURB APPEAL...

BUYERS NEED IT & SELLERS WANT IT!

CONCRETE REVISIONS
CONCRETE REPLACEMENT SPECIALISTS

763.221.1056
ConcreteRevisions.com

Have You Ever Missed a Closing?

Let's face it- it's an experience none of us wants to repeat!

Our Bell Bank Mortgage team will ensure steady and reliable financing by handling the entire mortgage process in-house. We can execute short time frames from offer to close, keep things simple for your clients, and help you close on time - with no surprises.

Happy agents and happy clients.

THAT'S THE BELL DIFFERENCE.

David Windschitl
Senior Mortgage Banker
NMLS #452497
612.237.8314 | david@windschitl.com
Windschitl.com

Bell Bank Mortgage
bellbankmortgage.com

REAL ESTATE LENDER

The BLUEPRINT

to Your Client's Peace of Mind!

RESOLUTE MN
HOME INSPECTIONS

Our New Construction Inspection Package Offers:

- Flexible Package Options: Choose One, Some, Or All, And Enjoy Increased Savings With Each Additional Selection
- Pre-Drywall Inspection
- 2-4 Days Prior To Closing, A Thorough Inspection Is Conducted
- At 11-Months, A Thorough 1-Year Warranty Inspection Is Conducted

612.581.7841 | ResoluteMN.com
Matt@ResoluteMN.com | Joe@ResoluteMN.com | Office@ResoluteMN.com

Minnesota's Luxury Home Cleaners

5-Star Satisfaction Guarantee

Isaac Flynn Owner | 651.308.0894
LLProCleans.com | Isaac@LLProCleans.com

STAINLESS

REAL ESTATE PHOTOGRAPHY

(651) 325-7647 - STAINLESSMN.COM

Linda Sellman

► out of the shadows

Written by Elizabeth McCabe
Photos provided by Alec Roth, Edina Realty

Has An Exceptional Work Ethic, Going Above and Beyond for Agents



Linda and Alec

“I have never had a more supportive office administrator than Linda Sellman,” says Alec Roth at Edina Realty - Arthur & Roth Real Estate. “She goes out of her way to make sure we, as agents, are taken care of during the work week, but nights and weekends as well!”

With Linda, there is no nine-to-five. She’s always there for Alec and agents when moments matter. Because of her work ethic, things always go smoothly. Best of all, Linda loves what she does. “She only wants to see you do well, and will do anything to see you successfully do that. I couldn’t do my job without her,” raves Alec.

Linda served as Alec’s office administrator when he moved over to the Edina Realty Apple Valley office. She has held that position for over 30 years. Her longstanding commitment to excellence was recognized when she received the coveted Emmy Award, given annually to one Edina Realty agent and one employee who exemplify Emma Rovick’s values of honesty, integrity, and commitment that the company holds dear.

One of Alec’s favorite memories of Linda highlights her caring nature and her dedication to her team. “We worked together to surprise our manager, Kristy, with a massive 50th birthday celebration,” he recalls. “The care and attentiveness she put into that just shows how amazing Linda is and how deeply she cares about her office and her agents.”

PASSIONATE ABOUT HELPING AGENTS

Linda is so passionate about seeing her agents do well. “She fiercely defends them and truly believes the Edina Realty Apple Valley ‘A-Team’ (as appropriately named) is the best office and group of salespeople in Minnesota real estate,” adds Alec.

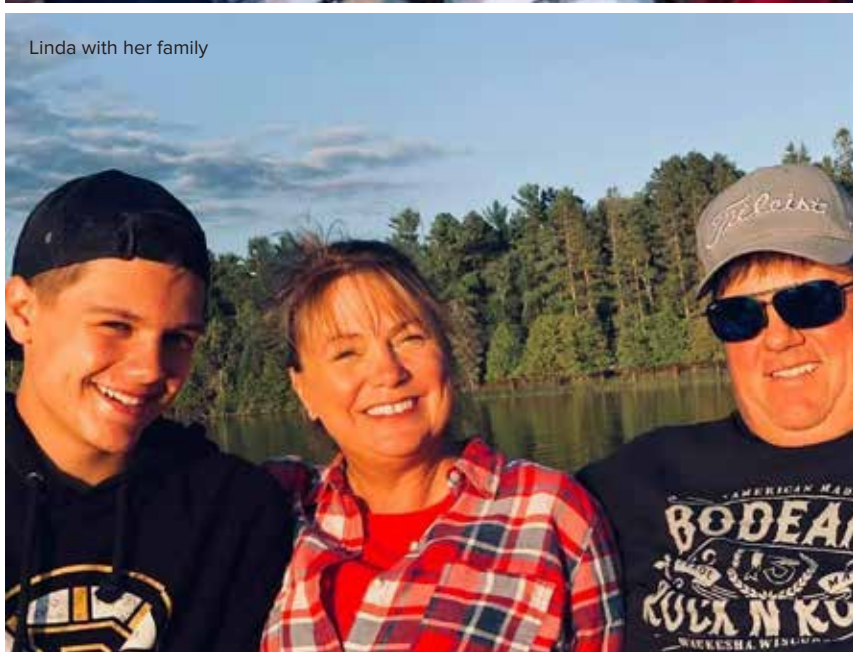


“She only wants to see you do well, and will do anything to see you successfully do that. I couldn’t do my job without her. – Alec”





Linda with her family



Linda also loves being a part of office events. Every year, her office participates in a winter bowling league, and Linda would never be one to miss it!

OUTSIDE INTERESTS

When Linda isn't serving agents, she is most passionate about her son, Jack, and his schooling and sports. She travels consistently to visit him and watch his hockey games at Lewis University in Illinois. She is dedicated to being a great mom and supporter of all things that Jack does!

Linda also loves dogs. Alec shares, "They just adopted a rescue dog last year after their last dog passed, and Linda is always the first person to jump at taking care of my dog, Bandit. She loves spending time with her and being a second mom to Bandit."

A HEART OF GRATITUDE

Alec has a heart of gratitude for Linda. He concludes, "Linda, I am truly so grateful for everything you have done for me personally and for my business. I could never be as successful as I am without your support! You are a special human for dealing with everything you do with a smile on your face and a supportive, helping hand."

Thank you, Linda, for faithfully serving agents for over three decades, making a world of difference at Edina Realty!

Are you a real estate professional who works with a colleague who has helped increase your success? Email us at tc@realproducersmag.com or reach out via social media to nominate them as a future Out of the Shadows feature!

Top 10 Reason to Use First American Title

- 10 **Industry Leader**
National Underwriter of title insurance policies for more than 130 years.
- 09 **Top Tools and Technology**
FirstAm *IgniteRE*™: securely access our suite of premier real estate-focused tools in our exciting new platform.
- 08 **Combat Email Wire Fraud with transactions**
Provides a secure, convenient solution for escrow transactions.
- 07 **Economic Center**
Providing insight and research into the real estate market.
- 06 **Multicultural Services**
Educational materials in up to 24 languages.
- 05 **Educational Seminars**
Get industry-leading expertise for real estate agents.
- 04 **Local Experience**
Work with a local team from contract to the closing table.
- 03 **Financial Stability**
Title policies backed by the strength of an industry leader.
- 02 **Community Care**
We give back to the communities where we live and work. #FirstAmCares
- 01 **Protection**
Protecting your family's largest investment.



MAXWELL GAETZ
BUSINESS DEVELOPMENT
SPECIALIST
PHONE 952.239.0098
mgaetz@firstam.com

GARRETT EMOND
MN STATE
SALES MANAGER
PHONE 952.221.3260
gemon@firstam.com



©2024 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF | 24 DIRECT 1429-AD, MN, 06

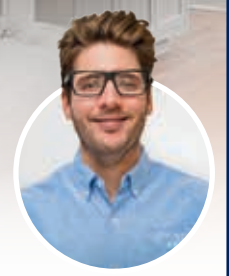
UAV VISION **SNAP, LIST, SUCCEED!**
 • MEDIA •



Stand Out,
 Sell Quickly!
 Call Today!

Real Estate Media
 Full One-Stop Shop • Custom Requests
 Delivery By 9 AM • Same-Day Appointment Booking

651.354.1829
 info@uavvisionmedia.com
 @uavvisionmedia



*Clean Homes,
 Quick Closings!*

Non-Toxic Cleaning Products
 Professional Team of Cleaning Experts
 Recurring Residential Cleaning
 One Time Move In/ Move Out Cleaning



Text Us For A Quote! 612.500.5768 | AngieMyCleaner.com

Wow them - with an -
Edible Arrangement!



Over twenty years ago, we created our first fresh fruit arrangements and WOWed the world. We continue to lead the industry, giving our guests exciting new products to crave such as *chocolate dipped strawberries, flower arrangements made of edible fruits, miniature fruit topped cheesecakes, delicious cookies, popcorn and more!*



*Order your
 Edible Arrangement today!*

edible[®] (612) 436-1152
 108 S 8th St., Minneapolis, MN 55402
 www.ediblearrangements.com

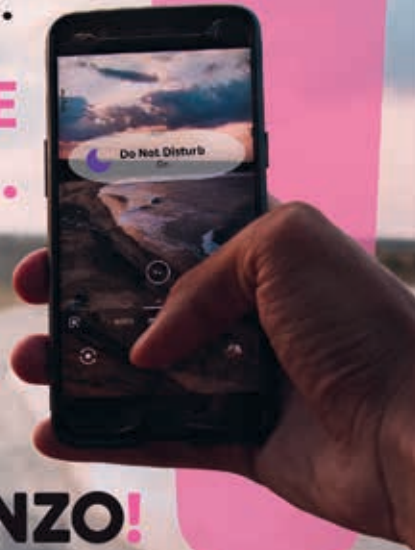
Best-in-Class BRANDING



- Stay Top of Mind
- Used Daily, Forever
- Best-in-Class & Guaranteed Forever
- 100% Tax Deductible
- Increase Client Retention & Referrals

Jeff Teresi | Your Grateful Gift Guide
763.639.6831 • TheThankfulGuy@gmail.com
BestInClassGifts.com

MAKE MONEY.
SAVE MONEY.
SAVE TIME.



What Can Bonzo Do For Your Business?

- Connect
- Converse
- Convert

GetBonzo.com



STRUCTURE TECH

MINNESOTA'S #1 RATED HOME INSPECTION COMPANY

Close with confidence with a detail-oriented inspection team!

ASHI
PROFESSIONAL
Best

"There are other less expensive alternatives but you get what you pay for and Structure Tech was worth the money!"

★★★★★

952-915-6466 | info@structuretech.com | structuretech.com

Kelly Brown

Lynn Burn

OUR REELS JUST WENT LUXE.

Brooke Boss

Tim Comes

WWW.AGNT.MEDIA

DESIGNING HOMES WITH YOUR CLIENTS IN MIND

That's The Weekley Way

And the way you sell. When it comes to selling homes, your name matters. That's why we stake our reputation on helping you enhance yours. Selling a new David Weekley home to your Clients means more than simply giving a family a place to live. It means providing a rewarding home building journey and creating an inspiring space where their dreams can come true. That's how reputations are built - one exceptional experience at a time - and it's why we make our Team a seamless extension of yours. That's The Weekley Way.

New homes in the Minneapolis/St. Paul area from the mid \$400s
763-343-3828

David Weekley Homeowners Jace & Nedra Powell

See a David Weekley Homes Sales Consultant for details. Prices, plans, dimensions, features, specifications, materials, and availability of homes or communities are subject to change without notice or obligation. Illustrations are artist's depictions only and may differ from completed improvements. Copyright © 2024 David Weekley Homes - All Rights Reserved. BC697545 Minneapolis, MN (MSP-24-003397)

» partner spotlight

Written by Elizabeth McCabe
Photos by Tammy Brice Creative

BLUE LINE

CONSTRUCTION & HOME SERVICES

“We don’t like what we do; we LOVE what we do!” Dan and Amber Anderson have spent their professional lives striving to help as many people as they can, and their new venture is proving to be the best yet.

Dan was fortunate enough to have the privilege of being a Minneapolis Police Officer for 15 years. Dan reminisces on his rewarding career where he spent time serving on the Minneapolis Police Department (MPD) as a Patrol Officer responding to 911 calls, and then as a Sniper on the Special Operations Division (SWAT) for the last 6 years of his career.



Dan and Amber with their family



“Dan and Amber put the work in, listening and learning along the way. The first time I met them, Dan was literally on his hands and knees sanding his front porch to prepare for stain and Amber was in the house working on paint touch-ups and other listing prep items. They’ve quickly become experts in all things listing preparations. Their trust in their mentors and faith in God has brought them this far, and I cannot wait to see where else it takes them.” — **Daniel Desrochers**



Bella



Lacie



Maverick



Grizzly



Dan, Landon, Addison, and Amber

After his medical retirement in 2014, Dan focused on growing and learning in the entrepreneurial world. First he opened a CrossFit gym, which was intended to be something to help himself, but it turned out to help so many others. After selling his shares at the gym in 2017, he went on to invest in and help open a low traffic medical clinic (or sometimes referred to as an anti-aging clinic/Med Spa) in Lakeville, Minnesota (Relive, formerly REVIVE). After that, he and Amber also helped a friend open another CrossFit gym in 2019, where they had to get creative during Covid in 2020.

If being shut down and having to get creative while operating a business in 2020 wasn't enough, the events that transpired on May 25, 2020 and the events that followed, lead to a much needed break from Minnesota. After a few obvious signs from God, they both decided it was time to sell their current home in Lakeville and spend some time reflecting on what was going to be best for their family going forward.

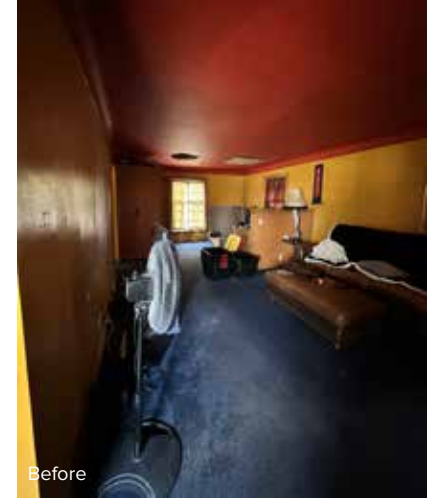
In 2021, they sold their house with Realtor Daniel Desrochers, sold everything they had, and headed down to Arizona in their fifth wheel RV— which is where they got married— and started reflecting on their next move.

THE BIRTH OF A BUSINESS

After returning to Minnesota in May of 2022, Dan and Amber went to happy hour with Daniel, who had become a close friend. Daniel has a “fluff and buff” program for his clients. Knowing of Dan and Amber’s interest in flipping houses, Daniel suggested they work on a few of these for him to get some experience.

Amber and Dan started there and were able to get more experience much quicker than just getting into flipping houses on their own. By 2023, they were working on three to five projects at a time. This work eventually evolved into their current business, Blue Line Construction & Home Services.

As licensed building contractors, they handle it all! Having worked so closely with REALTORS®, they have been able to create their business around all aspects of listing a home— from smaller things like lawn care, swapping out light bulbs, and minor patch work, all the way to a full “fluff and buff” with new paint, fixtures, flooring, and staging. Using money to maximize profit simply makes sense, and the results speak



Before



After

Dan and Amber's fifth wheel RV in Arizona



Before



After

for themselves. Amber shares, “In the end, everyone wins!”

“What makes us unique is the variety of services we have to offer and our ability to see things from not only the homeowners’ perspective, but also the REALTOR®’s perspective,” says Dan. “We learned from some of the most talented real estate agents in the country when it comes to what works when flipping a home and getting it ready to list.” That experience has been invaluable.

Another benefit of using Blue Line with listing preparations is that when any issues come up on the inspection, they have already been in the property and are able to quickly address any issues so as not to derail the sale of the home. To truly understand everything they can offer to help your business, they suggest you reach out to set up a time to talk!

OUTSIDE INTERESTS

When not working, Dan and Amber like to give to the community. They enjoy donating to organizations that align with their values, most of which have a focus on helping first responders. One particular organization they donate to regularly is Solider 6, an organization through which Dan was awarded his service dog, Grizzly.

Speaking of dogs, Dan and Amber have four— all with their own unique story and personality! To relax, they enjoy traveling in their fifth wheel RV with their dogs and two kids. Where do they go? In the summer months, you’ll find them along the Mississippi River in Iowa. When it gets colder out, you’ll see them gravitate more towards Arizona.

Dan also has two children from a previous marriage, Landon (14) and Addison (11). “It seems like we’re always at some sort of sporting event,” laughs Amber. Landon loves playing baseball, football, and

basketball. Addison loves competition cheerleading.

A WONDERFUL LIFE

From serving as a police officer to remodeling homes, Dan is living his best life. He and Amber are truly happy, finding fulfillment in their new career together. Seeing smiles on homeowners’ faces at the end of their remodeling projects makes every ounce of effort worth it. They love what they do and it shows with their enthusiasm and excitement.

Blue Line Construction & Home Services

612-810-1021 / Lic# BC807776

contact@bluelinereno.com

www.bluelinereno.com

Instagram: blueline_construction_mn

Facebook: Blue Line Construction &

Home Services



Dan, a former Minneapolis Police Officer

Our preferred partners are nominated by REALTORS® like you! If you work with a vendor who you love and know they do great work, please send their contact info to us at tc@realproducersmag.com.

Transforming Houses into Dream Homes!

AFTER

BEFORE

DAN & AMBER ANDERSON

LIC# BC807779

Listing Preparations // Home Renovations // Remodels
612.810.1021 // BLUELINERENO.COM // CONTACT@BLUELINERENO.COM

PRINT IS STILL ALIVE.

Celebrating two decades of print excellence, now 800 niche magazines strong (and counting).

ANYTHING IS POSSIBLE
Protect Your Client's Investment!

13-Month Buyer's Warranty • FREE Seller's Coverage
 Re-key Service • No Cap on Refrigerant
 Online Orders & Claims

Shelley Goldman
 Account Executive
763.221.1098
HWAHomeWarranty.com
SGoldman@HWAHomeWarranty.com

Exclusions apply. See contract documentation for details. © Home Warranty of America.

WHAT CONTENT MAKES *Twin Cities Real Producers?*

FEATURED REALTOR®

We choose our featured REALTORS®, who are top-producing agents within the top 100 real estate standings of the previous year, by receiving nominations from fellow real estate professionals. If you know a REALTOR® who has some fun experiences and advice to share with other agents, or if you've been successfully working in the real estate industry for many years, submit your nomination today!

ICON

Our definition of an icon is an agent who consistently ranks in the top 500 and has been working in the industry for over 15 years. These legends deserve to share their story, so nominate your favorite now!

AGENT SPOTLIGHT

Do you know of any awesome real estate professionals who have worked in the industry for five to 15 years and are still crushing it or are one yourself? Email us to get the word out.

REALTOR® ON THE RISE

REALTORS® on the Rise are real estate agents who are new to the real estate industry (less than five years in the business) yet have been wildly successful in their blooming careers and are on track to become top producers. If you know of a great REALTOR® on the Rise lead, share it with us!

TEAM FEATURE

We are currently looking for nominations of real estate teams who rank in the top 500! If this is you, we'd love to share your story!

MAKING A DIFFERENCE

Many real estate agents know the importance of giving back, and we celebrate that! We love to spread awareness for great nonprofit organizations and good causes. If you are involved with a non-profit or philanthropic cause (volunteer, founders, etc.), share yours today!

OUT OF THE SHADOWS

Behind most (if not all) successful entrepreneurs is a "person in the shadows" who assists them to make it all happen. It is time for those to come out of the shadows to be seen and recognized for their hard work! We are accepting your nominations for your assistants and fellow colleagues who help grow your business and make it (and you) successful!

LUXURY LISTING

All REALTORS® have at least a handful of luxury listings each year. This column showcases stellar properties with stunning character and swanky features worth more than \$800,000 because why not share these unique property finds with those who can really appreciate them? Share your luxury listing high-resolution images to see them in a future issue!

INDUSTRY FUNNIES


Everyone knows there are some funny, bizarre and/or downright crazy situations that happen in your life as a real estate professional! This column is your chance to share those funny stories with other agents so we can all be in on the joke. Email a brief story to see it in a future issue!

*Please note there is **NO COST** involved to participate in our publication with any of the above-mentioned articles. We publish these stories for your benefit!*

To share your stories, photos and nominations, please reach out via email or social media!

tc@realproducersmag.com

 [@twincitiesrealproducers](https://www.facebook.com/twincitiesrealproducers)

 [#twincitiesrealproducers](https://www.instagram.com/twincitiesrealproducers)

EXPERIENCE NATURE'S SYMPHONY WITH OUR OUTDOOR SPEAKERS

Crisp Sound, Rain or Shine!



SONANCE

- Home Theater Set Up
- Surround Sound & Sound Bars
- TV Installation
- Smart Blinds & Home Automation

CONTACT OUR HOME TECHNOLOGY
EXPERTS FOR MORE INFORMATION

(763) 428-8630
www.jbecher.com

J. Becher
 **& Assoc.**
ELECTRICIANS & TECHNOLOGY EXPERTS

▶▶ luxury listing

Submitted by Sarah Polovitz, COMPASS
Photos by Spacecrafting



\$8,495,000 | 5 Bedrooms | 7 Bathrooms | 10,692 Square Feet | 2.04 Acres | MLS # 6520888

20630 LINWOOD ROAD DEEPHAVEN, MN

Why do you feel this listing is luxurious?

There are only 5 of 265 total properties in all of Cottagewood U.S.A. that have over 2 acres of land. This is the only property in Cottagewood where the house is entirely out of sight from the street view. Cottagewood is one of the most sought after high-demand communities on Lake Minnetonka. The one deterrent and trade off for the vast majority of Cottagewood is its lack of privacy and security. 20630 Linwood Road has the best of both worlds: absolute privacy with no public visibility from the street and in the heart of the village.

What separates this listing from other luxury homes?

This gated estate sits on 134 feet of premium northwest facing, sandy, level lakeshore on Lake Minnetonka. Renovated by architect Mike Sharratt, this 5 bedroom, 7 bathroom home spans across 10,692 finished square feet. The wall of windows

in the great room frames breathtaking lake views. The gourmet kitchen features new Cambria countertops, light fixtures and high-end appliances. The dining room, office, and luxurious primary bedroom complete the main level. The upper level offers three bedroom suites and a study. Retreat to the walkout lower level highlighting the family room with wet bar, guest bedroom suite, impressive fish tank, and sport court. Manicured grounds lead the way to the lakeside patio delivering panoramic views across Lower Lake. Neighborhood amenities include the historic Cottagewood General Store, Sandy Beach, tennis courts, playground and Lake Minnetonka LRT Regional Trail.

As a professional, what are some things you do to make your luxury listings stand out?

We like to incorporate high-end videography and photography to showcase every listing in its best light. The printed marketing materials are also an extension of the caliber of the property.

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.







Tell the *Story*
Experience the *Difference*
Discover the *Value*

Spacecrafting helps you showcase the best of what your properties have to offer inside and out. We set the highest standards in photography and visual marketing to help your properties stand out from the competition.

- Next Day Delivery Including Saturdays
- Mobile Compatibility
- Customizable Listing Page
- Professional Photographers
- Community/Building Amenity Images
- Tailored Customer Service
- Blue Sky Guarantee
- Fires Added To Fireplaces
- Unique TV Screen Replacement
- Stock Neighborhood Images (When Available)
- 24/7 Access to Images & Account
- Window Views Are Standard



METRO
PROPERTY INSPECTIONS, LLC
Fire Inspector • Full Inspection Services
Preferred Realtor Pricing

CAST YOUR WORRIES ASIDE

REEL IN CONFIDENCE:
Partner with a Home Inspector that Leaves NO STONE UNTURNED!

Brock Verville
612.695.3272
MetroPropertyInspectionsMN.com

Helping sell homes for more than 45 years.

Replace. Repair. Restore.

- Roofing
- Siding
- Windows
- Gutters
- Exterior repairs

For your complimentary consultation, connect with us:
www.allstartoday.com Call 763.296.7780
License: BC #751852



20 YEARS OF
THE N2 COMPANY

RAM UP YOUR SUCCESS!



*Team Up With A
Trusted Lender &
Top Producer!*



Aaron Melby | Loan Officer

NMLS #1488237 • 612.702.0817

EdgeHomeFinance.com/AaronMelby

4530 W 77th St., Ste. 365 | Edina



Team Ann Lehmann



Ann Lehmann



Anna Lofswold



Brooke Anderson



First American Title Insurance Company and the operating divisions thereof, make no express or implied warranty regarding the information presented and assume no responsibility for errors or omissions. First American, the single logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.

©2024 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF
240D1M61A02 MN-CF

Team Member Spotlight Ann Lehmann



**Branch Manager/
Escrow Officer**

DIRECT 952-283-3182
ann@wmtitle.com

Meet, Ann Lehmann, with over 32 years in the industry, she is an experienced Escrow Officer driven by her love of working with people. Helping her clients during the closing process and ensuring stress-free transactions, is what inspires her each day.

Ann values the trust she has built with her team and continues to be a trusted resource to the community she serves.

Outside of work, you will find Ann spending time with family and friends, relaxing at the lake.