



**St. Anthony Park:** 2190 Como Avenue #100, St. Paul, MN 55108  
**Highland Park:** 2100 Ford Parkway #201, St. Paul, MN 55116

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**PAID**  
Twin Cities, MN  
Permit No. 1105



## Wishing You A Happy 2018!

Spring is on its way!

*The Days are already getting longer!*



## Happy New Year - 2018!



Thanks to you, 2017 was another great year for both Chris and me! Chris sold more real estate than he had in any previous year, and I almost did the same. Together we sold almost \$19,000,000 worth of real estate! What was so rewarding this year is that EVERY transaction in which we were involved came as a result of either a past client returning to us for their real estate needs; a referral from a past client; or from our networks of family, friends, neighbors or business associates.

The confidence you have shown in us is humbling, and makes us strive to continue to get even better! Combined, Chris and I have over 54 years of real estate experience, but we still try to get better at serving our clients' needs year after year.

We sincerely hope to continue this trend of referred business, so we would REALLY appreciate it if you would consider us when you know of someone who is thinking about the purchase or sale of a home. We are thorough, experienced professionals that take the time to get it right when assisting someone with one of the largest investments they will ever make.

In part, that is because we don't have to spend the time and money marketing ourselves; you are doing that for us! That's right – no bus benches or roadside billboards for us. **THANK YOU!** We are able to spend the time and money we save on self-promotion doing the things that you actually hire us to do: successfully marketing and selling your current home or providing timely advice and counsel on the wise purchase of a new home.

Are you thinking of selling your home and “up-sizing” or “downsizing”? **Call us!** Is someone you know thinking of buying or selling? **Call us!** Are your children considering the purchase of a first home? Don't let them go out into the market without advice that they (and you!) can trust. **Call us!** Are you, or is someone you know, considering the purchase of new construction? We deal with new construction fairly regularly. And most builders actually encourage buyers to use their own agent. **Call us!**

We often hear about unpleasant issues that arise in the purchase or sale of a home after the fact, when someone has attempted to “do it on their own”. Folks often feel that, with all the information they have gotten from a variety of sources (HGTV, the

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## Happy NewYear – 2018 !

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internet, Zillow, podcasts, books about buying and selling real estate, advice from friends that are “experienced” in the purchase or sale of real estate, etc.), they can do it without an experienced professional on their side. When they run into problems, they often call us to ask for the advice they could have gotten BEFORE the problems arose. It is generally too late at that point. **SO CALL US FIRST!**

**All of this sounds like we are tooting our own horns. But here is what a few of our recent clients have written...**



## Our Recent Fan Mail!

**Dear Steve,**

You helped us buy our first house in St. Paul in 2012. Very attentive to our interests and helped steer us into the right neighborhood. We appreciated the experience enough that we enlisted him to sell it when we moved a few years later, and he managed our purchase of a new place in 2016. Would not hesitate to work with him again, and recommend him very highly. Happy to provide a very positive review. Steve has been exceptionally helpful in all our real estate transactions, and we recommend him to all we know who are moving into the area.

**John R.**

**Dear Steve and Chris,**

We are so very grateful for all you have done to help us with our new home. You took us under your wing and made sure everything would turn out well. We don't know what we would do without you, and we want to express just how much we appreciate it. Thank you!

**The Guevara Family**

**Dear Steve,**

You have represented me on several transactions from 2011 to the present date. They include purchasing 3 rental properties, selling my home and purchasing my new home. I have worked with a number of real estate agents over the years but none is better than you. You are knowledgeable, practical, ethical, friendly and responsible. You return phone calls promptly and are an absolute delight to work with. I feel very fortunate to have found Steve and I hope we have additional transactions together in the years to come.

**Allen D.**

**Dear Chris,**

Beth and I can't thank you enough for all you have done to allow us to begin our new life together. From jumping through hoops to find us our new home, to being there for us on our special day. Your contributions were immeasurable!

**Beth and Sean**

**Chris,**

You proved to be an extremely ethical and "above and beyond" type of agent. Chris responded to my inquiries fast and efficiently. I always felt that he was on my side and looking out for my best interests. His knowledge of the industry made it much easier for me as a first time buyer to get through the process. He took what could be an overwhelming experience and broke it down into easy to understand steps. I will be recommending him to other potential home buyers and sellers in the future!

**Jeff**

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## Are You Considering the Purchase of a Limited Equity Cooperative?

Townhouses and condominiums are in the category of what is called a Common Interest Community(CIC) in the State of Minnesota. Most people are familiar with condominiums and townhomes. When you own a condo or a townhome, you own your unit and you own a portion of the common areas.

Another CIC gaining popularity in Minnesota is the Cooperative, or Co-op. The members do not actually own their individual units, but instead they have a share certificate which indicates that they are a member. Many of these are senior Co-ops which have a restriction that is imposed by HUD in their mortgages that requires the appreciation of value be limited to a modest annual increase. These types of Co-ops are called Limited Equity Cooperatives or LECs. As a result, the value of these LECs is not based on the current fair market value of the property. **Co-ops, especially LECs, are VERY different than condominiums or townhomes!**

We have done a lot of research into these LECs and we've written an article that has to do with some of the concerns that arise in some LECs that generally do not arise in a condominium or a townhome association.

For the complete article, go to [www.stevetownley.com](http://www.stevetownley.com)

***It might be well worth your time!***



## Our 2017 Sales: *That's Almost \$19,000,000 in Sales!*

Address	Area	Client Result
2239 Fulham Street	Roseville	Sold
1264 Knapp Place	St. Anthony Park	Purchased
288 Saratoga Street S.	Saint Paul	Sold
1666 Coffman St. #121	Falcon Heights	Sold
2246 Commonwealth Ave.	St. Anthony Park	Sold
3625 Birchpond Road	Eagan	Sold
2120 Commonwealth Ave.	St. Anthony Park	Purchased
5660 Archer Lane North	Plymouth	Purchased
1484 Hartford Avenue	Highland Park	Sold
1666 Coffman St. #318	Falcon Heights	Sold
47 Hunt Place	St. Anthony Park	Purchased
2338 Bourne Avenue	St. Anthony Park	Sold
2289 Priscilla Street	St. Anthony Park	Sold
1998 Garden Avenue	Roseville	Sold
2708 Western Avenue N.	Roseville	Purchased
1318 Park Lane	Hastings	Sold
1666 Coffman St. #209	Falcon Heights	Purchased
605 Snelling Ave. S. #108	Highland Park	Sold
1666 Coffman St., #308	Falcon Heights	Sold
1911 Fairview Avenue N.	Falcon Heights	Purchased
2040 Como Avenue #102	St. Anthony Park	Sold
15655 59 <sup>th</sup> Avenue N.	Plymouth	Sold
4744 Lorinda Drive	Shoreview	Sold
200 Deerwood Lane N	Plymouth	Purchased
1666 Coffman St. #207	Falcon Heights	Sold
1474 Brompton Street	St. Anthony Park	Sold
139 Wedgewood Ct.	New Brighton	Sold
5912 Josephine Avenue	Edina	Sold
831 Tanglewood Drive	Shoreview	Purchased
317 Groveland Ave. #214	Minneapolis	Purchased
15653 Cobblestone Lake Pkwy	Apple Valley	Purchased
4816 Roycar Road	Edina	Purchased
4546 Blaisdell Avenue	So. Minneapolis	Purchased
1572 Merrill Street	Saint Paul	Purchased
1968 Lincoln Avenue	Saint Paul	Purchased
3415 Michael Avenue	White Bear Lake	Purchased
166 West County Road C	Roseville	Purchased
5409 45 <sup>th</sup> Avenue S.	So. Minneapolis	Sold
100 Elmwood Place W.	So. Minneapolis	Purchased

Address	Area	Client Result
3139 Ulysses St. NE	NE Minneapolis	Purchased
1438 Ponderosa Circle	Eagan	Purchased
2230 Midland Grove #305	Roseville	Sold
1666 Coffman St. #314	Falcon Heights	Sold
5428 Irving Avenue S.	So. Minneapolis	Sold
1666 Coffman St., #301	Falcon Heights	Sold
1119 Raleigh Street	St. Anthony Park	Purchased
1663 Scheffer Avenue	Highland Park	Purchased
9057 Bur Oak Road	Woodbury	*Purchased
1671 Bayard Avenue	Highland Park	*Sold
1666 Ridgewood Lane N	Roseville	Purchased
1757 Holton Street	Falcon Heights	Sold
<i>The next one could be YOURS!</i>		

*\*Denotes a pending purchase or sale.*

**...all thanks to your repeat business and referrals!**



### Chris' and Steve's Helpful Tips

Having some plumbing work done? Anytime your pipes are disturbed (even if you have all copper or PEX plumbing lines), very small bits of rust or corrosion will inevitably get into your water lines. Then, when you go to turn on your faucets for the first time, those bits will lodge in the screens that are mounted in your faucets or showerheads. BE SURE to remove the screens on the faucets and your showerheads BEFORE you turn on the water for the first time after a plumbing repair. It is AMAZING how much gunk collects in those areas. We often hear complaints from home buyers that the water pressure from their faucets or showerheads is very low. By simply unscrewing the screen or removing the showerhead and cleaning them, you can often increase or even DOUBLE the amount of water coming out of those fixtures.

Lots more helpful tips at:

**[www.stevetownley.com/TIPS](http://www.stevetownley.com/TIPS)**



## Here's the Best Kept Senior Housing Secret in the Twin Cities!

Ever since its construction was completed in 1986, the 1666 Coffman Condominiums have been well maintained, updated and highly desirable. In fact, for years there has been a waiting list of eligible and interested buyers, so virtually no one who didn't already know about 1666 ever even heard about it! Virtually no advertising was done, and units rarely, if ever, were listed in the Multiple Listing Service and made available to the general public.



1666 Coffman is a 93 unit condominium for independent senior (age 55+) living which was designed specifically for people who have worked in virtually ANY capacity at the University of Minnesota at any time during their working careers. 1666 offers a rare quality of life in a unique Falcon Heights location, easily accessible to the St. Paul and Minneapolis campuses and the downtowns of both Twin Cities, and right next door to the BRAND NEW Bell Museum!

Amenities include the Garden Terrace community dining room, a lovely two-story library, a spacious exercise room with a sauna, a spacious social room for lectures, music programs and exercise classes. And there is so much more! Even with all its amenities, the best feature of 1666 Coffman is the community of people who call it home! It's a neighborhood all under one roof, with folks who share in a huge variety of interests, programs, and events **if you have ever gotten a paycheck from the University of Minnesota** and are looking for a true lifestyle experience, you're sure to find it here! Didn't know you could buy at 1666 Coffman? Call us to find out if you are eligible for a purchase. You may be very pleasantly surprised! **We also offer free, no-obligation tours of this wonderful building. Call us!** We expect to have new listings at Coffman very soon.

For even more information on 1666 Coffman St., visit our web site at [www.stevetownley.com](http://www.stevetownley.com)

*Featured Listing...*



## 2125 Scudder Street

**In Wonderful North St. Anthony Park!**

BRAND NEW LISTING in the sought-after neighborhood of North Saint Anthony Park in St. Paul! This elegant, spacious 4 bedroom, 1 & 1/2 bath home features a spectacular formal dining room with stunning, well maintained vintage woodwork & windows. Beautiful light throughout! The back yard features a 2-car garage, storage shed, stone patio, & landscaping to create a private retreat.

Just steps away from St. Anthony Park Elementary, a 2017 National Blue Ribbon School of Excellence, and only 3 blocks from the University of Minnesota St. Paul campus! Call Steve for more information.

*Coming Soon!*

We are working with some buyers AND sellers who are getting ready for the upcoming spring market, which generally starts in early to mid-February. The seller clients with whom we are working have homes in some of the prime areas of the Twin Cities, and they are getting their homes into tip-top condition. Our buyer clients are getting their financing lined up and doing a lot of market research so they are ready when the right house hits the market. **How can we help you?**

Stay in touch by either checking our web site ([www.stevetownley.com](http://www.stevetownley.com)), by texting us at either 612-414-2785 (Chris) or 651-308-8827 (Steve), by calling us at the same numbers, or by emailing us at either [chris.deming21@gmail.com](mailto:chris.deming21@gmail.com) or [SJTownley@aol.com](mailto:SJTownley@aol.com). **We look forward to hearing from you!**

*Steve and Chris*