

**CITY OF SAINT PETER  
AGENDA & NOTICE OF REGULAR MEETING  
ECONOMIC DEVELOPMENT AUTHORITY  
Thursday, February 27, 2020 – Noon  
Governors Room – Saint Peter Community Center**

- I. CALL TO ORDER**
- II. APPROVAL OF AGENDA**
- III. APPROVAL OF MINUTES**
  - A. January 30, 2020
- IV. UNFINISHED BUSINESS**
- V. NEW BUSINESS**
  - A. Realtor Listing Agreement – Judy Conroy (RE/MAX)
- VI. REPORTS**
  - A. Unique Solutions
  - B. Cedar Box Co.
  - C. ADA/HPC Accessibility Grants
  - D. Revolving Loan Report
- VII. ADJOURNMENT**

Russ Wille  
Director of Community Development

**CITY OF SAINT PETER, MINNESOTA**  
**Economic Development Authority**  
**REGULAR MEETING MINUTES**  
**January 30, 2020**  
**Saint Peter Community Center – Saint Peter Room**

**Call to Order:**

The meeting was called to order at 12:00 pm by Community Development Director Russ Wille.

EDA members Brad DeVos, Cory Abels, Mike Favre, James Dunn and new member Bob Southworth were in attendance. Member Ed Johnson was absent. Community Development Director Russ Wille and Administrative Secretary Cindy Moulton were in attendance. Visitor present was Chad Adams, Executive Director of SWMHP.

**Oath of Office**

The Oath of Office was administered to new member Bob Southworth and City Council liaison DeVos.

**Approval of Agenda**

A motion by Southworth, seconded by Dunn to approve the meeting agenda as prepared and presented. With all voting in favor the agenda was approved as presented.

**Election of Officers**

A motion was made by Abels, seconded by Favre to nominate James Dunn as President. A motion was made by Abels, seconded by DeVos to cease nominations. With all members voting aye, nominations ceased. All members voting aye, Dunn was elected as President.

A motion was made by Abels, seconded by Favre to nominate Southworth as Vice President. A motion was made by Southworth, seconded by DeVos to nominate Abels as Vice President. A motion was made by DeVos, seconded by Abels to cease nominations. All members voting aye, nominations ceased. Members Dunn, Abels, and Favre voting in favor of Southworth, Members DeVos and Southworth voting in favor of Abels. With the majority vote, Southworth was elected Vice President.

A motion was made by Dunn, seconded by Southworth to appoint the Finance Director as Treasurer. With all members voting aye, the motion carried.

A motion was made by Dunn, seconded by Abels to appoint the City Administrator as Executive Director. With all members voting aye, the motion carried.

**Approval of Minutes**

A motion was by Abels, seconded by DeVos to approve the Regular Meeting Minutes of October 11, 2019. Members Dunn, DeVos, Abels, and Favre voting aye, Member Southworth abstaining, the minutes were approved as presented.

## Traverse Green Speculative Homes

Wille introduced Chad Adams, the new Executive Director of SWMHP.

Wille provided an overview on the status of Traverse Green Subdivision. He stated that two of the EDA's speculative homes remain unsold. He indicated that the spec homes have been shown but at a slower pace than anticipated.

Wille stated that all SWMHP spec homes have been sold. He said that a realtor was hired to market their last three spec homes and was paid a 4% commission. He also added that SWMHP lowered their prices and took a loss on each of the three homes.

Wille reported that the City received an offer of \$7,000 less than the asking price for one of the spec homes. He indicated City Administrator Todd Prafke did not authorize the EDA to accept the offer.

At the present time the EDA spec homes are not listed on the MLS site due to the lack of a realtor listing the homes. Wille said that the houses are listed on Zillow.

Members questioned why True-Realty did not list the EDA homes on the MLS site as they had indicated. Members felt it appears as though the realtors are working against the City because of the higher commission they can attain on homes that are on the market.

Adams shared that similar situations have occurred in communities that SWMHP has spec homes for sale.

Wille indicated there have been inquiries regarding Traverse Green but once they are informed that cable and internet services are not available at this time, they lose interest.

Wille reported that the St. Peter Development has formed a housing subcommittee to investigate undertaking construction for higher end spec homes. These homes would likely be constructed on the outer lots of Traverse Green.

Members discussed ways to reduce costs of the spec homes. It was suggested that corporate modular construction be a future option.

Adams stated that SWMHP continues to apply for new market tax credits which could be used to buy down the price of the lots.

DeVos was disappointed that the EDA lost the sale of a house because of the lack of flexibility. He felt that hiring a realtor is needed. He questioned whether the agents are making an effort to sell the homes.

Wille agreed that hiring a realtor would be advantageous.

Favre mentioned that most home buyers negotiate a price and do not usually settle on the asking price of a home.

Southworth felt the EDA needs to get their "ducks in a row" in the event there is an offer made on a spec home. The offer should be accepted or denied within 2 days.

A motion was made by Abels, seconded by Southworth to allow Wille to obtain proposals from realtors interested in marketing the homes. All members voting aye, the motion carried.

Favre questioned whether realtors would take advantage of the listing.

Southworth said townhomes are in the market for the younger generation.

### Adjournment

HPC Accessibility Grant Program – Applications are due on February 28, 2020 by 4:30. A group has been formed to review the applications. The grant/s will be awarded in April.

1 Million Cups - 1 Million Cups is a nationwide organization that is designed to educate, engage and connect entrepreneurs. St. Peter is hosting 1 Million Cups on February 12, 2020. Presentations will be given by Chelsea owner of Generation Boutique and 2 college baseball players that started Peer to Peer (business selling text books).

Alumacraft - City staff met with Alumacraft on January 21, 2020 and discussed the need for an onsite storm water pond should the business expand. It was noted that the State has a grant program that would pay a portion of the infrastructure costs.

Cedar Box Company – REDA notified Wille that there is a company seeking to move to the Saint Peter/Mankato area. Wille will be arranging a meeting with the Cedar Box Co. which is a company that manufactures cardboard boxes.

Chippewa/Exceed Packing – Chippewa/Exceed has paid off one of their \$100,000 revolving loans. The remaining \$100,000 loan has a balance of \$2,600.

Bike Trail – Wille has been scheduled to present information to the City Council at their workshop on February 3, 2020 regarding the bike trail. He stated that the only way to connect the trail to Mankato is on the R-O-W of Highway 22. Property owners along the river were contacted and were not interested in providing an easement for the trail. Wille indicated that the Minnesota Bike Trail Committee is requesting that the City Council approve a Resolution supporting the Highway 22 bike trail project.

Mobile Oil Change Opening - An oil changing business has opened at 825 North Minnesota Avenue.

Heritage Preservation Commission "Meeting in a Box" – Wille stated that SHPO has asked Minnesota preservation commissions to hold a "Meeting in a Box" to assist SHPO with the development of a revised historic preservation plan. Members of the HPC and attendees of the meeting will be asked to participate in exercises to help identify threats or barriers in historic preservation.

Brookshire Company – Was brought to us by GMG (REDA) which is seeking options in multiple communities so that they can have a shovel ready development which could be constructed in a condensed period of time. They have indicated that any options that they would have could be relinquished at the request of the City if the City was able to attract an alternative developer and project.

Any option would be thoroughly reviewed by City Attorney Brandt and additional vetting of the Brookshire of Company would be undertaken as part of our due diligence. GMG attempting to arrange a sit down meeting with Brookshire and REDA communities.

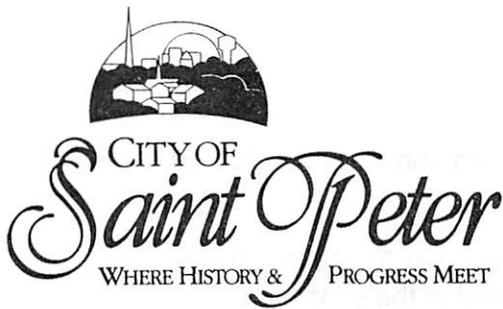
**Open Board Seat**

Abels asked if it was advantageous to have a realtor on the EDA.

Dunn questioned if having a realtor would be an issue if decisions were based on realtors.

**Adjournment**

A motion was made by Southworth, seconded by Abels to adjourn. The meeting adjourned at 12:53 pm.



## Memorandum

To: EDA Members

Date: February 24, 2020

From: Russ Wille, Community Development Director

RE: Traverse Green Speculative Homes – Real Estate Listing Agreement (Judy Conroy, RE/MAX Dynamic Agents)

### ACTION / RECOMMENDATION

Adopt the attached resolution accepting the proposal from Judy Conroy of RE/MAX Dynamic Agents to provide the real estate listing of the Economic Development Authority (EDA) speculative houses and access to the Multiple Listing Service at a four (4%) commission.

### BACKGROUND

The EDA's speculative houses in Traverse Green Subdivision had been previously listed with True Real Estate who was representing the EDA in the absence of a commission. The EDA has offered a 2% commission to a buyer's representative but True Real Estate was willing to market, administer and sell the spec homes at no charge. The listing resulted in very little activity and the homes remain unsold.

At their last meeting, the members of the EDA authorized the solicitation of proposals from local real estate agents, to list the EDA speculative houses for sale on the Multiple Listing Service of Southern Minnesota.

A copy of the request for services is included in the agenda packet for your review. The solicitation was mailed to each of the real estate agencies with offices in Saint Peter.

The only agent that responded to the solicitation was Judy Conroy of RE/MAX Dynamic Agents. Judy has served the Saint Peter market for many years and is intimately familiar with the local real estate market. Judy is perhaps one of the most active realtors serving the Saint Peter market.

In the last twelve months, Judy and her son, team member K.C. Lundberg have successfully sold up to 49 houses with a Saint Peter address. They also served as a buyer's representative in the purchase of another 29 Saint Peter addresses. Data provided by Ms. Conroy suggests that RE/MAX Dynamic Agents are the most active agency in the market when the number of successful sale transactions are considered.

Ms. Conroy's proposal would provide her with a four (4%) commission for the sale of the EDA spec homes. Half of that commission would be provided to a real estate agent representing the

buyer of a speculative home. The four (4%) commission is very common if not considered to be the norm in our market.

Ms. Conroy's proposal suggests a listing that would expire on December 31, 2020. This is Judy's standard practice as all of her listings would expire at the end of the year, and presumably be extended at that time. A copy of the proposed real estate listing agreement is included in this agenda packet for your review and consideration.

Ms. Conroy intends to be in attendance at Thursday's EDA meeting and will be prepared to answer questions of the members at that time.

#### FISCAL IMPACT

The listing agreement would establish a four (4%) real estate commission to Judy Conroy of RE/MAX Dynamic Agents upon the sale of a speculative home. Ms. Conroy would split the commission with an agent representing the buyer of a speculative home.

#### ALTERNATIVES / VARIATIONS

**Do Not Act:** The homes will remain for sale by the owner in the absence of a listing on the Multiple Listing Services of Southern Minnesota.

**Vote No:** The homes will remain for sale by the owner in the absence of a listing on the Multiple Listing Services of Southern Minnesota.

**Vote Yes:** The President will execute the real estate listing agreement on behalf of the EDA and Ms. Conroy will begin marketing the sale of the speculative homes.

**SOUTHWEST MINNESOTA HOUSING PARTNERSHIP**  
**REQUEST FOR PROPOSAL**  
**FOR REALTOR SERVICES IN SAINT PETER, MN**

**1.0 Purpose of Request For Proposal**

The City of Saint Peter Economic Development Authority (EDA) desires to sell 2 homes in the Traverse Green Subdivision in Saint Peter, Minnesota. The purpose of this Request for Proposal (RFP) is to identify a Real Estate Broker with experience and capability in listing and marketing homes in the Saint Peter area.

**2.0 Definitions**

2.1 EDA

City of Saint Peter Economic Development Authority

2.2 Agent

Any Realtor or Real Estate Agent, licensed under the broker awarded the listing.

2.3 Agency

A relationship in which the agent is given the authority to act on behalf of another person. In real estate transactions, usually the seller is the principal, and the broker is the agent. In an agency relationship, the principal delegates to the agency the right to act on his or her behalf in business transactions and to exercise some discretion while so acting. For this proposal, the Broker and Agency will be as one.

2.4 Real Estate Broker

A person licensed to negotiate and transact the sale of real estate; professional who offers a commission- or fee- based service to bring together parties interested in buying, selling, exchanging, or leasing real property. For this proposal, the Broker is considered the party awarded the listing.

2.5 SWMHP

Southwest Minnesota Housing Partnership

**3.0 Introduction**

3.1 Organizational Background

The EDA is created pursuant to Minnesota Statutes Chapter 400. The appointment of an Economic Development Authority is intended to provide the City of Saint Peter with a board comprised of representatives from both City government and private enterprise, capable of administering business incentives and other economic development measures. The EDA is the main economic development board for the City and is under the authority of the City

Council. The primary responsibilities of the EDA are advisory functions relative to commercial and industrial development and redevelopment.

### 3.2 Project Scope

The EDA desires to sell 2 single-family homes in the Traverse Green Subdivision on various lots already constructed. The EDA wishes to target all families, underserved populations and low to moderate incomes. Special financing, including Tax Increment Financing may be available to households who purchase with the EDA and meet eligibility requirements. Buyer coordination with the Southwest Minnesota Housing Partnership Advisor and Program and Lending Manager will be required to ensure access to these financing options. In addition to working with the EDA on the listing, the Agent will be responsible to creatively market the properties, showing the homes to prospective buyers, and accurately representing the EDA's interest in the purchase process. The EDA anticipates that the homes will be sold in three months or less.

## **4.0 General Procedures**

### 4.1 Proposal Requirements

The Agency will be judged and selected based upon their experience and ability to market and sell single-family homes in the Saint Peter area. The respondent should have demonstrated ability in residential real estate practice and will provide written evidence of success in marketing homes to customers of diverse backgrounds and socioeconomic levels. It is expected that a regional marketing effort may be necessary which will include contacts beyond the boundaries of the City of Saint Peter. A respondent submitting a proposal that limits marketing efforts to the City will be considered only if the respondent can demonstrate success in the past in marketing homes to non-traditional markets.

### 4.2 Expectations

The EDA will enter into a contract with the following expectations:

- 4.21 **Documents** – The Agency will complete accurately and on time all documents, disclosures, contracts, and agreements required for legal and responsible transactions.
- 4.22 **Reporting** – The Agency will provide monthly reports to the EDA disclosing the status of all calls, contacts, offers, etc. relative to the sales on the project. The due dates of the report will be dictated by the EDA upon a contract.
- 4.23 **Offers** – The offers presented to the EDA will be done in a consistent manner to best reflect the interests of the partnership. The offers will be accompanied by correspondence that clearly reflect concessions made by the buyer, the seller, or the agent in order to complete the transaction.
- 4.24 **Marketing** – The Agency will conduct a consistent and aggressive marketing campaign within Saint Peter, and within surrounding communities as needed. These efforts will be readily apparent in the community and will target underserved populations. Creativity in marketing these homes to non-traditional buyers is critical. The effectiveness of all marketing activities will be shown through documentation and regular communication with the EDA.
- 4.25 **Communication** – The Agency will only communicate with Russ Wille, Director of Community Development, unless otherwise directed. Offers, etc. will only be presented to that staff person. Consultation with the EDA will be managed internally.

- 4.26 **The Agency will walk through the unsold homes weekly** to check for any potential problems with the home (i.e. report leaks, lock open windows and unlocked doors, flush toilets). The Agency will ensure the property is locked when not in use. The Agency will keep the home clean and is responsible for messes resulting from showings.
- 4.27 **Pricing** – The EDA recognizes the Agency's efforts in this work but expects that the Agency also realizes that the EDA is promoting affordable housing and would provide a discount on the commission rate presented by the Agent. The EDA recognizes that all commissions are negotiable within the State of MN.
- 4.28 **Other** – The EDA may, at their discretion, express additional expectations of its Agency relationship. It is expected that the Agency will make efforts to meet those expectations or clearly communicate in writing with the EDA as to why these expectations cannot be achieved.

**4.3 Submittal Guidelines**

The proposal must be submitted to the Ali Joens, Southwest Minnesota Housing Partnership, via email at alij@swmhp.org.

**The deadline for receipt of proposals is February 20, 2020 at 5 p.m.**

Any proposal may be withdrawn or modified prior to acceptance. After responding to the RFP as detailed herein, each supplier may recommend an alternate arrangement that would be measurably better for both parties.

Respondents should submit the proposal following the format in Exhibit A "RFP Required Format." Respondents should review the Exhibit for detailed instructions. This document will be used by the EDA and SWMHP in evaluating individual proposals. The respondent may also submit, within reason, any additional information he/she feels will strengthen the proposal.

**4.4 Time Frames**

The EDA anticipates the following general time frames in connection with the issuance of the RFP, review of proposals, award of contract, and implementation of the selected proposal:

<b>Event</b>	<b>Date/Time Frame</b>
RFP Issuance	02/06/2020
Proposals Due	02/20/2020
Supplier Selection	02/27/2020
Listing Award	02/28/2020
Listing Date	03/01/2020

**EXHIBIT A**

**RFP REQUIRED FORMAT**

1. Name of Broker/Agency.
2. Contact Person/ Agent.
3. Address of Broker/Agency.
4. Telephone/Website/E-Mail.
5. Statement of Experience.
6. What compensation is being requested?
7. 30/60/90 day marketing plan to underserved communities.
8. Sales history in past twelve (12) months.
9. What features set you apart from other agents?
10. The following statement as an attachment to the proposal: "The undersigned hereby certifies/certify that the information contained in the proposal is true and correct to the best of my/our knowledge."

Signed \_\_\_\_\_ Date \_\_\_\_\_

Signed \_\_\_\_\_ Date \_\_\_\_\_

## Russ Wille

---

**From:** judy conroy <judyc\_@hotmail.com>  
**Sent:** Thursday, February 20, 2020 4:33 PM  
**To:** Russ Wille  
**Subject:** Realtor Services Proposal  
**Attachments:** Exhibit A signed.pdf; Judy + KC last 12 months.pdf; Graph of Sales in St. Peter 2.xlsx

Attn: Russ Wille,

Please see the attached materials in reference to the city's request for proposal for Realtor Services. I will list all contact info below for myself and team member KC Lundberg as well as the brokerage.

The attached items will show a snapshot of our recent experience in Saint Peter and the surrounding area. You will see that in the last 12 months my team has listed and sold a total of 61 homes, 49 of which had Saint Peter addresses. In the same time frame we have assisted 41 buyers, 29 of which had Saint Peter addresses. In some cases you will see duplicate addresses when reviewing the lists; in those instances we worked with both buyers and sellers on the same transaction. Our team has been the top selling real estate team in the Saint Peter area for the past 10+ years, consistently holding an annual market share from 46% - 75% of transaction sides on all Saint Peter sales. You will not find anyone else with more experience selling in this town.

You will also find a graph showing 2019 activity of our brokerage sales activity compared to the other most active brokerages in Saint Peter.

As far as compensation we would be willing to list the homes for 4%; offering 2% to the selling broker should another broker procure the buyer. We would not charge the city any other transaction fees or broker fees. This is a discounted rate from what we typically charge but it is also a rate we sometimes offer sellers of multiple properties. As shown in our sales history you will see that we work with a wide demographic of clients. We treat all clients equally and will continue to do so in our relationship with the city, should the city become a client.

Thank you for consideration, please feel free to reach out to me or KC Lundberg with any further question or comments.

Judy Conroy  
RE/MAX Dynamic Agents  
424 S Minnesota Ave  
Saint Peter, MN 56082  
507-420-8263 - cell  
507-931-5313 - office  
judyc@remax.net

KC Lundberg  
RE/MAX Dynamic Agents  
424 S Minnesota Ave  
Saint Peter, MN 56082

507-351-6537 - cell  
507-931-5313 - office  
klundberg@remax.net

Broker: Dennis Terrell  
RE/MAX Dynamic Agents  
1720 Adam Street  
Mankato, MN 56001  
507-340-4562 - cell  
507-387-5151 - office  
dterrell@remax.net

EXHIBIT A

RFP REQUIRED FORMAT

1. Name of Broker/Agency.
2. Contact Person/ Agent.
3. Address of Broker/Agency.
4. Telephone/Website/E-Mail.
5. Statement of Experience.
6. What compensation is being requested?
7. 30/60/90 day marketing plan to underserved communities.
8. Sales history in past twelve (12) months.
9. What features set you apart from other agents?
10. The following statement as an attachment to the proposal: "The undersigned hereby certifies/certify that the information contained in the proposal is true and correct to the best of my/our knowledge."

Signed Judy Long Date 2-20-2020

Signed \_\_\_\_\_ Date \_\_\_\_\_

TOTAL

HIGH LOW AVG MED

LISTING COUNT: 29

DAYS ON MARKET: 386 34 135 85

*worked w/ buyers  
ST Peter only*

HIGH      LOW      AVERAGE      MEDIAN      TOTAL PRICE  
 LIST PRICE: \$389,760    \$115,000    \$246,233    \$232,900    \$7,140,781  
 SOLD PRICE: \$389,760    \$111,500    \$239,920    \$224,000    \$6,957,681

	Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
1	\$115,000		25	St. Peter	\$111,500	809 S Front St	MN	56082	SOLD-INNER OFFICE	6/25/2019
2	\$139,900		14	St. Peter	\$133,900	410 W Livermore Street	MN	56082	SOLD-INNER OFFICE	6/28/2019
3	\$152,900		11	St. Peter	\$145,000	801 N 5th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	2/19/2019
4	\$159,900		21	St. Peter	\$150,000	226 W Locust Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	8/28/2019
5	\$159,900		20	St. Peter	\$159,900	727 Austin Drive	MN	56082	SOLD-INNER OFFICE	1/31/2020
6	\$179,900		15	St. Peter	\$169,500	327 W Broadway Avenue	MN	56082	SOLD-INNER OFFICE	2/21/2020
7	\$173,700		22	St. Peter	\$170,000	809 S 3rd Street	MN	56082	SOLD-INNER OFFICE	7/8/2019
8	\$179,900		14	St. Peter	\$170,000	724 Upper Johnson Circle	MN	56082	SOLD-CO-OP BY MLS MEMBER	12/31/2019
9	\$189,900		14	St. Peter	\$173,500	632 Inverness Lane	MN	56082	SOLD-NON MEMBER	4/25/2019
10	\$193,500		14	St. Peter	\$180,000	539 Capitol Drive	MN	56082	SOLD-INNER OFFICE	7/12/2019
11	\$197,500		27	St. Peter	\$190,000	522 W Skaro Street	MN	56082	SOLD-INNER OFFICE	10/18/2019
12	\$212,900		37	St. Peter	\$190,000	617 N 4th Street	MN	56082	SOLD-INNER OFFICE	1/29/2020
13	\$227,500		18	St. Peter	\$218,000	2061 Pratt Circle	MN	56082	SOLD-INNER OFFICE	5/23/2019
14	\$249,900		20	St. Peter	\$222,700	620 Inverness Lane	MN	56082	SOLD-INNER OFFICE	5/10/2019
15	\$227,500		3	St. Peter	\$224,000	916 S 4th Street	MN	56082	SOLD-INNER OFFICE	8/15/2019
16	\$238,000		25	St. Peter	\$233,000	1106 Willow Court	MN	56082	SOLD-INNER OFFICE	6/21/2019
17	\$249,900		16	St. Peter	\$248,000	819 Spruce Place	MN	56082	SOLD-CO-OP BY MLS MEMBER	6/14/2019
18	\$289,900		25	St. Peter	\$257,500	717 W Nassau Street	MN	56082	SOLD-INNER OFFICE	7/31/2019
19	\$263,800		1	St. Peter	\$263,800	410 N 3rd Street	MN	56082	SOLD-INNER OFFICE	8/26/2019
20	\$264,900		1	St. Peter	\$265,000	1935 Rock Ridge Lane	MN	56082	SOLD-INNER OFFICE	7/31/2019
21	\$289,900		31	St. Peter	\$274,400	712 W Park Row	MN	56082	SOLD-INNER OFFICE	1/15/2020

14

*Buyer's - ST Peter*

	Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
22	\$304,250		15	St. Peter	\$298,500	710 Edgerton Street	MN	56082	SOLD-INNER OFFICE	5/6/2019
23	\$329,000		19	St. Peter	\$299,500	1906 Rock Ridge Lane	MN	56082	SOLD-INNER OFFICE	5/31/2019
24	\$319,900		19	St. Peter	\$316,950	806 Churchill Court	MN	56082	SOLD-INNER OFFICE	8/2/2019
25	\$379,900		22	St. Peter	\$355,000	1301 Rockbend Parkway	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/10/2019
26	\$380,000		1	St. Peter	\$380,000	1614 Windsor Lane	MN	56082	SOLD-INNER OFFICE	9/10/2019
27	\$380,303		2	St. Peter	\$380,303	1618 Windsor Lane	MN	56082	SOLD-INNER OFFICE	3/5/2019
28	\$387,968		1	St. Peter	\$387,968	1616 Windsor Lane	MN	56082	SOLD-INNER OFFICE	4/10/2019
29	\$389,760		1	St. Peter	\$389,760	1613 Windsor Lane	MN	56082	SOLD-INNER OFFICE	10/16/2019

TOTAL  
 LISTING COUNT: 41  
 DAYS ON MARKET: 386 34 127 85  
 HIGH LOW AVG MED  
 LIST PRICE: \$457,000 \$99,900 \$243,045 \$227,500  
 SOLD PRICE: \$447,000 \$87,630 \$236,166 \$224,000  
 TOTAL PRICE \$9,964,880 \$9,682,811

*workload with buyers*  
*all areas*

	Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
1	\$109,900		31	Mankato	\$87,630	204 Hubbell Avenue	MN	56001	SOLD-INNER OFFICE	12/30/2019
2	\$112,000		11	Kasota	\$100,000	110 S Webster Street	MN	56050	SOLD-CO-OP BY MLS MEMBER	9/27/2019
3	\$115,000		25	St. Peter	\$111,500	809 S Front St	MN	56082	SOLD-INNER OFFICE	6/25/2019
4	\$139,900		12	Cleveland	\$125,000	46567 Evergreen Lane	MN	56017	SOLD-CO-OP BY MLS MEMBER	9/26/2019
5	\$139,900		33	Mankato	\$127,500	413 E Mulberry Street	MN	56001	SOLD-CO-OP BY MLS MEMBER	12/31/2019
6	\$139,900		14	St. Peter	\$133,900	410 W Livermore Street	MN	56082	SOLD-INNER OFFICE	6/28/2019
7	\$152,900		11	St. Peter	\$145,000	801 N 5th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	2/19/2019
8	\$159,900		21	St. Peter	\$150,000	226 W Locust Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	8/28/2019
9	\$184,900		21	Mankato	\$156,000	105 Tanager Road	MN	56001	SOLD-INNER OFFICE	3/1/2019
10	\$159,900		20	St. Peter	\$159,900	727 Austin Drive	MN	56082	SOLD-INNER OFFICE	1/31/2020
11	\$179,900		15	St. Peter	\$169,500	327 W Broadway Avenue	MN	56082	SOLD-INNER OFFICE	2/21/2020
12	\$173,700		22	St. Peter	\$170,000	809 S 3rd Street	MN	56082	SOLD-INNER OFFICE	7/8/2019
13	\$179,900		14	St. Peter	\$170,000	724 Upper Johnson Circle	MN	56082	SOLD-CO-OP BY MLS MEMBER	12/31/2019
14	\$189,900		14	St. Peter	\$173,500	632 Inverness Lane	MN	56082	SOLD-NON MEMBER	4/25/2019
15	\$193,500		14	St. Peter	\$180,000	539 Capitol Drive	MN	56082	SOLD-INNER OFFICE	7/12/2019
16	\$197,500		27	St. Peter	\$190,000	522 W Skaro Street	MN	56082	SOLD-INNER OFFICE	10/18/2019
17	\$212,900		37	St. Peter	\$190,000	617 N 4th Street	MN	56082	SOLD-INNER OFFICE	1/29/2020
18	\$227,500		18	St. Peter	\$218,000	2061 Pratt Circle	MN	56082	SOLD-INNER OFFICE	5/23/2019
19	\$226,500		21	Cleveland	\$220,000	24080 Geldners Lane	MN	56017	SOLD-CO-OP BY MLS MEMBER	6/28/2019
20	\$249,900		20	St. Peter	\$222,700	620 Inverness Lane	MN	56082	SOLD-INNER OFFICE	5/10/2019

Buyer's - all offers

Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
\$227,500		3	St. Peter	\$224,000	916 S 4th Street	MN	56082	SOLD-INNER OFFICE	8/15/2019
\$225,000		23	North Mankato	\$224,500	1940 Valley View Drive	MN	56003	SOLD-CO-OP BY MLS MEMBER	6/20/2019
\$245,000		16	Kasota	\$228,000	35458 Shakpays Cove Road	MN	56050	SOLD-CO-OP BY MLS MEMBER	9/30/2019
\$238,000		25	St. Peter	\$233,000	1106 Willow Court	MN	56082	SOLD-INNER OFFICE	6/21/2019
\$269,700		27	Mankato	\$240,000	113 Quinion Drive	MN	56001	SOLD-CO-OP BY MLS MEMBER	11/22/2019
\$249,900		16	St. Peter	\$248,000	819 Spruce Place	MN	56082	SOLD-CO-OP BY MLS MEMBER	6/14/2019
\$289,900		25	St. Peter	\$257,500	717 W Nassau Street	MN	56082	SOLD-INNER OFFICE	7/31/2019
\$263,800		1	St. Peter	\$263,800	410 N 3rd Street	MN	56082	SOLD-INNER OFFICE	8/26/2019
\$264,900		1	St. Peter	\$265,000	1935 Rock Ridge Lane	MN	56082	SOLD-INNER OFFICE	7/31/2019
\$289,900		31	St. Peter	\$274,400	712 W Park Row	MN	56082	SOLD-INNER OFFICE	1/15/2020
\$304,250		15	St. Peter	\$298,500	710 Edgerton Street	MN	56082	SOLD-INNER OFFICE	5/6/2019
\$329,000		19	St. Peter	\$299,500	1906 Rock Ridge Lane	MN	56082	SOLD-INNER OFFICE	5/31/2019
\$319,900		19	St. Peter	\$316,950	806 Churchill Court	MN	56082	SOLD-INNER OFFICE	8/2/2019
\$324,900		25	Cleveland	\$325,000	46545 Evergreen Lane	MN	56017	SOLD-INNER OFFICE	8/12/2019
\$379,900		22	St. Peter	\$355,000	1301 Rockbend Parkway	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/10/2019
\$380,000		1	St. Peter	\$380,000	1614 Windsor Lane	MN	56082	SOLD-INNER OFFICE	9/10/2019
\$380,303		2	St. Peter	\$380,303	1618 Windsor Lane	MN	56082	SOLD-INNER OFFICE	3/5/2019
\$387,968		1	St. Peter	\$387,968	1616 Windsor Lane	MN	56082	SOLD-INNER OFFICE	4/10/2019
\$389,760		1	St. Peter	\$389,760	1613 Windsor Lane	MN	56082	SOLD-INNER OFFICE	10/16/2019
\$459,000		20	Mankato	\$444,500	23968 State Highway 22	MN	56001	SOLD-CO-OP BY MLS MEMBER	6/14/2019
\$489,700		25	Mankato	\$447,000	324 Oak Marsh Drive	MN	56001	SOLD-CO-OP BY MLS MEMBER	11/22/2019

*worked w/ sellers*  
*ST Peter only*

TOTAL  
LISTING COUNT: 49  
DAYS ON MARKET: 386 0 123 83

HIGH LOW AVG MED TOTAL PRICE  
LIST PRICE: \$668,900 \$61,000 \$244,850 \$218,900 \$11,997,680  
SOLD PRICE: \$668,900 \$56,000 \$239,451 \$217,500 \$11,733,141

	Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
1	\$69,000		17	St. Peter	\$56,000	326 W Jefferson Avenue	MN	56082	SOLD-INNER OFFICE	7/26/2019
2	\$108,900		15	St. Peter	\$106,900	1323 S Washington Avenue	MN	56082	SOLD-INNER OFFICE	4/30/2019
3	\$130,000		23	St. Peter	\$125,000	1330 S Washington Avenue	MN	56082	SOLD-CO-OP BY MLS MEMBER	7/3/2019
4	\$139,900		22	St. Peter	\$130,400	1203 S 5th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	12/27/2019
5	\$139,900		14	St. Peter	\$133,900	410 W Livermore Street	MN	56082	SOLD-INNER OFFICE	6/28/2019
6	\$142,500		23	St. Peter	\$139,500	1008 S Washington Avenue	MN	56082	SOLD-CO-OP BY MLS MEMBER	9/3/2019
7	\$149,900		16	St. Peter	\$150,000	605 Riverview Road	MN	56082	SOLD-CO-OP BY MLS MEMBER	1/31/2020
8	\$168,900		23	St. Peter	\$155,185	1024 S 5th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/24/2019
9	\$159,900		20	St. Peter	\$159,900	727 Austin Drive	MN	56082	SOLD-INNER OFFICE	1/31/2020
10	\$179,900		24	St. Peter	\$160,000	724 N 8th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/30/2019
11	\$164,700		2	St. Peter	\$164,700	509 W Skaro Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	4/19/2019
12	\$179,900		15	St. Peter	\$169,500	327 W Broadway Avenue	MN	56082	SOLD-INNER OFFICE	2/21/2020
13	\$173,700		22	St. Peter	\$170,000	809 S 3rd Street	MN	56082	SOLD-INNER OFFICE	7/8/2019
14	\$183,750		22	St. Peter	\$176,700	219 W Jackson Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	6/28/2019
15	\$184,900		1	St. Peter	\$180,000	1958 E Welco Drive	MN	56082	SOLD-INNER OFFICE	4/19/2019
16	\$193,500		14	St. Peter	\$180,000	539 Capitol Drive	MN	56082	SOLD-INNER OFFICE	7/12/2019
17	\$199,800		25	St. Peter	\$182,500	520 N 4th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	8/27/2019
18	\$225,000		20	St. Peter	\$185,000	1826 W Welco Drive	MN	56082	SOLD-CO-OP BY MLS MEMBER	8/21/2019
19	\$197,500		27	St. Peter	\$190,000	522 W Skaro Street	MN	56082	SOLD-INNER OFFICE	10/18/2019

Sellers - ST Peter

	Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
20	\$212,900		37	St. Peter	\$190,000	617 N 4th Street	MN	56082	SOLD-INNER OFFICE	1/29/2020
21	\$212,000		24	St. Peter	\$190,500	1220 Church Street	MN	56082	SOLD-INNER OFFICE	2/22/2019
22	\$198,500		1	St. Peter	\$198,500	765 Valley View Road	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/31/2019
23	\$203,900		25	St. Peter	\$200,000	610 Austin Drive	MN	56082	SOLD-CO-OP BY MLS MEMBER	8/22/2019
24	\$217,900		25	St. Peter	\$215,500	503 W St.Paul Street	MN	56082	SOLD-INNER OFFICE	3/15/2019
25	\$224,900		23	St. Peter	\$217,500	1463 Leonard Street	MN	56082	SOLD-INNER OFFICE	4/26/2019
26	\$227,500		18	St. Peter	\$218,000	2061 Pratt Circle	MN	56082	SOLD-INNER OFFICE	5/23/2019
27	\$218,900		24	St. Peter	\$220,000	318 W Chatham Street	MN	56082	SOLD-NON MEMBER	5/31/2019
28	\$227,500		3	St. Peter	\$224,000	916 S 4th Street	MN	56082	SOLD-INNER OFFICE	8/15/2019
29	\$227,500		25	St. Peter	\$227,500	2002 Moore Drive	MN	56082	SOLD-NON MEMBER	5/10/2019
30	\$222,750		25	St. Peter	\$227,500	526 W College Avenue	MN	56082	SOLD-NON MEMBER	7/15/2019
31	\$250,000		23	St. Peter	\$238,000	45994 SHANASKA CREEK Road	MN	56082	SOLD-CO-OP BY MLS MEMBER	3/28/2019
32	\$289,900		25	St. Peter	\$257,500	717 W Nassau Street	MN	56082	SOLD-INNER OFFICE	7/31/2019
33	\$263,800		1	St. Peter	\$263,800	410 N 3rd Street	MN	56082	SOLD-INNER OFFICE	8/26/2019
34	\$289,900		31	St. Peter	\$274,400	712 W Park Row	MN	56082	SOLD-INNER OFFICE	1/15/2020
35	\$289,500		19	St. Peter	\$278,500	1914 Rock Ridge Lane	MN	56082	SOLD-CO-OP BY MLS MEMBER	11/18/2019
36	\$339,900		25	St. Peter	\$293,075	518 Capitol Drive	MN	56082	SOLD-CO-OP BY MLS MEMBER	10/8/2019
37	\$304,250		15	St. Peter	\$298,500	710 Edgerton Street	MN	56082	SOLD-INNER OFFICE	5/6/2019
38	\$329,000		19	St. Peter	\$299,500	1906 Rock Ridge Lane	MN	56082	SOLD-INNER OFFICE	5/31/2019
39	\$358,700		25	St. Peter	\$315,000	39877 County Road 20	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/30/2019
40	\$319,900		19	St. Peter	\$316,950	806 Churchill Court	MN	56082	SOLD-INNER OFFICE	8/2/2019
41	\$317,500		30	St. Peter	\$322,500	40971 County Road 15	MN	56082	SOLD-CO-OP BY MLS MEMBER	10/16/2019
42	\$364,500		20	St. Peter	\$354,400	1524 Williams Court	MN	56082	SOLD-CO-OP BY MLS MEMBER	7/5/2019
43	\$369,900		24	St. Peter	\$369,900	1602 Bonnie Lane	MN	56082	SOLD-INNER OFFICE	4/26/2019

	Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
44	\$380,000		1	St. Peter	\$380,000	1614 Windsor Lane	MN	56082	SOLD-INNER OFFICE	9/10/2019
45	\$380,303		2	St. Peter	\$380,303	1618 Windsor Lane	MN	56082	SOLD-INNER OFFICE	3/5/2019
46	\$387,968		1	St. Peter	\$387,968	1616 Windsor Lane	MN	56082	SOLD-INNER OFFICE	4/10/2019
47	\$389,760		1	St. Peter	\$389,760	1613 Windsor Lane	MN	56082	SOLD-INNER OFFICE	10/16/2019
48	\$424,700		25	St. Peter	\$400,000	359 N Welco Drive	MN	56082	SOLD-INNER OFFICE	8/14/2019
49	\$689,900		29	St. Peter	\$668,900	39859 460th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	11/23/2019

Sellers ST - Peter

5211115 - 211 9-245

**TOTAL HIGH LOW AVG MED**

LISTING COUNT: 61  
 DAYS ON MARKET: 386 0 118 82  
 HIGH \$61,000 AVERAGE \$245,207 MEDIAN \$218,900 TOTAL PRICE \$14,957,629  
 LOW \$56,000  
 SOLD PRICE: \$668,900  
 LIST PRICE: \$668,900  
 SOLD PRICE: \$668,900

Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
\$69,000		17	St. Peter	\$56,000	326 W Jefferson Avenue	MN	56082	SOLD-INNER OFFICE	7/26/2019
\$95,000		27	Mankato	\$82,500	522 E Walnut Street	MN	56001	SOLD-CO-OP BY MLS MEMBER	11/12/2019
\$108,900		15	St. Peter	\$106,900	1323 S Washington Avenue	MN	56082	SOLD-INNER OFFICE	4/30/2019
\$130,000		23	St. Peter	\$125,000	1330 S Washington Avenue	MN	56082	SOLD-CO-OP BY MLS MEMBER	7/3/2019
\$132,900		22	North Mankato	\$128,900	430 Wheeler Avenue	MN	56003	SOLD-CO-OP BY MLS MEMBER	4/5/2019
\$139,900		22	St. Peter	\$130,400	1203 S 5th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	12/27/2019
\$139,900		14	St. Peter	\$133,900	410 W Livermore Street	MN	56082	SOLD-INNER OFFICE	6/28/2019
\$148,777		24	Kasota	\$139,300	301 S Rice Street	MN	56050	SOLD-CO-OP BY MLS MEMBER	8/23/2019
\$142,500		23	St. Peter	\$139,500	1008 S Washington Avenue	MN	56082	SOLD-CO-OP BY MLS MEMBER	9/3/2019
\$149,900		16	St. Peter	\$150,000	605 Riverview Road	MN	56082	SOLD-CO-OP BY MLS MEMBER	1/31/2020
\$168,900		23	St. Peter	\$155,185	1024 S 5th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/24/2019
\$159,900		20	St. Peter	\$159,900	727 Austin Drive	MN	56082	SOLD-INNER OFFICE	1/31/2020
\$179,900		24	St. Peter	\$160,000	724 N 8th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/30/2019
\$164,700		2	St. Peter	\$164,700	509 W Skaro Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	4/19/2019
\$189,900		19	Le Center	\$168,500	436 E Washington Street	MN	56057	SOLD-CO-OP BY MLS MEMBER	6/26/2019
\$179,900		15	St. Peter	\$169,500	327 W Broadway Avenue	MN	56082	SOLD-INNER OFFICE	2/21/2020
\$172,500		30	Mankato	\$169,900	201 E Lewis Street	MN	56001	SOLD-CO-OP BY MLS MEMBER	1/15/2020
\$173,700		22	St. Peter	\$170,000	809 S 3rd Street	MN	56082	SOLD-INNER OFFICE	7/8/2019

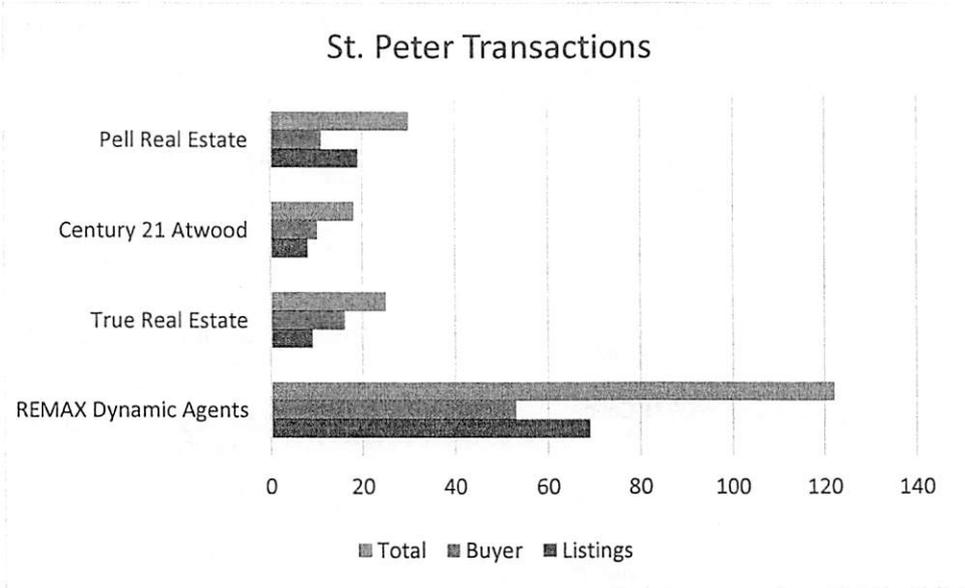
Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
\$183,750		22	St. Peter	\$176,700	219 W Jackson Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	6/28/2019
\$184,900		1	St. Peter	\$180,000	1958 E Welco Drive	MN	56082	SOLD-INNER OFFICE	4/19/2019
\$193,500		14	St. Peter	\$180,000	539 Capitol Drive	MN	56082	SOLD-INNER OFFICE	7/12/2019
\$199,800		25	St. Peter	\$182,500	520 N 4th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	8/27/2019
\$225,000		20	St. Peter	\$185,000	1826 W Welco Drive	MN	56082	SOLD-CO-OP BY MLS MEMBER	8/21/2019
\$197,500		27	St. Peter	\$190,000	522 W Skaro Street	MN	56082	SOLD-INNER OFFICE	10/18/2019
\$212,900		37	St. Peter	\$190,000	617 N 4th Street	MN	56082	SOLD-INNER OFFICE	1/29/2020
\$212,000		24	St. Peter	\$190,500	1220 Church Street	MN	56082	SOLD-INNER OFFICE	2/22/2019
\$207,000		18	Mankato	\$193,000	511 S Broad Street	MN	56001	SOLD-INNER OFFICE	11/15/2019
\$198,500		1	St. Peter	\$198,500	765 Valley View Road	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/31/2019
\$203,900		25	St. Peter	\$200,000	610 Austin Drive	MN	56082	SOLD-CO-OP BY MLS MEMBER	8/22/2019
\$217,900		25	St. Peter	\$215,500	503 W St. Paul Street	MN	56082	SOLD-INNER OFFICE	3/15/2019
\$224,900		23	St. Peter	\$217,500	1463 Leonard Street	MN	56082	SOLD-INNER OFFICE	4/26/2019
\$227,500		18	St. Peter	\$218,000	2061 Pratt Circle	MN	56082	SOLD-INNER OFFICE	5/23/2019
\$218,900		24	St. Peter	\$220,000	318 W Chatham Street	MN	56082	SOLD-NON MEMBER	5/31/2019
\$227,500		3	St. Peter	\$224,000	916 S 4th Street	MN	56082	SOLD-INNER OFFICE	8/15/2019
\$227,500		25	St. Peter	\$227,500	2002 Moore Drive	MN	56082	SOLD-NON MEMBER	5/10/2019
\$222,750		25	St. Peter	\$227,500	526 W College Avenue	MN	56082	SOLD-NON MEMBER	7/15/2019
\$250,000		23	St. Peter	\$238,000	4594 SHANASKA CREEK Road	MN	56082	SOLD-CO-OP BY MLS MEMBER	3/28/2019
\$289,900		25	St. Peter	\$257,500	717 W Nassau Street	MN	56082	SOLD-INNER OFFICE	7/31/2019
\$279,000		25	Kasota	\$261,500	48279 Shanaska Cove Road	MN	56050	SOLD-CO-OP BY MLS MEMBER	5/6/2019
\$263,800		1	St. Peter	\$263,800	410 N 3rd Street	MN	56082	SOLD-INNER OFFICE	8/26/2019
\$271,900		24	Kasota	\$265,000	34881 Arrowood Drive	MN	56050	SOLD-CO-OP BY MLS MEMBER	5/13/2019
\$289,900		31	St. Peter	\$274,400	712 W Park Row	MN	56082	SOLD-INNER OFFICE	1/15/2020

Spec for 5 - all areas

Sellers - all areas

	Original Price	Photo	Picture Count	City	Price	Address	State	Zip	Status	Closing Date
43	\$289,500		19	St. Peter	\$278,500	1914 Rock Ridge Lane	MN	56082	SOLD-CO-OP BY MLS MEMBER	11/18/2019
44	\$339,900		25	St. Peter	\$293,075	518 Capitol Drive	MN	56082	SOLD-CO-OP BY MLS MEMBER	10/8/2019
45	\$304,250		15	St. Peter	\$298,500	710 Edgerton Street	MN	56082	SOLD-INNER OFFICE	5/6/2019
46	\$329,000		19	St. Peter	\$299,500	1906 Rock Ridge Lane	MN	56082	SOLD-INNER OFFICE	5/31/2019
47	\$358,700		25	St. Peter	\$315,000	39877 County Road 20	MN	56082	SOLD-CO-OP BY MLS MEMBER	5/30/2019
48	\$319,900		19	St. Peter	\$316,950	806 Churchill Court	MN	56082	SOLD-INNER OFFICE	8/2/2019
49	\$319,900		21	Kasota	\$317,000	35476 Shakpays Cove Road	MN	56050	SOLD-CO-OP BY MLS MEMBER	8/19/2019
50	\$317,500		30	St. Peter	\$322,500	40971 County Road 15	MN	56082	SOLD-CO-OP BY MLS MEMBER	10/16/2019
51	\$324,900		25	Cleveland	\$325,000	46545 Evergreen Lane	MN	56017	SOLD-INNER OFFICE	8/12/2019
52	\$364,500		20	St. Peter	\$354,400	1524 Williams Court	MN	56082	SOLD-CO-OP BY MLS MEMBER	7/5/2019
53	\$369,900		24	St. Peter	\$369,900	1602 Bonnie Lane	MN	56082	SOLD-INNER OFFICE	4/26/2019
54	\$380,000		1	St. Peter	\$380,000	1614 Windsor Lane	MN	56082	SOLD-INNER OFFICE	9/10/2019
55	\$380,303		2	St. Peter	\$380,303	1618 Windsor Lane	MN	56082	SOLD-INNER OFFICE	3/5/2019
56	\$387,968		1	St. Peter	\$387,968	1616 Windsor Lane	MN	56082	SOLD-INNER OFFICE	4/10/2019
57	\$389,760		1	St. Peter	\$389,760	1613 Windsor Lane	MN	56082	SOLD-INNER OFFICE	10/16/2019
58	\$397,900		25	North Mankato	\$389,900	2218 Willow Lane	MN	56003	SOLD-CO-OP BY MLS MEMBER	5/17/2019
59	\$424,700		25	St. Peter	\$400,000	359 N Welco Drive	MN	56082	SOLD-INNER OFFICE	8/14/2019
60	\$459,900		25	Mankato	\$427,000	1911 Grant Drive	MN	56001	SOLD-CO-OP BY MLS MEMBER	6/6/2019
61	\$689,900		29	St. Peter	\$668,900	39859 460th Street	MN	56082	SOLD-CO-OP BY MLS MEMBER	11/23/2019

Brokerage	Listings	Buyer	Total
REMAX Dynamic Agents	69	53	122
True Real Estate	9	16	25
Century 21 Atwood	8	10	18
Pell Real Estate	19	11	30





**LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL**

This form approved by the Minnesota Association of REALTORS®, which disclaims any liability arising out of use or misuse of this form. © 2019 Minnesota Association of REALTORS®, Edina, MN

1. Date \_\_\_\_\_

2. Page 1 of 7 pages

3. **DEFINITIONS:** This Contract involves the property located at 2000 Essler Drive,

4. City of St. Peter

5. County of Wiccollet, State of Minnesota, Zip Code 56082,

6. legally described as Parcel 19,833,0420 ("Property").

7. Seller is City of St. Peter ("Seller").

8. Broker is RE/MAX Dynamic Agents ("Broker").  
(Real Estate Company Name)

9. This Contract starts on 2-28-2020, and ends at 11:59 p.m. on

10. 12-31-2020. This Contract terminates upon successful closing of the Property(ies) specified

11. in this Contract or expiration or cancellation of this Contract, whichever occurs first.

12. This Contract may only be canceled by written mutual agreement of the parties.

13. **PRICE:** Seller offers the Property for sale for the price of \$ 236,500, upon the following

14. terms: CASH OUT

15. **LISTING:** Seller gives Broker the exclusive right to sell the Property. In exchange, Broker agrees to list and market the Property for sale. Broker may place a "For Sale" sign and a lock box with keys on the Property, unless prohibited by governing authority. Seller understands this Contract DOES NOT give Broker authority to rent or manage the Property. Seller understands Broker may be a member of a Multiple Listing Service ("MLS"), and if Broker is a member of the MLS, and where available, Broker may give information to the MLS concerning the Property. Broker may place information on the Internet concerning the Property, including sold information (except as limited in the following MLS Data Feed Options section). Upon final acceptance of a purchase agreement, Seller allows Broker to withdraw the Property from the market. If Broker sells the Property, Broker may notify the MLS and member REALTORS® of the price and terms of the sale. Seller acknowledges that neither Broker, the MLS, the Minnesota Association of REALTORS®, nor any other broker is insuring Seller or occupant against theft, loss, or vandalism.

25. **MLS DATA FEED OPTIONS:**

26. **EXPLANATIONS AND DEFINITIONS:**

27. "IDX site" means a web site operated by a broker participating in the MLS on which the broker can advertise the listings of other brokers in MLS, subject to certain MLS rules. The consumer visiting an IDX site is not required to register on the site or to have a brokerage relationship with the broker displaying listings on the site.

30. "Virtual office web site" ("VOW") means a web site operated by a broker participating in the MLS that delivers brokerage services to consumers over the world wide web. Visitors to a VOW are required to register on the site (with their name and a real e-mail address) and enter a brokerage relationship with the broker operating the VOW. The broker operating the VOW can then show the visiting customer/client nearly all of the information available to the broker in MLS. The seller(s) of a listing has the right to opt out of certain kinds of data display under the MLS's VOW policy. The MLS imposes various other rules and restrictions on VOWs.

36. For each of the following options, the MLS system automatically defaults to "Yes." Seller's instructions pertaining to the Internet display of the MLS input data for the Property are as follows:



LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL

38. Page 2

39. Property located at 2000 Essler Dr.

40. **Option 1. Listing display on the Internet.** If Seller selects "No," this listing will not be included in MLS data feeds  
41. to Internet web sites that display property listing data, whether intended for advertising the Property or  
42. providing online brokerage services (e.g., VOWs). Brokers participating in MLS can still disclose the listing  
43. to customers/clients via other means, including e-mail, fax, mail, hand delivery, and orally.

44. Shall the Property listing be displayed on the Internet, including sold information?  Yes  No

45. Seller understands and acknowledges that if Seller has selected "No" for Option 1, consumers who  
46. conduct searches for listings on the Internet will not see information about the Property in response to  
47. their searches.

48. If "No" was selected at Option 1, skip Options 2-4. If "Yes" was selected for Option 1, continue to Option 2.

49. **Option 2. Listing address (house and unit numbers and street name) display on the Internet.** If Seller selects  
50. "No," the address of the Property will be hidden on web sites receiving data feeds from MLS that result in  
51. Internet listing display, whether intended for advertising the Property or providing online brokerage services  
52. (e.g., VOWs). Brokers participating in MLS can still disclose the address to customers/clients via other  
53. means, including e-mail, fax, mail, hand delivery, and orally.

54. Shall the listing address (house and unit numbers and street name) be displayed  
55. on the Internet?  Yes  No

56. **Option 3. An automated valuation of the Property listing or a link to an automated valuation of it may be**  
57. **displayed adjacent to the listing.** Some VOWs or IDX sites may provide an automated valuation model  
58. ("AVM") function/service. An AVM uses statistical calculations to estimate the value of a property based  
59. upon data from public records, MLS, and other sources, and incorporating certain assumptions. The  
60. accuracy of AVMs has sometimes been criticized because they do not take into consideration all relevant  
61. factors in valuing a property. Seller, by selecting "No," may prohibit display of an automated valuation of  
62. his or her listing adjacent to the listing.

63. Shall an automatic valuation of the Property listing or a link to an automated  
64. valuation be displayed adjacent to the listing?  Yes  No

65. **Option 4. Comments or reviews of the Property by persons other than the displaying broker may be displayed**  
66. **with or attached as a link to the listing data of the Property.** Some VOWs or IDX sites may provide  
67. functionality that permits the customers/clients using the VOW or IDX site to enter comments or reviews  
68. with the listing or by hyperlink to such comments or reviews. Note that the broker displaying the listing on  
69. his or her VOW or IDX site may add commentary representing his or her professional judgment regarding  
70. the listing's value, etc.

71. Shall comments or reviews of the Property by persons other than the displaying  
72. broker be displayed with or attached as a link to the listing data of the Property?  Yes  No

73. **LISTED FOR LEASE:** The Property  IS  IS NOT currently listed for lease. If IS, the listing broker is  
-----*(Check one.)*-----

74. \_\_\_\_\_ . If IS NOT, Seller  MAY  MAY NOT list the Property for lease during the  
-----*(Check one.)*-----  
75. terms of this Contract with another broker.

76. Nothing in this Contract shall prohibit Broker and Seller from entering into a listing agreement for the lease of this  
77. Property upon terms acceptable to both parties.



LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL

124. Page 4

125. Property located at 2000 Essler Drive

126. In addition, if before this Contract expires Broker presents a buyer who is willing and able to buy the Property at the  
127. price and terms required in this Contract, but Seller refuses to sell, Seller shall still pay Broker the same compensation.  
128. Seller agrees to pay Broker's compensation whether Broker, Seller, or anyone sells the Property. Seller hereby permits  
129. Broker to share part of Broker's compensation with other real estate brokers, including brokers representing only the  
130. buyer. Seller agrees to pay Broker's compensation in full upon the happening of any of the following events:

131. 1. the closing of the sale;  
132. 2. Seller's refusal to close the sale; or  
133. 3. Seller's refusal to sell at the price and terms specified above.

134. If, within 60 days (not to exceed six (6) months) after the expiration of this Contract, Seller sells or agrees to sell  
135. the Property to anyone who:

136. 1. during this Contract made inquiry of Seller about the Property and Seller did not tell Broker about the inquiry;  
137. or  
138. 2. during this Contract made an affirmative showing of interest in the Property by responding to an advertisement,  
139. or by contacting Broker or the licensee involved, or was physically shown the Property by Broker and whose  
140. name and address is on a written list Broker gives to Seller within 72 hours after the expiration of this Contract;  
141. then Seller shall still pay Broker the compensation noted here, even if Seller sells the Property without Broker's  
142. assistance. Seller understands that Seller does not have to pay Broker's compensation if Seller signs another valid  
143. listing contract or facilitator services agreement for this Property after the expiration or cancellation of this Contract,  
144. under which Seller is obligated to compensate another licensed real estate broker.

145. To secure the payment of Broker's compensation, Seller hereby assigns to Broker the gross proceeds from the sale  
146. of the Property in an amount equal to the compensation due to Broker under this Contract.

147. **COMPENSATION DISCLOSURE:** Broker  **SHALL**  **SHALL NOT** offer compensation to cooperating brokers.  
(Check one.)

148. If **SHALL**, the compensation to cooperating brokers shall be as follows:

149.  2 % of the gross sales price or \$ \_\_\_\_\_, whichever is greater, to cooperating  
150. brokers representing buyer.  
151.  2 % of the gross sales price or \$ \_\_\_\_\_, whichever is greater, to cooperating  
152. brokers assisting buyer.

153.  Other: \_\_\_\_\_

154. \_\_\_\_\_

155. **CLOSING SERVICES:**

156. **NOTICE:** THE REAL ESTATE BROKER, LICENSEE REPRESENTING SELLER, OR REAL ESTATE  
157. CLOSING AGENT HAS NOT EXPRESSED AND, UNDER APPLICABLE STATE LAW, MAY NOT EXPRESS  
158. OPINIONS REGARDING THE LEGAL EFFECT OF THE CLOSING DOCUMENTS OR OF THE CLOSING  
159. ITSELF.

160. After a purchase agreement for the Property is signed, arrangements must be made to close the transaction. Seller  
161. understands that no one can require Seller to use a particular person in connection with a real estate closing and that  
162. Seller may arrange for a qualified closing agent or Seller's attorney to conduct the closing.

163. Seller's choice for closing services: (Check one.)

164.  Seller directs Broker to arrange for a qualified closing agent to conduct the closing.  
165.  Seller shall arrange for a qualified closing agent or Seller's attorney to conduct the closing.

166. \_\_\_\_\_ (Seller's Initials) \_\_\_\_\_ (Seller's Initials)

LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL

167. Page 5

168. Property located at 2000 Essler Drive
169. **ADDITIONAL COSTS:** Seller acknowledges that Seller may be required to pay certain closing costs, which may  
170. effectively reduce the proceeds from the sale.
171. Seller understands that mortgage financing services are usually paid for by buyer; however, certain insured government  
172. loans may require Seller to pay a portion of the fees for the mortgage loan. Seller understands that Seller shall not be  
173. required to pay the financing fees on any mortgage without giving Seller's written consent.
174. **FOREIGN INVESTMENT IN REAL PROPERTY TAX ACT ("FIRPTA"):** Section 1445 of the Internal Revenue Code  
175. provides that a transferee ("Buyer") of a United States real property interest must be notified in writing and must withhold  
176. tax from the transferor ("Seller") if the transferor ("Seller") is a foreign person, provided there are no applicable exceptions  
177. from FIRPTA withholding.
178. Seller represents and warrants that Seller  IS  **IS NOT** a foreign person (i.e., a non-resident alien individual,  
---(Check one.)---  
179. foreign corporation, foreign partnership, foreign trust, or foreign estate) for purposes of income taxation.
180. Due to the complexity and potential risks of failing to comply with FIRPTA, Seller should seek appropriate legal and  
181. tax advice regarding FIRPTA compliance, as Broker will be unable to confirm whether Seller is a foreign person  
182. or whether the withholding requirements of FIRPTA apply.
183. **WARRANTY:** There are warranty programs available for some properties which warrant the performance of certain  
184. components of a property, which warranty programs Seller may wish to investigate prior to the sale of the Property.

185. **AGENCY REPRESENTATION:** If a buyer represented by Broker wishes to buy the Seller's Property, a dual  
186. agency will be created. This means that Broker will represent both the Seller and the buyer, and owe the same  
187. duties to the buyer that Broker owes to the Seller. This conflict of interest will prohibit Broker from advocating exclusively  
188. on the Seller's behalf. Dual agency will limit the level of representation Broker can provide. If a dual agency should arise,  
189. the Seller will need to agree that confidential information about price, terms, and motivation will still be kept  
190. confidential unless the Seller instructs Broker in writing to disclose specific information about the Seller. All other  
191. information will be shared. Broker cannot act as a dual agent unless both the Seller and the buyer agree to it. By  
192. agreeing to a possible dual agency, the Seller will be giving up the right to exclusive representation in an in-house  
193. transaction. However, if the Seller should decide not to agree to a possible dual agency, and the Seller wants Broker  
194. to represent the Seller, the Seller may give up the opportunity to sell the Property to buyers represented by Broker.

195. Seller's Instructions to Broker:

196. Having read and understood this information about dual agency, Seller now instructs Broker as follows:  
197.  Seller will agree to a dual agency representation and will consider offers made by buyers represented by  
198. Broker.  
199.  Seller will not agree to a dual agency representation and will not consider offers made by buyers represented  
200. by Broker.

201. Real Estate Company Name: Re/Max Dynamic Agents

202. Seller: \_\_\_\_\_

203. By: Judy Conroy Seller: \_\_\_\_\_  
(Licensee)

204. Date: \_\_\_\_\_

**LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL**

205. Page 6

206. Property located at 2000 Essler Drive.
207. **OTHER POTENTIAL SELLERS:** Seller understands that Broker may list other properties during the term of this  
208. Contract. Seller consents to Broker representing or assisting such other potential sellers before, during, and after the  
209. expiration of this Contract.
210. **PREVIOUS AGENCY RELATIONSHIPS:** Broker, or licensee representing Seller, may have had a previous agency  
211. relationship with a potential buyer of Seller's Property. Seller acknowledges that Seller's Broker, or licensee representing  
212. Seller, is legally required to keep information regarding the ultimate price and terms the buyer would accept and the  
213. motivation for buying confidential, if known.
214. **TERMINATION OF FIDUCIARY DUTIES:** Broker's fiduciary duties, except the duty of confidentiality, terminate upon the  
215. successful closing of the Property(ies) specified in this Contract or expiration or cancellation of this Contract, whichever  
216. occurs first.
217. **INDEMNIFICATION:** Broker will rely on the accuracy of the information Seller provides to Broker. Seller agrees  
218. to indemnify and hold harmless Broker from and against any and all claims, liability, damage, or loss arising from any  
219. misrepresentation, misstatement, omission of fact, or breach of a promise by Seller. Seller agrees to indemnify and hold  
220. harmless Broker from any and all claims or liability related to damage or loss to the Property or its contents, or any  
221. injury to persons in connection with the marketing of the Property. Indemnification by Seller shall not apply if the damage,  
222. loss, or injury is the result of the gross negligence or willful misconduct of the Broker.
223. **FAIR HOUSING NOTICE:** Seller understands that Seller shall not refuse to sell or discriminate in the terms, conditions,  
224. or privileges of sale, to any person due to his/her race, color, creed, religion, national origin, sex, marital status, status  
225. with regard to public assistance, handicap (whether physical or mental), sexual orientation, or family status. Seller  
226. understands further that local ordinances may include other protected classes.
227. **ADDITIONAL NOTICES AND TERMS:** As of this date Seller has not received notices from any municipality,  
228. government agency, or unit owners' association about the Property that Seller has not informed Broker about in writing.  
229. Seller agrees to promptly inform Broker, in writing, of any notices of such type that Seller receives during the term of  
230. this Contract.
231. This shall serve as Seller's written notice granting Broker permission to obtain mortgage information (e.g., mortgage  
232. balance, interest rate, payoff, and/or assumption figures) regarding any existing financing on the Property. A copy of  
233. this document shall be as valid as the original.
234. **ENTIRE AGREEMENT:** This Contract and any addenda or amendments signed by the parties shall constitute the  
235. entire agreement between Seller and Broker. Any other written or oral communication between Seller and Broker,  
236. including, but not limited to, e-mails, text messages, or other electronic communications are not part of this Contract.  
237. This Contract can be modified or canceled only in writing signed by Seller and Broker or by operation of law. All monetary  
238. sums are deemed to be United States currency for purposes of this Contract.
239. **ELECTRONIC SIGNATURES:** The parties agree the electronic signature of any party on any document related to this  
240. transaction constitute valid, binding signatures.
241. **CONSENT FOR COMMUNICATION:** Seller authorizes Broker and its representatives to contact Seller by mail, phone,  
242. fax, e-mail, or other means of communication during the term of this Contract and anytime thereafter.

MN:LC:ERS-6 (8/19)

LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL

243. Page 7

244. Property located at 2000 Essler Drive

245. OTHER: \_\_\_\_\_

246. \_\_\_\_\_

247. \_\_\_\_\_

248. \_\_\_\_\_

249. BROKER

SELLER

250. ACCEPTED BY: Kenny Dynamic Agents  
(Real Estate Company Name)

ACCEPTED BY: \_\_\_\_\_  
(Seller's Signature)

251. By: [Signature]  
(Licensee's Signature)

\_\_\_\_\_  
(Seller's Printed Name)

252. \_\_\_\_\_  
(Licensee's Printed Name)

\_\_\_\_\_  
(Date)

253. \_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Address)

254. \_\_\_\_\_  
(Address)

\_\_\_\_\_  
(City/State/Zip)

255. \_\_\_\_\_  
(City/State/Zip)

\_\_\_\_\_  
(Phone)

256. \_\_\_\_\_  
(Phone)

\_\_\_\_\_  
(E-Mail Address)

257. \_\_\_\_\_  
(E-Mail Address)

SELLER

258. \_\_\_\_\_

ACCEPTED BY: \_\_\_\_\_  
(Seller's Signature)

259. \_\_\_\_\_

\_\_\_\_\_  
(Seller's Printed Name)

260. \_\_\_\_\_

\_\_\_\_\_  
(Date)

261. \_\_\_\_\_

\_\_\_\_\_  
(Address)

262. \_\_\_\_\_

\_\_\_\_\_  
(City/State/Zip)

263. \_\_\_\_\_

\_\_\_\_\_  
(Phone)

264. \_\_\_\_\_

\_\_\_\_\_  
(E-Mail Address)

265. \_\_\_\_\_

266. THIS IS A LEGALLY BINDING CONTRACT BETWEEN SELLER AND BROKER.  
267. IF YOU DESIRE LEGAL OR TAX ADVICE, CONSULT AN APPROPRIATE PROFESSIONAL.



**LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL**

This form approved by the Minnesota Association of REALTORS®, which disclaims any liability arising out of use or misuse of this form. © 2019 Minnesota Association of REALTORS®, Edina, MN

1. Date \_\_\_\_\_

2. Page 1 of 7 pages

3. **DEFINITIONS:** This Contract involves the property located at 2101 Lunden Street,

4. City of St. Peter,

5. County of Dicklet, State of Minnesota, Zip Code 56082,

6. legally described as Parcel 19,833,0180 ("Property").

7. Seller is City of St. Peter ("Seller").

8. Broker is Remax Dynamic Agents ("Broker").  
(Real Estate Company Name)

9. This Contract starts on 2-28-2020, and ends at 11:59 p.m. on

10. 12-31-2020. This Contract terminates upon successful closing of the Property(ies) specified

11. in this Contract or expiration or cancellation of this Contract, whichever occurs first.

12. This Contract may only be canceled by written mutual agreement of the parties.

13. **PRICE:** Seller offers the Property for sale for the price of \$ 228,000, upon the following

14. terms: CASH OUT.

15. **LISTING:** Seller gives Broker the exclusive right to sell the Property. In exchange, Broker agrees to list and market  
16. the Property for sale. Broker may place a "For Sale" sign and a lock box with keys on the Property, unless prohibited by  
17. governing authority. Seller understands this Contract DOES NOT give Broker authority to rent or manage the Property.  
18. Seller understands Broker may be a member of a Multiple Listing Service ("MLS"), and if Broker is a member of the MLS,  
19. and where available, Broker may give information to the MLS concerning the Property. Broker may place information  
20. on the Internet concerning the Property, including sold information (except as limited in the following MLS Data Feed  
21. Options section). Upon final acceptance of a purchase agreement, Seller allows Broker to withdraw the Property from  
22. the market. If Broker sells the Property, Broker may notify the MLS and member REALTORS® of the price and terms  
23. of the sale. Seller acknowledges that neither Broker, the MLS, the Minnesota Association of REALTORS®, nor any  
24. other broker is insuring Seller or occupant against theft, loss, or vandalism.

25. **MLS DATA FEED OPTIONS:**

26. **EXPLANATIONS AND DEFINITIONS:**

27. "IDX site" means a web site operated by a broker participating in the MLS on which the broker can advertise the  
28. listings of other brokers in MLS, subject to certain MLS rules. The consumer visiting an IDX site is not required to  
29. register on the site or to have a brokerage relationship with the broker displaying listings on the site.

30. "Virtual office web site" ("VOW") means a web site operated by a broker participating in the MLS that delivers  
31. brokerage services to consumers over the world wide web. Visitors to a VOW are required to register on the site (with  
32. their name and a real e-mail address) and enter a brokerage relationship with the broker operating the VOW. The  
33. broker operating the VOW can then show the visiting customer/client nearly all of the information available to the broker  
34. in MLS. The seller(s) of a listing has the right to opt out of certain kinds of data display under the MLS's VOW policy.  
35. The MLS imposes various other rules and restrictions on VOWs.

36. For each of the following options, the MLS system automatically defaults to "Yes." Seller's instructions pertaining to the  
37. Internet display of the MLS input data for the Property are as follows:





LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL

124. Page 4

125. Property located at 2101 Lunden St

126. In addition, if before this Contract expires Broker presents a buyer who is willing and able to buy the Property at the price and terms required in this Contract, but Seller refuses to sell, Seller shall still pay Broker the same compensation.  
127. Seller agrees to pay Broker's compensation whether Broker, Seller, or anyone sells the Property. Seller hereby permits  
128. Broker to share part of Broker's compensation with other real estate brokers, including brokers representing only the  
129. buyer. Seller agrees to pay Broker's compensation in full upon the happening of any of the following events:

131. 1. the closing of the sale;  
132. 2. Seller's refusal to close the sale; or  
133. 3. Seller's refusal to sell at the price and terms specified above.

134. If, within 60 days (not to exceed six (6) months) after the expiration of this Contract, Seller sells or agrees to sell  
135. the Property to anyone who:

136. 1. during this Contract made inquiry of Seller about the Property and Seller did not tell Broker about the inquiry;  
137. or  
138. 2. during this Contract made an affirmative showing of interest in the Property by responding to an advertisement,  
139. or by contacting Broker or the licensee involved, or was physically shown the Property by Broker and whose  
140. name and address is on a written list Broker gives to Seller within 72 hours after the expiration of this Contract;  
141. then Seller shall still pay Broker the compensation noted here, even if Seller sells the Property without Broker's  
142. assistance. Seller understands that Seller does not have to pay Broker's compensation if Seller signs another valid  
143. listing contract or facilitator services agreement for this Property after the expiration or cancellation of this Contract,  
144. under which Seller is obligated to compensate another licensed real estate broker.

145. To secure the payment of Broker's compensation, Seller hereby assigns to Broker the gross proceeds from the sale  
146. of the Property in an amount equal to the compensation due to Broker under this Contract.

147. **COMPENSATION DISCLOSURE:** Broker  **SHALL**  **SHALL NOT** offer compensation to cooperating brokers.  
(Check one.)

148. If **SHALL**, the compensation to cooperating brokers shall be as follows:

149.  2 % of the gross sales price or \$ \_\_\_\_\_, whichever is greater, to cooperating  
150. brokers representing buyer.

151.  2 % of the gross sales price or \$ \_\_\_\_\_, whichever is greater, to cooperating  
152. brokers assisting buyer.

153.  Other: \_\_\_\_\_

154. \_\_\_\_\_

155. **CLOSING SERVICES:**

156. **NOTICE:** THE REAL ESTATE BROKER, LICENSEE REPRESENTING SELLER, OR REAL ESTATE  
157. CLOSING AGENT HAS NOT EXPRESSED AND, UNDER APPLICABLE STATE LAW, MAY NOT EXPRESS  
158. OPINIONS REGARDING THE LEGAL EFFECT OF THE CLOSING DOCUMENTS OR OF THE CLOSING  
159. ITSELF.

160. After a purchase agreement for the Property is signed, arrangements must be made to close the transaction. Seller  
161. understands that no one can require Seller to use a particular person in connection with a real estate closing and that  
162. Seller may arrange for a qualified closing agent or Seller's attorney to conduct the closing.

163. Seller's choice for closing services: (Check one.)

164.  Seller directs Broker to arrange for a qualified closing agent to conduct the closing.

165.  Seller shall arrange for a qualified closing agent or Seller's attorney to conduct the closing.

166. \_\_\_\_\_ (Seller's Initials) \_\_\_\_\_ (Seller's Initials)

LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL

167. Page 5

168. Property located at 2101 Lunden St.
169. **ADDITIONAL COSTS:** Seller acknowledges that Seller may be required to pay certain closing costs, which may  
170. effectively reduce the proceeds from the sale.
171. Seller understands that mortgage financing services are usually paid for by buyer; however, certain insured government  
172. loans may require Seller to pay a portion of the fees for the mortgage loan. Seller understands that Seller shall not be  
173. required to pay the financing fees on any mortgage without giving Seller's written consent.
174. **FOREIGN INVESTMENT IN REAL PROPERTY TAX ACT ("FIRPTA"):** Section 1445 of the Internal Revenue Code  
175. provides that a transferee ("Buyer") of a United States real property interest must be notified in writing and must withhold  
176. tax from the transferor ("Seller") if the transferor ("Seller") is a foreign person, provided there are no applicable exceptions  
177. from FIRPTA withholding.
178. Seller represents and warrants that Seller  IS  IS NOT a foreign person (i.e., a non-resident alien individual,  
---(Check one.)---  
179. foreign corporation, foreign partnership, foreign trust, or foreign estate) for purposes of income taxation.
180. Due to the complexity and potential risks of failing to comply with FIRPTA, Seller should seek appropriate legal and  
181. tax advice regarding FIRPTA compliance, as Broker will be unable to confirm whether Seller is a foreign person  
182. or whether the withholding requirements of FIRPTA apply.
183. **WARRANTY:** There are warranty programs available for some properties which warrant the performance of certain  
184. components of a property, which warranty programs Seller may wish to investigate prior to the sale of the Property.

185. **AGENCY REPRESENTATION:** If a buyer represented by Broker wishes to buy the Seller's Property, a dual  
186. agency will be created. This means that Broker will represent both the Seller and the buyer, and owe the same  
187. duties to the buyer that Broker owes to the Seller. This conflict of interest will prohibit Broker from advocating exclusively  
188. on the Seller's behalf. Dual agency will limit the level of representation Broker can provide. If a dual agency should arise,  
189. the Seller will need to agree that confidential information about price, terms, and motivation will still be kept  
190. confidential unless the Seller instructs Broker in writing to disclose specific information about the Seller. All other  
191. information will be shared. Broker cannot act as a dual agent unless both the Seller and the buyer agree to it. By  
192. agreeing to a possible dual agency, the Seller will be giving up the right to exclusive representation in an in-house  
193. transaction. However, if the Seller should decide not to agree to a possible dual agency, and the Seller wants Broker  
194. to represent the Seller, the Seller may give up the opportunity to sell the Property to buyers represented by Broker.

195. **Seller's Instructions to Broker:**

196. Having read and understood this information about dual agency, Seller now instructs Broker as follows:

197.  Seller will agree to a dual agency representation and will consider offers made by buyers represented by  
198. Broker.  
199.  Seller will not agree to a dual agency representation and will not consider offers made by buyers represented  
200. by Broker.

201. Real Estate Company Name: Remax Dynamic Agents

202. Seller: \_\_\_\_\_

203. By: [Signature] Seller: \_\_\_\_\_  
(Licensee)

204. Date: \_\_\_\_\_

**LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL**

205. Page 6

206. Property located at 2101 Lunden St

207. **OTHER POTENTIAL SELLERS:** Seller understands that Broker may list other properties during the term of this  
208. Contract. Seller consents to Broker representing or assisting such other potential sellers before, during, and after the  
209. expiration of this Contract.

210. **PREVIOUS AGENCY RELATIONSHIPS:** Broker, or licensee representing Seller, may have had a previous agency  
211. relationship with a potential buyer of Seller's Property. Seller acknowledges that Seller's Broker, or licensee representing  
212. Seller, is legally required to keep information regarding the ultimate price and terms the buyer would accept and the  
213. motivation for buying confidential, if known.

214. **TERMINATION OF FIDUCIARY DUTIES:** Broker's fiduciary duties, except the duty of confidentiality, terminate upon the  
215. successful closing of the Property(ies) specified in this Contract or expiration or cancellation of this Contract, whichever  
216. occurs first.

217. **INDEMNIFICATION:** Broker will rely on the accuracy of the information Seller provides to Broker. Seller agrees  
218. to indemnify and hold harmless Broker from and against any and all claims, liability, damage, or loss arising from any  
219. misrepresentation, misstatement, omission of fact, or breach of a promise by Seller. Seller agrees to indemnify and hold  
220. harmless Broker from any and all claims or liability related to damage or loss to the Property or its contents, or any  
221. injury to persons in connection with the marketing of the Property. Indemnification by Seller shall not apply if the damage,  
222. loss, or injury is the result of the gross negligence or willful misconduct of the Broker.

223. **FAIR HOUSING NOTICE:** Seller understands that Seller shall not refuse to sell or discriminate in the terms, conditions,  
224. or privileges of sale, to any person due to his/her race, color, creed, religion, national origin, sex, marital status, status  
225. with regard to public assistance, handicap (whether physical or mental), sexual orientation, or family status. Seller  
226. understands further that local ordinances may include other protected classes.

227. **ADDITIONAL NOTICES AND TERMS:** As of this date Seller has not received notices from any municipality,  
228. government agency, or unit owners' association about the Property that Seller has not informed Broker about in writing.  
229. Seller agrees to promptly inform Broker, in writing, of any notices of such type that Seller receives during the term of  
230. this Contract.

231. This shall serve as Seller's written notice granting Broker permission to obtain mortgage information (e.g., mortgage  
232. balance, interest rate, payoff, and/or assumption figures) regarding any existing financing on the Property. A copy of  
233. this document shall be as valid as the original.

234. **ENTIRE AGREEMENT:** This Contract and any addenda or amendments signed by the parties shall constitute the  
235. entire agreement between Seller and Broker. Any other written or oral communication between Seller and Broker,  
236. including, but not limited to, e-mails, text messages, or other electronic communications are not part of this Contract.  
237. This Contract can be modified or canceled only in writing signed by Seller and Broker or by operation of law. All monetary  
238. sums are deemed to be United States currency for purposes of this Contract.

239. **ELECTRONIC SIGNATURES:** The parties agree the electronic signature of any party on any document related to this  
240. transaction constitute valid, binding signatures.

241. **CONSENT FOR COMMUNICATION:** Seller authorizes Broker and its representatives to contact Seller by mail, phone,  
242. fax, e-mail, or other means of communication during the term of this Contract and anytime thereafter.

MN:LC:ERS-6 (8/19)

LISTING CONTRACT:  
EXCLUSIVE RIGHT TO SELL

243. Page 7

244. Property located at 2101 Lunden St

245. OTHER: \_\_\_\_\_

246. \_\_\_\_\_

247. \_\_\_\_\_

248. \_\_\_\_\_

249. BROKER

250. ACCEPTED BY: Remax Dynamic Agents  
(Real Estate Company Name)

251. By: Judy Conroy  
(Licensee's Signature)

252. Judy Conroy  
(Licensee's Printed Name)

253. \_\_\_\_\_  
(Date)

254. \_\_\_\_\_  
(Address)

255. \_\_\_\_\_  
(City/State/Zip)

256. \_\_\_\_\_  
(Phone)

257. \_\_\_\_\_  
(E-Mail Address)

SELLER

ACCEPTED BY: \_\_\_\_\_  
(Seller's Signature)

\_\_\_\_\_  
(Seller's Printed Name)

\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Address)

\_\_\_\_\_  
(City/State/Zip)

\_\_\_\_\_  
(Phone)

\_\_\_\_\_  
(E-Mail Address)

SELLER

ACCEPTED BY: \_\_\_\_\_  
(Seller's Signature)

\_\_\_\_\_  
(Seller's Printed Name)

\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Address)

\_\_\_\_\_  
(City/State/Zip)

\_\_\_\_\_  
(Phone)

\_\_\_\_\_  
(E-Mail Address)

266. THIS IS A LEGALLY BINDING CONTRACT BETWEEN SELLER AND BROKER.  
267. IF YOU DESIRE LEGAL OR TAX ADVICE, CONSULT AN APPROPRIATE PROFESSIONAL.



**CITY OF SAINT PETER  
ECONOMIC DEVELOPMENT AUTHORITY  
RESOLUTION NO. 2020 –**

**STATE OF MINNESOTA)  
COUNTY OF NICOLLET)  
CITY OF SAINT PETER)**

**RESOLUTION ENTERING INTO A REAL ESTATE LISTING AGREEMENT WITH JUDY  
CONROY OF RE/MAX DYNAMIC AGENTS FOR THE SALE OF THE TWO REMAINING  
ECONOMIC DEVELOPMENT AUTHORITY SPECULATIVE HOMES IN TRAVERSE GREEN  
SUBDIVISION**

WHEREAS, the City has pursued the development of Traverse Green Subdivision; and

WHEREAS, the Saint Peter Economic Development Authority (EDA) has completed the construction of speculative homes in Traverse Green Subdivision which have been marketed for sale; and

WHEREAS, the EDA has sought to sell the speculative homes in the absence of a listing agreement with a local real estate agency; and

WHEREAS, the sale of homes has been slower than anticipated or desired; and

WHEREAS, to assist with the future marketing, showing and sale of speculative homes, the EDA has determined that it would be preferable to list the homes for sale with an area realtor; and

WHEREAS, the EDA has solicited proposals from local real estate agencies for assistance in the marketing and sale of the two speculative homes; and

WHEREAS, Judy Conroy of RE/MAX Dynamic Agents has responded to the solicitation to provide for the real estate listing at a four (4%) percent commission; and

WHEREAS, a listing with Judy Conroy would provide the desired access to the Multiple Listing Service of Southern Minnesota; and

WHEREAS, the Economic Development Authority has considered the offer from Judy Conroy of RE/MAX Dynamic Agents at their February, 2020 meeting.

NOW THEREFORE, BE IT RESOLVED BY THE ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF SAINT PETER, NICOLLET COUNTY, MINNESOTA that:

1. The Economic Development Authority accepts the real estate listing with Judy Conroy of RE/MAX Dynamic Agents for the sale of the two remaining EDA speculative homes in Traverse Green Subdivision at a four (4%) percent commission.

Adopted by the Economic Development Authority of the City of Saint Peter, Nicollet County, Minnesota this the 24<sup>th</sup> day of February, 2020.

ATTEST:

---

James Dunn  
President

---

Rosten Wille  
Community Development Director

REVOLVING LOAN REPORT		2/3/2020					
		ORIGIANAL	ORIGINATION	CURRENT	12/31/2019	MONTH-YEAR	
<u>BORROWER</u>		<u>BORROWER</u>	<u>DATE</u>	<u>BALANCE</u>	<u>BALANCE</u>	<u>BALLOON DUE</u>	
Chippewa B	Last pmt 1/10/2020	\$ 100,000.00	7/1/2007	\$ 2,675.29	\$ 40,676.41	Dec-20	240 Fund
Chippewa A	Last pmt 1/10/2020	\$ 100,000.00	12/1/2006	\$ -	\$ 2,579.55	Dec-20	
Azure Skye/Bertram		\$ 16,003.00	1/1/2019	\$ 14,135.96	\$ 14,402.68	Dec-28	
David Bushaw		\$ 20,000.00	12/1/2016	\$ 13,499.87	\$ 13,833.21	Nov-26	
Building Good Communities LLC		\$ 39,834.00	10/1/2017	\$ 36,498.04	\$ 36,731.61	Aug-22	
Flame Bar/Mike Hobday		\$ 25,000.00	11/1/2019	\$ 24,166.68	\$ 24,583.34	Oct-27	
Hey Diddle Diddle		\$ 42,400.00	5/1/2016	\$ 10,530.40	\$ 12,004.26	Apr-21	
Kaduce Properties		\$ 16,831.00	9/1/2017	\$ 12,623.20	\$ 14,586.84	Aug-27	230 Fund
Mayer - Chabeans		\$ 25,000.00	7/1/2016	\$ 16,458.47	\$ 19,375.09	Jun-26	
River Rock Bakery & Kitchen		\$ 40,000.00	4/1/2016	\$ 25,825.78	\$ 30,254.89	Feb-21	
JAEL Properties		\$ 65,008.00	8/1/2014	\$ 50,585.05	\$ 51,051.44	Jul-24	
K&C/ Stelter		\$ 25,000.00	1/1/2020	\$ 24,583.34	\$ -	Dec-29	
Kottke/Spring Touch Real Estate Holdings		\$ 500,000.00	9/1/2015	\$ 412,066.22	\$ 415,538.84	Aug-20	
Rachel More/The Pulse		\$ 20,356.75	2/1/2013	\$ 2,821.47	\$ 3,282.66	Feb-20	240 Fund
St. Peter Food Coop		\$ 350,000.00	4/1/2011	\$ 220,789.81	\$ 223,557.66	Dec-20	
Tanis Brothers		\$ 59,012.00	9/1/2014	\$ 46,131.14	\$ 46,553.46	Aug-24	
IHN III/E.I. Micro Circuit / Check due Apr & Oct 1st		\$ 365,211.20	4/1/2005	\$ -	\$ 24,347.44	paid	240 Fund
Total Entertainment/Tramp		\$ 6,000.00	2/1/2010	\$ -	\$ 900.00	OPEN	240 fund
Traverse des Sioux Enterprises/Check due Feb & Aug 1st		\$ 416,673.18	8/1/2009	\$ 111,112.76	\$ 152,780.09	Jan-24	230 Fund
PJ's Pizza		\$ 5,629.47	2/1/2010	\$ 5,629.47	\$ 5,629.47	JUDGEMENT	
		\$ 2,237,958.60		\$ 1,030,132.95	\$ 1,132,668.94		
			Loan 230	Loan 240	Loan 250		
<b>LOAN FUND BALANCES</b> (report from Brenda)		\$ 2,001,644.45	\$ 588,655.51	\$ 1,262,526.51	\$ 150,462.43		
<b>LOANS OUTSTANDING</b>		\$ 1,030,132.95					
		\$3,031,777.40					