

# TOP AGENT MAGAZINE

## SHELLY RAE LINNELL

Top Agent Shelly Rae Linnell is a true real estate renaissance woman. Whether she's selling existing properties through Lakeville, Minnesota's Coldwell Banker Burnet or selling or designing new construction through her award-winning company, Your Home By Design, Shelly brings to the table a breadth of experience and a truly personable approach. A consummate professional who has endeared herself to her many grateful buyers and sellers, Shelly has truly earned her Top Agent status.



perfect home, whether it's existing or new construction, or remodeling...our business does all three."

Shelly works with a highly-dedicated team of professionals that includes her Office Manager Jodi Savasten, who has worked by Shelly's side for 8 years, and her Broker/Manager, Richard Tucker. An additional work force of talented subcontractors allows Shelly to service a wide swath of territory from Shoreview to Wayzata to Inver Grove Heights to Lakeville, no place is too far. Ninety percent of Shelly's business is

Shelly's career in real estate had its genesis back in 1997 when she was planning on returning to school to obtain a Master's degree in Psychology. "I was looking for a way to support myself," she explains, "and a girlfriend of mine who worked in new construction said that I could have her back-up listings. I had already bought and sold my own real estate, and it sounded like a great idea, so I got my license." Shelly's first year was spent sitting in a model home, educating herself on all aspects of new construction, particularly design (many of Shelly's design inspirations come from her travels with family and friends, both here and abroad). "That's what led me into just really loving new construction and representing builders," she enthuses. "And then of course, my passion is putting people together with that

based on repeat and referred clients, a truly impressive statistic by any measure. When asked what might account for that client loyalty, Shelly points squarely at the results she is able to achieve for her clients. "I think we're able to deliver that 'wow' factor," she explains. "I don't think they expect just how beautiful the end product is going to be... whether it's listing, buying or remodeling, they are just happy. It's also my personal touch - treating my clients as friends and family."

Presenting her listings in their best light possible is mandatory for Shelly, and to that end she stages every property from top to bottom. "We come in with our subcontractors and we'll do new lighting, new painting,







new carpet, new art on the walls and furniture placement,” she explains. Excellence is the standard for every property she represents or remodels, and the client satisfaction this generates is immeasurable. The reviews Shelly has received on Houzz, Zillow and many more websites, illustrate how grateful her clients are for her services. *“Shelly helped us negotiate an extensive house remodeling and home sale. The home sold in just a few days due to her advice on updates and her skillful staging. Our home is beautiful and functional due in large*

*part to Shelly’s ideas and design. We had a great experience working with her,”* reads just one of many glowing testimonials.

Shelly’s personal and professional goals are one and the same: to be your trusted partner, providing you with the highest level of enthusiasm and experience, from start to finish. She will find and make a home of which your family will be proud, and build a lasting relationship that you can depend on for generations to come!



For more information about Shelly Rae Linnell,  
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