

Justin Tolle

Tolle Real Estate Group · Licensed Minnesota Realtor Since 2005

PHONE 612.532.1298 EMAIL justin@tollrealestategroup.com

Your advocate from search
to keys in hand.

BUYERS NEGOTIATED BELOW
ASKING PRICE

10 of 17

More than half of Justin's buyers paid
less than list price — in a market that
often favors sellers.

BEST SINGLE NEGOTIATION
RESULT

\$44K saved

Baxter lake home closed at **92.4% of
list price** — nearly \$45,000 under
asking through skilled negotiation.

AVG PURCHASE PRICE VS.
LIST

98.8%

Across **17 buyer transactions** and
\$9.9M in volume — consistently under
market ask.

10/17

NEGOTIATED BELOW ASKING

98.8%

AVG PURCHASE RATIO

\$9.9M

BUYER-SIDE VOLUME

92.4%

BEST NEGOTIATION RESULT

33

5-STAR GOOGLE REVIEWS

HOW JUSTIN REPRESENTS BUYERS

STEP 01

Needs & strategy

Deep dive into your goals,
timeline, and budget — then a
clear game plan before we ever
walk through a door.

STEP 02

Market intelligence

Hyper-local data, off-market
awareness, and honest counsel
— including advising against a
purchase when it's not right.

STEP 03

Offer & negotiation

Structured offers that win
competitively when needed
and protect your wallet when
leverage exists — 10 of 17
closed below ask.

STEP 04

Close with confidence

Inspection strategy,
contingency management, and
full transaction coordination
through closing day.

RECENT BUYER RESULTS

PROPERTY	LIST PRICE	PURCHASE PRICE	DOM	RATIO	RESULT
1286 Castle Ct, Golden Valley	\$515,000	\$500,000	7	97.09%	BELOW ASKING
15995 County Rd 109, Merrifield	\$750,000	\$750,000	6	100.00%	AT ASKING
13415 44th Circle NE, Saint Michael	\$280,000	\$266,000	12	95.00%	BELOW ASKING
14145 74th Pl N, Maple Grove	\$515,000	\$546,000	6	104.08%	COMPETITIVE WIN
18255 104th Circle N, Maple Grove	\$1,018,509	\$1,018,509	0	100.00%	NEW CONSTRUCTION
305 Glenmoor Ln, Long Lake	\$585,000	\$600,000	1	102.56%	COMPETITIVE WIN
11720 71st St NE, Otsego	\$430,000	\$424,000	7	98.60%	BELOW ASKING
7312 Xene Ln N, Maple Grove	\$949,900	\$921,000	13	96.96%	BELOW ASKING
14949 Lynndale Ln, Baxter	\$589,900	\$545,000	7	92.39%	BELOW ASKING
41181 Co Rd 242, Cohasset	\$207,900	\$207,900	43	100.00%	AT ASKING
19220 81st Pl N, Maple Grove	\$535,000	\$535,000	1	100.00%	AT ASKING
15112 Zinran Ct, Savage	\$850,000	\$840,000	5	98.82%	BELOW ASKING

WHY BUYERS CHOOSE JUSTIN

Honest counsel over hype

Justin has a track record of
advising buyers away from the
wrong home. He'd rather lose a
deal than set a client up to regret
it.

Negotiation discipline

10 of 17 buyers paid below
asking. That's not luck — it's
knowing when to press and how
to structure an offer that wins on
your terms.

Wins when it matters

Competitive situations? Justin
secured two homes at 102-104%
of list. He knows how to win
without overpaying.

Full-service through close

Inspection negotiation,
contingency strategy, builder
walkthroughs, financing
coordination — Justin manages
every detail.

"We felt like Justin was truly on our side every step of the way. He helped us see past the excitement and make a smart decision we're still grateful for."

— Past buyer client, Twin Cities · 5-star Google review (one of 33)

Justin's data: all buyer-side closed transactions Jan 2025-June 2026. Includes residential and land transactions across the Twin Cities and Brainerd Lakes markets.

Tolle Real Estate Group

Brokered by Keller Williams Classic Realty NW

Justin Tolle | MN License #20291742
612.532.1298 · justin@tollrealestategroup.com
Twin Cities & Brainerd Lakes