



Beth Wentzlaff, Broker  
REALTOR®  
Cell (218) 590-7570  
[beth@cmrasells.com](mailto:beth@cmrasells.com)  
Licensed MN & WI



Kathy Hayes  
REALTOR®  
Cell (218) 310-1479  
[kathy@cmrasells.com](mailto:kathy@cmrasells.com)



Gayle Ankarlo  
REALTOR®  
Cell (218) 590-3219  
[gayle@cmrasells.com](mailto:gayle@cmrasells.com)

## Our Statement of Purpose:

CMRA was founded on the principals of honesty, integrity and service.

Our pledge is to assist you, our client, in the buying, selling and leasing of residential and commercial real estate or business entity and to serve with diligence and professionalism.

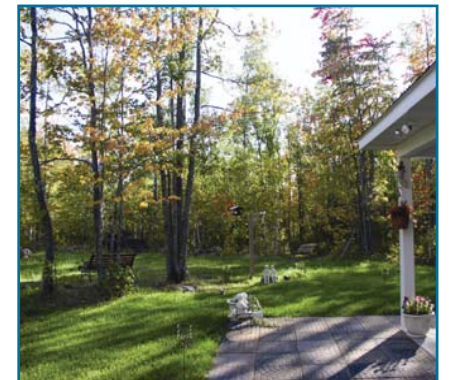
For our team of agents at CMRA, real estate is more than just our career, it's our opportunity for ministry.

**1405 Miller Trunk Highway  
Suite 600**

**Duluth, Minnesota 55811**

**(218) 727-0064 Office**

**(218) 727-0054 Fax**



*"Personal service with professional representation."*

[www.cmrasells.com](http://www.cmrasells.com)

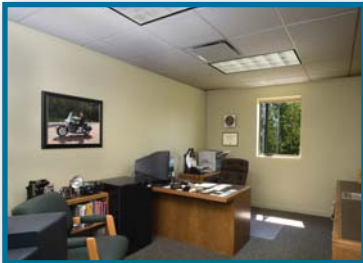
## COMMERCIAL SALES



Commercial real estate demands experience, organization, creativity, patience and attention to detail. Our marketing is second to none. We utilize, not only the expected tools in real estate, such as MLS (Multiple Listing Service) but maintain an interactive web site, newsletters, direct mailings, participate with state and national RE search engines and hold memberships in associations dedicated to the Commercial Real Estate Professional.

Vacant land, developments, commercial condominiums, stand alone buildings, for sale or for purchase; we have the experience you can count on in Minnesota and Wisconsin.

## COMMERCIAL LEASING AND RELOCATION



Have you ever looked for an office, retail space or warehouse? The process can be frustrating and time consuming. We are continually working with all of the other agents and building owners in the area to locate the perfect location for your business.

Our team works hard for the landlords that count on CMRA to locate and negotiate a lease for them. This allows us to maintain an impressive inventory of office suites, warehouses, and vacant land ready for you.



## PROPERTY MANAGEMENT

We are dedicated to providing expert services to institutions, private investors and corporations. We use state-of-the-art reporting and accounting programs. Plus, we provide administrative management, marketing and leasing services, lease administration, building management, space planning and proactive preventative maintenance programs.

Licensed in Minnesota and Wisconsin, our team has decades of customer service, construction management, and dedication to serving others.

## CONSULTING

What steps are needed to start your own business? Do you rent or do you buy? Do you start your own company or is there a similar company that you can purchase? What are the differences between a triple net lease or a gross lease? When is a contract for deed the best way to go? Seeking expert advice and guidance is paramount.

We will sit down and discuss your opportunities and then walk with you through the entire process. From the construction to the "Grand Opening" we will be there. Reasonable rates and free referrals.



## RESIDENTIAL SALES

### For our Sellers

We provide a comprehensive market analysis to insure your home is priced right. We then present to you a marketing plan along with a menu of additional



services from which to choose. Items such as staging, lawn mowing, snow plowing, even arranging for movers; allowing you the time to "get moving."



### For our Buyers

We meet with you to identify your needs, desires and dreams, then we do the leg work identifying the possibilities that best fit your life.

We arrange the tours of each home, walking with you through the entire process. We will be your advocate, negotiating for you when we locate your perfect home. Our job is not finished until the home inspection is complete, the documents prepared, the signatures are in place and the keys to your new home are in your hand.



[www.cmrasells.com](http://www.cmrasells.com)