

About Us

Since 2005, we have been exceeding customers' expectations by providing a unique and tailored plan that takes into account the individual needs of our clients. We have had the honor of advocating for more than 1100 individuals and families in the Twin Cities metro area to achieve their real estate goals and in 2023, we were the #1 home sellers in the city of St. Louis Park. We consider ourselves to be among the best solution makers in the business and our policy of putting client's needs first ensures an easier and more fun home buying and selling experience. Buying and selling a home is a major life event, let our experience be your guide! Together, we are here to manage the process and work for you to help move you and start your next chapter of life - whatever that is.

RICHARD & META WEBB

TEAM LEADERS



A Realtor since 2005 and lifelong Twin Cities resident, Richard knows the communities –both as an agent and a neighbor. With a business built on referrals & repeat clients, he employs a philosophy of treating all of his clients like family and strives to simplify the process to create a positive home buying and selling experience. Richard (& Meta) also invest in Real Estate. Having purchased their first investment property in 2009, they understand the financials associated & have helped many families grow their wealth through Real Estate portfolios. Richard knows the importance of staying on top, and ahead, of always changing market conditions and is constantly adapting. Giving back to their community is a pillar of Richard and Meta's business. Richard is an active volunteer. His activities include: The Minnesota Association of Realtors – Professional Standards Committee since 2009, Commissioner to the Housing Authority for the City of Saint Louis Park since 2013, member & Past President of the NE Minneapolis Kiwanis since 2012 and serving on the Board of the Park Public School & Community Foundation since 2016.



A licensed realtor since 2010, and a designated Seniors Real Estate Specialist, Meta brings her background in nursing and medical sales to provide attentive and responsive problem solving and customer care. Meta's goal is to provide a positive and beautifully simple home buying or selling experience to each person who works with The Webb Group. She has a strong commitment to enriching the lives of people in the communities in which she works and is passionately involved in her community as a longtime member of the Junior League of Minneapolis and through various leadership positions with Minnesota Association of Realtors.



Meet The Team

Chris Walsh

Hey, you found me! Thanks for taking the time to read a bit about me and my journey with the Webb Group. My name is Chris Walsh and I have been working with the Webb Group since 2017. Since partnering with the Webbs, I have had the pleasure to assist over 135 buyers/sellers in less than 6 years. Pretty neat. My vision in real estate is simple: to provide unprecedented service to empower individuals to feel confident in their decisions while being environmentally conscious. And have a bit of fun along the way. Looking to make a move going forward? I would love to sit down and have a conversation. Be good.



Dusty Strahan

Dusty has been in the real estate industry since 2004 and has been part of the Webb Group since 2009. In addition to working as a Realtor, she is also the Owner of Well-Designed, Interior Design and Home Staging. Dusty uses her passion and education for design to help people recognize the potential their current or future homes can have.



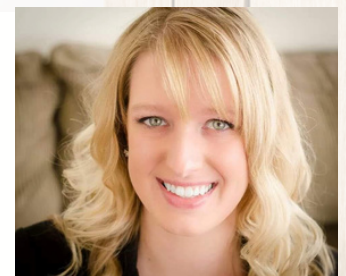
Emily Dooley

Emily has been with the Webb Group since the spring of 2020 and has lived in St. Louis Park for over 20 years. Outgoing, with a background in the arts, she particularly loves working with buyers to help them find their new home.



Michelle Ellingson

Hello! My name is Michelle and I am the newest member of The Webb Group; joining in September 2022 as the Client Coordinator. I have been working in Real Estate since 2014 as both a sales person and in administrative roles. I pride myself on making sure our clients are informed throughout the process and taking care of things behind the scenes to ensure that your experience working with The Webb Group is unforgettable.



RE/MAX
RESULTS



We are the Webb Group

AFFILIATION

- RE/MAX RESULTS - THE WEBB GROUP, INC.

EXPERIENCE

- RICHARD - LICENSED SINCE 2004
- META - LICENSED SINCE 2010
- THE WEBB GROUP HAS SUCCESSFULLY REPRESENTED ~1020 CLIENTS TO DATE.
- ST. LOUIS PARK'S #1 HOME SELLERS IN 2023

PROFESSIONAL ASSOCIATIONS

- RICHARD - MEMBER/CHAIR PROFESSIONAL STANDARDS COMMITTEE - MN ASSOCIATION OF REALTORS SINCE 2009, VICE CHAIR OF PROFESSIONAL STANDARDS COMMITTEE, BOARD OF DIRECTORS MNAR
- META - MEMBER OF PROFESSIONAL STANDARDS COMMITTEE- MN ASSOCIATION OF REALTORS, CHAIR OF STRATEGIC THINKING COMMITTEE - MN ASSOCIATION OF REALTORS, CHAIR OF PROFESSIONAL DEVELOPMENT COMMITTEE, SRES DESIGNATION (SENIOR REAL ESTATE SPECIALIST), NOMINATING COMMITTEE MNAR, BOARD OF DIRECTORS MNAR

AWARDS

- REMAX TITAN'S CLUB, CHAIRMAN'S CLUB, PLATINUM CLUB, 100% CLUB
- RE/MAX HALL OF FAME
- RE/MAX LIFETIME ACHIEVEMENT AWARD
- 2023 REAL TRENDS + TOM FERRY "AMERICA'S BEST REAL ESTATE PROFESSIONALS" DESIGNATION
- ZILLOW 5 STAR RATING
- VOTED NEIGHBORHOOD FAVORITE - NEXTDOOR OUTSTANDING COMMUNITY PARTNER AWARD (2019) FOR STEP (ST. LOUIS PARK EMERGENCY PROGRAM)
- CHILDREN'S MIRACLE NETWORK HOSPITALS-- MIRACLE AGENT DESIGNATION
- SUN MEDIA READER'S CHOICE WINNER: BEST REAL ESTATE COMPANY IN ST. LOUIS PARK



Our Services

Sell



We pride ourselves on our deep-rooted expertise in selling residential real estate, which forms the core of our business. We adopt a customized approach to every property we list, ensuring that its potential is expertly showcased to attract the right buyers. We also offer a complimentary staging consultation, designed to elevate your home's presentation and marketability. Most importantly, we deeply value the experience of our clients, striving to keep them informed and comfortable at every stage of the selling process. We are dedicated not just to achieving outstanding sales results, but also to fostering lasting relationships built on trust, care, and unmatched professionalism.

Buy



We are dedicated to providing an exceptional, stress-free experience for our buyers. Our top-notch communication ensures you are well-informed and supported every step of the way. We connect you with the industry's best professionals — from mortgage brokers to inspectors and insurance agents — guaranteeing you have expert advice at every turn. Our team's superb negotiation skills mean we're committed to getting you the best deal possible, blending professionalism with a knack for making the process enjoyable and fun. With us, buying a home isn't just a transaction; it's an exciting journey we navigate together.

Invest



Real Estate Investing is not something that we just talk about, it is something that we have been involved with on a daily basis since 2009. That's when we purchased our first multi-family property. Since then, we have worked with 100+ investors in the Twin Cities on all sorts of investment properties. Whether single family, build-to-rent to multi-unit apartment buildings—we have the knowledge, connection and skills to help investors of all scales.

55+



Meta's passion for working with the 55+ community during transition comes from a background in nursing. As an SRES (Senior Real Estate Specialist), she has received extensive education on estate planning, tax laws and equity conversion strategies that are beneficial to seniors making a move and can help manage the emotional and financial challenges of selling a long-held family home. Partnering with individuals who are the best in the Senior industry, she is confident in making recommendations to ease the transition. More importantly, with her background in nursing, she has a unique understanding and compassion to help 55+ adults during life's transitions. This means using a holistic approach and working as an advocate for her clients—going above and beyond in each and every transaction.

RE/MAX
RESULTS

Our Listing Strategy

HOME STAGING

We provide a **free** staging consultation with our interior design partner.

PROFESSIONAL PHOTOGRAPHS

We employ professional real estate photographers to ensure your home is presented in its best possible light.

MLS

We will create an MLS listing, reaching over 20,000 Realtors

REMAX.COM

RE/Max is the #1 real estate company in the world! Listing with RE/Max ensures that your home will be featured to the top agents world wide.

LISTING SYNDICATION

RE/Max Results will syndicate your listing to 1,000+ sites.

WEEKLY PERSONAL PROMOTION TO AGENTS

We will promote your listing through the MLS "Reverse Prospecting" and top agents in the area based on buyer needs.

LISTING PRESENTATION BOOK

We will create a custom listing book for your home including disclosures, POS inspections, "Home Highlights" and other pertinent information

BUYER PROFILING

We will create a "buyer profile" and target market your home through social media, online advertising and networking

FEATURE CARDS

We will create cards to place throughout your home to highlight special features and improvements.

OPEN HOUSES

Based on client preference

PROFESSIONAL SIGNS

Maximize exposure through professional RE/Max sign in front of home and/or directional signs.

TRACKING INTEREST

We track each showing through agent feedback and follow up to potentially interested parties. We will follow up weekly with showing statistics, feedback, and recommendations

BUYER EVALUATION

We make sure that any offers are from qualified buyers. This includes following up on pre-approval letters and lender communication.

NEGOTIATION

We exclusively represent our clients in contract negotiations to maximize sales prices and mitigate risk.

Our Clients Say it Best

THEIR KNOWLEDGE OF THE MARKET, STRATEGIC APPROACH TO PRICING, DEEP LIST OF RELEVANT RESOURCES AND WILLINGNESS TO HELP IN ANY WAY NEEDED WERE EVERYTHING AND MORE THAN WE HAD HOPED TO FIND IN A PARTNER.--BARB RICHTER

I WOULD RECOMMEND THE WEBB GROUP FOR ANYONE LOOKING FOR A KNOWLEDGEABLE REAL ESTATE TEAM THAT HAS THEIR CLIENT'S BEST INTERESTS IN MIND. --ERIC VOLK

RICHARD AND META ARE DESERVING OF THE HIGHEST RECOMMENDATION AS KNOWLEDGEABLE AND CAPABLE REALTORS, AND PERHAPS MORE IMPORTANTLY, AS CARING PEOPLE. --FRANK ABRAMSON

I TRULY BELIEVE THAT YOU COULD NOT FIND A REALTOR THAT YOU WOULD HAVE A BETTER EXPERIENCE WITH THEN RICH AND META AND THE WHOLE WEBB GROUP TEAM. --ANDREW COHEN

THROUGHOUT THE PROCESS OF SELLING AND BUYING, WE FELT LIKE THE WEBB'S TRULY CARED ABOUT US AS PEOPLE! --JENNA KING

I HAVE WORKED WITH THE WEBB GROUP ON SEVERAL PROPERTY TRANSACTIONS...DON'T WASTE YOUR TIME ELSEWHERE. IF YOU ARE THINKING OF BUYING OR SELLING CALL THEM FIRST! --ZACH CHRISTENSEN

EXTREMELY KNOWLEDGEABLE, RESPONSIVE AND FUN TO WORK WITH! I'D HIGHLY RECOMMEND THEM FOR ANYONE, ESPECIALLY THOSE IN THE ST. LOUIS PARK (AND SURROUNDING) AREA.-BRYANT JOHNSON

I AM A LOAN OFFICER OF 20+ YEARS. I HAVE WORKED WITH ALOT OF REALTORS, AND RICHARD, META, AND THEIR TEAM ARE 2ND TO NONE.--WILL COCHRAN

THEIR KNOWLEDGE, EXPERIENCE, INDUSTRY CONNECTIONS, AND FRIENDLY NATURE ARE WHY WE HIGHLY SUGGEST USING THE WEBB GROUP.--WILLIAM ENGEL

RICHARD AND META WEBB ARE EXEMPLAR REAL ESTATE AGENTS WITH INTEGRITY, WARMTH, PIZAZZ, AND PANACHE.--CHERYL ROSEBROOK

WHEN WE DECIDED TO SELL OUR HOUSE IN ST. LOUIS PARK WE WENT WITH THE WEBB GROUP! THEIR LEVEL OF KNOWLEDGE ON THE SURROUNDING AREA BEING RESIDENTS OF THE CITY THEMSELVES MADE THE DECISION VERY COMFORTABLE.--JOE FIDDLER

RICHARD WEBB AND HIS TEAM WERE WONDERFUL AND EASY TO WORK WITH. THEY DID THE JOB FAST AND FAIR AND SO KNOWLEDGEABLE.--JANICE GORMAN

I PARTNERED WITH THE WEBB GROUP AS BOTH A BUYER AND A SELLER. THEY WERE AMAZING TO WORK WITH! RICHARD WAS THE MOST HELPFUL AGENT I COULD ASK FOR.--DANA KITCHEN

WE WERE LOOKING TO BUY OUR FIRST HOUSE IN THE WEST METRO, AND THIS TEAM COULD NOT HAVE BEEN MORE HELPFUL!--LISA SUNDIN

THE **WEBB**
GROUP

Our Commitment to Community

The Webb Group is passionate about giving back to the community. We understand the value of home ownership and take pride in promoting it as a way to further strengthen our community. As a part of our St. Louis Park Give Back program, we donate \$500 to any St. Louis Park non-profit of the client's choice upon the successful closing of a St. Louis Park home.

We are also honored to donate a portion of every commission to the Children's Miracle Network and have received the honor of being named a "Miracle Agent".

A few of the other non-profits that we have had the honor of donating to are:

- STEP
- Park Spanish Immersion
- Underdog Rescue
- SLP Little League
- Friends of the Arts
- Children First
- SLP Boys and Girls Soccer
- Peter Hobart Elementary School

We hope the information provided to you here has made you feel confident in putting your trust in us as your agent. If you are still shopping around, ask your potential agent the questions below to help you decide if they are a good fit for your needs or if you should keep searching.

1. How long have you been working in residential real estate?
2. Is this your full time job?
3. What Real Estate designations do you hold?
4. How many homes did you sell last year?
5. What approaches will you use to help me sell my home?
6. How will you keep me informed about new listings?
7. Can you provide references?
8. What costs can I expect?
9. How familiar are you with my desired neighborhood?
10. What is your business philosophy/personality?

A real estate agent is a huge asset to you as you go through the home-buying process. This is one of the biggest transactions of your life and you need a skilled professional guiding you through the process.

RE/MAX
RESULTS