


# About Us

## Experienced Professional Commercial Real Estate Brokers



**Arnold J. Seltzer** has been engaged in the Commercial Real Estate Business since 1984. During this time he has specialized in tenant representation/commercial leasing of office properties in downtown Minneapolis and surrounding suburbs. Mr. Seltzer is the founder and CEO of Results Real Estate Incorporated. He is dedicated to serving his clients' unique special requirements and is highly motivated to ensure that these needs are realized. He has personally negotiated over 500 real estate transactions in the past several years for such companies as Dayton Hudson, Greyhound, Maryland Casualty, Gateway Foods of Minnesota, and GTE/Sylvania, to name a few. He has also sold varying types of commercial properties.

Mr. Seltzer is a graduate of the State University of New York at Cortland, graduating with a Bachelor of Arts degree in 1974. He established his commercial real estate career in 1984 and has spent more than 18 years perfecting his unique system that maximizes results for his clients. Mr. Seltzer is a licensed real estate broker in the state of Minnesota and has completed course work for the Certified Commercial Investment Member (CCIM) designation. He is also a member of the Greater Minneapolis Board of Realtors, the National Association of Realtors, and the Minnesota Commercial Association of Realtors. 

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**Anna Murray** is a 21-year veteran of the commercial real estate business whose commitment to serving the needs of her clients has earned her high praise from both clients and industry peers. She plays an important role on the Results team as Vice President and partner. Having worked previously for Welsh Companies and Dayton Hudson Properties, Anna has negotiated over 350 lease transactions for such companies as Tektronics, Phoenix Home Life, Provident Co., IBM and Advertising Unlimited. In the process, she has also disposed of over \$60

million in corporate real estate assets. Anna has the knowledge and flexibility to capably handle any type of transaction. For example, she was able to dispose of several assets for NCR by assessing each building for its potential future use to other companies or for its investment potential. By repositioning those assets, she was able to achieve a higher return for NCR. Anna's market savvy and high level of [service](#) to her clients earned her the Top Deal Maker Award from Trammell Crow in both 1987 and 1988, and the Deal Maker Award from Opus Corporation in 1990 and 1993.

Whether representing a building owner in the disposition of an underutilized property in St. Cloud, or negotiating a 70,000 square foot lease transaction for a tenant in Minneapolis, Anna always gives the objectives of her client the highest priority. Her responsiveness and proficiency allow each transaction to transpire as efficiently as possible.[popup url="https://resultsrealestateinc.com/office-space/"]Check out our office space[/popup]



A dedicated industry professional, Anna maintains memberships in the National Association of Industrial and Office Properties, Women in Real Estate, Commercial Real Estate Women, and the Organization of Commercial Realtors. She is a candidate for the designation of Certified Commercial Investment Member and is also a Certified Officefinder Specialist. 