

1041 OSCEOLA AVE

SAINT PAUL, MN 55105

**Multifamily
Investment Opportunity**

Offering Memorandum

Prime Saint Paul Location • One of the City's Most Desirable Neighborhoods • ± 1.5 Miles to Macalester College • Adjacent to Neighborhood School



MATTHEWS™



EXCLUSIVELY LISTED BY



Thomas Bagnoli

Associate

(612) 276-5685

thomas.bagnoli@matthews.com

License No. 40945713 (MN)



Kurt Sauer

Market Leader

(612) 605-8156

kurt.sauer@matthews.com

License No. 40841921 (MN)

Kurt Sauer

Broker of Record

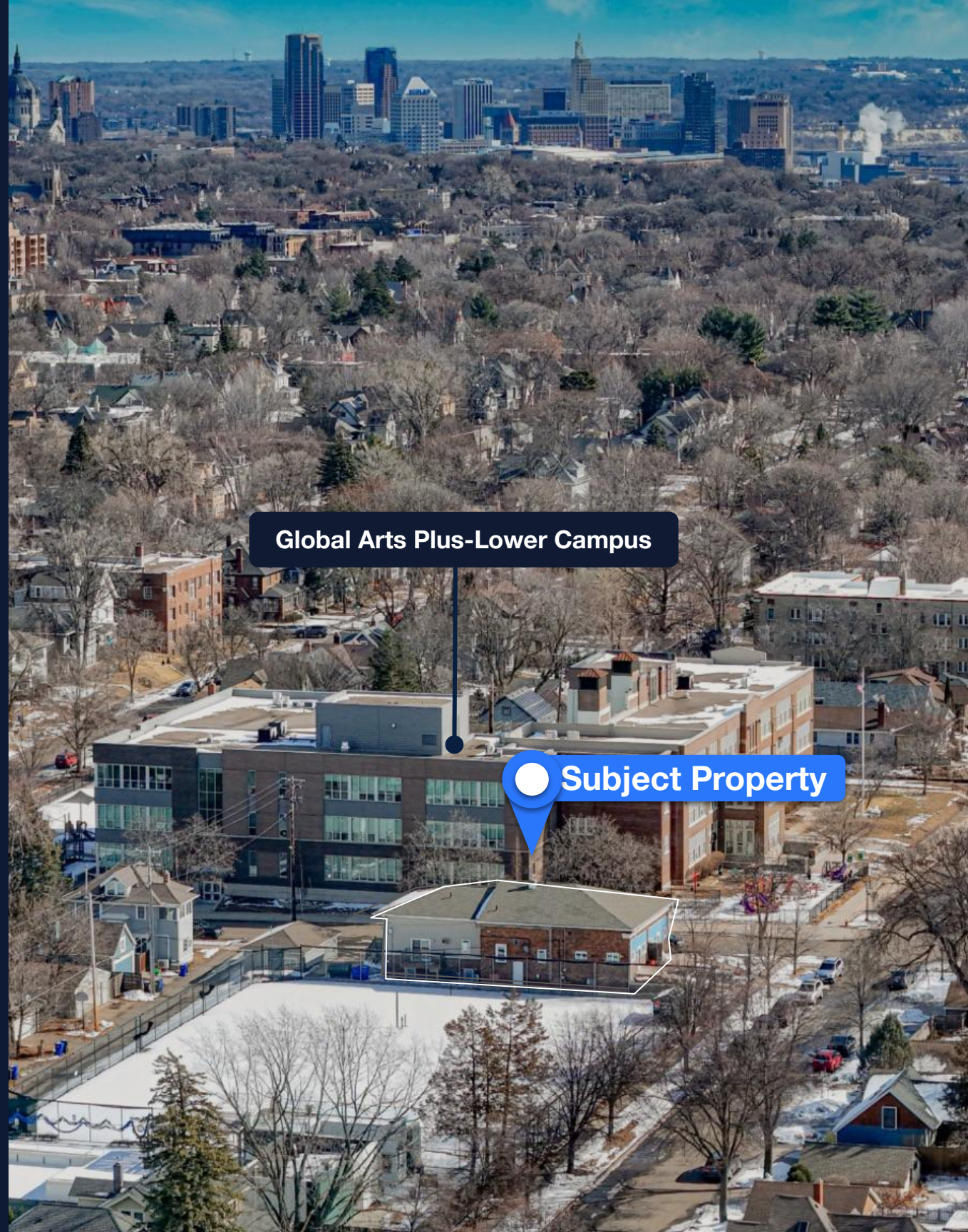
Broker License No. 40628602 (MN)

Firm License No. 41005445 (MN)

MATTHEWS™

Table of Contents

- 01 Property Overview
- 02 Financial Overview
- 03 Market Overview



PROPERTY OVERVIEW

1041 Osceola Ave
Saint Paul, MN 55105



EXECUTIVE SUMMARY

1041 Osceola Ave

Saint Paul, MN 55105

6

Total Units

±4,450

Lot Size (AC)

±742

Average Unit
Rentable SF

The Opportunity

1041 Osceola Ave presents a rare opportunity to acquire a well-maintained, income-producing six-unit multifamily asset in one of Saint Paul's most desirable neighborhoods. The property offers stable in-place income with upside potential, supported by consistent rental demand in the area.

Located in the Macalester-Groveland neighborhood, the property benefits from proximity to Macalester College, local dining and retail along Grand Avenue, and convenient access to major thoroughfares connecting to both downtown Saint Paul and Minneapolis. The neighborhood is known for its strong residential character, walkability, and well-kept homes, all of which contribute to long-term tenant appeal and retention. With a Walk Score of approximately 72, most daily errands can be accomplished on foot in this area.

With its solid unit mix, attractive location, and steady performance, 1041 Osceola Ave represents an excellent opportunity for investors seeking dependable cash flow in a high-demand submarket.



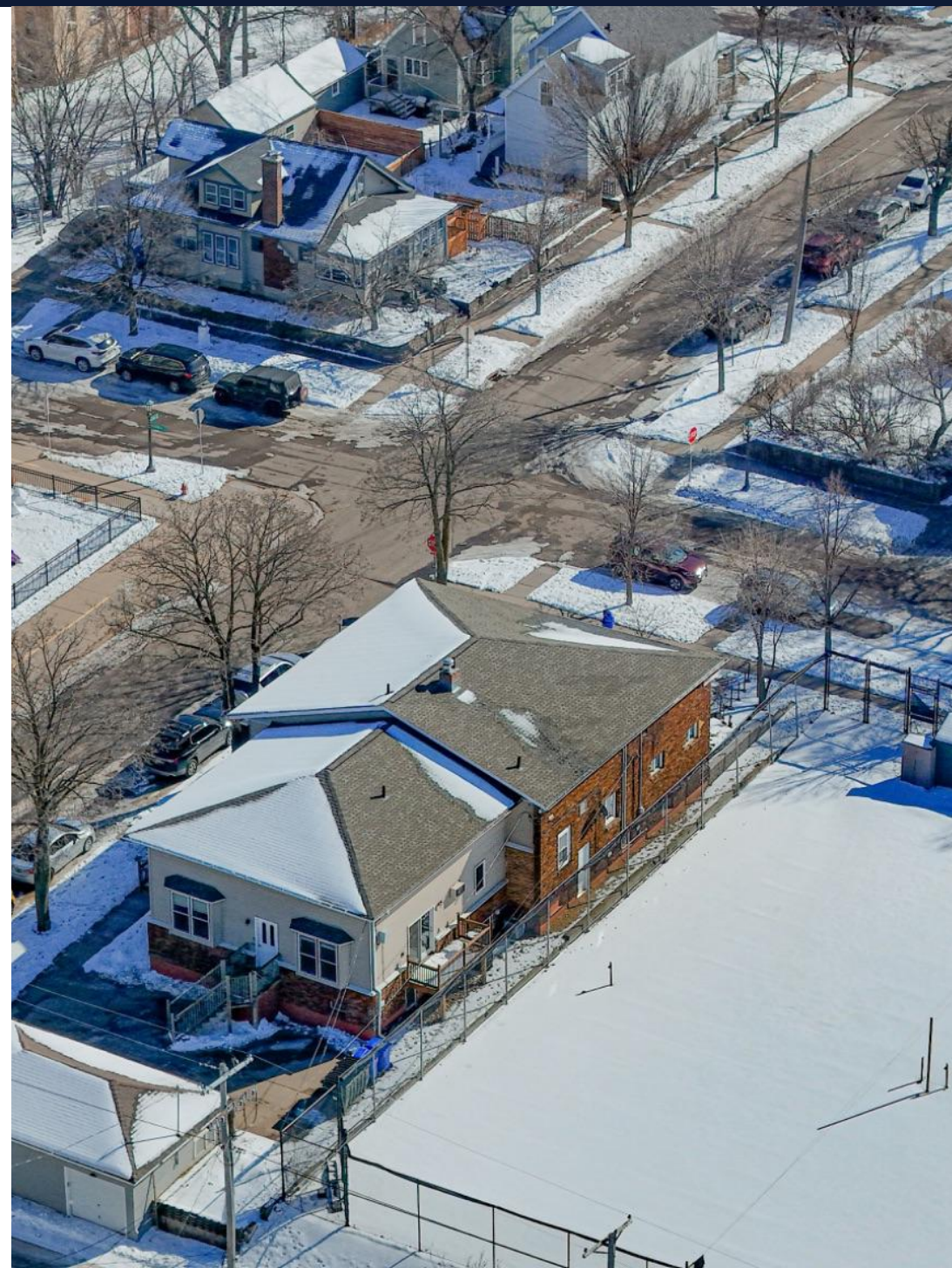
INVESTMENT HIGHLIGHTS

Property Highlights

- Diverse unit mix (1+1, 2+1, 3+1) supporting stable income
- 20-year ownership history with strong occupancy
- Recent capital improvements minimize near-term Capital Expenditures
- Value-add potential through rent growth and continued optimization

Location Highlights

- Prime Summit Hill location near Grand & Lexington retail corridor
- Excellent highway access (I-35E & I-94)
- Walk Score of 72 ("Very Walkable")
- Next door to Macalester College



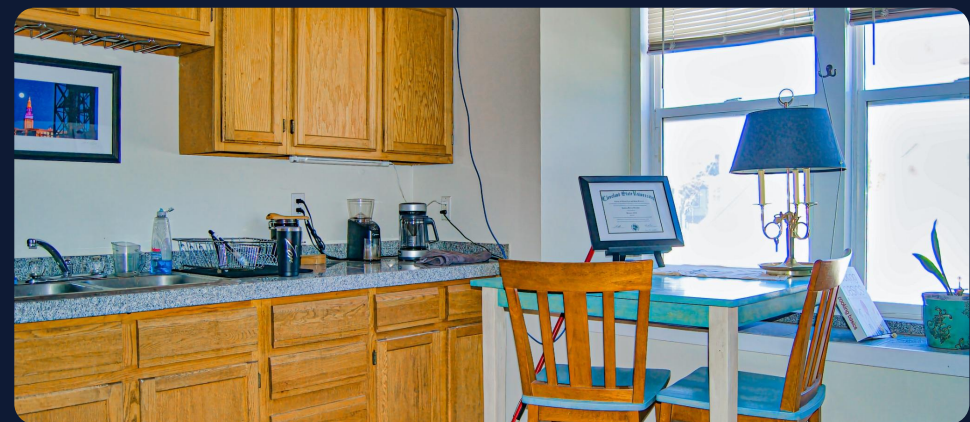
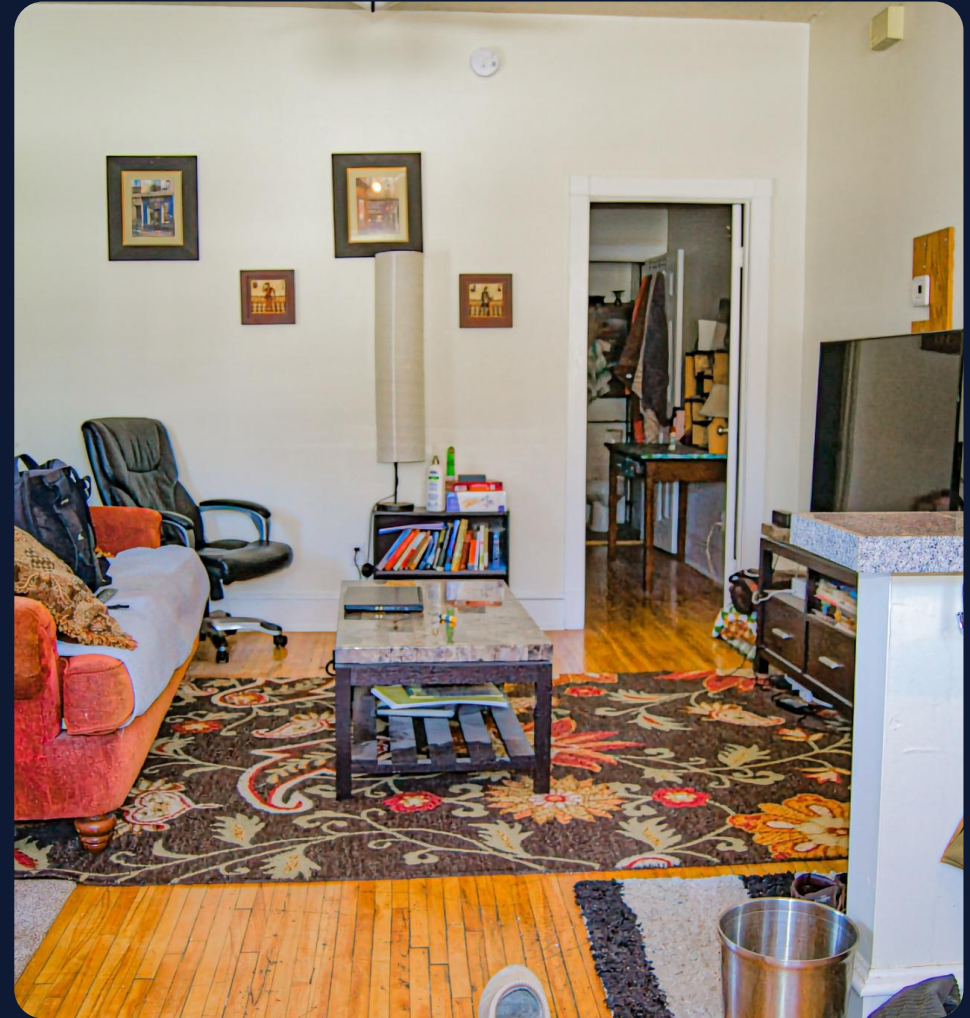
PROPERTY PHOTOS



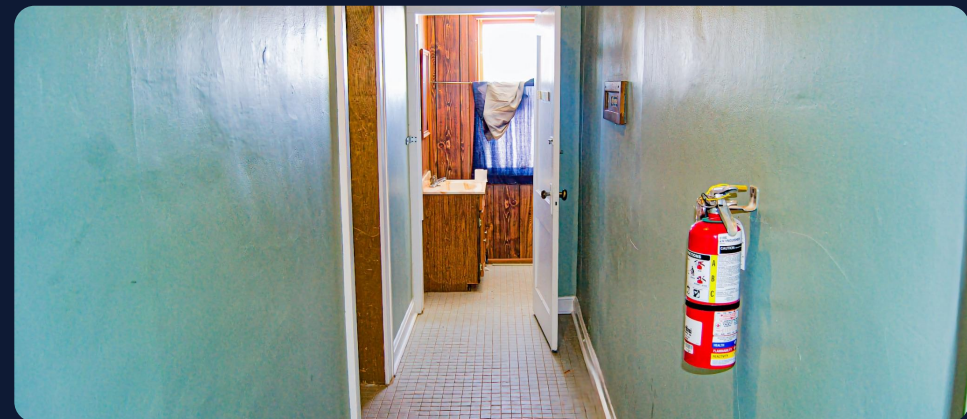
INTERIOR PHOTOS



INTERIOR PHOTOS



INTERIOR PHOTOS



 **Great River School**
±784 Students

 **Como Park Senior High**
±1,074 Students



±330,000 Annual Visitors



±1,000 Employees



 **Regions Hospital**
±554 Beds

±400,000 Annual Visitors



Minnesota State Capitol

 **Maxfield Elementary School**
±350 Students

± 158,000 VPD



Concordia University, St. Paul
±5,900 Students



St Paul



Macalester College
±2,138 Students



Saint Paul College
±5,823 Students

±1.7M Annual Visitors

Subject Property



 **Wilder Park Association**
±230 Units

± 85,000 VPD

 **United Hospital**
±546 Beds

 **St Paul Downtown Airport**
±5 Miles Away



St. Catherine University
±3,700 Students



 **Cretin-Derham Hall High School**
±860 Students

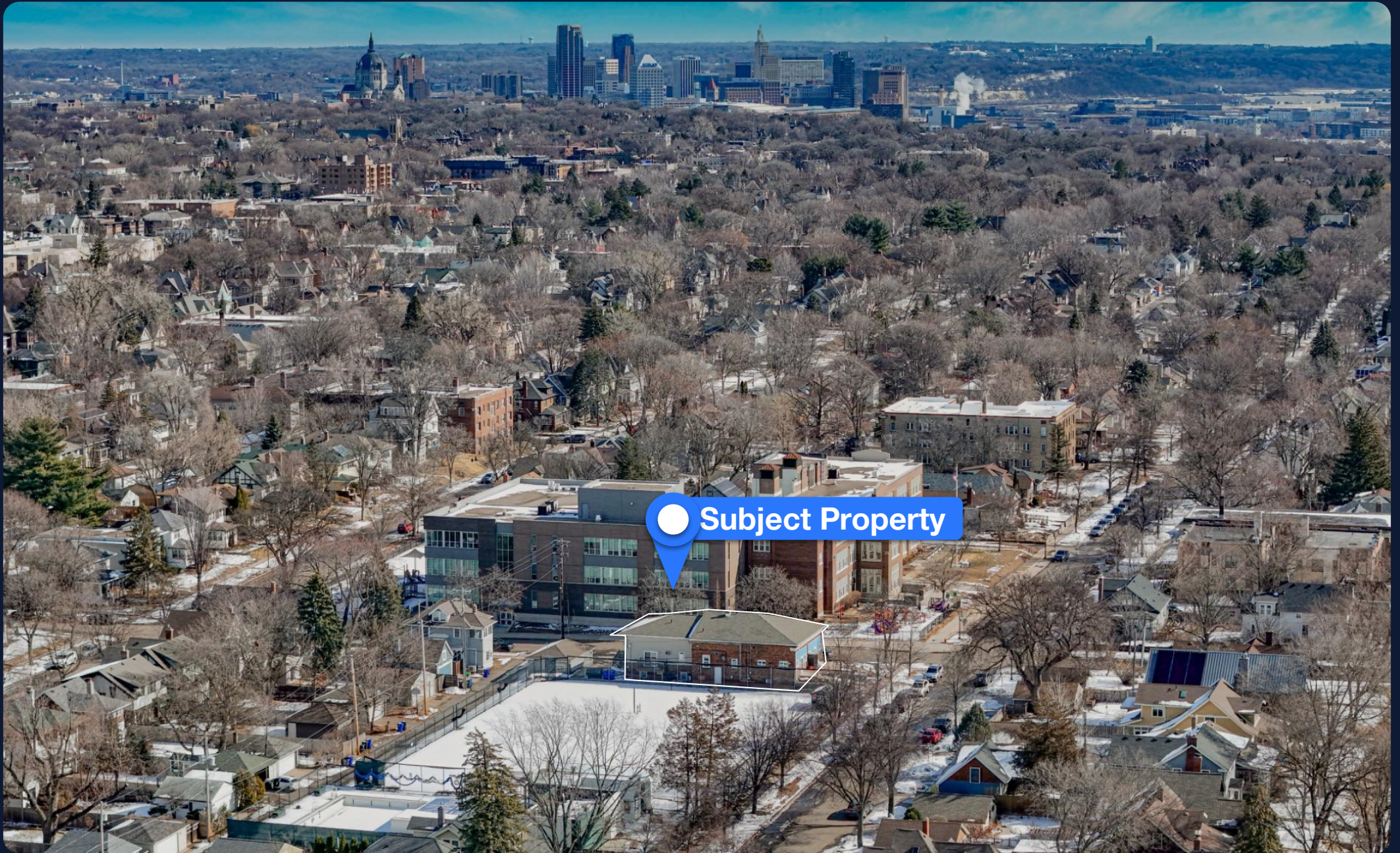
 **Humboldt High School**
±464 Students



Google Earth

FINANCIAL OVERVIEW

1041 Osceola Ave
Saint Paul, MN 55105



FINANCIAL SUMMARY

\$695,000

List Price

\$115,833

Price Per Unit

\$156.18

Price Per SF

7.93%

Cap Rate

7.94

GRM

Unit Mix

Total Units	Unit Mix	Unit Mix %	Avg. Square Feet	Current Avg. Rent PSF	Current Avg. Rent	Market Avg. Rent	Market Rent PSF	Current Max Rent	Total Current Monthly Rent	Market Monthly Rent
1	Studio	17%	700	\$1.36	\$950	\$1,050	\$1.50	\$950	\$950	\$1,050
2	1+1	33%	600	\$1.69	\$1,015	\$1,200	\$2.00	\$1,080	\$2,030	\$2,400
2	2+1	33%	775	\$1.69	\$1,308	\$1,500	\$1.94	\$1,440	\$2,615	\$3,000
1	3+1	17%	1,000	\$1.70	\$1,695	\$1,800	\$1.80	\$1,695	\$1,695	\$1,800
6	Average		742	\$1.63	\$1,215	\$1,375	\$1.87	\$1,281	\$7,290	\$8,250
	Total		4,450	\$9.81	\$7,290	\$8,250	\$11.17	\$8,419	\$87,480	\$99,000

FINANCIAL SUMMARY

		T-12	Per Unit	Year 1 Adjusted	Per Unit	Year 2 Stabilized	Per Unit
Gross Potential Rent	Pro Forma Estimates	\$87,480		\$99,000	Market Rent	\$101,970	17%
Less Vacancy	-5.0%	\$0	0.00%	-\$4,950	-5.0%	-\$5,099	-5.0%
Loss/Gain to Lease	Actual	\$0	0.00%	-\$11,520	-11.6%	-\$11,866	-11.6%
Less Concessions	-0.50%	\$0	0.00%	-\$495	-0.5%	-\$510	-0.5%
Less Change in Delinquency	-0.50%	\$0	0.00%	-\$495	-0.5%	-\$510	-0.5%
Expense/Utility Reimbursement	85% Collected	\$0	\$0	\$5,522	\$920	\$5,632	\$939
Laundry Fees	2% Over Actual	\$1,000	\$167	\$1,020	\$170	\$1,040	\$173
Gross Operating Income:		\$88,480		\$88,082		\$90,659	
Expenses		\$33,368	37.7%	\$37,094	39.87%	\$38,021	39.71%
Net Operating Income		\$55,112	\$9,185	\$50,988	\$8,498	\$52,638	\$8,773
Loan Payments		\$36,900		\$36,900		\$36,900	
Pre-Tax Cash Flow		\$18,212	8.7%	\$14,088	6.76%	\$15,738	7.55%
Plus Principal Reduction		\$5,438		\$5,438		\$5,438	
Total Return Before Taxes		\$23,649	11.34%	\$19,526	9.36%	\$21,175	10.16%

FINANCIAL SUMMARY

Pro Forma Annual Operating Summary

	Pro Forma Estimates		% of Current SGI	T-12	Per Unit	Year 1 Adjusted	Per Unit	Year 2 Stabilized	Per Unit	% of SGI
Real Estate Taxes	5.00%	Over Actual	18.59%	\$16,266	\$2,711	\$17,079	\$2,847	\$17,506	\$2,918	17.2%
Insurance	\$800.00	Per Unit	5.66%	\$4,948	\$825	\$4,800	\$800	\$4,920	\$820	4.8%
General and Administrative	\$200.00	Per Unit	1.41%	\$1,234	\$206	\$1,200	\$200	\$1,230	\$205	1.2%
Contract Services	\$100.00	Per Unit	0.00%	\$0	\$0	\$600	\$100	\$615	\$103	0.6%
Landscaping/Grounds	\$150.00	Per Unit	0.00%	\$0	\$0	\$900	\$150	\$923	\$154	0.9%
Turnover	\$200.00	Per Unit	0.00%	\$0	\$0	\$1,200	\$200	\$1,230	\$205	1.2%
Repairs & Maintenance	\$500.00	Per Unit	4.51%	\$3,946	\$658	\$3,000	\$500	\$3,075	\$513	3.0%
Electricity	2%	Over Actual	0.69%	\$606	\$101	\$618	\$103	\$634	\$106	0.6%
Water/Sewer	2%	Over Actual	3.63%	\$3,178	\$530	\$3,242	\$540	\$3,323	\$554	3.3%
Trash Removal	2%	Over Actual	2.54%	\$2,220	\$370	\$2,264	\$377	\$2,321	\$387	2.3%
Other Utilities/Fuel/Gas	2%	Over Actual	1.11%	\$971	\$162	\$990	\$165	\$1,015	\$169	1.0%
Reserves	\$200.00	Per Unit	0.00%	\$0	\$0	\$1,200	\$200	\$1,230	\$205	1.2%
Total Expenses			37.71%	\$33,368	\$5,561	\$37,094	\$6,182	\$38,021	\$6,337	37.3%
				Current	Per Unit	% of SGI				
Non-controllable expenses: Taxes, Ins., Reserves				\$21,214	\$3,536	21.4%				
Total Expense without Taxes & Reserves				\$17,102	\$2,850	17.27%				

RENT ROLL

Unit Mix	# of Units	SF	Current Rent	Current Rent/SF	Market Rent	Market Rent/SF	Loss to Lease	Upside (%)	Occupied/Vacant
Studio	1	700	\$950	\$1.36	\$1,050	\$1.50	-\$100	11%	Occupied
1+1	1	600	\$950	\$1.58	\$1,200	\$2.00	-\$250	26%	Occupied
1+1	1	600	\$1,080	\$1.80	\$1,200	\$2.00	-\$120	11%	Occupied
2+1	1	850	\$1,440	\$1.69	\$1,500	\$1.76	-\$60	4%	Occupied
2+1	1	700	\$1,175	\$1.68	\$1,500	\$2.14	-\$325	28%	Occupied
3+1	1	1,000	\$1,695	\$1.70	\$1,800	\$1.80	-\$105	6%	Occupied
Totals	6	4,450	\$7,290	\$9.81	\$8,250	\$1.87	-\$960	13%	
Averages		742	\$1,215	\$1.63	\$1,375	\$1.87	-\$160		

MARKET OVERVIEW

1041 Osceola Ave
Saint Paul, MN 55105



SAINT PAUL, MN

307,000

Total Population

\$73,000

Median HH Income

125,000

of Households

163,000

Employed Population

44%

% Bachelor's Degree



Local Market Overview

Located in Saint Paul's established West Seventh corridor near Highland Park and the Macalester-Groveland neighborhood, 1041 Osceola Avenue sits in one of the city's most accessible and stable residential areas. The neighborhood features tree-lined streets, early-to-mid-20th-century homes, and walkable access to retail along West 7th Street. Residents also enjoy proximity to the Mississippi River, regional parks, neighborhood dining and shopping, and convenient access to the Prime Summit Hill neighborhood and the Grand & Lexington retail corridor along Grand Avenue.

The neighborhood's location between Downtown Saint Paul and Minneapolis–Saint Paul International Airport positions it strategically within the Twin Cities metro. Strong commuter access via I-35E and Shepard Road supports steady housing demand from healthcare, government, and corporate employees across both downtowns. Highland Park's ongoing mixed-use redevelopment and the broader West Seventh revitalization continue to enhance long-term neighborhood stability and investment appeal.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Current Year Estimate	22,728	168,235	370,331
Households	1-Mile	3-Mile	5-Mile
Current Year Estimate	10,404	73,408	154,931
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$153,970	\$122,207	\$114,427

- Twin Cities (including Saint Paul) rank in the top five nationally for park systems - 2025 ParkScore Index
- #35 among the Best Cities for Young Professionals in America.



Macalester College is a private liberal arts institution located in Saint Paul, Minnesota, known for its strong emphasis on internationalism, multiculturalism, and civic engagement. Founded in 1874, the college enrolls approximately 2,000 undergraduate students and offers a rigorous academic curriculum with strengths in the social sciences, natural sciences, and international studies. Macalester consistently ranks among the nation's top liberal arts colleges and is recognized for producing a high number of Fulbright scholars. Its urban campus provides students with access to the cultural and economic resources of the Minneapolis–Saint Paul metropolitan area while maintaining a close-knit, residential academic environment.

± 1.5 Miles

Distance to Subject Property

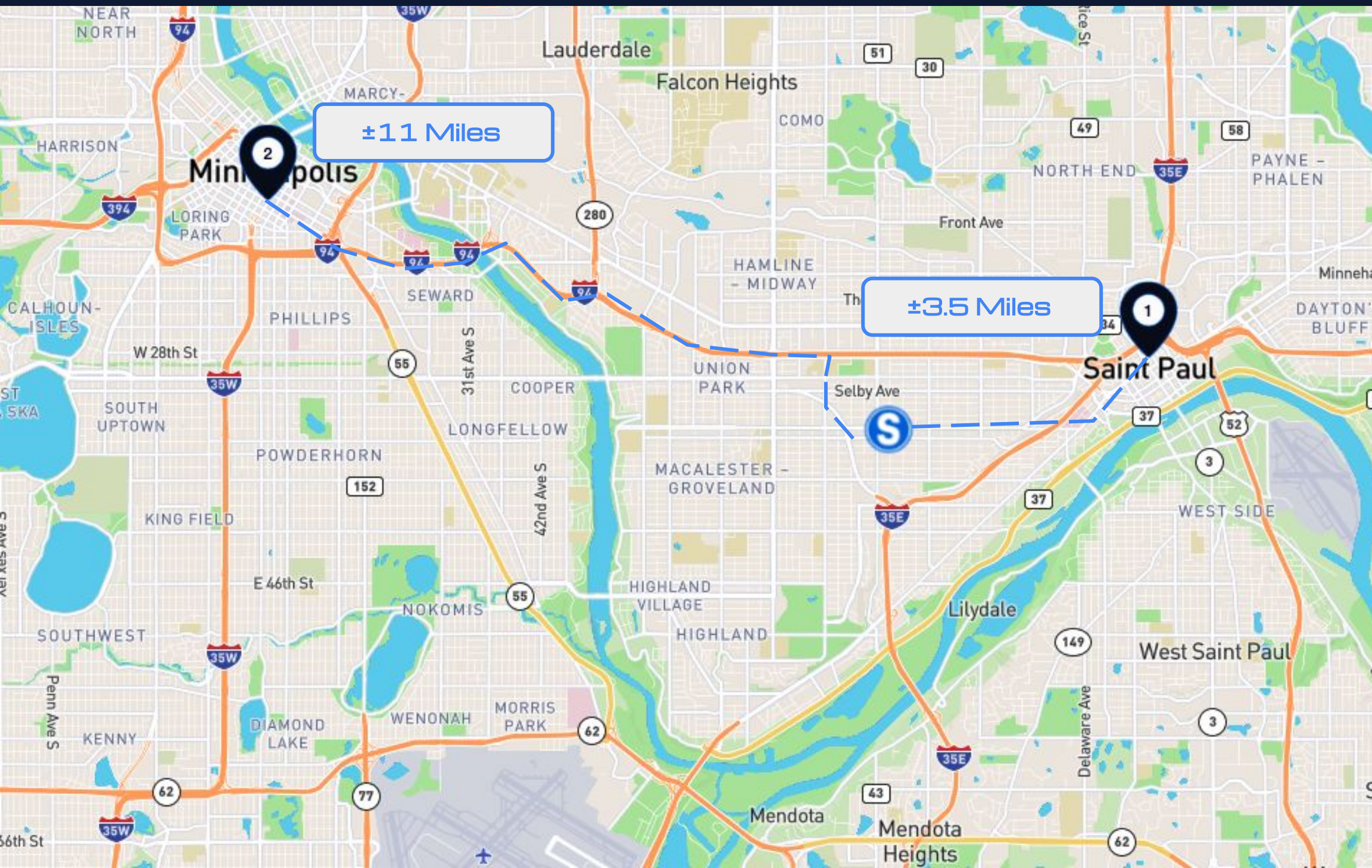
2,138+

Enrollment

800+ Courses

Student Life

REGIONAL MAP



MATTHEWS™

EXCLUSIVELY LISTED BY



Thomas Bagnoli

Associate

(612) 276-5685

thomas.bagnoli@matthews.com

License No. 40945713 (MN)



Kurt Sauer

Market Leader

(612) 605-8156

kurt.sauer@matthews.com

License No. 40841921 (MN)

Kurt Sauer Broker of Record | Broker License No. 40628602 (MN) | Firm License No. 41005445 (MN)

1041 OSCEOLA AVE | SAINT PAUL, MN 55105

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 1041 OSCEOLA AVE, SAINT PAUL, MN, 55105 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Service™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.

MATTHEWS™