

# 189-191 E 7th St

Saint Paul, MN 55105

Mixed-Use  
Investment Opportunity

Offering Memorandum

Historic Mixed-Use Asset Located in the Heart of Downtown Saint Paul's Entertainment and Cultural District



**MATTHEWS**™

# EXCLUSIVELY LISTED BY



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## WALKABLE URBAN INFILL LOCATION

Positioned within walking distance of CHS Field, Union Depot, the Capitol Complex, and Downtown Saint Paul's vibrant dining and entertainment district.

- CHS Field (St. Paul Saints Baseball) 0.4 mi
- Grand Casino Arena (Minnesota Wild NHL arena; formerly Xcel Energy Center) 0.8 mi
- RiverCentre Convention Complex 0.8 mi
- Minnesota State Capitol Complex 0.9 mi
- Union Depot Transit Hub 0.5 mi
- Downtown Saint Paul Business District Walkable
- Science Museum of Minnesota 1.0 mi
- Ordway Center for the Performing Arts 0.9 mi

Subject Property

# PROPERTY OVERVIEW

189-191 E 7th St  
Saint Paul, MN 55105



# EXECUTIVE SUMMARY

**189-191 E 7th St**  
Saint Paul, MN 55105

**189-191 E 7th St**  
Saint Paul, MN 55105

**19**  
Total Dorms

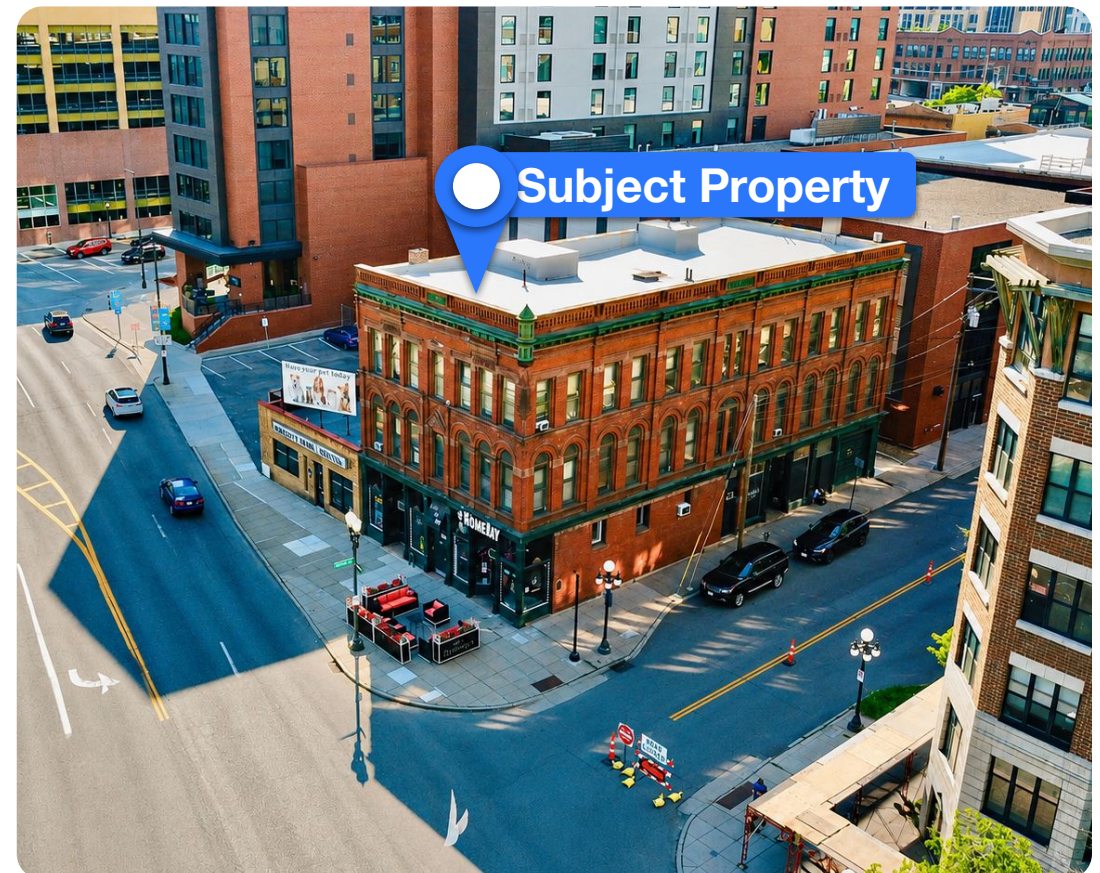
**2**  
Retail/Office Space

**±9,800**  
GLA (SF)

**±467**  
Avg SF

## The Opportunity

189-191 E 7th St presents a unique opportunity to acquire a historic multifamily asset in the heart of Downtown Saint Paul's vibrant entertainment, cultural, and business district. The 20-unit dormitory-style property benefits from a highly walkable location within close proximity to CHS Field, Mears Park, the Saint Paul Farmers Market, restaurants, nightlife, and major employment centers. Originally constructed in 1885, the building offers historic character, a stable long-term tenant base, and significant value-add potential through rent repositioning, lease optimization, and utility expense recovery. Recent capital improvements, including a new rubber roof in 2022 and a new boiler in 2025, reduce near-term capital needs, while interior and exterior security systems enhance tenant safety and operational oversight. Owned and maintained by the same owner for approximately 40 years, the property has demonstrated consistent stewardship and strong in-place performance. Additionally, the asset may qualify for both Federal and Minnesota Historic Rehabilitation Tax Credits, offering up to 40% of eligible rehabilitation costs in tax incentives and creating a compelling opportunity for investors seeking stable cash flow with long-term upside in one of Saint Paul's most desirable urban neighborhoods.



# INVESTMENT HIGHLIGHTS

## Property Highlights

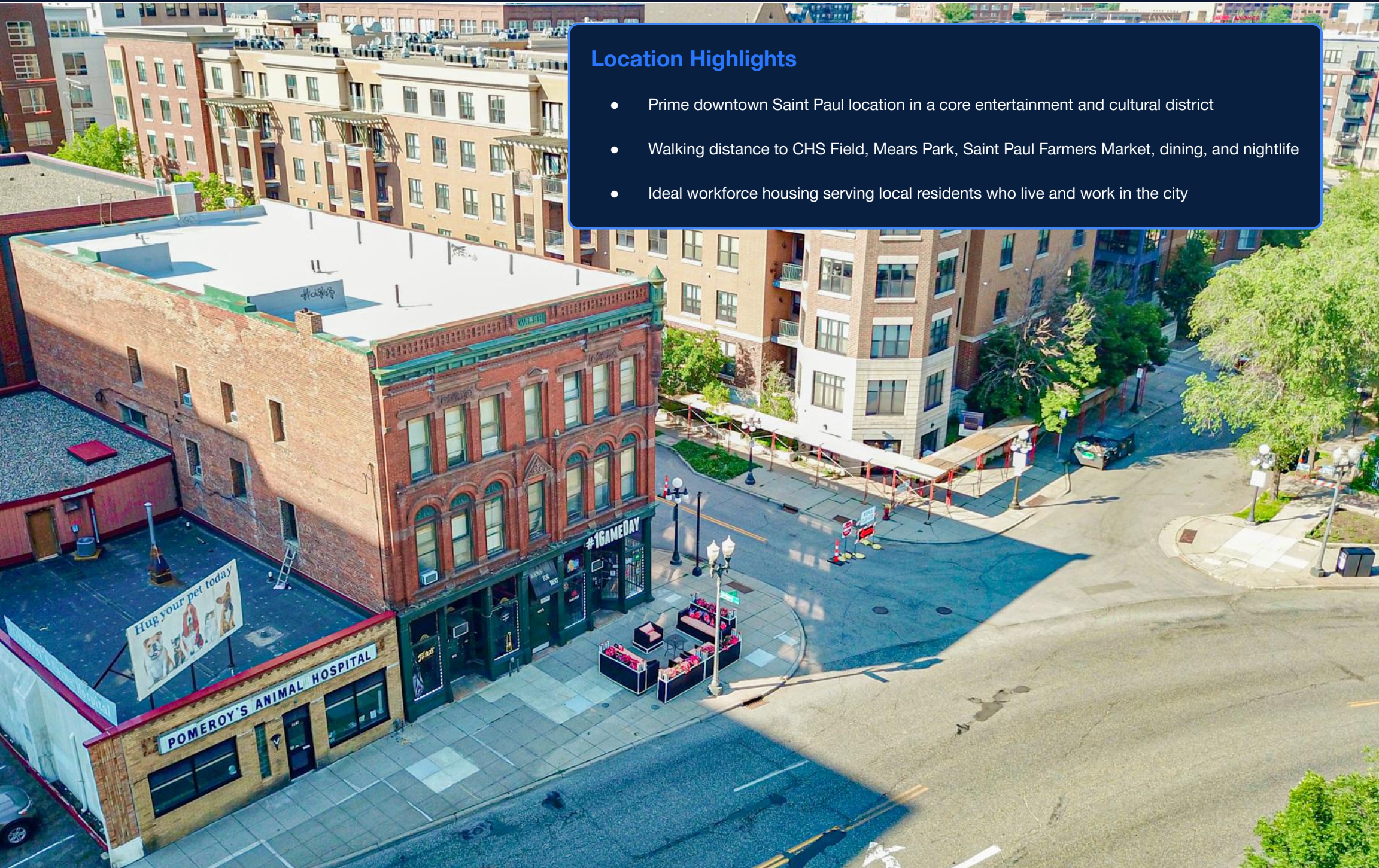
- **19-unit dormitory-style multifamily building**
- Long-term, stable tenant base with below-market rents and upside potential
- Shared kitchen and common areas supporting efficient building operations
- Historic asset built in 1885 with strong character and neighborhood presence
- Owned and operated by same owner for ~40 years with consistent stewardship
- Recent **capital improvements including new rubber roof (2022) and new boiler (2025)**
- Interior and exterior surveillance cameras enhance tenant safety and provide efficient property oversight.
- Large main-level **garage stall for off-street parking and/or storage**
- Strong in-place performance with additional value-add through rent repositioning on month-to-month leases
- New Ownership Can Increase Revenue by Bringing Retail and Residential Units to Market and Implementing RUBS to Recover Utility Expenses and Enhance Cash Flow.
- Eligible for the 20% Federal Historic Rehabilitation Tax Credit and 20% Minnesota Historic Structure Rehabilitation Tax Credit, offering up to 40% of qualified rehabilitation costs in tax credit incentives.



# INVESTMENT HIGHLIGHTS

## Location Highlights

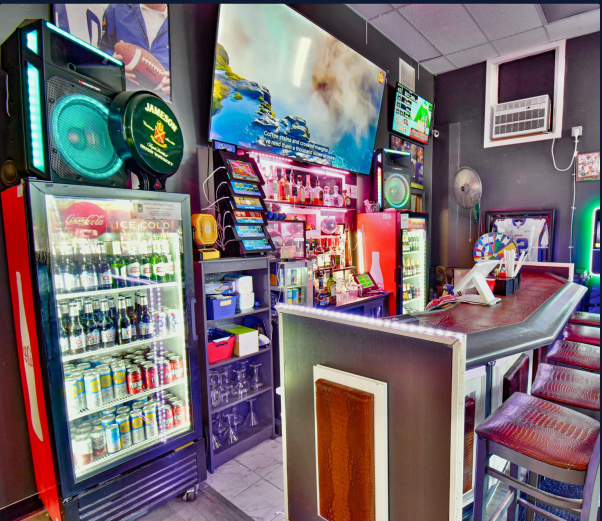
- Prime downtown Saint Paul location in a core entertainment and cultural district
- Walking distance to CHS Field, Mears Park, Saint Paul Farmers Market, dining, and nightlife
- Ideal workforce housing serving local residents who live and work in the city





## Bar Highlights

- Multiple Large-Screen TVs Throughout
- Game-Day Viewing from Every Seat
- Spacious Seating for Fans & Groups
- Dedicated Sports Lounge Atmosphere
- Pool Table & Dart Board Entertainment
- Arcade Games for Added Guest Engagement
- LED Accent Lighting Creates an Energetic Vibe
- Ideal for Watch Parties & Sporting Events





## Law Office Highlights

- Professional Reception & Check-In Area
- Client-Friendly Front Desk
- Open Administrative Workspace
- Excellent First Impression for Clients



## Dorm Photos

Individual Living Quarters

Dormitory-Style Accommodation

Bright Room with Large Windows

Dedicated Kitchen & Dining Area

Common Area for Resident Use





**Minnesota Department of Revenue**  
±1,400 Employees



**Regions Hospital**  
±554 Beds | Proposed Expansion to ±639 Beds  
±5,000 Employees



**Minnesota State Capitol**  
±15,000 Employees



**Saint Paul College**  
±11,200 Students  
±500 Employees

**Subject Property**




**St. Paul Farmers' Market**  
The primary outdoor market runs from late April through November

**Downtown St Paul**

**Theaters**

**FIRST AVENUE & 7th St entry**  
**history theatre**

**Downtown Restaurants**




**Saint Paul RiverCentre**  
±500 Employees



**Children's Minnesota**  
±133 Beds | ±4,100 Employees



**Grand Casino Arena**  
±500 Employees

**Harriet Island Regional Park**  
Hosts regular free live music series, yoga classes, and rotating food trucks



**St. Paul Downtown Airport**

±144,000 VPD

±157,000 VPD

±159,000 VPD

±79,000 VPD

±79,000 VPD



# FINANCIAL OVERVIEW

189-191 E 7th St  
Saint Paul, MN 55105



# FINANCIAL SUMMARY

**\$1,550,000**

List Price

**\$73,810**

Price Per Unit

**\$158.16**

Price Per SF

**9.00%**

Pro Forma Cap Rate

**7.29**

Pro Forma GRM

## Unit Mix

Total Units	Unit Mix	Unit Mix %	Avg. SF	Current Avg. Rent PSF	Current Avg. Rent	Market Avg. Rent	Market Rent PSF	Current Max Rent	Total Current Monthly Rent	Market Monthly Rent
19	Eff.	90%	350	\$1.94	\$680	\$700	\$2.00	\$680	\$12,920	\$13,300
1	2+1	5%	1,260	\$1.67	\$2,100	\$2,230	\$1.77	\$2,100	\$2,100	\$2,230
1	3+1	5%	1,890	\$1.43	\$2,700	\$3,080	\$1.63	\$2,700	\$2,700	\$3,080
21	Average		467	\$1.91	\$844	\$886	\$1.97	\$844	\$17,720	\$18,610
	Total		9,800	\$40.01	\$17,720	\$18,610	\$41.40	\$8,678	\$212,640	\$223,320

BAR

LAW OFFICE

# FINANCIAL SUMMARY

		T-12	Per Unit	Year 1 Adjusted	Per Unit	Market	Per Unit
Gross Potential Rent	Pro Forma Estimates	\$212,640	\$9,665	\$223,320	Market Rent	\$223,320	5%
Less Vacancy	7.0%	\$0	0.00%	\$15,632	7.0%	-\$11,166	-5.0%
Loss/Gain to Lease	Actual	\$0	0.00%	-\$10,680	-4.8%	-\$2,233	-1.0%
Less Concessions	-0.25%	\$0	0.00%	-\$558	-0.3%	-\$558	-0.25%
Less Change in Delinquency	-0.25%	\$0	0.00%	-\$558	-0.3%	-\$558	-0.25%
Expense/Utility Reimbursement	30% Collected	\$0	\$0	\$4,737	\$226	\$4,737	\$226
Other Income	2% Over Actual	\$3,888	\$185	\$3,966	\$189	\$3,966	\$189
Laundry Fees	2% Over Actual	\$1,824	\$87	\$1,860	\$89	\$1,860	\$89
<b>Gross Operating Income</b>		<b>\$218,352</b>		<b>\$237,720</b>		<b>\$219,368</b>	
<b>Expenses</b>		<b>\$78,866</b>	<b>36.1%</b>	<b>\$109,740</b>	<b>49.41%</b>	<b>\$108,456</b>	<b>47.05%</b>
<b>Net Operating Income</b>		<b>\$139,486</b>	<b>\$6,642</b>	<b>\$127,979</b>	<b>\$6,094</b>	<b>\$110,912</b>	<b>\$5,282</b>
Loan Payments		\$83,584		\$83,584		\$83,584	
Pre-Tax Cash Flow		\$55,902	12.0%	\$44,396	9.55%	\$27,329	5.88%
Plus Principal Reduction		\$11,786		\$11,786		\$11,786	
Total Return Before Taxes		\$67,688	14.56%	\$56,182	12.08%	\$39,115	8.41%

# FINANCIAL SUMMARY

## Pro Forma Annual Operating Summary

	Pro Forma Estimates	% of Current SGI	T-12	Per Unit	Year 1 Adjusted	Per Unit	Market	Per Unit	% of SGI
Real Estate Taxes	5.00% Over Actual	13.67%	\$29,058	\$1,384	\$30,511	\$1,453	\$30,511	\$1,453	13.7%
Property Management Fee	7.0%X GOI	2.26%	\$4,800	\$229	\$16,640	\$792	\$15,356	\$731	6.9%
Insurance	\$800 Per Unit	7.76%	\$16,500	\$786	\$16,800	\$800	\$16,800	\$800	7.5%
Payroll	\$250 Per Unit	0.69%	\$1,464	\$70	\$5,250	\$250	\$5,250	\$250	2.4%
General and Administrative	\$150 Per Unit	0.00%	\$0	\$0	\$3,150	\$150	\$3,150	\$150	1.4%
Contract Services	\$100 Per Unit	0.00%	\$0	\$0	\$2,100	\$100	\$2,100	\$100	0.9%
Turnover	\$150 Per Unit	0.00%	\$0	\$0	\$3,150	\$150	\$3,150	\$150	1.4%
Repairs & Maintenance	\$300 Per Unit	2.26%	\$4,800	\$229	\$6,300	\$300	\$6,300	\$300	2.8%
Electricity	2% Over Actual	3.18%	\$6,762	\$322	\$6,897	\$328	\$6,897	\$328	3.1%
Water/Sewer	2% Over Actual	2.04%	\$4,340	\$207	\$4,427	\$211	\$4,427	\$211	2.0%
Trash Removal	2% Over Actual	2.06%	\$4,380	\$209	\$4,468	\$213	\$4,468	\$213	2.0%
Other Utilities/Fuel/Gas	2% Over Actual	3.18%	\$6,762	\$322	\$6,897	\$328	\$6,897	\$328	3.1%
Reserves	\$150 Per Unit	0.00%	\$0	\$0	\$3,150	\$150	\$3,150	\$150	1.4%
<b>Total Expenses</b>		<b>36.12%</b>	<b>\$78,866</b>	<b>\$3,756</b>	<b>\$109,740</b>	<b>\$5,226</b>	<b>\$108,456</b>	<b>\$5,165</b>	<b>48.6%</b>
			Current	Per Unit	% of SGI				
Non-controllable expenses: Taxes, Ins., Reserves			\$45,558	\$2,169	20.4%				
Total Expense without Taxes & Reserves			\$49,808	\$2,372	22.30%				

# RENT ROLL

Unit Mix	Unit #	# of Units	SF	Current Rent	Current Rent/SF	Market Rent	Market Rent/SF	Loss to Lease	Upside (%)	Occupied/Vacant
Eff.	2	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	3	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	4	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	5	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	6	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Vacant
Eff.	7	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	8	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	9	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	10	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Vacant
Eff.	11	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	12	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	13	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Vacant
Eff.	14	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Vacant
Eff.	15	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	16	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	17	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	18	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	19	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
Eff.	20	1	350	\$680	\$1.94	\$700	\$2.00	-\$20	3%	Occupied
2+1	21	1	1,260	\$2,100	\$1.67	\$2,230	\$1.77	-\$130	6%	Occupied
3+1	22	1	1,890	\$2,700	\$1.43	\$3,080	\$1.63	-\$380	14%	Occupied
<b>Totals</b>		<b>21</b>	<b>9,800</b>	<b>\$17,720</b>	<b>\$40.01</b>	<b>\$18,610</b>	<b>\$1.97</b>	<b>-\$890</b>	<b>5%</b>	<b>4</b>
<b>Averages</b>			<b>467</b>	<b>\$844</b>	<b>\$1.91</b>	<b>\$886</b>	<b>\$1.97</b>	<b>-\$42</b>		<b>19.05%</b>

BAR

LAW OFFICE

# MARKET OVERVIEW

189-191 E 7th St  
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



## Neighborhood Overview

Located in Saint Paul's established West Seventh corridor near Highland Park and the Macalester-Groveland neighborhood, 189-191 E 7th St 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



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

Hamline University  
HAMLINE  
- MIDWAY

### Metropolitan State University



Metropolitan State University

### Macalester College



Macalester College

FROGTOWN

AURORA AVE 53

SUMMIT - UNIVERSITY

Saint Paul

The Butter Tin

Grand Casino Arena

Dark Horse Bar & Eatery

Alary's Kitchen + Bar

The Bulldog Lowertown



St. Joseph's Hospital  
Grand Casino Arena  
United Hospital

Imnizaska

STP - St. Paul Downtown Airport

BRIMHALL ST

GRIGGS ST S

BAY ST

RANDOLPH AVE

W PAGE ST

S HALL AVE

WEST SIDE

LAFAYETTE FWY

Lilydale

DELAWARE AVE

CHARLTON ST

West Saint Paul

42

7TH ST W

35E

13

52

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## 189-191 E 7th St | 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 189-191 E 7th St | 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.