

TWIN CITIES
2021 YEAR IN REVIEW
MULTIFAMILY MARKET



OVER \$2,000,000,000 IN APARTMENT PROPERTIES SOLD!



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**150%
increase**

in the number of
properties sold
(from 2020 to 2021)



\$942MM

of multifamily properties
were sold in the
Twin Cities in Q3 of 2021
(this exceeds the historical
annual average by 50%)



**Suburban
locations**

make up the majority
of Class A & B sales

“Sellers are in the best position in 15 years
to get their desired asking price”

-COSTAR NEWS

2021 YEAR IN REVIEW SUMMARY

Multifamily properties continue to shine as one of the most desirable asset classes in commercial real estate. **In the Twin Cities, 2021 sales volume has exceeded any other year on record.** In Quarter 2, annual rents were once again growing after four consecutive stagnant quarters, suggesting a strong recovery from the effects of the COVID-19 pandemic. Rent growth is now back in line with the metro's five-year pre-pandemic average at 3.5%.

With a well-balanced economy and an educated workforce, the Minneapolis-St. Paul MSA remains a highly desirable market. **The Twin Cities market reached a sales volume all-time high in Quarter 3 of 2021, with three times the average deal flow compared to the last decade's quarterly average.** Nearly 95% of all Q3 sales went to out-of-state buyers, flooding the market with national capital.

During the first year of the COVID-19 pandemic, many major metropolitan areas, including the Twin Cities, saw their urban and business center residents leaving in favor of suburban living. Pandemic closures made it difficult to enjoy the amenities that draw people to urban life, such as restaurants, theaters, and museums. Additionally, many workers found themselves in need of a home office for the first time as companies went remote. As a result, people sought more square footage and more affordable rent in suburban areas.

This shift toward suburban living has only accelerated in 2021 and is

expected to continue. More and more suburban locations are offering urban core amenities, such as walkability, a desirable mix of work and play destinations, and a variety of transportation options.

The Twin Cities Metropolitan Council has begun construction on the Southwest LRT, a 14.5-mile light rail transit corridor that will extend the METRO Green Line from Target Field in Minneapolis to Southwest Station in Eden Prairie. When completed, the Southwest LRT will run through 16 total stations in Minnetonka, Hopkins, and St. Louis Park. A significant portion of new deliveries coming to the market are being built near these planned light rail stations, some within walking distance. Easy access to light rail travel for commuting and leisure will continue to make suburban living an attractive option.

Suburban properties account for about 78% of Class A and B apartment transactions in 2021. **Thanks to exceptionally low interest rates and growing renter demand, value appreciation on well-located suburban properties has reached record levels.**

Supply chain disruptions have impacted multifamily demand in urban and suburban communities alike. New home construction has slowed due to limited availability of materials, inflated prices, and labor shortages. Many families that may have been preparing to purchase a home are continuing to rent. **With the housing shortage boosting the renter pool and rents increasing nationwide, this is an ideal time for Sellers.**

MICHEL COMMERCIAL 2021 HIGHLIGHTS

UNDER CONTRACT



SPRINGBROOK APARTMENTS
361 UNITS | FRIDLEY, MN

UNDER CONTRACT



FALCON HEIGHTS TOWN SQUARE
175 UNITS | FALCON HEIGHTS, MN

SOLD - \$49,500,000



LIVE ACTIVE APARTMENTS
524 UNITS | MANKATO, MN

SOLD - \$12,600,000

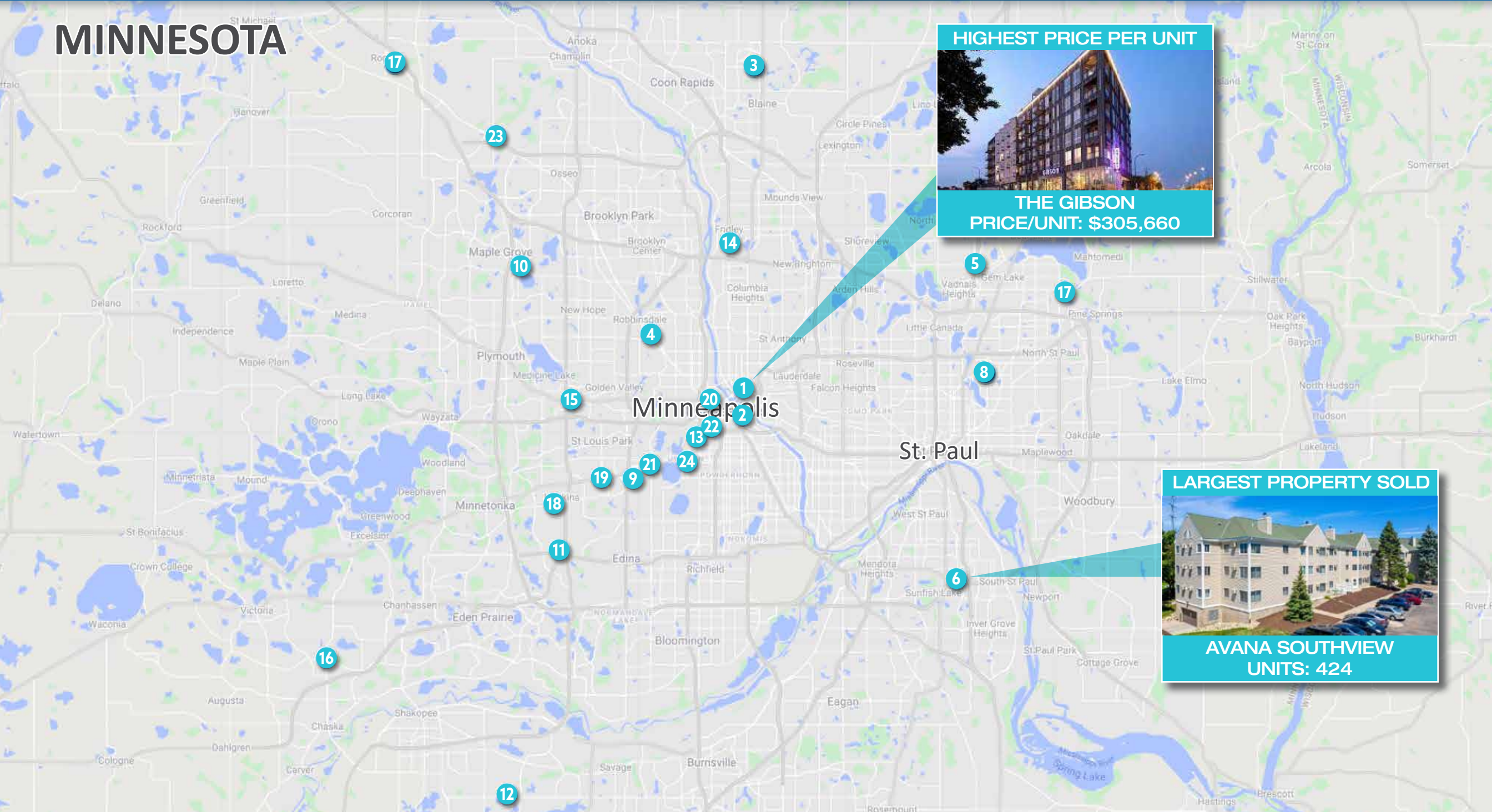


TIMBERFIELD APARTMENTS
72 UNITS | NORTHFIELD, MN

2021 TWIN CITIES MULTIFAMILY CLASS "A" TRANSACTIONS

A = CLASS "A"

MINNESOTA



HIGHEST PRICE PER UNIT



THE GIBSON
PRICE/UNIT: \$305,660

LARGEST PROPERTY SOLD



AVANA SOUTHVIEW
UNITS: 424

2021 TWIN CITIES MULTIFAMILY CLASS "A" TRANSACTIONS

No.	Property Name	Property Address	Property City	Year Built	No. Of Units	Building Class	Price/Unit	Sale Price	Sale Date
1	The Gibson	703 NE Central Ave	Minneapolis	2020	159	A	\$305,660	\$48,600,000	12/29/2021
2	Ox-Op	1111 S Washington Ave	Minneapolis	2020	155	A	\$302,581	\$46,900,000	12/29/2021
3	Cedar Green Apartments	1145 116th Ave NE	Blaine	2021	138	A	\$248,188	\$34,250,000	12/23/2021
4	Birdtown Flats	3730 W Broadway Ave	Robbinsdale	2020	152	A	\$263,816	\$40,100,000	12/16/2021
5	Aster Meadow Apartments	4143-4145 Centerville Rd	Vadnais Heights	2020	140	A	\$250,000	\$35,000,000	12/1/2021
6	Avana Southview	4930 Ashley Ln	Inver Grove Heights	1987	424	A	\$206,745	\$87,659,965	11/8/2021
7	Vincent Woods Apartments	20801 County Rd 81	Rogers	2020	168	A	\$258,929	\$43,500,000	10/20/2021
8	Frost English Silver	1957 English St	Maplewood	2018	107	A	\$255,140	\$27,300,000	10/18/2021
9	Verge Apartments	3601 Park Center Blvd	Saint Louis Park	2013	193	A	\$303,627	\$58,600,000	9/3/2021
10	The Quinn at Plymouth	6110 Quinwood Ln N	Plymouth	2002	301	A	\$283,223	\$85,250,000	8/31/2021
11	Rize at Opus Park	10101 Bren Rd E	Minnetonka	2019	322	A	\$288,820	\$93,000,000	8/18/2021
12	Lake Ridge Apartments	13854 McKenna Rd NW	Prior Lake	2019	150	A	\$240,000	\$36,000,000	8/13/2021
13	-	2008 Bryant Ave S	Minneapolis	2017	10	A	\$232,500	\$2,325,000	8/13/2021
14	Cielo	6051 University Ave NE	Fridley	2016	256	A	\$230,469	\$59,000,000	7/22/2021
15	Hello Apartments	9201 Golden Valley Rd	Golden Valley	2017	172	A	\$259,884	\$44,700,000	6/16/2021
16	Lake Jonathan Flats	3000 N Chestnut St	Chaska	2019	117	A	\$250,437	\$29,301,150	5/4/2021
17	Mahtomedi Flats	730 Wildwood Rd	Mahtomedi	2018	36	A	\$263,889	\$9,500,000	4/30/2021
18	Gallery Flats	50 8th Ave S	Hopkins	2014	163	A	\$202,914	\$33,075,000	3/16/2021
19	Arrive St. Louis Park	7201 Walker St	Saint Louis Park	2002	200	A	\$215,750	\$43,150,000	2/26/2021
20	District 600	600 N 5th St	Minneapolis	2016	79	A	\$186,709	\$14,750,000	2/22/2021
21	Arrive Inglewood Trails Apartments	3200 Inglewood Ave S	Saint Louis Park	1999	124	A	\$180,645	\$22,400,000	2/10/2021
22	Arrive Loring Park	18 W 15th St	Minneapolis	2018	75	A	\$190,667	\$14,300,000	2/10/2021
23	Crossroads at Elm Creek	14151 Territorial Rd	Maple Grove	2019	98	A	\$247,347	\$24,240,000	1/27/2021
24	Tula Apartments	3009 Holmes Ave S	Minneapolis	2018	71	A	\$242,958	\$17,250,000	1/7/2021

Total Class "A" Averages

2015

159

\$246,287

\$39,589,630

2021 TWIN CITIES MULTIFAMILY CLASS "B" TRANSACTIONS

B = CLASS "B"

HIGHEST PRICE PER UNIT
(TOWNHOME COMMUNITIES)



CHAMPLIN TOWNHOMES
PRICE/UNIT: \$329,167

LARGEST PROPERTY SOLD

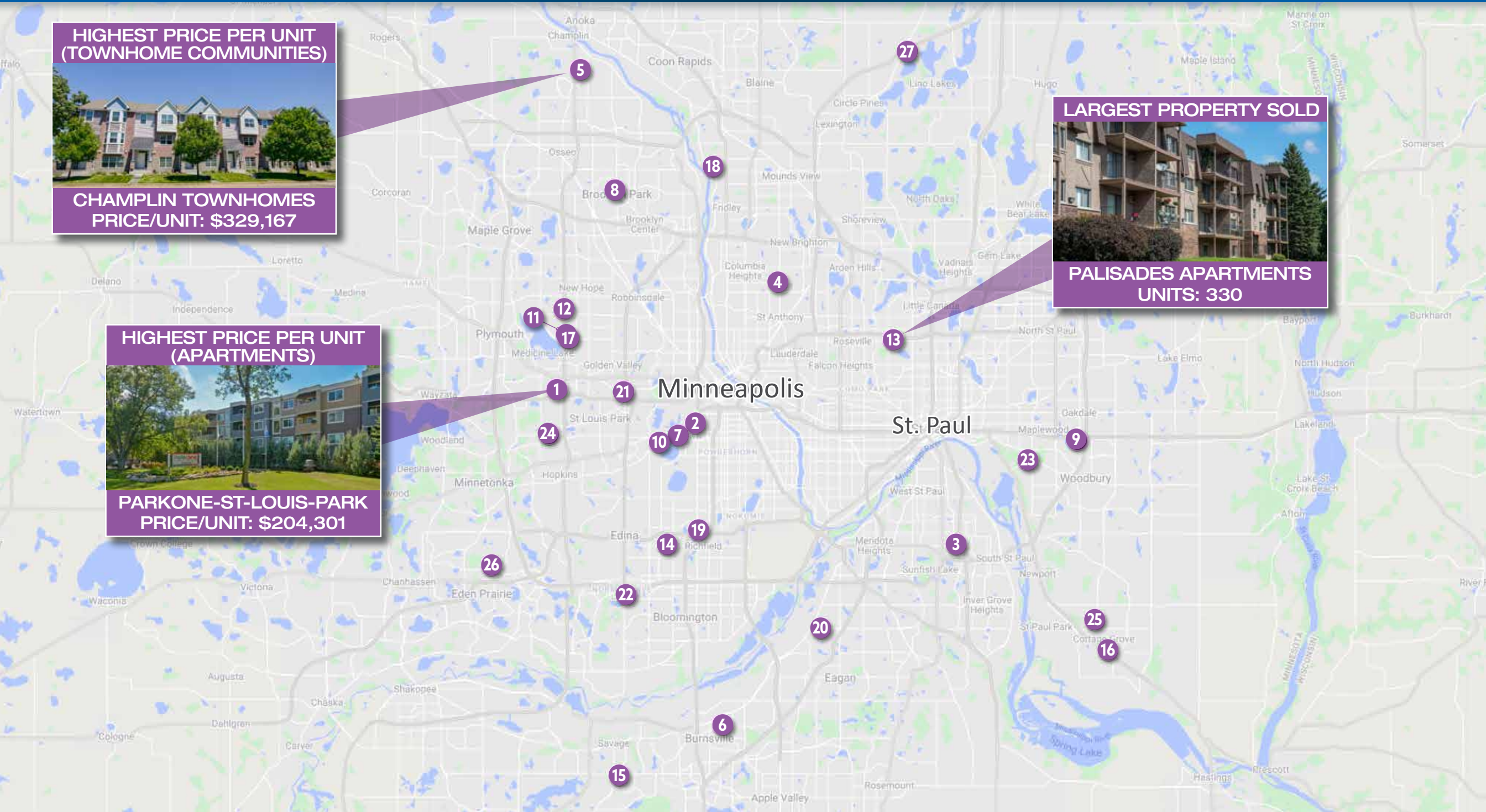


PALISADES APARTMENTS
UNITS: 330

HIGHEST PRICE PER UNIT
(APARTMENTS)



PARKONE-ST-LOUIS-PARK
PRICE/UNIT: \$204,301



2021 TWIN CITIES MULTIFAMILY CLASS "B" TRANSACTIONS

No.	Property Name	Property Address	Property City	Year Built	No. Of Units	Building Class	Price/Unit	Sale Price	Sale Date
1	PARKone-St-louis-park	301 Shelard Pky	Saint Louis Park	1971	186	B	\$204,301	\$38,000,000	12/28/2021
2	Kenwood Apartments - Uptown	2517 Bryant Ave S	Minneapolis	1923	19	B	\$171,053	\$3,250,000	11/23/2021
3	Eagle Pointe Apartments	2044 Oakdale Ave	West Saint Paul	1972	216	B	\$140,046	\$30,250,000	9/29/2021
4	Equinox	2808 Silver Ln NE	Saint Anthony	1971	266	B	\$164,474	\$43,750,000	9/28/2021
5	Champlin Townhomes	11802-11824 Emery Oaks Ln N	Champlin	2020	12	B	\$329,167	\$3,950,000	9/24/2021
6	Avana West Park	429 E Travelers Trl	Burnsville	1988	240	B	\$196,750	\$47,220,000	9/7/2021
7	The Venue on Knox	2893 Knox Ave S	Minneapolis	1959	97	B	\$175,258	\$17,000,000	9/1/2021
8	Windsor Gates Apartments	6200 78th Ave N	Brooklyn Park	1970	200	B	\$100,000	\$20,000,000	9/1/2021
9	Woodland Pointe	6850 Ashwood Rd	Woodbury	1974	288	B	\$149,306	\$43,000,000	9/1/2021
10	The Portage	3146 Calhoun Blvd W	Minneapolis	1951	62	B	\$133,065	\$8,250,000	9/1/2021
11	Burgundy Apartments	2901-2911 Hillsboro Ave N	New Hope	1968	142	B	\$130,282	\$18,500,000	9/1/2021
12	Plymouth Pointe Apartments	9600-9630 37th Pl N	Plymouth	1968	96	B	\$135,417	\$13,000,000	9/1/2021
13	Palisades Apartments	560 Sandhurst Dr	Roseville	1970	330	B	\$145,455	\$48,000,000	9/1/2021
14	Southdale Parc Apartments	2720 W 66th St	Richfield	1962	69	B	\$126,087	\$8,700,000	9/1/2021
15	The Villas of Savage	14205 Alabama Ave S	Savage	2016	14	B	\$235,000	\$3,290,000	8/25/2021
16	Grove Ridge	8130 E Point Douglas Rd S	Cottage Grove	1973	84	B	\$129,167	\$10,850,000	9/1/2021
17	Burgundy & Hillsboro Court Apartments	2701 Hillsboro Ave N	New Hope	1967	108	B	\$125,000	\$13,500,000	9/1/2021
18	River Pointe Apartments	7855 E River Rd	Fridley	1971	300	B	\$115,000	\$34,500,000	9/1/2021
19	Woodhaven Apartments	6045 Lyndale Ave	Minneapolis	1974	176	B	\$127,841	\$22,500,000	9/1/2021
20	Bayberry Place	3395 Yankee Doodle Ln	Eagan	1995	120	B	\$125,000	\$15,000,000	9/1/2021
21	The Laurel	250 S Turners Crossroad	Golden Valley	2004	151	B	\$144,868	\$21,875,000	7/16/2021
22	Normandale Lake Estates	5233-5277 W 82nd St	Bloomington	1964	105	B	\$156,667	\$16,450,000	6/3/2021
23	The Haven of Battle Creek	200 Winthrop St S	Saint Paul	1976	216	B	\$120,833	\$26,100,000	5/12/2021
24	Brier Creek Apartments	10641 Greenbrier Rd	Minnetonka	1986	192	B	\$170,833	\$32,800,000	3/1/2021
25	Hinton Heights Rental Homes	7750 Hinton Ave	Cottage Grove	1995	249	B	\$208,835	\$52,000,000	2/25/2021
26	Quail Ridge	7365 Howard Ln	Eden Prairie	1986	108	B	\$164,815	\$17,800,000	2/17/2021
27	Lakewood Apartments	705 Town Center Pky	Lino Lakes	2007	60	B	\$175,000	\$10,500,000	1/14/2021

Total Class "B" Averages

1977

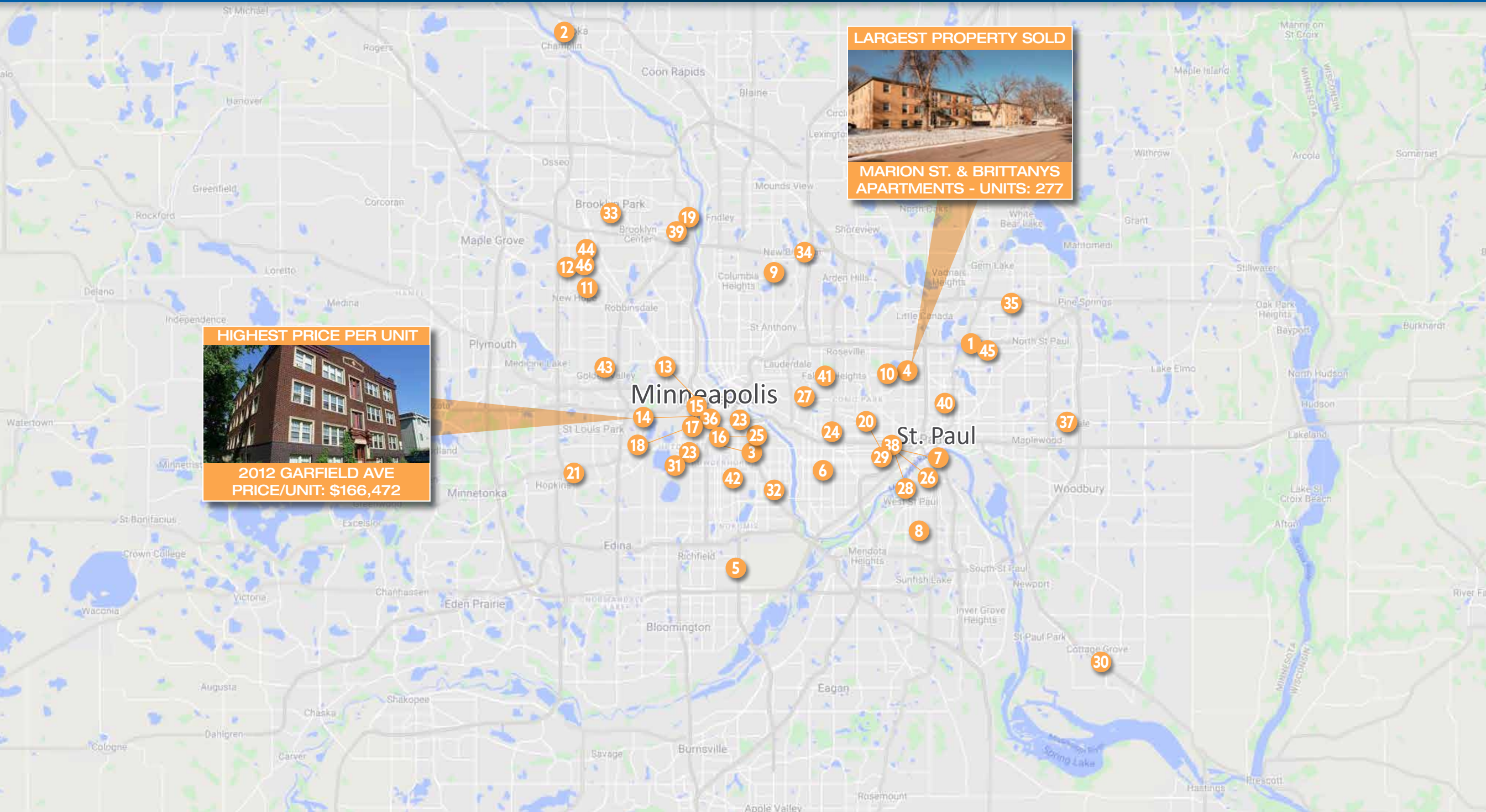
152

\$159,241

\$22,964,259

2021 TWIN CITIES MULTIFAMILY CLASS "C" TRANSACTIONS (\$3MM+)

C = CLASS "C"



2021 TWIN CITIES MULTIFAMILY CLASS "C" TRANSACTIONS (\$3MM+)

No.	Property Name	Property Address	Property City	Year Built	No. Of Units	Building Class	Price/Unit	Sale Price	Sale Date
1	Maplewood Manor	2275 Atlantic St N	Maplewood	1964	69	C	\$84,768	\$5,849,000	12/20/2021
2	Riverwood South Apartments	1721 S Ferry St	Anoka	1978	29	C	\$120,862	\$3,505,000	12/13/2021
3	Park Avenue Apartments	2801-2809 Park Ave S	Minneapolis	1925	68	C	\$97,426	\$6,625,000	12/7/2021
4	Marion St. & Brittanys Apartments	195 Larpenteur Ave W	Roseville	1964	277	C	\$101,083	\$28,000,000	12/1/2021
5	Pioneer Apartments	7000 Cedar Ave S	Richfield	1967	23	C	\$132,609	\$3,050,000	12/1/2021
6	Fairview Estates	1776 St Clair Ave	Saint Paul	1961	39	C	\$152,821	\$5,960,000	11/5/2021
7	The Elms Apartments	178 Summit Ave	Saint Paul	1919	36	C	\$148,061	\$5,330,194	10/15/2021
8	Cedarwood West	222 Wentworth Ave W	West Saint Paul	1970	36	C	\$125,000	\$4,500,000	10/11/2021
9	Innsbruck Villa	2395 3rd St NW	New Brighton	1966	74	C	\$133,378	\$9,870,000	10/5/2021
10	Maple View Apartments	380-400 Larpenteur Ave W	Saint Paul	1962	34	C	\$93,750	\$3,187,500	10/5/2021
11	Wingate Apartments	7620-7820 49th Ave N	New Hope	1967	136	C	\$104,412	\$14,200,000	9/1/2021
12	New Hope Village Apartments	5615 Xylon Ave N	New Hope	1969	72	C	\$100,694	\$7,250,000	9/1/2021
13	Brentwood Apartments	117-127 W Grant St	Minneapolis	1912	100	C	\$104,000	\$10,400,000	8/31/2021
14	-	2012 Garfield Ave	Minneapolis	1915	20	C	\$166,472	\$3,329,447	8/31/2021
15	Haverhill Apartments	32 Spruce Pl	Minneapolis	1909	68	C	\$135,294	\$9,200,000	8/31/2021
16	Marcelle	2400 Harriet Ave S	Minneapolis	1923	40	C	\$125,000	\$5,000,000	8/31/2021
17	2417 Garfield Apartments	2417 Garfield Ave	Minneapolis	1966	39	C	\$119,113	\$4,645,400	8/31/2021
18	2216 Harriet Ave Apartments	2216 Harriet Ave S	Minneapolis	1922	21	C	\$152,506	\$3,202,617	8/31/2021
19	Evergreen Park Manor	7212 Camden Ave N	Brooklyn Center	1972	80	C	\$110,000	\$8,800,000	8/18/2021
20	The Clubhouse	614 Portland Ave	Saint Paul	1913	40	C	\$155,000	\$6,200,000	8/3/2021
21	Hiawatha Court	1101-1125 Hiawatha Ave	Hopkins	1962	60	C	\$108,350	\$6,501,000	7/30/2021
22	The Pekin and Peoria	3129 Aldrich Ave S	Minneapolis	1922	40	C	\$137,778	\$5,511,111	7/16/2021
23	Minnehaha 94	1901 Minnehaha Ave	Minneapolis	1970	88	C	\$121,591	\$10,700,000	7/6/2021
24	Charles Avenue Apartments	1598 Charles Ave	Saint Paul	1919	55	C	\$106,000	\$5,830,000	7/1/2021
25	-	2631 Columbus Ave	Minneapolis	1972	33	C	\$102,879	\$3,395,000	6/15/2021

2021 TWIN CITIES MULTIFAMILY CLASS "C" TRANSACTIONS (\$3MM+)

No.	Property Name	Property Address	Property City	Year Built	No. Of Units	Building Class	Price/Unit	Sale Price	Sale Date
26	Summit Hill Apartments	194 Summit Ave	Saint Paul	1922	44	C	\$118,738	\$5,224,472	6/9/2021
27	Como Apartments	2130 Como Ave	Saint Paul	1926	40	C	\$118,738	\$4,749,520	6/9/2021
28	Dayton Apartments	300 Dayton Ave	Saint Paul	1915	30	C	\$118,738	\$3,562,140	6/9/2021
29	Grand Place Apartments	622 Grand Ave	Saint Paul	1919	25	C	\$138,332	\$3,458,296	6/9/2021
30	Cottages of Cottage Grove	8240 E Point Douglas Rd S	Cottage Grove	1984	59	C	\$141,949	\$8,375,000	5/18/2021
31	Flats at Emerson	3441 Emerson Ave S	Minneapolis	1959	28	C	\$133,000	\$3,724,000	5/14/2021
32	Minnehaha Park Apartments	4444 Minnehaha Ave	Minneapolis	1971	39	C	\$117,564	\$4,585,000	5/12/2021
33	Ridgebrook	5840 73rd Ave N	Brooklyn Park	1969	144	C	\$104,861	\$15,100,000	4/23/2021
34	Brighton Pond Apartments	333 10th St NW	New Brighton	1988	82	C	\$100,866	\$8,271,000	4/15/2021
35	Sibley Cove	1996 County Road D E	Maplewood	2003	81	C	\$134,568	\$10,900,000	4/13/2021
36	St. George Apartments	137 E 17th St	Minneapolis	1918	35	C	\$107,857	\$3,775,000	3/29/2021
37	Ridgecrest Apartments	969 Greenway Ave N	Oakdale	1973	50	C	\$126,000	\$6,300,000	3/15/2021
38	Sherman Forbes Apartments	310 7th St W	Saint Paul	1972	104	C	\$81,731	\$8,500,000	3/12/2021
39	Sterling Square	6640-6700 Humboldt Ave N	Brooklyn Center	1968	54	C	\$114,815	\$6,200,000	2/25/2021
40	Como Terrace	714 Jessamine Ave	Saint Paul	1973	39	C	\$91,026	\$3,550,000	2/16/2021
41	Larpenteur Manor Apartments	1740 Larpenteur Ave W	Saint Paul	1968	144	C	\$141,667	\$20,400,000	2/5/2021
42	The Bancroft	4035 Bloomington Ave	Minneapolis	1962	24	C	\$172,833	\$4,148,000	2/5/2021
43	West End Trails Apartments	1500 Douglas Dr N	Golden Valley	1961	58	C	\$137,931	\$8,000,000	1/29/2021
44	Brooklyn West Apartments	7520 62nd Ave N	New Hope	1969	33	C	\$91,818	\$3,030,000	1/29/2021
45	Sherwood Glen Apartments	2140 Barclay St	Maplewood	1966	96	C	\$93,542	\$8,980,000	1/28/2021
46	The Birchway Apartments	5716-5720 Winnetka Ave N	New Hope	1968	107	C	\$97,196	\$10,400,000	1/22/2021
Total Class "C" Averages				1953	63		\$120,057	\$7,201,602	

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