

GARDEN SITE
1958 Rice Street North
Maplewood, MN 55113

PAK Properties reached out to Saint Paul Regional Water Services late 2019 expressing interest in purchasing 1958 Rice Street North also known as the Garden Site. PAK Properties paid for an appraisal and started doing their due diligence with the city of Maplewood after Saint Paul Regional Water Services expressed interest in selling. In early November the board reached out to TaTonka Real Estate Advisors requesting some preliminary assistance with this site and the Sandy Lake location. After a few discussions and getting an Opinion of Value on the Sandy Lake Site, Saint Paul Water engaged TaTonka Real Estate Advisors to market both properties and bring them to the market for maximum exposure and value.

TaTonka Real Estate Advisors put both properties on the market in late February. This included listing both sites via the Commercial Exchange which gets local and national exposure, broadcasting the sites to the larger brokerage community of approximately 1,600 brokers in Minnesota and reaching out to all the major local and national developers in in our network (over 65 contacts). Including multi-unit housing/apartment builders as well. Because there was a solid Offer/Purchase Agreement on the Garden Site, Saint Paul Water and TaTonka wanted to identify potential buyers as quickly as possible and not lose traction with the existing offer on the table.

There was and has been a lot of interest and positive feedback from the market and the developers we spoke with. To maximize the value and price of the sites, TaTonka did not quote or put on a listing price. The intention was to have offers exceed the opinion of value and have the taxable value be the foundational starting point to see what kind of offers would come in. Both of these sites are unique and we felt would draw a premium because of their size. There aren't really any other large parcels of land like this inside the big highway loop.

As we were sending out packages and having follow up conversations with developers and investors, we were making some great traction and progress until Covid19 hit. Early March the world started coming to a halt and no one knew what was happening. Most of the developers and potential buyers we were talking to, kept trudging forward hoping this pandemic was a temporary hiccup. But as city offices started closing it was very hard to get the answers they needed to do their due diligence and get the feedback to make an informed and intelligent decision. Knowing what the cities vision is, what the city wants and will allow can make or break any development. With this new wrinkle in the process some of the potential buyers were still willing to perform, but without knowing what was allowable the buyers would be buying speculative property. Without having concrete details, the conversations, verbal offers, and quick e-mails did NOT reflect the prices we were hoping or shooting for. We called, sent out e-mails and reminders to the different groups we had engaged with asking for highest and best final offers by July 15th. The general response and consensus was that investors/developers/buyers would be taking a

risk with huge uncertainty. Of course, that was reflected in these “verbal” offers (\$1-\$1.5 million) with a quick close. None of these were appealing since we of course had a better existing offer on the table.

TaTonka has kept open communications with PAK Properties and kept them in the loop during the current marketing. We did not want to lose them as the best possible buyer in the current environment. PAK Properties has been very patient in the process. Another advantage PAK Properties has over other potential buyers is that they had done a lot of due diligence before they approached Saint Paul Regional Water and they have a huge head start because they were able to work with the city and find out what they wanted. They have a mutual vision for the future of the site. With the pandemic shutting down many segments of the real estate industry, this also puts PAK Properties 6-9 months ahead of any other buyer with the due diligence they would still need to complete. PAK Properties offer is at the appraised value and also tax value of the property. With the market volatility and uncertainty, TaTonka would suggest moving forward with the \$2.5 million dollar offer from PAK Properties. They are a solid developer who knows the market and the area.



TaTonka
Real Estate Advisors

FOR SALE



Rice Street Garden Site
1958 Rice Street
Maplewood, MN 55113

- 13.26 Acres (577,797 SF) Total Land Size
- 9.61 Acres (418,612 SF) Effective Developable/Usable Land Area
- PID #18-29-22-23-0019
- Zoning is BC / Business Commercial District – Guided as Mixed-Use-Community
- Commercial retail or services businesses, office and high-density housing, hotel
- 315 feet of frontage on Rice Street
- 750 feet of frontage on Roselawn Avenue
- Great access and good visibility
- Close to retailers and restaurants

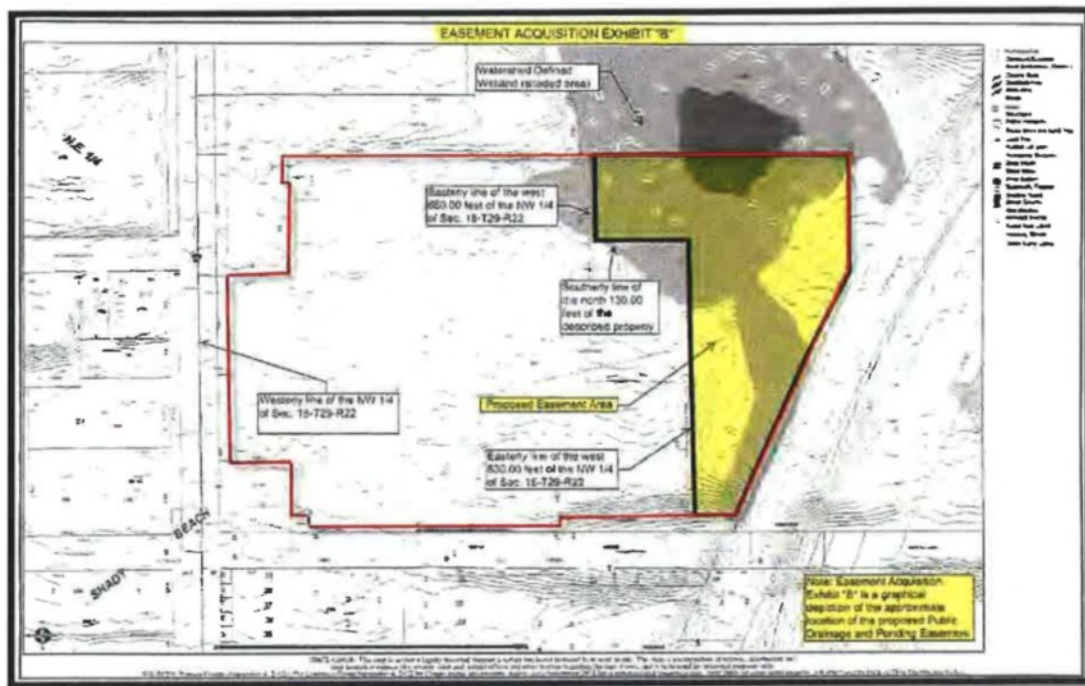
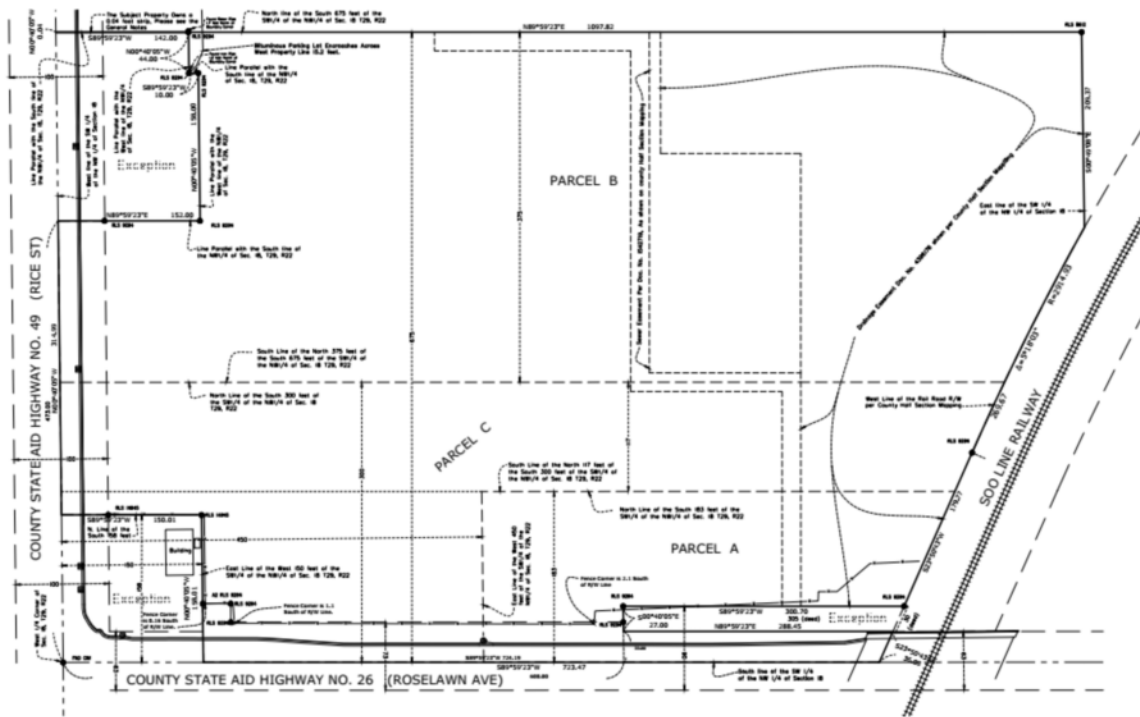
Price Negotiable



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THE APPROXIMATE EASEMENT AREA AND WETLAND AREAS ARE HIGHLIGHTED IN YELLOW.
THE SUBJECT AREA "NET" OF THE HIGHLIGHTED AREA IS THE USABLE AREA THAT IS
ESTIMATED TO BE 9.61 ACRES.

All information is furnished from sources judged to be reliable, however, no guarantee is made as to its accuracy or completeness.