



# East Side Saint Paul, MN

## Mixed-Use + Land = Value-Add

OFFERING MEMORANDUM | 890 PAYNE AVENUE | SAINT PAUL, MN

Exclusively Listed by

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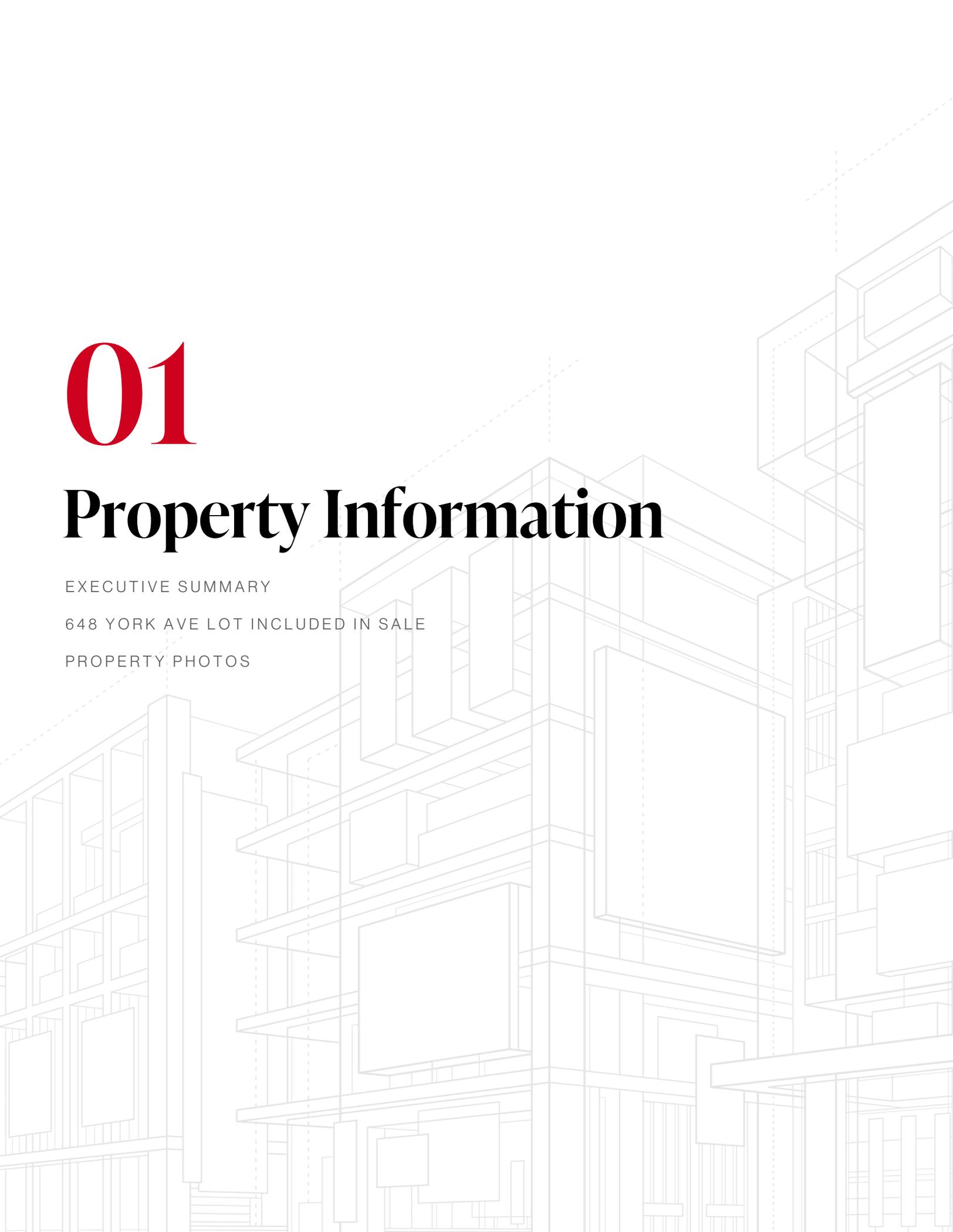
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A detailed architectural wireframe of a modern building, showing multiple levels, balconies, and structural elements. The drawing is composed of thin, light gray lines on a white background, creating a sense of depth and structure. The building is oriented vertically, with the top of the page showing the upper levels and the bottom showing the lower levels. The lines are clean and precise, highlighting the geometric forms of the architecture.

01

# Property Information

EXECUTIVE SUMMARY

648 YORK AVE LOT INCLUDED IN SALE

PROPERTY PHOTOS

# Executive Summary



## Property Overview

This mixed-use property earns \$67,884/year today from one commercial tenant (laundromat) plus four apartments (three 1BRs and one studio). The apartments have not been updated recently, so simple interior upgrades (paint, flooring, kitchens/baths) are expected to support market rents. On stabilization, the pro forma projects ~\$74,400/year in gross income. With operating costs near today's level (~\$34,298), NOI—net operating income, i.e., income minus expenses—rises from ~\$33,586 to ~\$40,102 (about +19%). The sale also includes the B2-zoned lot at 648 York Ave (~4,836 SF), which can add off-street parking, signage, or future expansion—useful levers to attract tenants and justify higher rents over time.

## Property Highlights

- Mixed-use, 5 units: one ground-floor commercial space (laundromat) + four apartments (three 1BR/1BA, one studio).
- Income with upside: in-place gross \$67,884/yr; pro forma to ~\$74,400/yr with basic unit upgrades; NOI from ~\$33,586 ~\$40,102 (~19% lift).
- Clear value-add plan: residential units are dated—paint, flooring, and kitchen/bath refreshes expected to capture market rents.
- Bonus parcel included: 648 York Ave, B2 zoning, 4,836 SF (39'x124') / 0.111 ac—ideal for parking, signage, or future expansion.
- Building stats: approx. 5,970 SF, two stories; built 1888 (effective 1991); prominent Payne Ave storefront with strong street visibility.
- Corridor momentum: within Payne-Phalen's Latino-led revitalization; minutes to the multi-phase Hamm's Brewery redevelopment; transit on Payne Ave with quick access to Hwy 61, I-35E, I-94 and Downtown Saint Paul.
- Compelling basis: indicative metrics from OM—~\$93.80/RSF and ~\$112,000 per unit—support a small-multi, value-add strategy.

<b>Price:</b>	560,000
<b>Number of Units</b>	5
<b>Building SF:</b>	5,970
<b>Occupancy:</b>	100%
<b>Lot Size:</b>	2,415 SF
<b>Year Built:</b>	1888
<b>Zoning:</b>	B2 Community Business

# 648 York Ave Lot Included In Sale



# Property Photos



# Property Photos



The background of the page is a light gray architectural wireframe of a modern building. The lines are thin and create a sense of depth and structure. The building has multiple stories with various window placements and balconies. The overall style is clean and professional.

# 02

# Financial Analysis

PRO FORMA SUMMARY

TENANT MIX REPORT

# Pro Forma Summary



## Income

Description	Actual	Per Unit	Market	Per Unit
<b>Gross Potential Rent</b>	<b>\$67,884</b>	<b>\$13,577</b>	<b>\$74,400</b>	<b>\$14,880</b>
- Less: Vacancy	\$0	\$0	\$0	\$0
<b>Effective Gross Income</b>	<b>\$67,884</b>	<b>\$13,577</b>	<b>\$74,400</b>	<b>\$14,880</b>

## Operating Expenses

Description	Actual	Per Unit	Market	Per Unit
Building Insurance	\$8,464	\$1,693	\$8,464	\$1,693
Maintenance (8% Gross Rents)	\$5,431	\$1,086	\$5,431	\$1,086
CapEx (5% of Gross Rents)	\$3,394	\$679	\$3,394	\$679
Taxes - Real Estate	\$8,726	\$1,745	\$8,726	\$1,745
Utility - Gas	\$3,816	\$763	\$3,816	\$763
Utility - Water/Sewer	\$4,320	\$864	\$4,320	\$864
Utility - Waste	\$147	\$29	\$147	\$29
<b>Total Expenses</b>	<b>(\$34,298)</b>	<b>(\$6,860)</b>	<b>(\$34,298)</b>	<b>(\$6,860)</b>
<b>Net Operating Income</b>	<b>\$33,586</b>	<b>\$6,717</b>	<b>\$40,102</b>	<b>\$8,020</b>

# Pro Forma Summary



## Investment Summary

Price	\$560,000
Year Built	1888
Tenants	5
Price/Unit	\$112,000
RSF	5,970
Price/RSF	\$93.80
Lot Size	5,970 sf
Floors	2
APN	29-29-22-42-0146
Cap Rate	6.0%
Market Cap Rate	7.16%
GRM	8.25
Market GRM	7.53

## Financing Summary

<b>Loan 1 (Adjustable)</b>	<b>\$420,000</b>
Initial Equity	\$140,000
Interest Rate	6.25%
Term	25 years
Monthly Payment	\$2,771
DCR	1.01

## Unit Mix & Annual Scheduled Income

Type	Units	Actual	Total	Market	Total
Commercial	1	\$23,400	\$23,400	\$24,600	\$24,600
1Bed/1Bath	1	\$12,360	\$12,360	\$13,200	\$13,200
1Bed/1Bath	1	\$11,124	\$11,124	\$13,200	\$13,200
1Bed/1Bath	1	\$11,400	\$11,400	\$13,200	\$13,200
Studio/Bath	1	\$9,600	\$9,600	\$10,200	\$10,200
<b>Totals</b>	<b>5</b>		<b>\$67,884</b>		<b>\$74,400</b>

## Annualized Income

Description	Actual	Market
<b>Gross Potential Rent</b>	<b>\$67,884</b>	<b>\$74,400</b>
- Less: Vacancy	\$0	\$0
<b>Effective Gross Income</b>	<b>\$67,884</b>	<b>\$74,400</b>
- Less: Expenses	(\$34,298)	(\$34,298)
<b>Net Operating Income</b>	<b>\$33,586</b>	<b>\$40,102</b>
- Debt Service	(\$33,247)	(\$33,247)
<b>Net Cash Flow after Debt Service</b>	<b>\$339</b>	<b>\$6,855</b>
+ Principal Reduction	\$7,201	\$7,201
<b>Total Return</b>	<b>\$7,540</b>	<b>\$14,056</b>

## Annualized Expenses

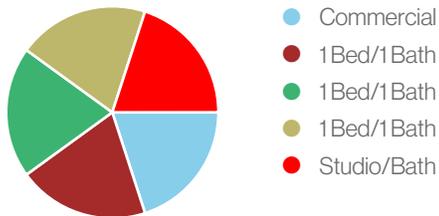
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Utility - Gas	\$3,816	\$3,816
Utility - Water/Sewer	\$4,320	\$4,320
Utility - Waste	\$147	\$147
<b>Total Expenses</b>	<b>\$34,298</b>	<b>\$34,298</b>
<b>Expenses Per RSF</b>	<b>\$5.75</b>	<b>\$5.75</b>
<b>Expenses Per Unit</b>	<b>\$6,860</b>	<b>\$6,860</b>

# Tenant Mix Report

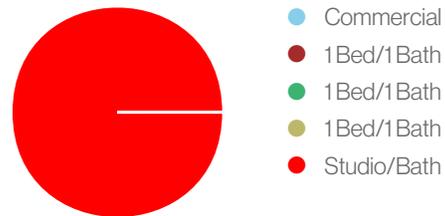


Suite	Tenants	Approx. SF	Avg. Rents	Monthly	Mkt Rents	Monthly
Laundorm at	Commercial	0	\$1,950	\$1,950	\$2,050	\$2,050
1	1Bed/1Bath	0	\$1,030	\$1,030	\$1,100	\$1,100
2	1Bed/1Bath	0	\$927	\$927	\$1,100	\$1,100
3	1Bed/1Bath	0	\$950	\$950	\$1,100	\$1,100
4	Studio/Bath	0	\$800	\$800	\$850	\$850
<b>5</b>		<b>0</b>		<b>\$5,657</b>		<b>\$6,200</b>

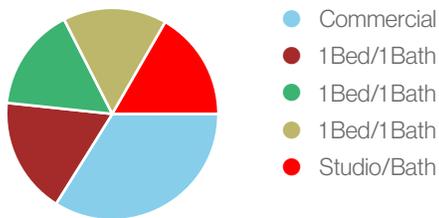
TENANT MIX



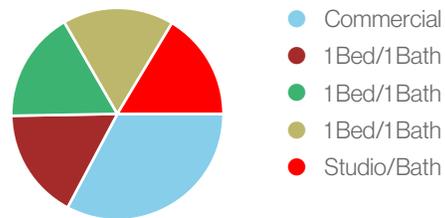
TENANT MIX SQUARE FEET



TENANT MIX INCOME



TENANT MIX MARKET INCOME



The background of the page is a light gray architectural wireframe of a modern building. The lines are thin and create a complex, multi-layered structure of rectangular forms, suggesting a multi-story building with various levels and setbacks. The perspective is from a low angle, looking up at the building's facade.

03

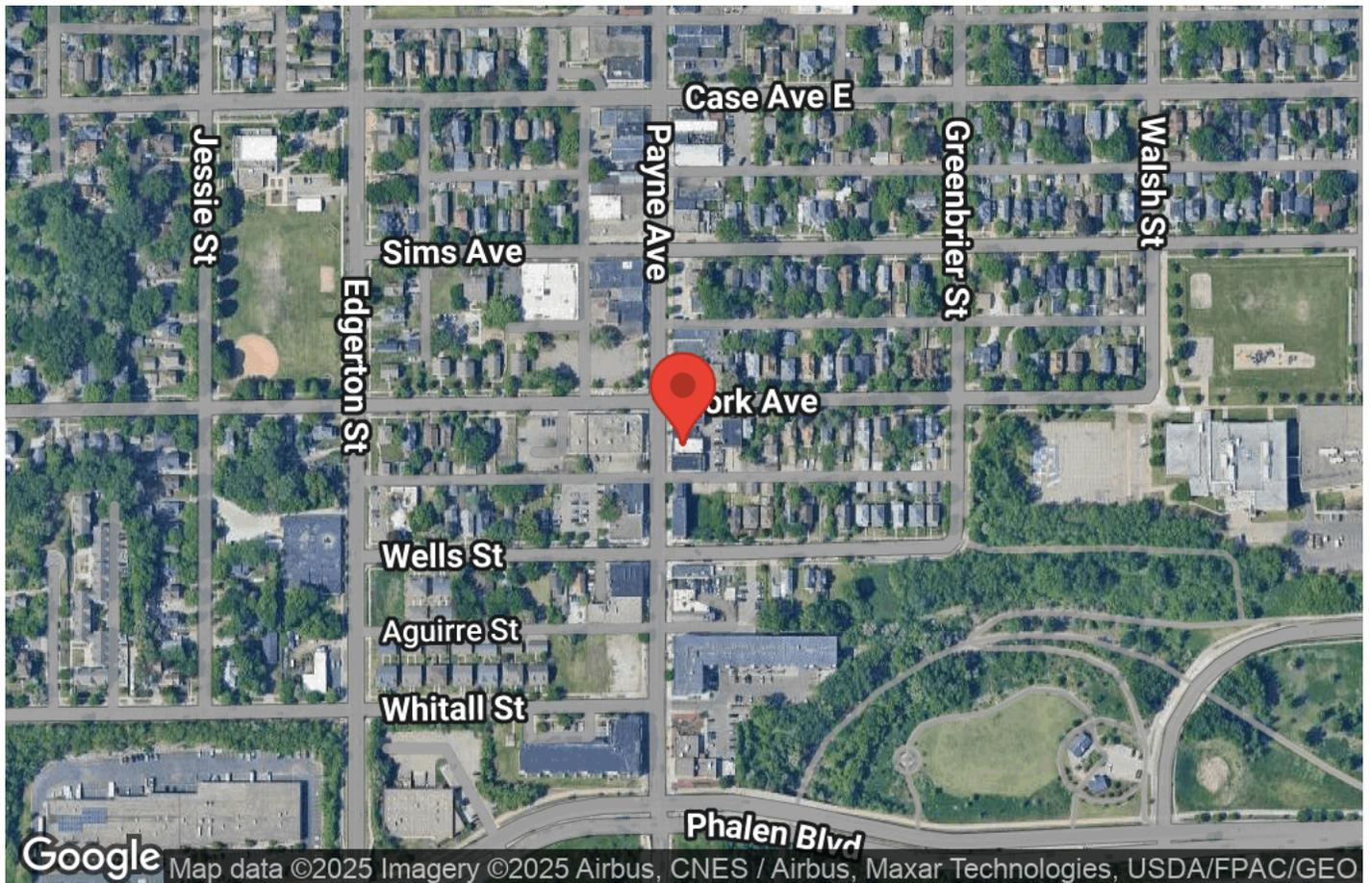
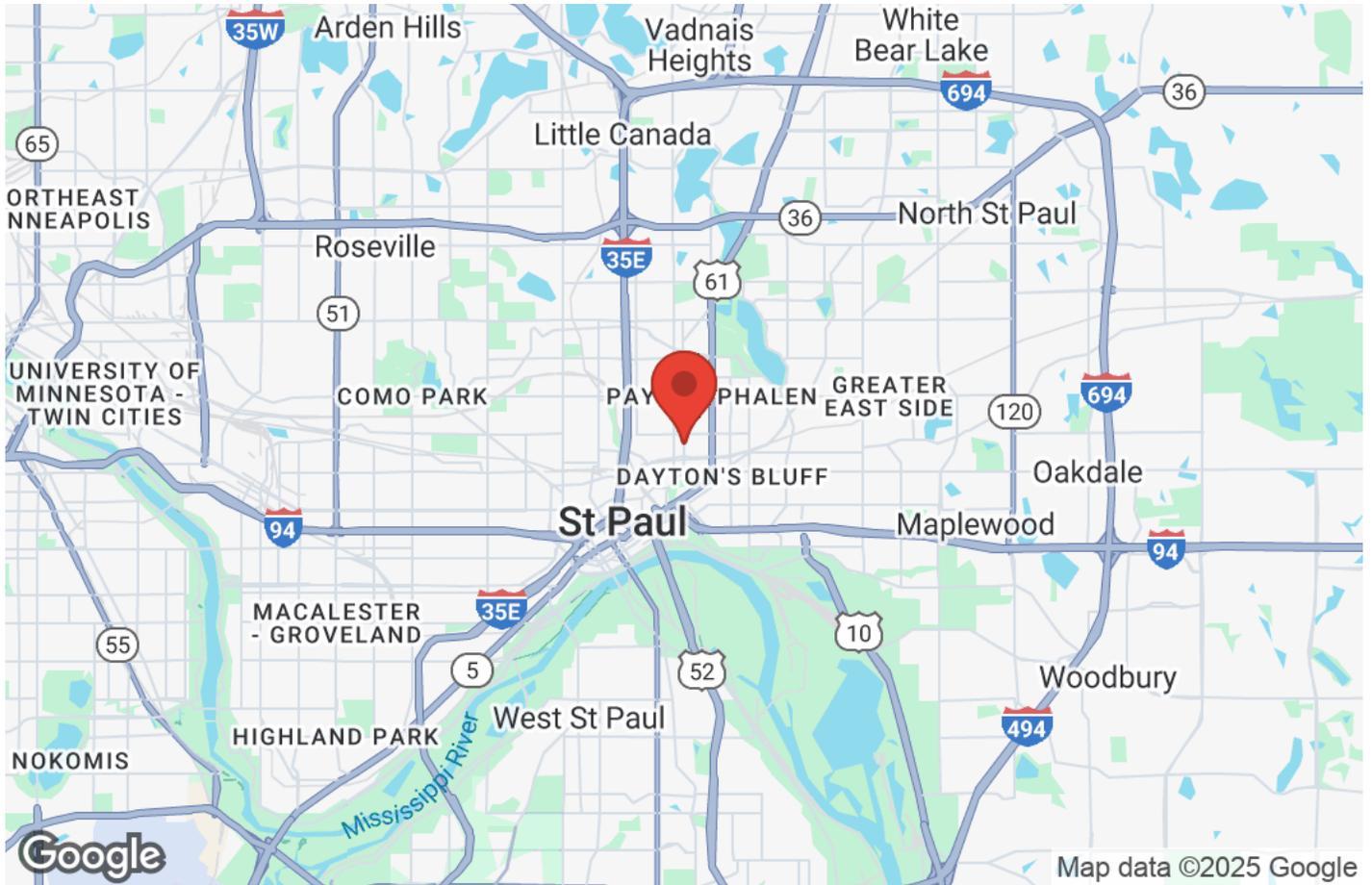
# Location Information

REGIONAL MAP

LOCATION MAPS



# Location Maps



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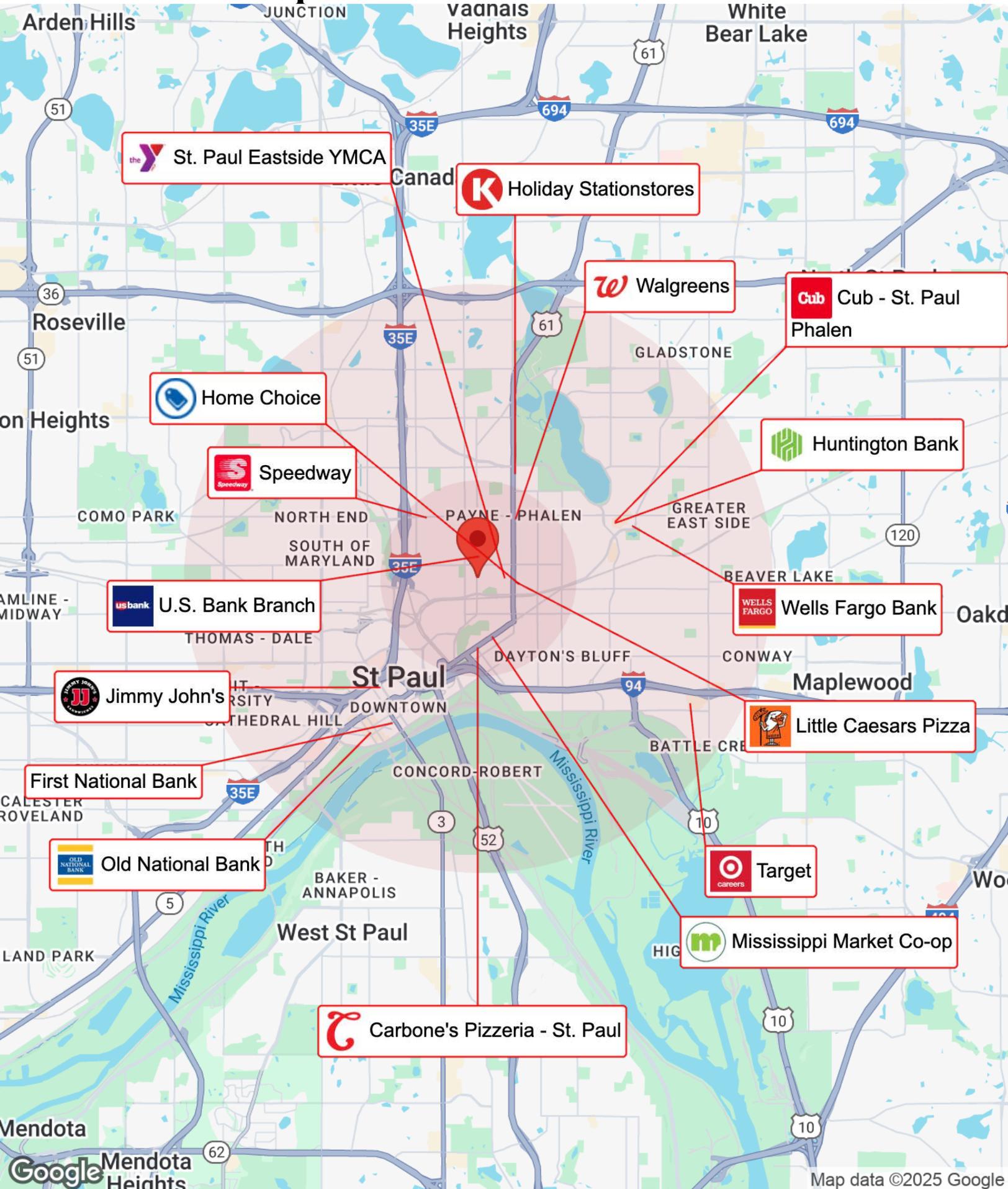
# 04

## Trade Area Overview

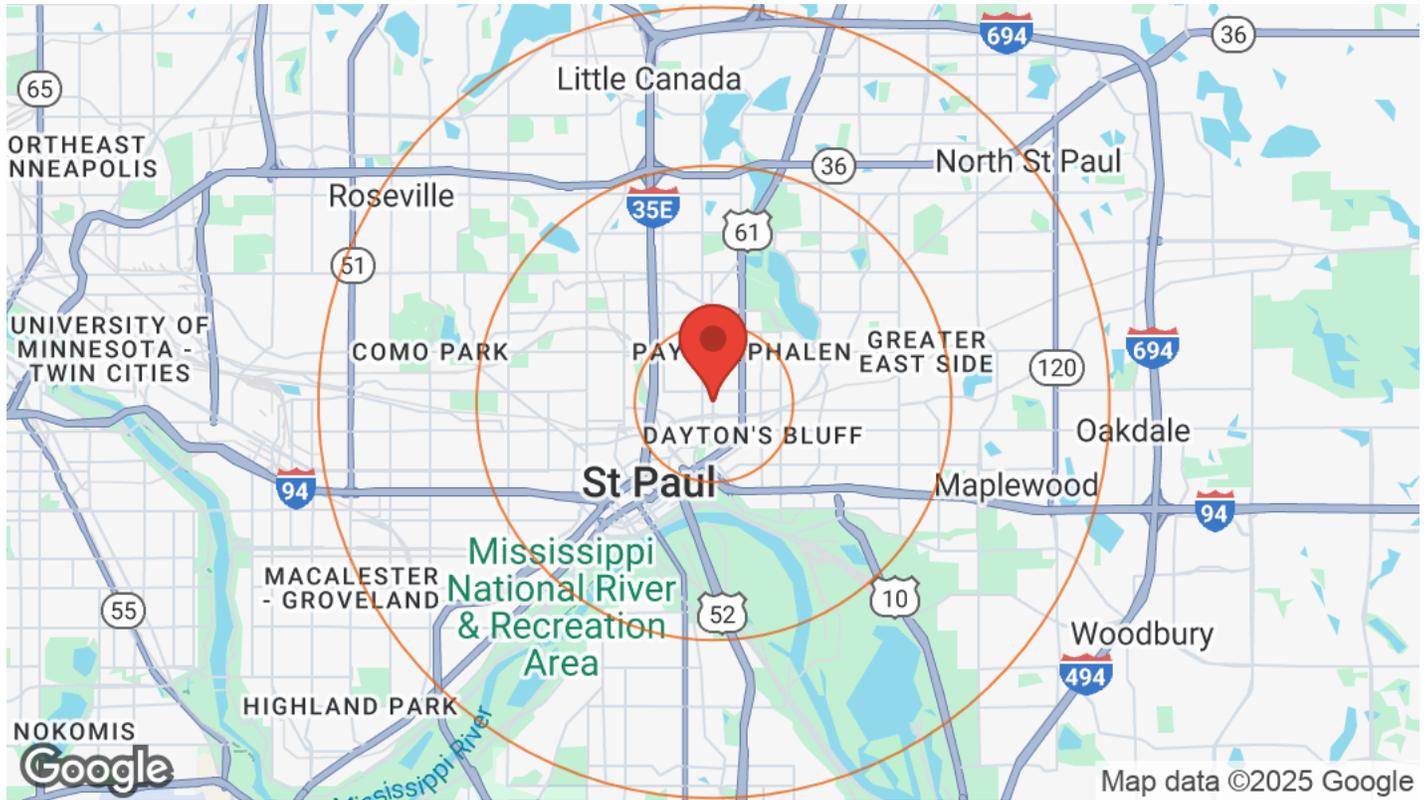
BUSINESS MAP

DEMOGRAPHICS

# Business Map



# Demographics



Category	Sub-category	1 Mile	3 Miles	5 Miles
Population	Male	13,417	86,381	175,093
	Female	12,782	84,315	175,207
	Total Population	26,199	170,696	350,300
Age	Ages 0-14	6,575	38,710	70,574
	Ages 15-24	4,124	24,466	46,557
	Ages 25-54	11,545	75,290	149,512
	Ages 55-64	1,994	15,233	35,902
	Ages 65+	1,961	16,998	47,752
Race	White	7,613	62,253	172,558
	Black	5,329	33,030	58,255
	Am In/AK Nat	178	922	1,576
	Hawaiian	3	34	70
	Hispanic	3,191	19,732	36,641
	Asian	8,942	48,580	68,484
	Multi-Racial	899	5,787	12,015
	Other	45	358	666
Income	Median	\$67,985	\$69,063	\$78,148
	< \$15,000	791	6,166	11,044
	\$15,000-\$24,999	596	4,631	8,654
	\$25,000-\$34,999	605	4,841	9,361
	\$35,000-\$49,999	900	6,854	14,311
	\$50,000-\$74,999	1,558	11,093	23,052
	\$75,000-\$99,999	1,229	8,804	20,285
	\$100,000-\$149,999	1,226	10,601	24,307
	\$150,000-\$199,999	658	5,127	13,622
	> \$200,000	440	4,304	13,319
Housing	Total Units	8,900	68,716	150,918
	Occupied	8,004	62,419	137,955
	Owner Occupied	3,739	28,322	73,360
	Renter Occupied	4,265	34,097	64,595
	Vacant	896	6,297	12,963

The background of the page is a light gray architectural wireframe of a modern building. It features multiple levels, balconies, and rectangular window openings, all rendered as thin lines. Dotted lines are used to indicate vertical and horizontal alignments across the structure.

# 05

## Agent Profile

PROFESSIONAL BIO

DISCLAIMER

# Professional Bio



Bringing a fresh perspective to the Twin Cities real estate market, William Schultz is a broker with Keller Williams/KW Commercial, specializing in multifamily and commercial real estate. With an investment-first background, William entered the real estate industry after successfully acquiring and managing his own rental properties—an experience that continues to shape his client-first, investor-minded approach.

A member of the Keller Williams North Region Agent Leadership Council (ALC) and President-Elect of the Minnesota Real Estate Exchangors (MREE), William is deeply involved in the real estate community. He also remains active in industry associations such as the Minnesota Multi Housing Association (MHA) and the National Council of Exchangors (NCE). Voted Rookie of the Year in 2023 at the Keller Williams Premier Twin Cities market center, William prioritizes communication, transparency, and execution. Drawing from his construction and restoration experience, he provides clients with expert guidance and creative deal strategies to help them build wealth and achieve their real estate goals.

## William Schultz

Broker Agent

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# Don't Miss This Investment Opportunity

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