

Winner

NEW RESIDENTIAL CONDOS — URBAN, SMALL (LESS THAN 100 UNITS)

PRINTER'S ROW

BY MICHELLE KIBIGER
CONTRIBUTING WRITER

When Michael Lander first looked at the property that he would eventually develop near Ninth and Temperance streets in downtown St. Paul, his eyes saw nothing but surface parking lots.

But what he envisioned in his mind was a neighborhood — complete with a park, retail space and housing built to accommodate a range of income and ability levels.

More than five years later, the final phase of the development — Printer's Row — is nearing completion. It is an innovative mix of 84 urban condominiums, including eight constructed by Habitat for Humanity.

What really caused this project to "rise above the rest," was the mix of housing provided in a single development, said *Best in Real Estate* judge Kim Carlson, founder of Minneapolis-based Cities Management Inc. "That kind of goes to the heart of what urban planners are trying to do today."

Printer's Row, named for the printing companies that occupied the area up through the 1950s, is the fourth phase of the Lander-Sherman Urban Development project. The first three phases included two redeveloped rental buildings and a third building for senior housing. Printer's Row is a much more modern development than those in the first three phases of the project, and it completes the complex, which extends from East Seventh to 10th streets and Wacouta Street to Temperance Street.

Units in the two buildings range from 800 to 2,300 square feet and in price from \$159,000 to more than \$500,000. The average unit cost is \$244,500. The development is more than 50 percent sold and is set for completion in October 2005.

The city is developing the new park in the middle of the development to help tie all the neighborhood-related elements together.

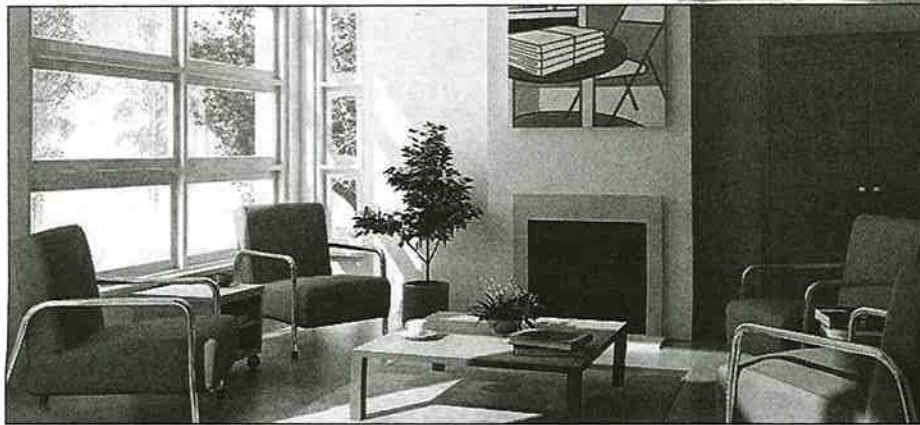
Lander said he knew the key to the development's success would be to create a neighborhood feel, with a connection between the units and the street, as well as a range of businesses such as coffee shops and cafes.

To his surprise, the city's long-range plan for the segment of downtown called for just that — a neighborhood with a park and developments with a mix of housing and retail.

"Exactly what we need is in place," Lander said of the city's plan. "That's evidence of a proactive city."

Tony Kriha, sales lead for the project, said the development provides a natural connection to the street, the park and the neighborhood as a whole. The buildings have a "front stoop" feel and each unit, no matter what size, has a balcony.

He said the project's goal is to sell the city,



the city's amenities and the accessibility to them. "We bring activity level down to the street so you're creating a connection with the community. We feel that it's critical to the success. It needs that connection."

For example, Printer's Row doesn't include features such as a community room or a workout facility. Kriha said the design is intended to encourage residents to come out of their homes and use existing amenities. In addition, Printer's Row units are sold only to people who intend to live in them — a way to encourage people to get to know their neighbors.

Printer's Row is also the first multiunit development to include Habitat for Humanity units. Kriha said the partnership allows Habitat to appeal to smaller house-

holds — in many cases families without children — that might not be appropriate for single-family homes.

And the inclusion of Habitat units has provided an additional positive element.

"It's certainly not a marketing link, but it's an extension of an urban developer providing opportunities," Kriha said. "It has been recognized very well in the marketplace."

The Lander Group's whole philosophy separated the Printer's Row from other downtown developments to Kaylee and Andrew Highstrom, who reserved their unit in May 2004. They will move in sometime late summer.

Kaylee Highstrom said the couple searched for the right condominium to buy

PROJECT CREDITS

Value: Phase I & II — \$22.4 million; Phase III — To be determined
Units: 84
Buyer: Habitat for Humanity (8 of the 84 ownership units)
Seller: City of St. Paul Department of Planning and Economic Development
Developer: Lander-Sherman
General contractor: Kraus-Anderson Construction Co.
Architect: Elness Swenson Graham Architects Inc.
Design architect: Lander Group
Landscape architect: Close Landscape Architecture
Civil engineer: Loucks Associates
Structural engineer: Darg, Bolgrean, Menk Inc.
Finance providers: U.S. Bank, city of St. Paul

for two-and-a-half years. They'd seen other downtown developments but just weren't comfortable with them. The couple signed up for a Printer's Row unit the first time they looked at the development.

"We just really felt like Lander's philosophy was so much like our own," she said, adding the couple wanted a more residential neighborhood, while still living downtown. "[Printer's Row is] a really nice blend of all the things we were looking for."

MICHELLE KIBIGER IS BASED IN ST. PAUL.