

January 2026 City of Ramsey Land Review

Market Conditions:

1. Economic factors impacting new development-interest rates, equity requirement, construction costs, labor availability. Interest rates are coming down which should help new development in 2026
2. Zero to limited traditional office demand
3. Medical office struggling from COVID policies, financial impact but starting to see interest for new locations from existing practices/clinics
4. Sectors with demand
 - a. Retail-single tenant, drive thru requirements, service based
 - b. Medical Office-Small users
 - c. Apartments- Higher equity requirements/cap rates impacting financing and low sale comps
 - d. Senior housing-Higher equity requirements/cap rates impacting financing low sale comps
 - e. For Sale Housing-Higher mortgage rates impacting demand, down-payment struggles
 - f. Industrial-Higher equity requirements/cap rates impacting financing
5. Hwy 10 improvements positive impact on traffic flow, time, safety. Project finished should help attract new business
6. Increased traffic counts and population increasing interest. Retail attracts retail
7. Create flexible zoning districts
8. Drive thru in demand from QSR and fast-food operators

City of Ramsey-CBRE Closed Deals

1. Municipal Center NIK
2. Aeon
3. Centra Homes
4. Common Bond
5. Inland Development/Affinity
6. PSD, LLC
7. Coastal Living
8. Stone Brook Daycare
9. Purmort Homes
10. Muni Center-Meadow Creek
11. GiGi's Salon and Spa
12. Java Properties – O'Reilly Auto Parts
13. Stories Foundation
14. Aldi
15. Ramsey Properties-Hilton Home 2 Suites

16. Take 5

17. Capital Real Estate-Chipotle, Taco Bell

City of Ramsey-CBRE Under Contract/PA Discussion

1. Parcel 46c-Roers, Apartments / Mixed Use

Monthly Blast of properties to 3000 prospects including users, brokers, builders, contractors, developers, investors, etc. Properties are posted on MnCAR/Catalyst, Loopnet, Costar, Crexi, CBRE.com. Cold/Warm Call outreach to developers, users, brokers