

FINANCE & COMMERCE



A couple from Seattle researched downtown Minneapolis before choosing to buy this \$1.009 million unit in The Landings, a townhome development along the Mississippi River. Their purchase was the first million-dollar sale for their agent, Isaac Kuehn, pictured.

(Submitted photos: Downtown Resource Group)

Top Transactions: Townhome is young agent's first \$1 million sale

By: Anne Bretts September 28, 2019

Editor's note: The Top Transactions feature focuses on the latest top home sales in the Twin Cities area, as well as noteworthy new listings, new residential developments and housing trends. Finance & Commerce checks certificates of real estate value filed with the Minnesota Department of Revenue as well as data from the Northstar Multiple Listing Service, Realtor.com, county records and other sources.

Isaac Kuehn's clients, a couple of empty nesters from Seattle, needed more than a new home. New to the Minneapolis, they needed a crash course in everything about downtown, from neighborhoods to nightlife.

Kuehn, an agent with Downtown Resource Group, brought them up to speed. And when they wanted to live in The Landings, a sought-after 59-unit townhome development along the Mississippi River, Kuehn wasn't deterred by the lack of available listings. He blitzed the neighborhood with letters and reached out to every contact he could track down until someone said a friend was thinking about moving.

Those Seattle transplants closed Monday on the purchase of a three-bedroom, six-bath, 3,007-square-foot townhome at 519 River St.

The \$1,009,000 price let Kuehn claim his first sale to crack the milestone million-dollar mark.

Not bad for a marketing major who won't graduate from college until 2021. And the townhome development he knew so well? It was built in 1998, the year he was born.

"I'm working with people on the biggest purchase of their life and they have kids older than me," he said, explaining that the responsibility has kept him humble.

"He's a young kid, but he never failed," said Kuehn's client, who was impressed with the agent's depth of knowledge about the city. "He figured out what we wanted."

"It really all began in middle school," he said of his passion for business.

Kuehn grew up with his mom and three siblings in Farmington, where he struggled with reading.

"I was in special ed all my life," he said.

And then in middle school, his doctor recommended he read the Dale Carnegie classic, "How to Win Friends and Influence People."

He struggled, but finished it.

"It sparked something inside me," he said. Soon, he was reading, and studying



Isaac Kuehn

everything he could find about business and real estate. At 17, he went online, researching interesting companies and writing directly to the CEOs, offering his services as an intern.

Goran Vejzovic and Dario Klasic, at the time partners in VSM Real Estate in St. Paul, didn't have an internship spot, but created one for him. The entrepreneurs let him work with them on everything from sales to social media. Vejzovic praised Kuehn's determination and work ethic.

"It was an interesting experiment," Vejzovic said.

Kuehn was attracted to downtown Minneapolis and began networking there. He met Joe Grunnet, owner of Downtown Resource Group, who took a chance on him.

"He's very humble, very hungry and he's coachable" Grunnet said. "He's willing to do the work."

He sold \$2 million his first year.

Now he lives downtown, about a 10-minute walk from his office. He understood why his clients liked The Landings.

"These are like living in a home in Wayzata but walking out your door and being in the city," he said. The Landings includes units ranging from three bedrooms to four bedrooms plus dens, with between 2,500 and 5,000 square feet of space. Units have private entrances and garages with private driveways and large decks, many overlooking the river. They also have held their value. The sellers bought it for \$940,000 in 2016.

Kuehn's buyers had done enough searching that they walked through the townhome for about 20 minutes and knew it was the right choice.

"One of my favorite moments in this business is standing in a kitchen with a couple and having them say, 'Let's write an offer,'" he said. It's not about the money, although that's nice. It's about making clients happy he said.

Kuehn now is taking classes in the morning, working full-time and doing homework at night. It's not easy, but Kuehn isn't complaining.

"I love my life," he said.