



Our mission is to go above and beyond our customer's expectations, by providing quality living environments that enhance our resident's lives physically, socially, and spiritually.

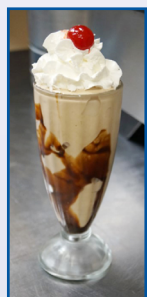
The Lang Nelson Experience Q3 2021

The Lang Nelson Experience...Live it!

The Experience is an informative insert that celebrates all of the value added services and advantages available to you. We appreciate our residents!

Shop Local!

Did you know, as a Lang Nelson resident you can dine at the café for a discount, pamper yourself with some beauty hair treatments, and have the most beautiful cakes, cupcakes, and cookie platters made just for you? Well, you can!



The Shops at Broadway Village are a unique part of our community on West Broadway, located just blocks North of Bass Lake Road and adjacent to Lang Nelson's own Broadway Village Community. Olga's Beauty Salon, Jewel's CAVE Diner, The Cakebox Bakery and Yenam-Braiding add quality offerings to our residents, the community in the North West suburbs, and the greater Twin Cities.

See your manager for your exclusive, Lang Nelson VIP Coupon, to take 10% off of your order at all of the four shops. This coupon expires August 15th, 2021. For more information email info@lanel.com or call Broadway Village at (763) 533-8230. Enjoy ALL the benefits of the Lang Nelson Experience today!



What Makes June SO special?

Each June, Lang Nelson communities shine a little brighter. Certainly, the blooming flowers and longer days play a role. So do the warmer temperatures, being able to replenish our vitamin D deficiencies, and spending time in and amongst nature. This year in particular, these items are even more enjoyed, as we welcome a return to some sense of normality.

In June, our sites take a deeper dive to share what makes their community unique and different. This is done by meeting with and touring other local communities and building relationships with them. It creates synergy, as we work together to ensure the right fit for any and all looking for rental housing. It also allows us to learn what other communities are doing to rent and retain their residents. The largest take away again in 2021, is that Lang Nelson commits to spoiling its residents through weekly and monthly activities and

events that speak to the resident's unique interests. Where other communities tend to only provide one event per year.

For the past 8 years, each Lang Nelson community participates in Lang Nelson Resident Visit Month (LNRVM). This annual event is celebrated through the month of June with contests, rewards, and prizes. It is designed to ensure resident engagement that is second to none. It is within these resident visits where we learn what is important to residents and families, so that each site can tailor its community, and specifically its activity calendars and programing, to meet and exceed your needs and interests. Managers continue to share, "It's the best part of the job". We thank you for this, and the support you give to cause June to be extraordinary.

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Have you or anyone you know, ever asked, is it time?

Did you know that now is a great time to sell a home and receive top dollar? The LaNel Financial Group continuously receives market data from a variety of resources like lenders and professional associations, that outline the 'hot' single family real estate market buyers and sellers currently find themselves in.

The Minneapolis Association of Realtors (MAR) releases weekly status reports of home sale activity, one stat we found interesting was that in the home sale value range of \$300,000 and less, there was on average 2000 more showings on those homes than there was in the same January-June time period of 2020. The MAR graphs highlight this increase and support the rumors you are likely hearing. It's true, there are more buyers today looking for homes, then there were

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The Lang Nelson Experience... *Live it!*

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more buyers than last year- which means we are currently in a sellers' market. Also, with the large number of buyers there has been more closed sales transactions than in 2020. Again, this is great news for sellers!

According to the Minneapolis Association of Realtors for the Twin Cities Region, the average length of time a home is on the market went from 47 days in 2020 to 31 days in (YTD) 2021. Also, the median sales price of those homes has risen from \$305,000 to \$337,000 in 2021. That is a 10.5% increase in sales price year over year. So, if you or someone you know has been thinking about selling their home, to begin their best years and be spoiled, time is now to get the home on the market. Statistics state, it will be gone within the month.

Be You & Be Well

Each day we are likely reminded that the post pandemic world is and will be forever different. Although this may not be a surprise, how or what this will effect is unclear. What research does suggest, is how traumatizing this pandemic has been on the hearts and souls of everyone. Did you ever think you be told that you couldn't celebrate your birthday, holiday, or really anything at all with anyone outside of your own household?

This pandemic captivated us for over a calendar year. It changed our behaviors and in some cases our interests. We are not naïve to this nor the challenges it brought. Although, there are important elements that Lang Nelson has built in and continues to foster. The below list is only some of the ways to beat any chance of catching the post pandemic blues.

- Do not become complacent or stagnate, rather always be moving and striving to build skills and relationship that can impact your life and community.
- Even if you're not yet ready to physically meet and interact with people, FaceTime, Zoom, or take a virtual tour.

last year. What really stuck out to us, was that available homes on the market are significantly lower than in 2020, meaning there are less sellers on the market than last year, but with

- Ask to volunteer at your community or in the local community.
- Spend time outside, bird watching, walking, hiking, read a book, and smell fresh flowers and freshly cut grass; breathe the fresh air.
- Plant flowers, herbs, or vegetables, it's not too late, and gardening is a great way to watch something beautiful grow.
- Introduce yourself to a neighbor you have not met.
- Join a new community activity (paint, puzzle, bingo, or dance).
- Go for a walk, somewhere you haven't been.
- Give yourself permission to be selfish and make self-care a priority.
- Schedule a resident visit with your manager.



Do Go Chasing Waterfalls

When thinking of Minnesota, 10,000 lakes may come to mind, but did you know there are also over 100 waterfalls? Most of these awe-inspiring sights can be seen with a quick day trip from the Minneapolis/St. Paul area.

In the Northeast corner of the state you will find the highest waterfall, at 120 feet, in Grand Portage State Park. Following the North shoreline there are several spots to stop and check out these magnificent wonders, Cascade River State Park, Temperance River State Park, and Tettegouche State Park are just a few of the places that boast their own waterfalls.

In Southern Minnesota near the Iowa border, Harmony, Minnesota boasts a very unusual feature of their waterfall... it is 60 feet high and incredibly beautiful, the catch? It's underground! An adventurous trek down inside Niagara Cave and you won't be disappointed with this view (there is even a chapel for underground weddings)

Minnehaha Falls, Ramsey Falls, and the Shadow Falls are just a few places right in the metro area to enjoy; be sure to visit the Sea Salt Eatery if you venture out to Minnehaha Falls. Delicious food to accompany a great adventure.



Chasing waterfalls is a lot closer to home than you may think, so take advantage of all this beautiful state has to offer!

Lang Nelson Service Commitments:

- To exceed your expectations in every interaction
- To build relationships that positively impact our community and company
- To create memorable experiences

www.facebook.com/langnelson