



estate market—thus the surfeit of teardowns around Lake Minnetonka, Edina, and other desirable neighborhoods. In those areas, older homes—even those in the multi-million-dollar range—don't have the modern amenities that buyers want: high ceilings, huge expanses of glass, and open floor plans.

"Most of our clients have lake views or acreage views, and they want to see through to the back of the house," says John Kraemer of John Kraemer & Sons in Edina. They also want 9- or 10-foot ceilings in the basement, full automation, and state-of-the-art HVAC and insulation systems, he notes. "You just don't get that in a remodel or retrofit."

Even when looking at existing homes, younger buyers—35- to 45-year-olds in prime child-rearing years—tend to gravitate toward newer ones, says Realtor Barry Berg of the Berg Larsen Group, longtime specialist in the Calhoun-Isles neighborhood of Minneapolis. "They look at older homes that may have been extensively remodeled, and they don't see the need for large living and dining rooms.

They're more motivated by the floor plan, the function, and use of space."

Not so much by the size of space. Berg finds that younger buyers in this area don't need or want homes as large as those 9,000 square-foot manses that baby boomers once coveted; they want 3,500 to 4,500 square feet of quality space that functions well. They are also dialed into the location and the experience it engenders, says Berg.

More baby boomers and younger buyers alike want to leave the car at home, and walk or bike. They have made moving into downtown fashionable, and several suburbs—think Edina and Wayzata—are creating additional density and a more urban walkability.



## CONNECTIONS

The desire for connections to the outdoors also drives luxury buyers toward newer construction. Says Berg, "They want houses that open as much as possible to the outdoors:







**THIS PAGE** The front entry, stair tower, and *porte cochère* beyond at Tramonto in Eden Prairie. **OPPOSITE PAGE** The home's sport court and exercise room feature a timber-framed glass wall. Designed by Murphy & Co. Design; built by John Kraemer & Sons; interiors by Manor House Interiors; and landscape by Topo.