

#### **COMMERCIAL SITE FOR SALE**

Falcon Drive, Baxter, MN 56425



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### **Features**

# Commercial Site For Sale.

Excellent development opportunity in a growing commercial neighborhood. Site is located directly west of MMFCU, near numerous medical providers, several big-box retailers including Costco, Hobby Lobby, Home Depot and Super Wal-Mart, plus



numerous medium-box retailers. Excellent location to move or expand your office-service business.

**Address:** Falcon Drive, Baxter, MN 56425

**Directions:** From Hwy 210/371 intersection in Baxter - South on Hwy 371 -

West on Glory Road - South on Falcon Drive - Property is on the

East

**Lot Size:** 3.28 Acres (142,725 sq. ft.)

**Lot Dimensions:** 410.92′ x 345.76′ x 398.54′ x 338.68′

**Frontage:** 140.92' on Falcon Drive

**PRICE REDUCED:** \$259,000 \$199,000

**2025 Real Estate Taxes:** \$3,268

Water & Sewer: City

**Available Utilities:** Natural Gas, Electric, Phone & Internet

Continued on next page.



#### **Features**

**Zoning:** OS - Office Service

**Topography:** Generally level and high with wooded and open areas

**Drainage:** Potential for a percentage of storm water drainage off-site to

the north adjacent pond

**PID#:** 40070583

**Legacy PID#:** 0334400090B0009

**Legal Description:** Outlot B, 2nd Addition to the Isle Road Office Park

Neighboring Businesses: Nearby businesses include North Central Medical Supply,

MMFCU, CRMC, Essentia Baxter Clinic, Riverstone

Professional Center, Walmart, Domino's, Discount Tire, Home Goods, Hobby Lobby, El Tequila, Ulta, PetSmart, TJ Maxx, Dick's Sporting Goods, Costco, Centra Care, Wings Financial, Home Depot, Greenhaven Dental, Sleep Center on MN, Play N Trade, The Notorious Tan, Baxter Dental, Jiffy Lube, DN Nails, Kohls,

Fleet Farm, Cub Foods, plus numerous others.



# **Aerial Photo**





# **Aerial Photo**



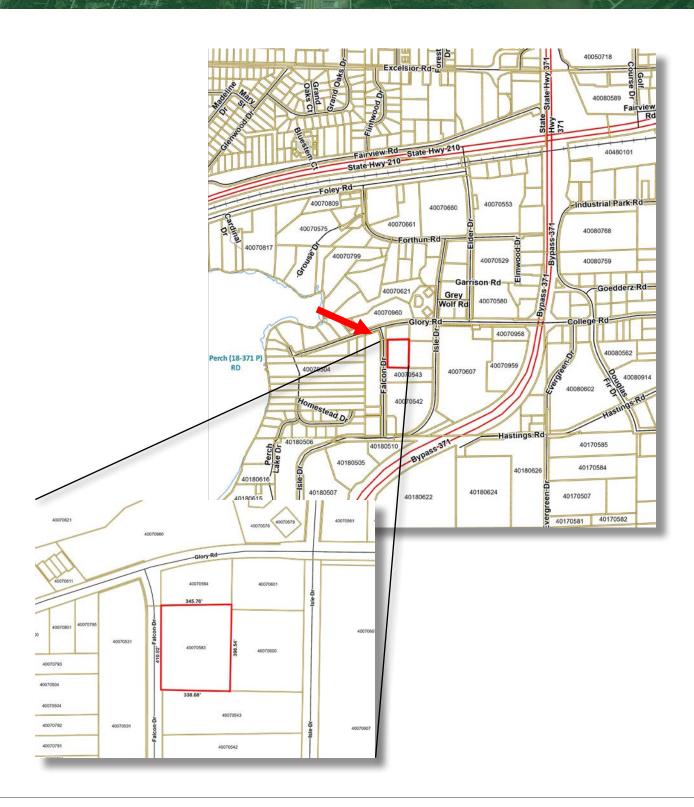


# Section Aerial





# **Section Map**



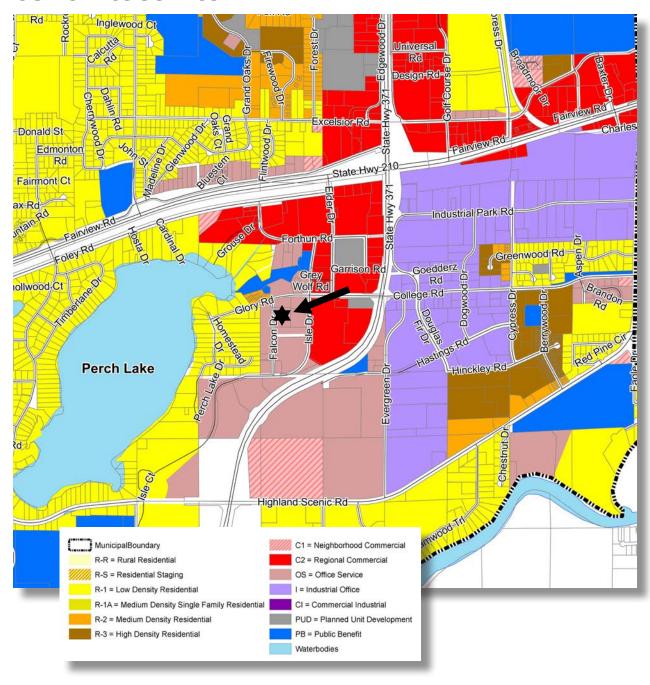


#### 2nd Addition to Isle Road Office Park





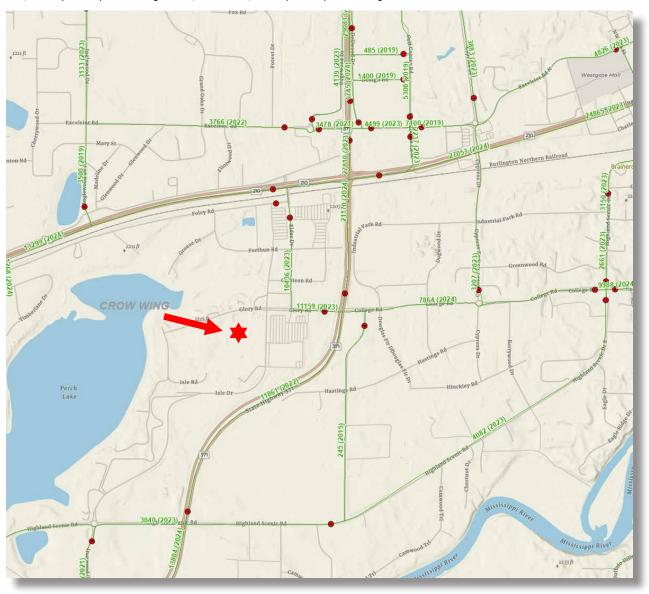
#### **OS - Office Service**

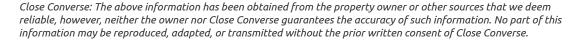




### Counts from MNDOT Traffic Counts

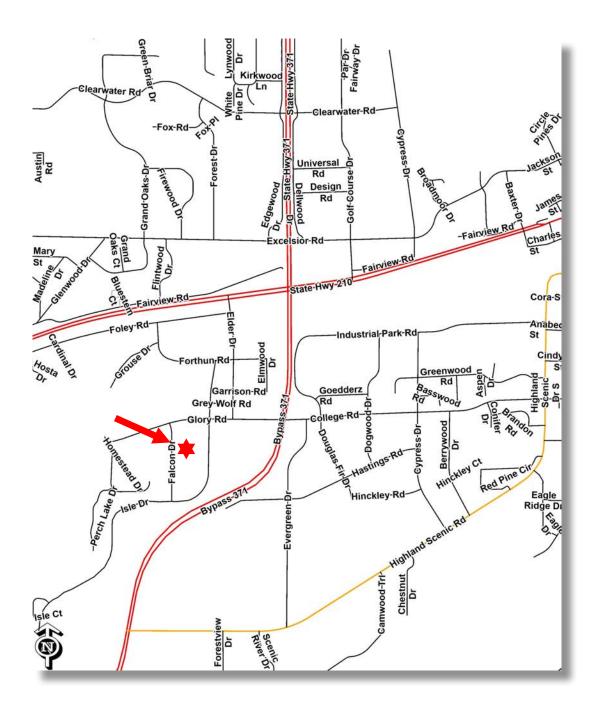
**Traffic Counts:** 10,436 (2023) on Elder Drive, 11,159 (2023) on Glory Road, 19,368 - 21,170 (2024) on Hwy 371, and 13,299 (2024) on Hwy 210







### **Location Map**





### Figures from STDB, CCIM Demographics

Trade Area 2024 Population (Includes the following counties):

Crow Wing County 68,541
Cass County 31,282
Total Trade Area Population 99,823

**2024 Population:**Brainerd
Baxter
31,866
9,043

**Estimated Summer Population:** Brainerd/Baxter 200,000+

Projected Population Growth Change 2024-2029:

Crow Wing County 0.52%
Brainerd 0.38%
Baxter 1.38%

Households in 2024: Crow Wing County 29,089

Brainerd 13,109 Baxter 3,643

**2024 Median Household Income:** Crow Wing County \$74,012

Brainerd \$68,083 Baxter \$76,101

Leading Employers in Crow Wing County in 2025:

Essentia Health

Cuyuna Regional Medical Center

Brainerd School District Grandview Lodge Breezy Point Resort

Ascensus Clow Stamping Crow Wing County Madden's Resort Cragun's Resort Walmart

Ruttgers Bay Lake Resort Cub Foods/Super Valu (3 Stores)

Central lakes College

Anderson Brothers Construction Pequot Lakes School District

Mills Automotive Bang Printing City of Brainerd

Costco

Bethany Good Samaritan Woodland Good Samaritan Crosby Ironton School District

Minnesota Care

Continued on next page.

Leading Employers Cont.:

Landis + Gyr Northstar Plating Nortech Systems

Lindar Avantech Reichert Bus Lexington Growth Zone CTC

Stern Companies

MNDOT MNDNR TDS

Graphic Packaging Crow Wing Power



### Demographics

Brainerd Lakes Area Businesses: (To see a list of additional businesses, please go to www.explorebrainerdlakes.com)

Financial Institutions: 16+

(multiple locations not counted)

Churches: 30+ Schools: 15+ Golf Courses: 27+

Resorts: Birch Bay Boyd Lodge Breezy Point Resort

Craguns
Fritz's Resort
Grand View Lodge
Gull Lake Resort
Kavanaugh's
Lost Lake Lodge
Maddens

Manhatten Beach Lodge

Quarterdeck

Ruttger's Bay Lake Lodge

Sullivans

Plus numerous others

Major Retailers:

Aldi

Anytime Fitness Ashley Furniture Auto Zone Best Buy

Brother's Motorsports Cashwise Liquor (2) Christmas Point

Costco

Dick's Sporting Goods Discount Tire

Dollar Tree (2) Dollar General Dondelinger Dunham's Sports

East Brainerd Mall (17 Retailers)

Family Dollar Fleet Farm Harbor Freight Home Depot Home Goods Hobby Lobby Jiffy Lube Major Retailers Continued:

Kohl's Menards Michaels PetSmart Planet Fitness Super One (3) Super Wal-Mart Takedown Gym

Target

The Power Lodge

TJ Maxx Ulta Beauty Walgreens

Westgate Mall (27 Retailers)

Westside Liquor

Restaurants/Fast Food:

218 Local 371 Diner Antler's Applebee's Arby's B-Merri

Bar Harbor Baxter's

Black Bear Lodge & Saloon

Blue Oyster Boulder Tap House Breezy Point Marina Buffalo Wild Wings Burger King Burritos California Caribou Coffee (4)

Char Chick N Rice China Garden Chipotle Coco Moon

Cold Stone Creamery

Cowboy's

Cragun's Legacy Grill

Cru
Culver's
Dairy Queen (3)
Domino's Pizza (3)
Dough Bros.
Dunkin Donuts (2)

Restaurants/Fast Food Continued:

Dunmire's (2) El Tequila Ernie's Firehouse Subs Five Guys Four Seas

Grizzly's Grill & Saloon

Hardee's Hunt 'N Shack Ippin Ramen & Sushi Jack's House Jersey Mike's Jimmy John's KFC

Little Caesar's Loco Express

Lucky's

Perkins

Madden's Classic Grill Manhattan Beach Maucieri's McDonalds (2) Moonlite Bay Nautical Bowls Papa Murphy's Pizza

Pine Peaks
Pizza Hut
Pizza Ranch
Poncho & Lefty's
Rafferty's Pizza (4)
Riverside Inn
Ruttger's
Sakura
Senor Patron
Sherwood North
Slice on Oak
Starbucks (3)
Subway (3)

Sunshine's Summer House

Taco Bell Taco John's The Barn The Commander The Pines at Grandview

Wendy's (2) Ye Ole Wharf Zorbaz (2)





#### Thank you for considering this Close - Converse opportunity

Close - Converse is pleased to present this real estate opportunity for your review. It is our intention to provide you with the breadth of information and data that will allow you to make an informed decision.

#### We are here to help

Please review this package and contact us with any questions you may have. We are prepared to discuss how this property meets your needs and desires. Facts, figures and background information will aid in your decision. Should you need specialized counsel in the areas of taxation, law, finance, or other areas of professional expertise, we will be happy to work with your advisor or, we can recommend competent professionals.

#### How to acquire this opportunity

When you have made a decision to move forward, we can help structure a proposal that covers all the complexities of a commercial real estate transaction. As seller's representatives, we know the seller's specific needs and can tailor a proposal that expresses your desires, provides appropriate contingencies for due diligence and results in a win-win transaction for all parties.

#### Agency and you

Generally, we are retained by sellers or landlords to represent them in the packaging and marketing of their commercial, investment or development real estate. You are encouraged to review the Minnesota disclosure form "Agency Relationships in Real Estate Transactions" which is enclosed at the end of this package. If you have questions about agency and how it relates to your search for the right property, please ask us. We will answer all your questions and review the alternatives.

Should you wish to pursue this opportunity, please acknowledge your review of "Agency Relationships" by signing, dating and returning it to us.

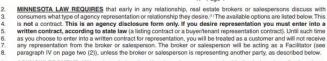


12. 13.

### **Agency Disclosure**

#### AGENCY RELATIONSHIPS IN **REAL ESTATE TRANSACTIONS**

1. Page 1



ACKNOWLEDGMENT: I/We acknowledge that I/we have been presented with the below-described options. I/We understand that until I/we have signed a representation contract, I/we am/are not represented by the broker/salesperson. I/We understand that written consent is required for a dual agency relationship. 9. 10. 11.

THIS IS A DISCLOSURE ONLY, NOT A CONTRACT FOR REPRESENTATION.

(Signature Seller's/Landlord's Broker: A broker who lists a property, or a salesperson who is licensed to the listing broker, represents the Seller/Landlord and acts on behalf of the Seller/Landlord. A Seller's/Landlord's broker owes to the Seller/Landlord the fiduciary duties described on page two (2). <sup>(2)</sup> The broker must also disclose to the Buyer material facts as defined in MN Statute 82.68, Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. (MN Statute 82.68, Subd. 3 does not apply to rental/lease transactions.) If a broker or salesperson working with a Buyer/Tenant as a customer is representing the Seller/Landlord, he or she must act in the Seller's/Landlord's best interest and must tell the Seller/Landlord information disclosed to him or her, except confidential information acquired in a facilitator relationship (see paragraph IV on page two (2)). In that case, the Buyer/Tenant will not be represented and will not receive advice and counsel from the broker or salesperson. 22. 23.

Buyer's/Tenant's Broker: A Buyer/Tenant may enter into an agreement for the broker or salesperson to represent and act on behalf of the Buyer/Tenant. The broker may represent the Buyer/Tenant only, and not the Seller/Landdor. A seven if he or she is being paid in whole or in part by the Seller/Landdor. A Buyer/Senant's broker owes to the Buyer/Tenant the fiduciary duties described on page two (2). <sup>(2)</sup> The broker must disclose to the Buyer material facts as defined in MN Statute 82.68, 5ud. 3. of which the broker is aware that could adversely and significantly affect the Buyer's or enjoyment of the property. (MN Statute 82.68, Suds. 3. does not apply to rentallesse transactions.) If a broker or salesperson working with a Seller/Landlord as a customer is representing the Buyer/Tenant, he or she must act in the Buyer's Tenant's best interest and must tell the Buyer/Tenant any information disclosed to him or her, except confidential information acquired in a facilitator relationship (see paragraph IV on page two (2)). In that case, the Seller/Landlord will not be represented and will not receive advice and counsel from the broker or salesperson. II. Buyer's/Tenant's Broker: A Buyer/Tenant may enter into an agreement for the broker or salesperson to represent

III. Dual Agency - Broker Representing both Seller/Landlord and Buyer/Tenant: Dual agency occurs when one broker or salesperson represents both parties to a transaction, or when two salespersons licensed to the same broker each represent a party to the transaction. Dual agency requires the informed consent of all parties, and means that the broker and salesperson owe the same duties to the Seler/Landlord and the Buyer/Tenant. This role limits the level of representation the broker and salesperson can provide, and prohibits them from acting a transaction will be kept confidential unless one party instructs the broker or salesperson in writing to disclose specific information about him or her. Other information will be kept to disclose specific information about him or her. Other information will be kept and advocate for one party to the detriment of the other. 35. 36. 37. 38. 39. 40. 41. 42. 43. to the detriment of the other.(3)

Within the limitations described above, dual agents owe to both Seller/Landlord and Buyer/Tenant the fiduciary duties described below. <sup>(1)</sup> Dual agents must disclose to Buyers material facts as defined in MN Statute 82.68, Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. (MN Statute 82.68, Subd. 3 does not apply to rental/lease transactions.) 46. 47.

. I have had the opportunity to review the "Notice Regarding Predatory Offender Information" on

50. Page 2

IV. Facilitator: A broker or salesperson who performs services for a Buyer/Tenant, a Seller/Landlord or both but does not represent either in a fiduciary capacity as a Buyer's Finant's Broker, Seller's/Landlord's Broker or Dual Agent. THE FACILITATOR BROKER OR SALESPERSON DOES NOT OWE ANY PARTY ANY OF THE FIDUCIARY Agent. THE FACILITATOR BROKER OR SALESPERSON DOES NOT OWE ANY PARTY ANY OF THE FIDUCIARY DUTIES LISTED BELOW, EXCEPT CONFIDENTIALITY, UNLESS THOSE DUTIES ARE INCLUDED IN A WRITTEN FACILITATOR SERVICES AGREEMENT. The facilitator broker or salesperson owes the duty of confidentiality to the party but owes no other duty to the party except those duties required by law or contained in a written facilitator services agreement, if any, in the event a facilitator broker or salesperson overking with a Buyer/Tenant shows a property listed by the facilitator broker or salesperson, then the facilitator broker or salesperson must act as a Seller/SLandiord's Broker (see paragraph 1 to n page one (1)). In the event a facilitator broker or salesperson, working with a Seller/Landiord, accepts a showing of the property by a Buyer/Tenant being represented by the facilitator broker or salesperson must act as a Buyer's/Tenant's Broker (see paragraph III on page one (1)).

- This disclosure is required by law in any transaction involving property occupied or intended to be occupied by one to four families as their residence. 64.
- The fiduciary duties mentioned above are listed below and have the following meanings:
- The fiduciary duties mentioned above are listed below and have the following meanings: Logalty broker/salesperson will act only in client(s) best interest. Obscilence broker/salesperson will carry out all client(s) flavativations. Disclosure broker/salesperson will disclose to client(s) all material facts of which broker/salesperson has knowledge which might reasonably affect the client(s)' use and enjoyment of the property. Confidentially broker/salesperson will keep client(s)' confidences unless required by law to disclose specific information (such as disclosure of material facts to Buyers). Reasonable Care broker/salesperson will use reasonable care in performing duties as an agent. Accounting broker/salesperson will account to client(s) for all client(s)' money and property received as agent.
- 70. 71. 72. 73.
- If Seller(s)/Landlord(s) elect(s) not to agree to a dual agency relationship, Seller(s)/Landlord(s) may give up the opportunity to self/lease the property to Buyer(s)/Tenant(s) represented by the broker/salesperson. If Buyer(s)/Tenant(s) elect(s) not to agree to a dual agency relationship, Buyer(s)/Tenant(s) may give up the opportunity to purchase/lease properties listed by the broker.

NOTICE REGARDING PREDATORY OFFENDER INFORMATION: Information regarding the predatory offender registry and persons registered with the predatory offender registry under MN Statute 243.166 may be obtained by contacting the local law enforcement offices in the community where the property is located, or the Minnesota Department of Corrections at (651) 361-7200, or from the Department of Corrections Web site at

vw.corr.state.mn.us.

MN:AGCYDISC-2 (8/14)





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