



HWY 371 SITE FOR SALE

Industrial Park Road, Baxter, MN 56425

C|C CLOSE CONVERSE
Commercial Real Estate | Business Brokerage

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Hwy 371 Exposure.

Prime commercial site with excellent exposure to the stop-light intersection of Hwy 371 and Hwy 210. This 1+ acres site provides high traffic counts, excellent visibility, easy access and more. Great opportunity to build and office-service complex or to relocate your business along a major commercial corridor in a neighborhood with numerous big-box retailers, medical services and more.



Address:	Industrial Park Road, Baxter, MN 56425
Directions:	From the Baxter Hwy 371/210 intersection - South on Hwy 371 - Left on College Road - North on Industrial Park Road - When the road turns to the right, the property is on the left (to the west of Widseth's driveway)
Lot Size:	1.14 Acres (49,658.4 sq. ft.)
Lot Dimensions:	123.66; x 116.16' x 209.96' x 152.56' x 294.02'
Frontage:	123.66' along Industrial Park Road and approx. 300' along Hwy 371
Visibility:	Site is visible from both Hwy 371 and Hwy 210
Purchase Price:	\$385,000
2024 Real Estate Taxes:	\$2,292 (Including \$1,118.48 in Special Assessments)

Continued on next page.

Features

Water & Sewer:	City
Available Utilities:	Electric, Natural Gas, Internet & Cable are to the property line
PID#:	40080614
Legacy PID#:	032170010030009
Legal Description:	Lot 3 Block 1, Baxter Business Center (8-133-28)
Zoning:	I - Industrial Office
Neighboring Businesses:	Located in the Baxter Industrial Park, nearby businesses include Widseth, Viking Distribution, MNDOT, Costco, CentraCare Health Systems, Wings Financial, DN Nails, Jiffy Lube, Home Depot, Dick's Sporting Goods, TJ Maxx, PetSmart, Ulta Beauty, El Tequila, Walmart, Discount Tire, Northwoods Plaza, Riverstone Center, MidMN Fed CU, Crosby Regional Medical Center, Minneapolis Heart, Essentia Baxter Clinic, Surgery Center, Nystrom, Kohls, Fleet Farm, Cub Foods, plus numerous others.

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Industrial Park Road, Baxter, MN 56425

Aerial Photo

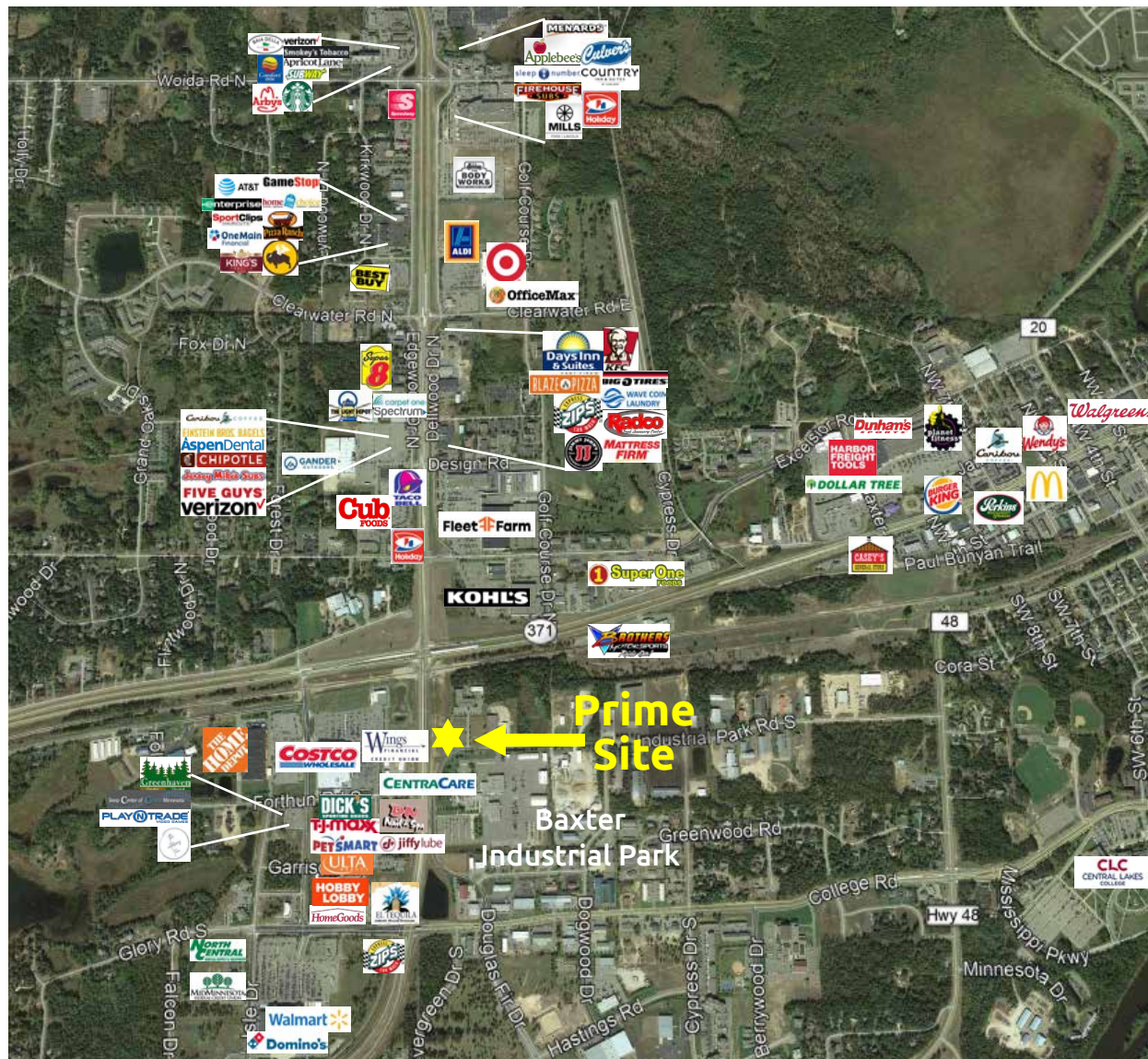


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Aerial Photo



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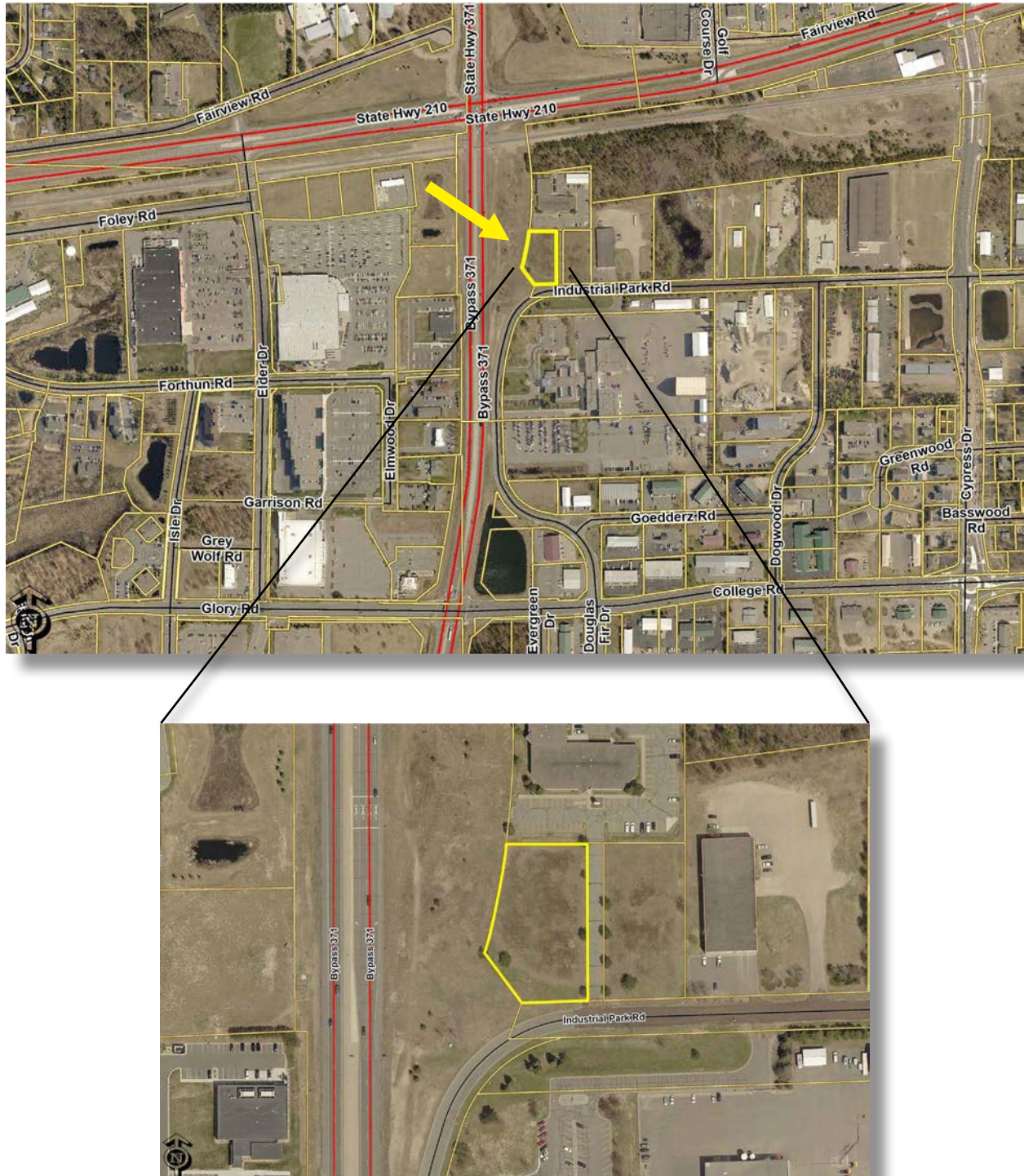
Aerial Photo



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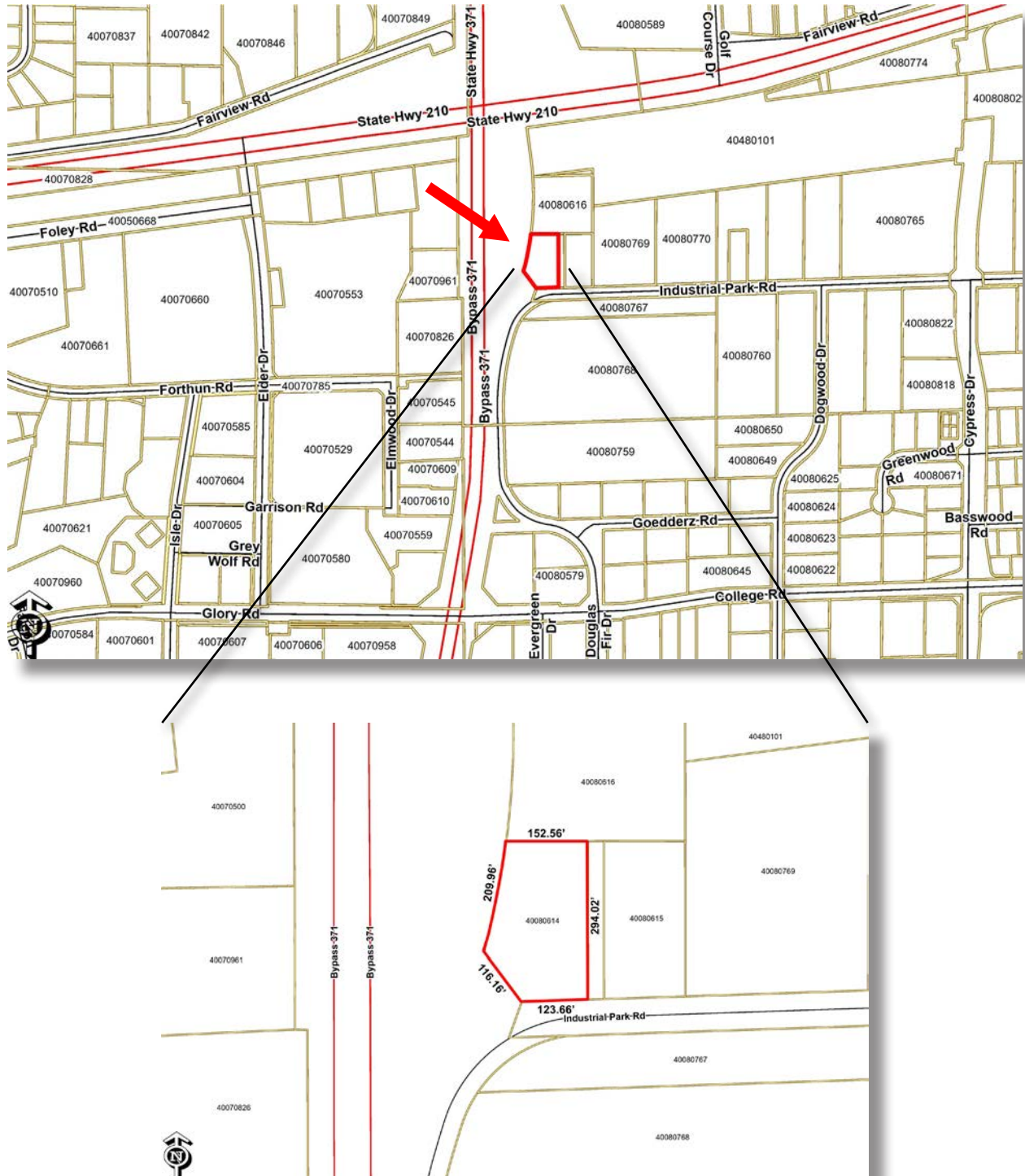
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Section Aerial

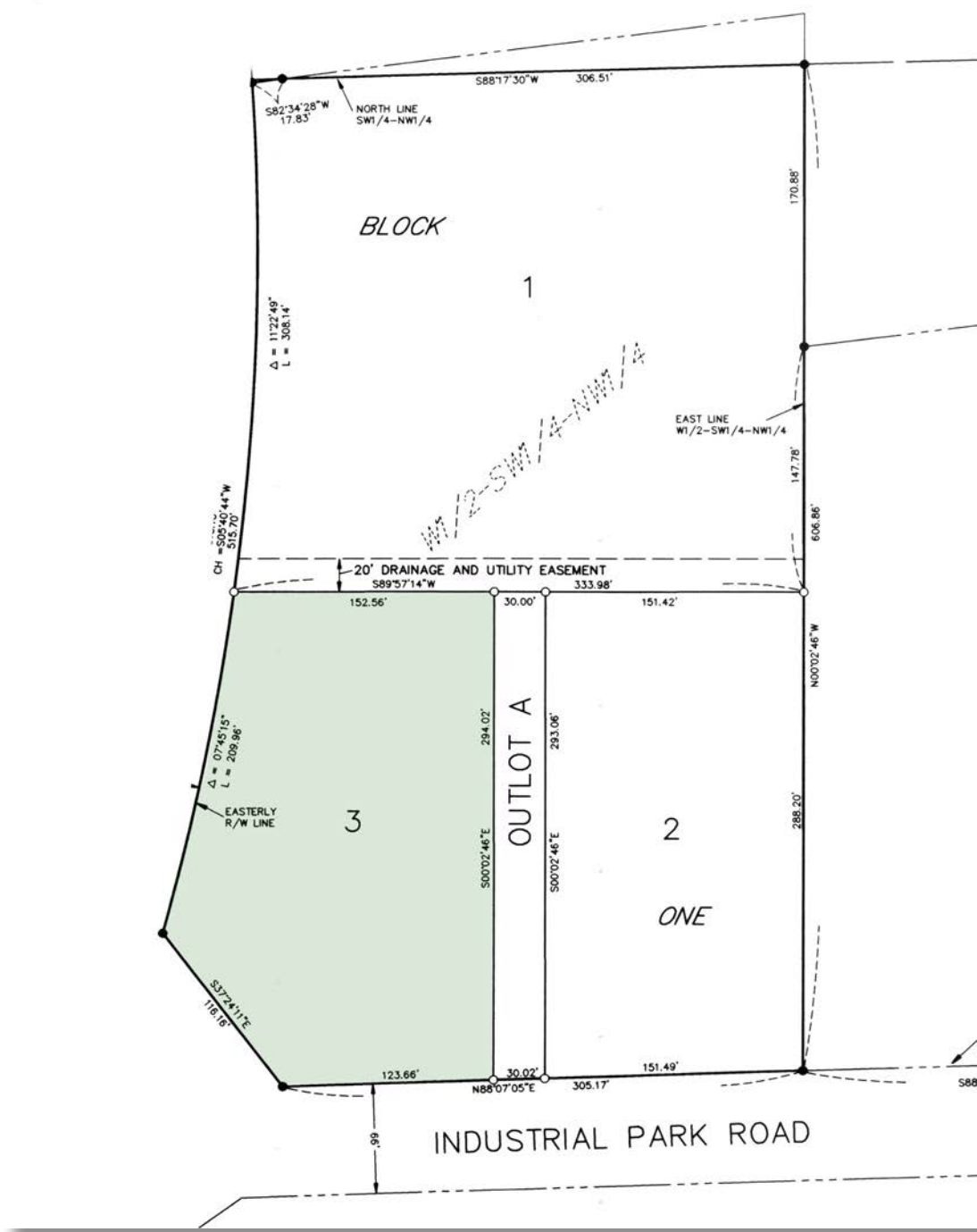


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Section Map



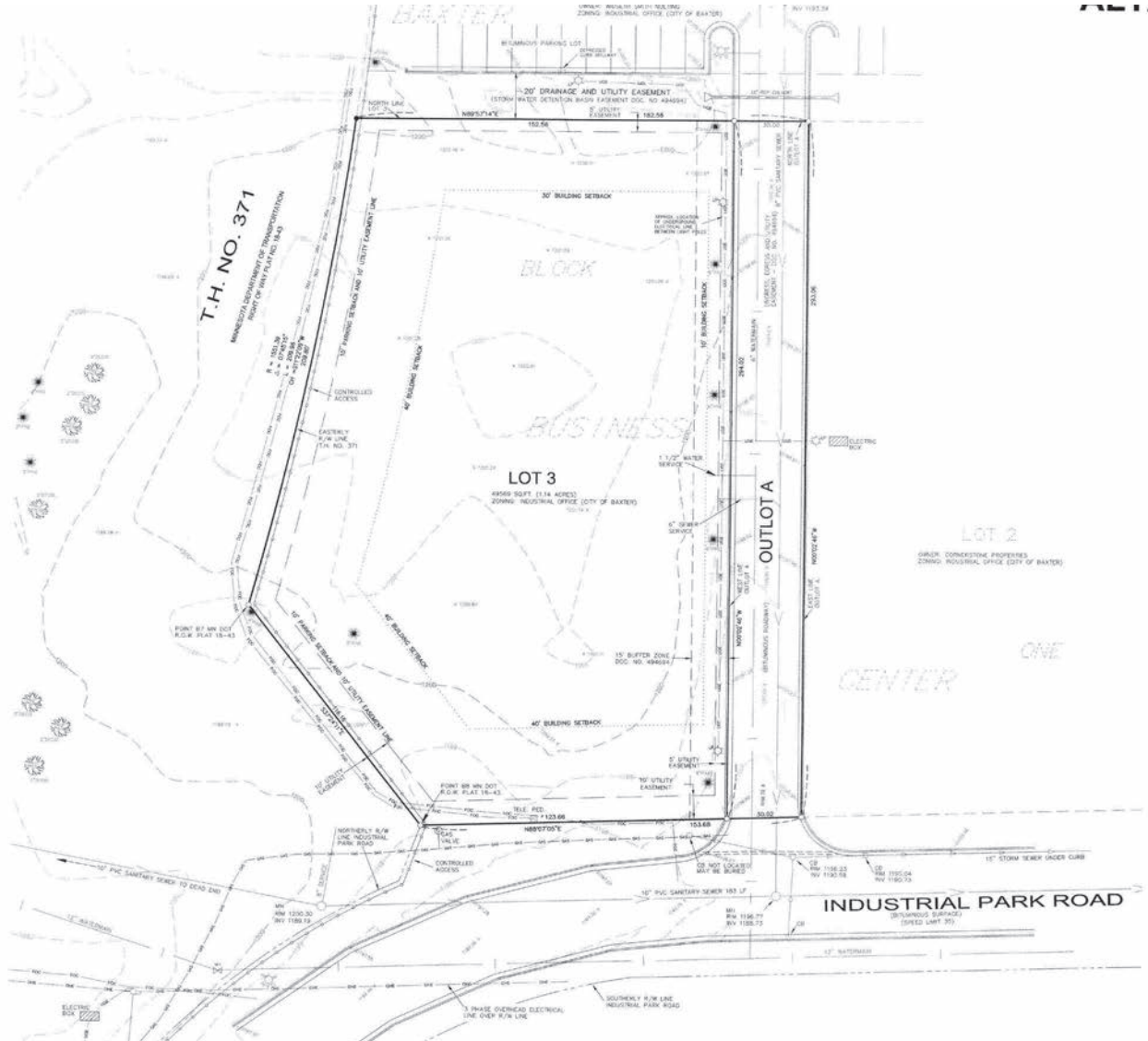
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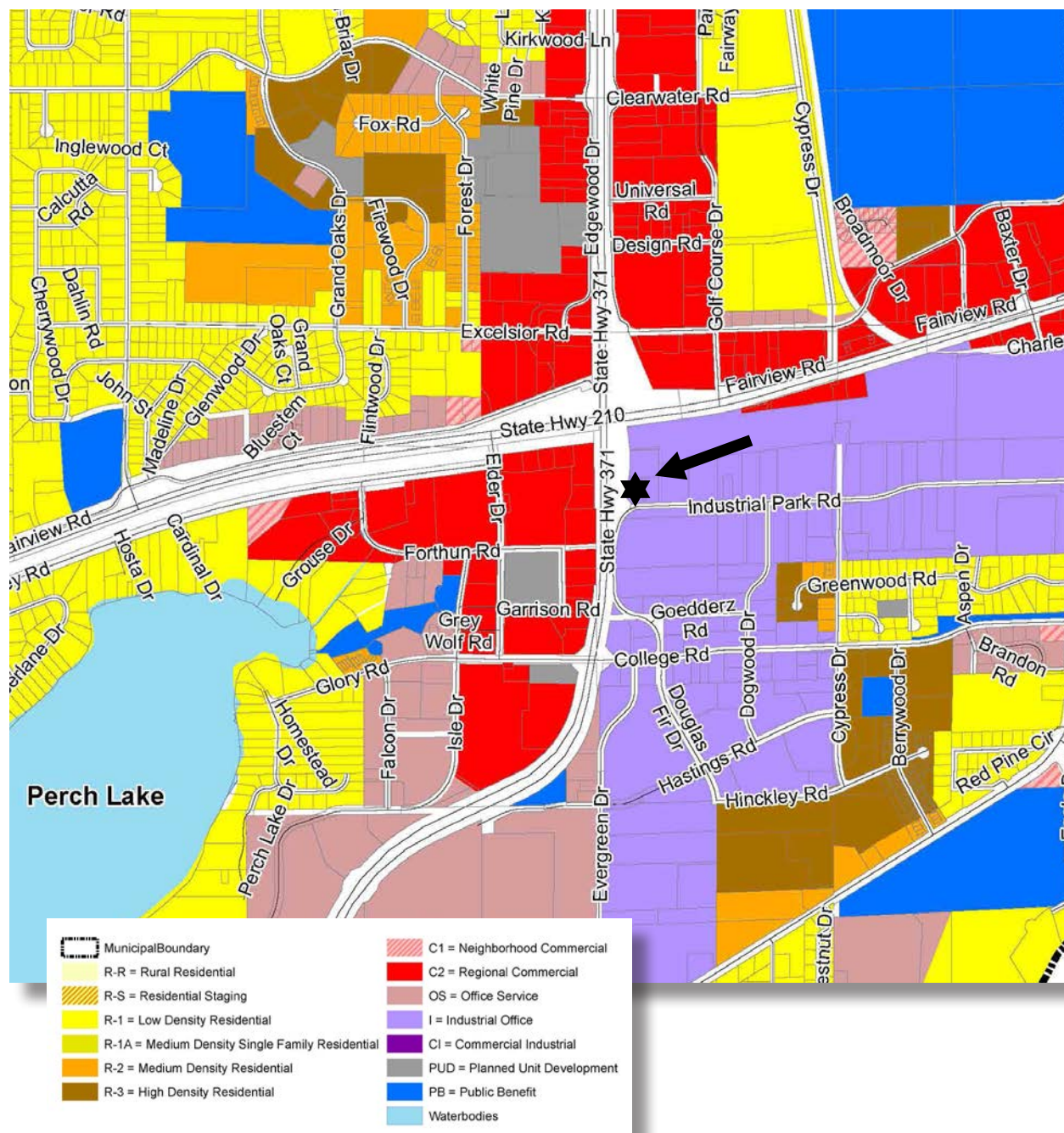


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I - Industrial Office



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Zoning Description

I, INDUSTRY OFFICE DISTRICT

10-3I-1: PERMITTED USES:

Brewery.
Bus/transit stations or terminals and maintenance garage.
Civic buildings, city halls, fire stations, public works and the like.
Commercial recreation, indoor (e.g., bowling alleys, roller rinks and the like).
Contractor operations, lumberyard/building material sales and the like.
Distribution centers.
Essential services and structures.
Food processing or ice, cold storage plants, bottling works and the like.
Laboratories and research facilities.
Laundry, dry cleaning and dyeing plants.
Manufacturing or assembly of products that produces no exterior noise, glare, fumes, byproducts or wastes or creates other objectionable impact on the environment.
Motor vehicle detailing shops.
Offices, professional and medical.
Radio and television stations or studios.
Studios; art.
Warehousing, wholesale offices and showrooms, excluding explosives and hazardous waste.
Wireless communications towers subject to title 9, chapter 4 of this Code. (Ord. 2019-001, 3-19-2019)

10-3I-2: ACCESSORY USES:

No accessory structure or use of land shall be permitted except for one or more of the following uses:
Accessory structures as regulated by section 10-5-9, "Accessory Structures", of this title.
Accessory uses incidental and customary to uses allowed in section 10-3I-1 of this article in the I District, including retail, shall not occupy more than thirty percent (30%) of the gross floor area of the principal use.
Adult use, accessory pursuant to title 3, chapter 4 of this Code.
Licensed brewer taproom as an accessory to a brewery with limited accessory retail space provided:
A. The seating for the retail space is limited to no more than twelve (12) seats.
B. The retail space is limited to four hundred (400) square feet.
C. The on-sale of any liquor is limited to beer brewed on site as allowed by a valid liquor license(s).
D. The off-sale of any liquor is limited to beer brewed on site as allowed by a valid liquor license(s).
E. The hours of both on-sale and off-sale liquor are limited to the legal hours of off-sale liquor. Off-sale liquor must be removed from the premises before the applicable off-sale closing time.
F. There must be adequate street capacity as determined by the City (for the purposes of determining adequate street capacity, the property must be served by an urban collector street or greater capacity road).
G. Any required State, or City licenses are obtained and remain valid for the respective use.
H. That there is not another brewer taproom within one thousand three hundred twenty feet (1,320') (1/4 mile) as measured between the main front entrances following the route of ordinary pedestrian travel.
I. There is adequate screening in compliance with section 10-4-8, "Screening/Landscaping/Fencing", of this title.
Off street parking, loading and service entrances as regulated in sections 10-5-2, "Off Street Parking", and 10-5-3, "Loading Spaces", of this title.
Signs as regulated by section 10-5-1, "Signs", of this title. (Ord. 2019-001, 3-19-2019)

10-3I-3: CONDITIONAL USES:

The following are conditional uses, subject to the conditions outlined in section 10-7-4 of this title and the specific standards and criteria that may be cited for a specific use:
Adult use, principal pursuant to title 3, chapter 4 of this Code.
Ministorage/self-storage facilities:
A. Units are to be used for dead storage only. Units are not to be used for retailing, auto repair, human habitation, or any commercial activity, except as allowed by this section.
B. Combining office and/or retail space with a self-service storage facility may be allowed by conditional use permit.
C. Storage of hazardous or flammable materials is prohibited.
D. No exterior storage is allowed.
E. The facility shall be secured by either the walls of the structure and/or fencing. All doors on the units shall face inward and away from the street and property lines.

Continued on next page.

Zoning Description

F. An on site manager is allowed only where adequate sanitary facilities are provided, either through use of a septic system or through connection to the public sanitary sewer system.

Motor vehicle, boat or equipment repair.

A. All servicing of vehicles and equipment shall occur entirely within the principal structure.

B. To the extent required by State law and regulations, painting shall be conducted in an approved paint booth, which thoroughly controls the emission of fumes, dust, or other particulated matter.

C. Storage and use of all flammable materials, including liquid and rags, shall conform with applicable provisions of the Minnesota Uniform Fire Code.

D. Parking, driveway, and circulation standards and requirements shall be subject to sections 10-5-2, "Off Street Parking", and 10-5-3, "Loading Spaces", of this title and the review and approval of the City and shall be based upon the specific needs of the operation and shall accommodate large vehicle equipment and semitrailer/tractor trucks.

E. The storage of damaged vehicles and vehicle parts and accessory equipment must be completely inside a principal or accessory building.

F. The sale of products other than those specifically mentioned in this section shall be subject to a separate conditional use permit.

Multi-business signs, as regulated in section 10-5-1, "Signs", of this title.

Open storage, accessory to a principal use.

A. All applicable Federal, State and/or County permits are obtained.

B. Storage area is blacktop or concrete surfaced unless specifically approved by the City Council.

C. The storage area does not take up parking space or loading space as required for conformity to this chapter.

D. The storage area is screened from public streets and surrounding properties.

Pet daycare and overnight boarding (cats and dogs), provided:

A. The daycare/overnight boarding facility, including any outdoor play area, is located at least three hundred feet (300') from any property zoned as residential in the City's Zoning Map or guided as residential in the City's Future Land Use Map.

B. An eight foot (8') solid fence is constructed to fully enclose any outdoor play and potty areas.

C. All pets are kept indoors for overnight boarding.

D. The daycare/boarding facility shall be in compliance with section 10-5-10 of this title.

E. The daycare/overnight boarding facility shall manage odors from animal waste to ensure that there is no negative impact to neighboring properties. The facility shall be cleaned regularly, and waste shall be disposed of in sealed containers to trap odors.

Religious institutions.

A. No building shall be located within fifty feet (50') of any lot line. (Ord. 2019-001, 3-19-2019)

10-31-4: INTERIM USES:

The following are interim uses, subject to the conditions outlined in chapter 7 of this title, interim uses, and the specific standards and criteria that may be cited for a specific use:

Buildings temporarily located for purposes of construction on the premises for a period not to exceed time necessary to complete said construction.

A. All Building and Safety Codes are met. (Ord. 2013-20, 11-19-2013)

10-31-5: LOT AREA, HEIGHT, LOT WIDTH, AND YARD REQUIREMENTS:

A. Minimum Area Requirements: The following requirements shall be required in the I District. New development shall only be allowed when a full range of Municipal services and facilities are available to serve the site. Properties may be subject to special requirements as noted in article L, "SL Shore Land Overlay District", of this chapter.

Minimum lot size	20,000 square feet
Minimum lot width	100 feet interior; 120 feet corner
Minimum principal structure setbacks:	Front yard 35 feet
	Side yard 10 feet interior; 35 feet abutting corner
	Rear yard 30 feet
Minimum accessory structure setbacks:	Front yard 35 feet
	Side yard 10 feet interior; 35 feet abutting corner
	Rear yard 10 feet
Maximum lot coverage	50 percent
Maximum building height	45 feet
Maximum impervious surface (other than shore land overlay district)	88 percent
Maximum impervious surface (shore land overlay district)	25 percent

(Ord. 2016-021, 5-17-2016)

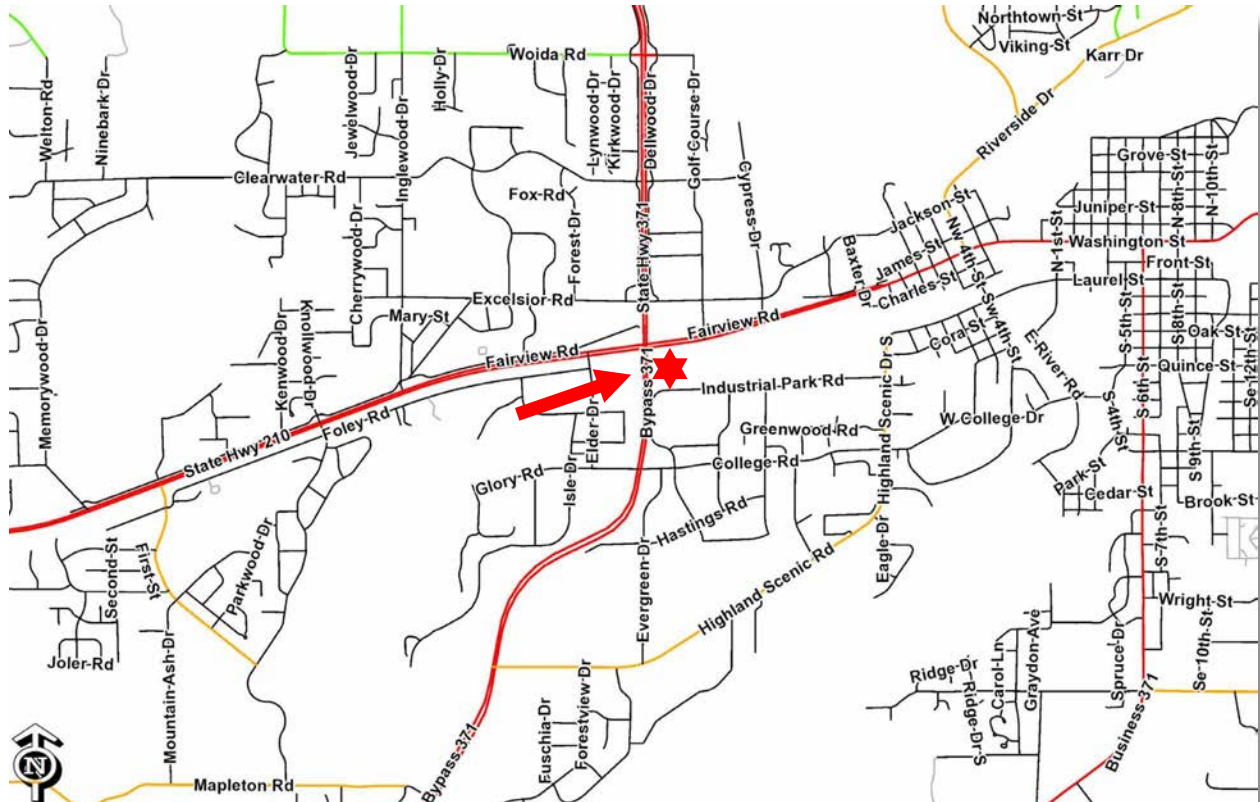
B. Fence, Screen Required: Whenever an I District abuts an R District, a fence or compact evergreen screen is required pursuant to section 10-4-8, "Screening/Landscaping/Fencing", of this title. (Ord. 2014-19, 6-17-2014; amd. Ord. 2016-021, 5-17-2016; Ord. 2020-006, 7-21-2020)

Traffic Counts



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Location Map



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Trade Area 2023 Population (Includes the following counties):

Crow Wing County	67,515
Cass County	31,064
Total Trade Area Population	98,579

2023 Population:

Baxter	9,085
Brainerd	31,623

Estimated Summer Population:

Brainerd/Baxter	200,000+
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Projected Population Growth Change 2023-2028:

Crow Wing County	0.30%
Baxter	0.34%

Households in 2023:

Crow Wing County	28,623
Baxter	3,588

2023 Median Household Income:

Crow Wing County	\$67,281
Baxter	\$73,740

Crow Wing County Retail Sales in 2012:

\$1,124,967,000

Leading Employers in Crow Wing County in 2022:

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

Leading Employers Cont.:

Landis + Gyr
Northstar Plating
Nortech Systems
Lindar
Avantech
Reichert Bus
Lexington
Growth Zone
CTC
Stern Companies
BTD
MNDOT
MNDNR
TDS
Graphic Packaging
Crow Wing Power

Continued on next page.

Demographics

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
Manhattan 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
Cub Foods (2)
Dick's Sporting Goods
Discount Tire
Dollar Tree (2)
Dondelinger
Dunham's Sports
East Brainerd Mall
(17 Retailers)
Fleet Farm
Home Depot
Home Goods
Hobby Lobby
Jiffy Lube

Major Retailers Continued:

Kohl's
Menards
Michaels
PetSmart
Planet Fitness
Super One
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
Baia Della Italian Kitchen
Bar Harbor
Baxter's
Black Bear Lodge & Saloon
Blaze Pizza
Blue Oyster
Boulder Tap House
Breezy Point Marina
Buffalo Wild Wings
Burger King
Burritos California
Caribou Coffee (4)
Char
China Garden
Chipotle
Coco Moon
Cold Stone Creamery
Cowboy's
Cragun's Legacy Grill
Cru
Culver's
Dairy Queen (3)
Diamond House
Domino's Pizza (3)

Restaurants/Fast Food Continued:

Dough Bros.
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
Jr's No. 19 BBQ
KFC
Little Caesar's
Loco Express
Lucky's
Madden's Classic Grill
Manhattan Beach
Maucieri's
McDonalds (2)
Moonlite Bay
Papa Murphy's Pizza
Perkins
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 (4)
Sunshine's Summer House
Taco Bell
Taco John's
The Barn
The Commander
The Pines at Grandview
Timberjack
Wendy's (2)
Ye Ole Wharf

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Thank You

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.

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Agency Disclosure

AGENCY RELATIONSHIPS IN REAL ESTATE TRANSACTIONS

1. Page 1

2. **MINNESOTA LAW REQUIRES** that early in any relationship, real estate brokers or salespersons discuss with
3. consumers what type of agency representation or relationship they desire.⁽¹⁾ The available options are listed below. This
4. is not a contract. **This is an agency disclosure form only. If you desire representation you must enter into a**
5. **written contract, according to state law** (a listing contract or a buyer/tenant representation contract). Until such time
6. as you choose to enter into a written contract for representation, you will be treated as a customer and will not receive
7. any representation from the broker or salesperson. The broker or salesperson will be acting as a Facilitator (see
8. paragraph IV on page two (2)), unless the broker or salesperson is representing another party, as described below.

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

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

13. _____
(Signature) (Date) (Signature) (Date)

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

24. II. **Buyer's/Tenant's Broker:** A Buyer/Tenant may enter into an agreement for the broker or salesperson to represent
25. and act on behalf of the Buyer/Tenant. The broker may represent the Buyer/Tenant only, and not the Seller/Landlord,
26. even if he or she is being paid in whole or in part by the Seller/Landlord. A Buyer's/Tenant's broker owes to the
27. Buyer/Tenant the fiduciary duties described on page two (2).⁽²⁾ The broker must disclose to the Buyer material facts
28. as defined in MN Statute 82.68, Subd. 3, of which the broker is aware that could adversely and significantly affect
29. the Buyer's use or enjoyment of the property. (MN Statute 82.68, Subd. 3 does not apply to rental/lease transactions.)
30. If a broker or salesperson working with a Seller/Landlord as a customer is representing the Buyer/Tenant, he or
31. she must act in the Buyer's/Tenant's best interest and must tell the Buyer/Tenant any information disclosed to him
32. or her, except confidential information acquired in a facilitator relationship (see paragraph IV on page two (2)).
33. In that case, the Seller/Landlord will not be represented and will not receive advice and counsel from the broker or
34. salesperson.

35. III. **Dual Agency - Broker Representing both Seller/Landlord and Buyer/Tenant:** Dual agency occurs when one
36. broker or salesperson represents both parties to a transaction, or when two salespersons licensed to the same
37. broker each represent a party to the transaction. Dual agency requires the informed consent of all parties, and
38. means that the broker and salesperson owe the same duties to the Seller/Landlord and the Buyer/Tenant. This
39. role limits the level of representation the broker and salesperson can provide, and prohibits them from acting
40. exclusively for either party. In a dual agency, confidential information about price, terms and motivation for pursuing
41. a transaction will be kept confidential unless one party instructs the broker or salesperson in writing to disclose
42. specific information about him or her. Other information will be shared. Dual agents may not advocate for one party
43. to the detriment of the other.⁽³⁾

44. Within the limitations described above, dual agents owe to both Seller/Landlord and Buyer/Tenant the fiduciary
45. duties described below.⁽⁴⁾ Dual agents must disclose to Buyers material facts as defined in MN Statute 82.68, Subd.
46. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the
47. property. (MN Statute 82.68, Subd. 3 does not apply to rental/lease transactions.)

48. _____ I have had the opportunity to review the "Notice Regarding Predatory Offender Information" on
(initials) (initials)
49. page two. (2)

50. Page 2

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

63. ⁽¹⁾ This disclosure is required by law in any transaction involving property occupied or intended to be occupied by
64. one to four families as their residence.

65. ⁽²⁾ The fiduciary duties mentioned above are listed below and have the following meanings:

66. **Loyalty** - broker/salesperson will act only in client(s)' best interest.
67. **Obedience** - broker/salesperson will carry out all client(s)' lawful instructions.
68. **Disclosure** - broker/salesperson will disclose to client(s) all material facts of which broker/salesperson has knowledge
69. which might reasonably affect the client(s)' use and enjoyment of the property.
70. **Confidentiality** - broker/salesperson will keep client(s)' confidences unless required by law to disclose specific
71. information (such as disclosure of material facts to Buyers).
72. **Reasonable Care** - broker/salesperson will use reasonable care in performing duties as an agent.
73. **Accounting** - broker/salesperson will account to client(s) for all client(s)' money and property received as agent.

74. ⁽³⁾ If Seller(s)/Landlord(s) elect(s) not to agree to a dual agency relationship, Seller(s)/Landlord(s) may give up the
75. opportunity to sell/lease the property to Buyer(s)/Tenant(s) represented by the broker/salesperson. If Buyer(s)/
76. Tenant(s) elect(s) not to agree to a dual agency relationship, Buyer(s)/Tenant(s) may give up the opportunity to
77. purchase/lease properties listed by the broker.

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

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