

COMMERCIAL SITE FOR SALE

Falcon Drive, Baxter, MN 56425

C|C CLOSE CONVERSE

Commercial Real Estate | Business Brokerage

521 Charles Street, PO Box 327, Brainerd, MN 56401 | 218-828-3334 | www.closeconverse.com

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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:	~~$250,000~~ $150,000
2026 Real Estate Taxes:	$3,224
Water & Sewer:	City
Available Utilities:	Natural Gas, Electric, Phone & Internet

Continued on next page.

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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
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.

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Falcon Drive, Baxter, MN 56425

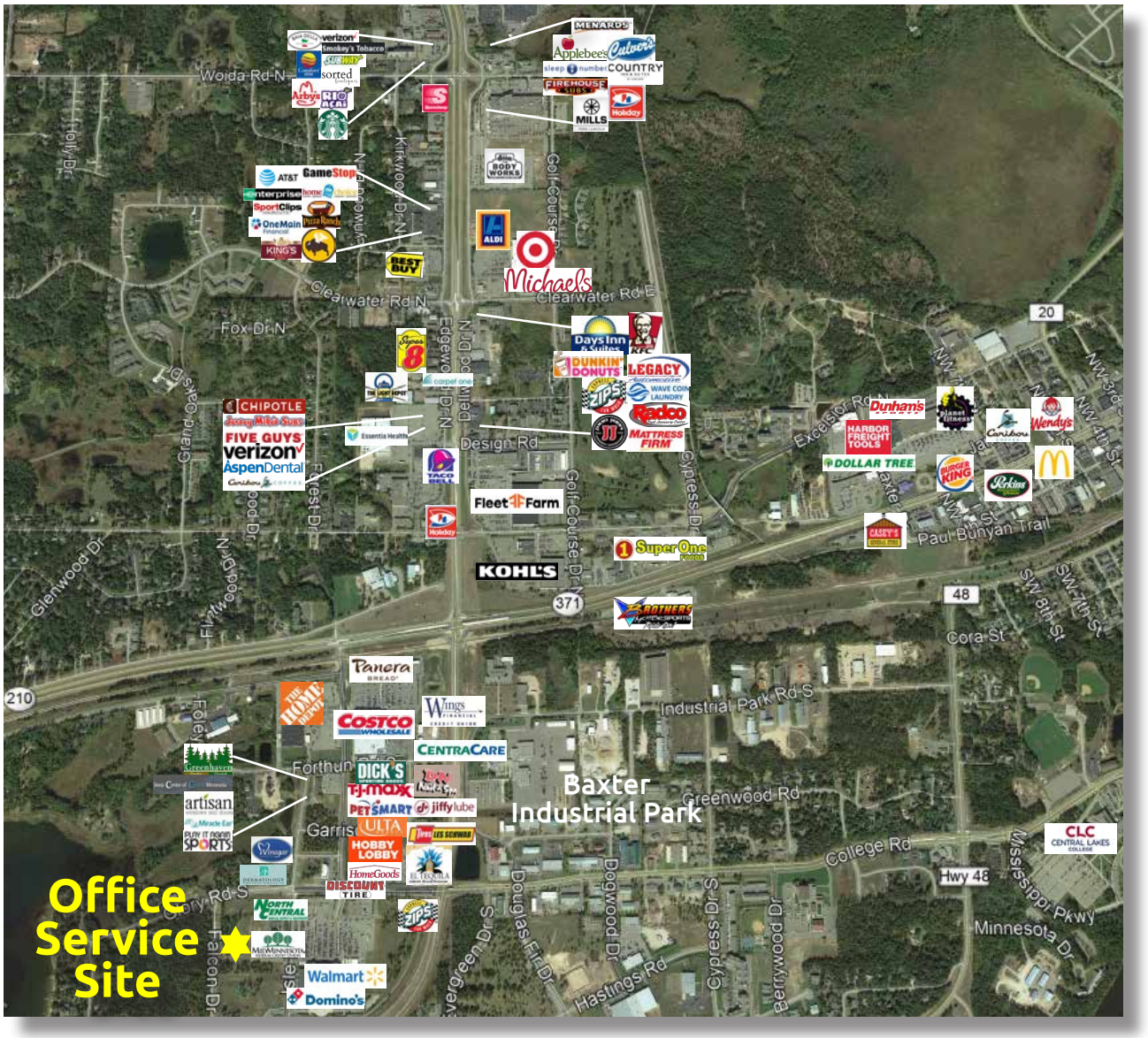
Aerial Photo



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Falcon Drive, Baxter, MN 56425

Aerial Photo



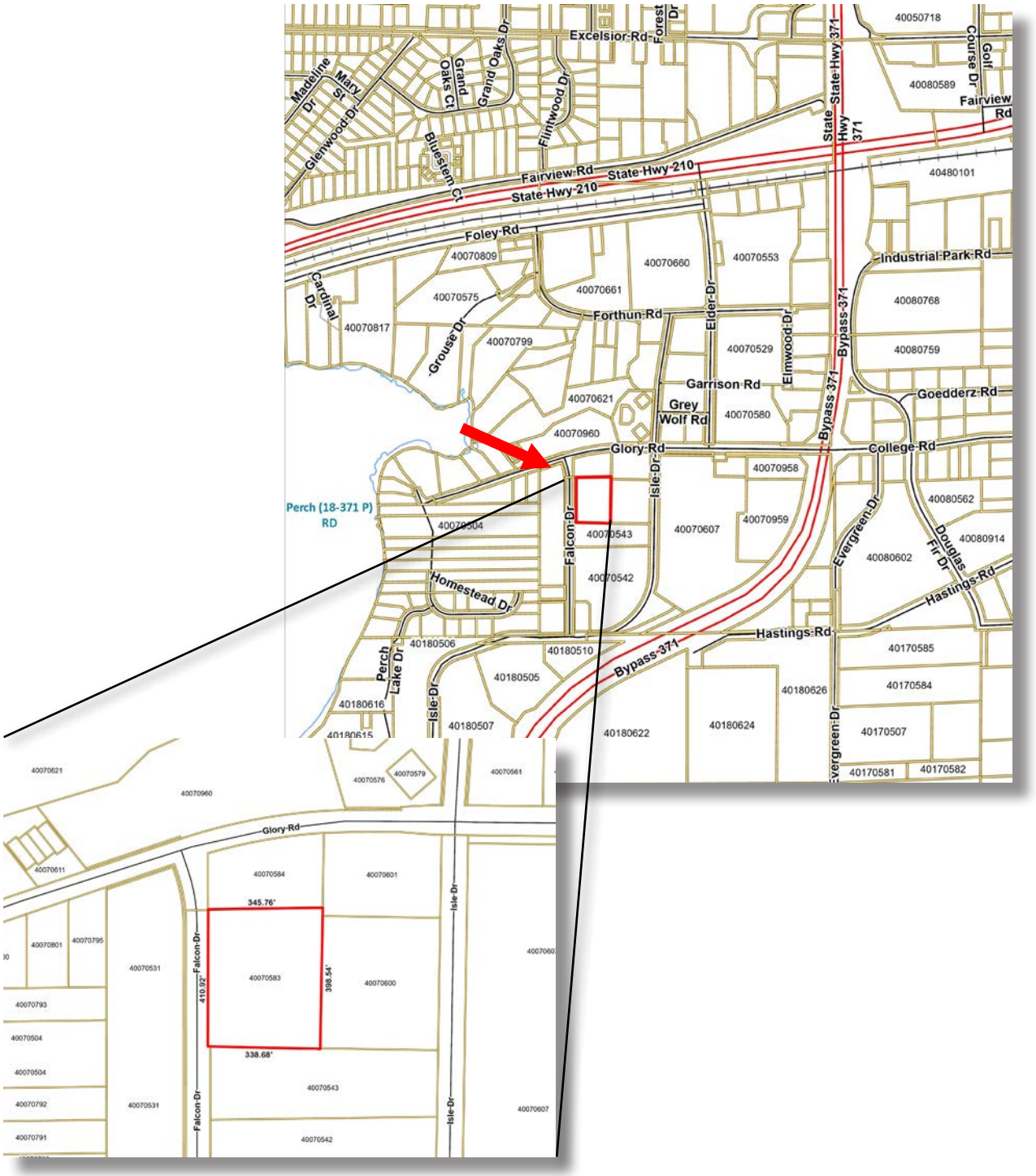
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Section Aerial



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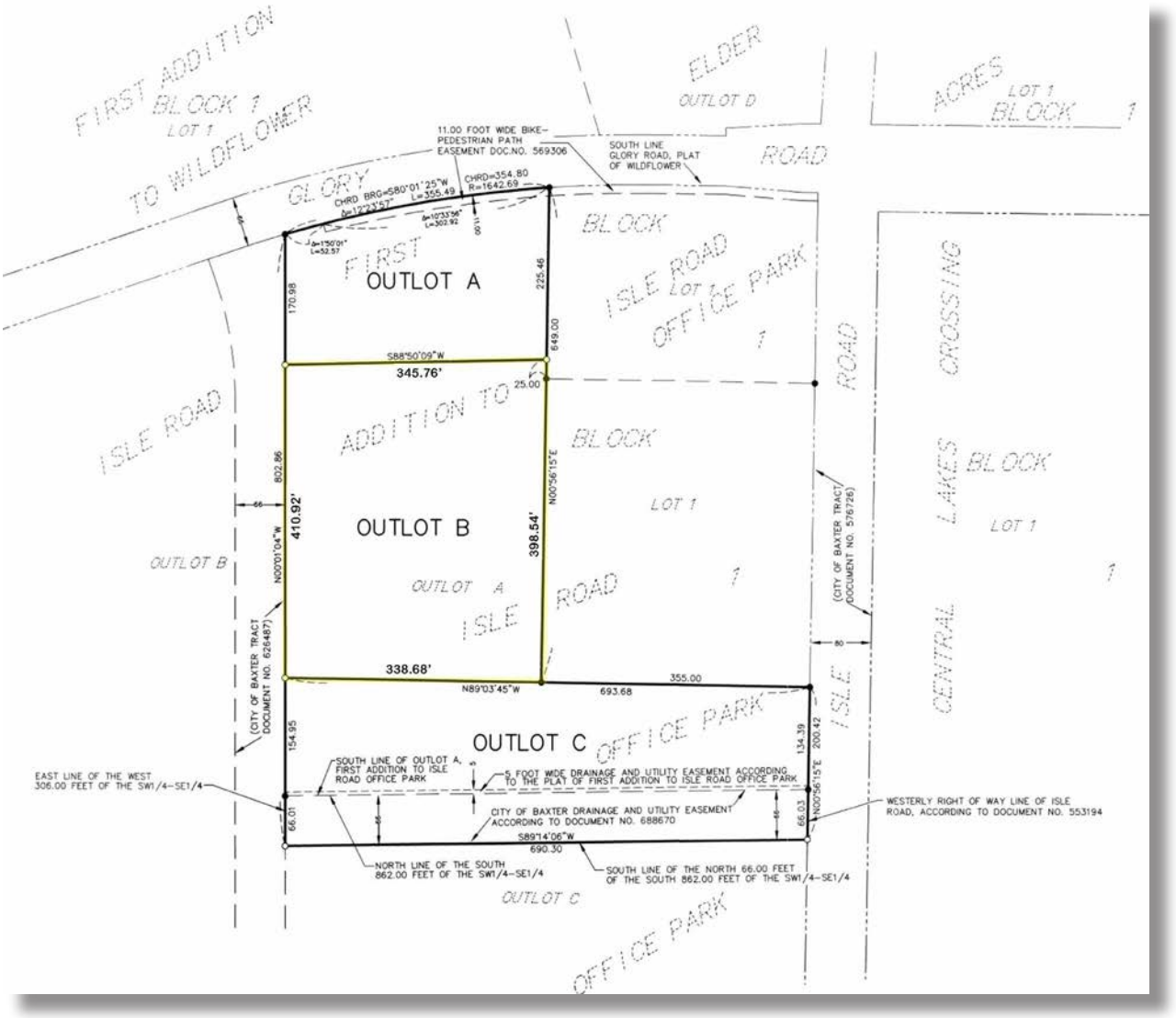
Section Map



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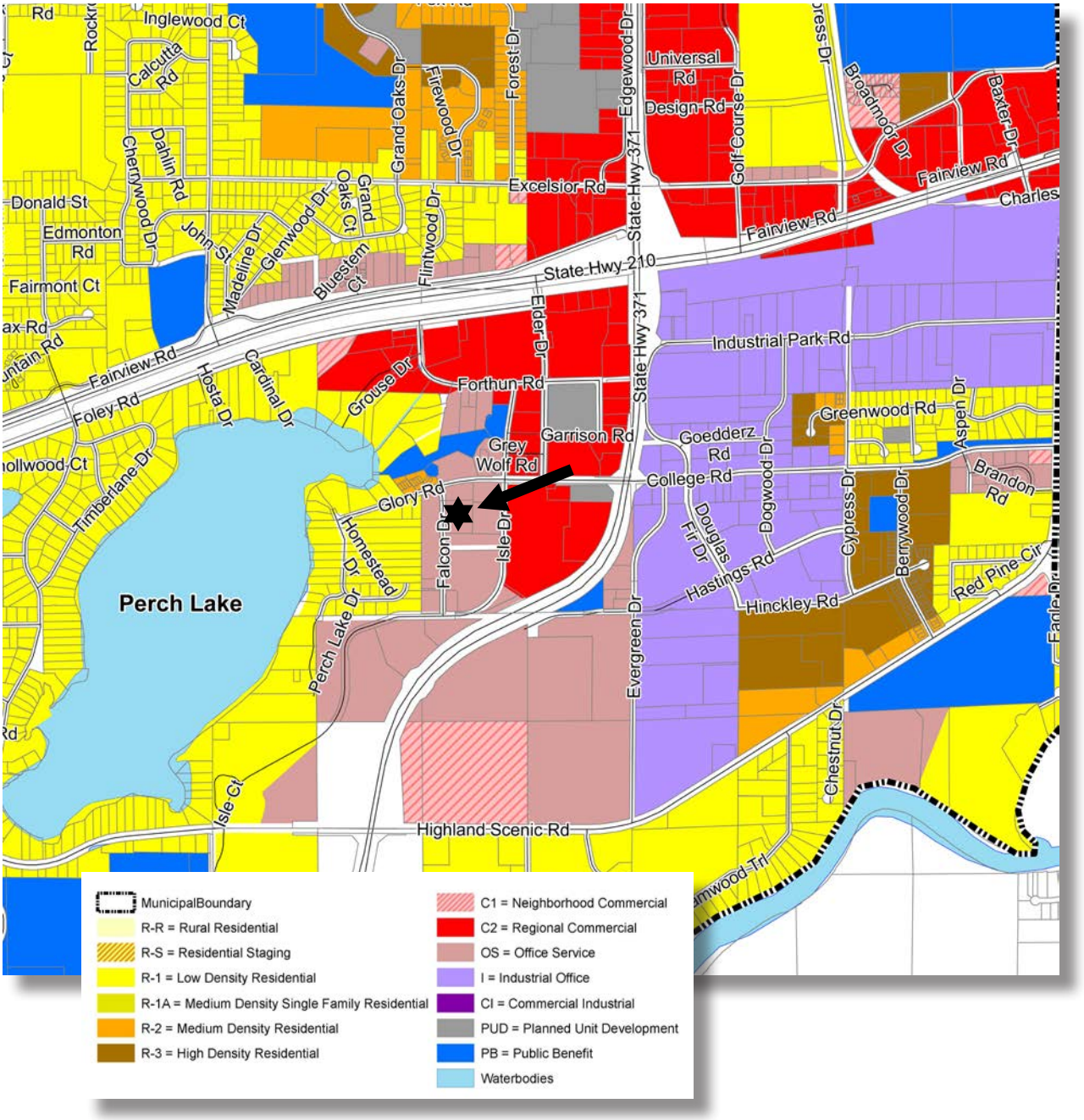
2nd Addition to Isle Road Office Park **Plat**



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Zoning Map

OS - Office Service

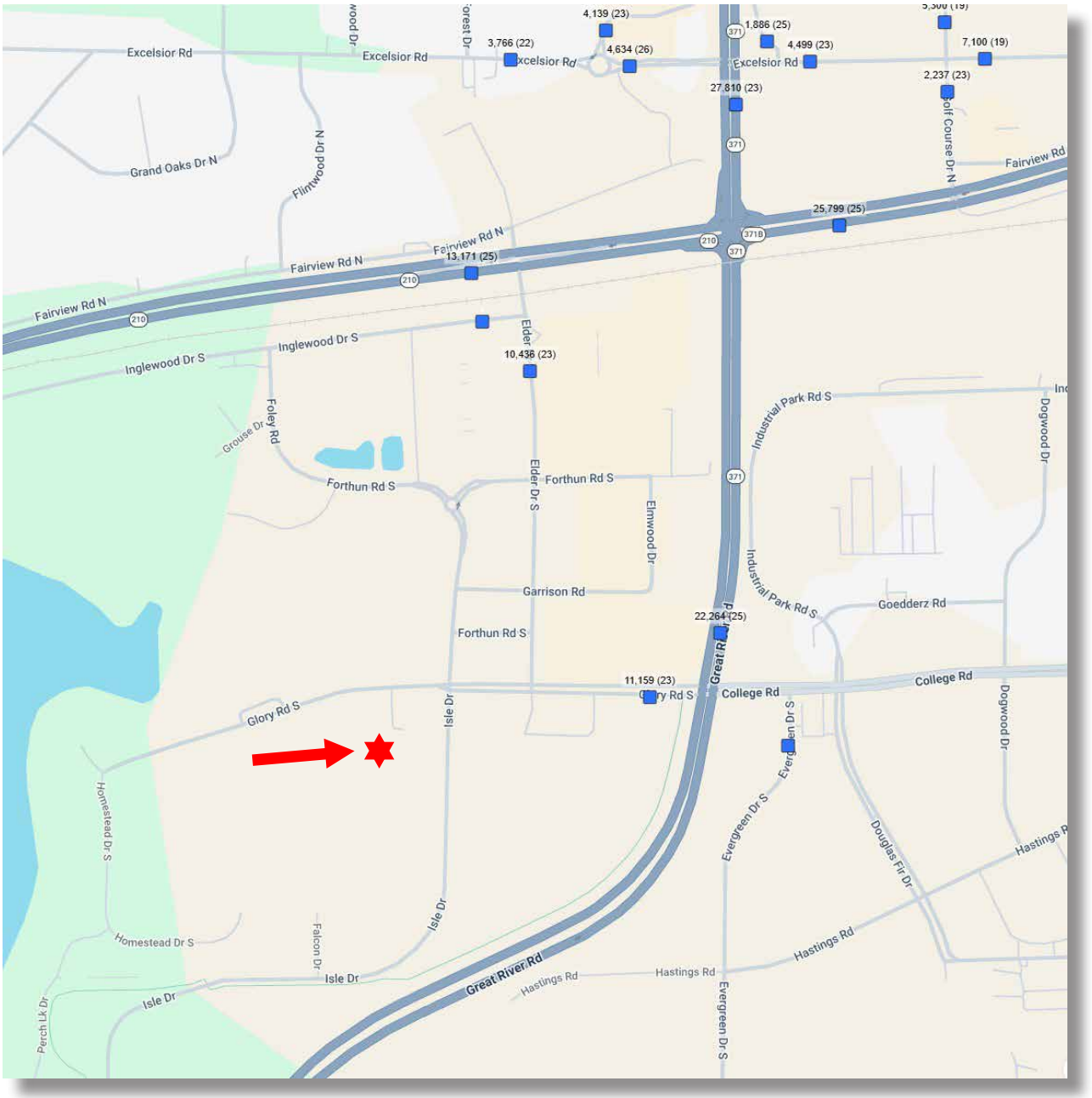


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Counts from MNDOT

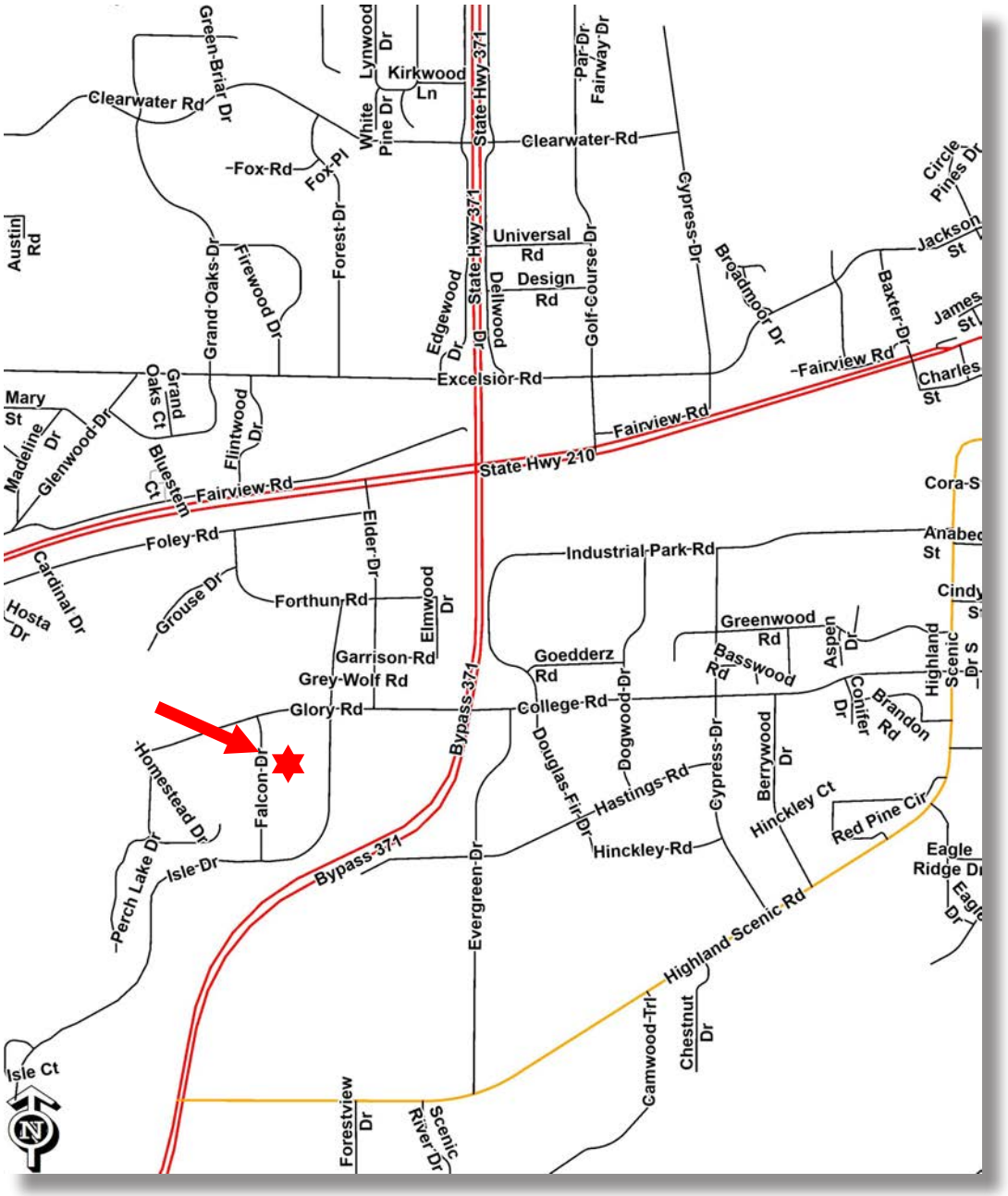
Traffic Counts

Traffic Counts: 10,436 (2023) on Elder Drive, 11,159 (2023) on Glory Road, 22,264 (2025) on Hwy 371, and 13,171 - 25,799 (2025) on Hwy 210



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Location Map



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Figures from STDB, CCIM

Demographics

Trade Area 2025 Population (Includes the following counties):		
	Crow Wing County	69,034
	Cass County	31,987
	Total Trade Area Population	101,021
2025 Population (by Zip Code):	Brainerd	32,366
	Baxter	9,120
Estimated Summer Population:	Brainerd/Baxter	200,000+
Projected Population Growth Change 2025-2030:		
	Crow Wing County	0.49%
	Brainerd	0.52%
	Baxter	1.15%
Households in 2025:	Crow Wing County	29,595
	Brainerd	13,428
	Baxter	3,700
2025 Median Household Income:	Crow Wing County	$79,236
	Brainerd	$75,710
	Baxter	$79,528

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
- Super One (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
- MNDOT
- MNDNR
- TDS
- Graphic Packaging
- Crow Wing Power

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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

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

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.

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

(Signature) (Date) (Signature) (Date)

I. **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).(2) **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, they must act in the Seller's/Landlord's best interest and must tell the Seller/Landlord any information** disclosed to them, 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.

II. **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/Landlord, even if they are being paid in whole or in part by the Seller/Landlord. A Buyer's/Tenant's broker owes to the Buyer/Tenant the fiduciary duties described on page two (2).(2) **The broker must 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 Seller/Landlord as a customer is representing the Buyer/Tenant, they must act in the Buyer's/Tenant's best interest and must tell the Buyer/Tenant any information disclosed to them, 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.

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 Seller/Landlord and the Buyer/Tenant. This role limits the level of representation the broker and salesperson can provide, and prohibits them from acting exclusively for either party. In a dual agency, confidential information about price, terms and motivation for pursuing a transaction will be kept confidential unless one party instructs the broker or salesperson in writing to disclose specific information about them. Other information will be shared. Dual agents may not advocate for one party 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.**(2) 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.)

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/Tenant's Broker, Seller's/Landlord's Broker or Dual 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 working 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's/Landlord's Broker (see paragraph I on page one (1)). In the event a facilitator broker or salesperson, working with a Seller/Landlord, accepts a showing of the property by a Buyer/Tenant being represented by the facilitator broker or salesperson, then the facilitator broker or salesperson must act as a Buyer's/Tenant's Broker (see paragraph II on page one (1)).

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(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.

(2) The fiduciary duties mentioned above are listed below and have the following meanings:
Loyalty - broker/salesperson will act only in client(s)' best interest.
Obedience - broker/salesperson will carry out all client(s)' lawful instructions.
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.
Confidentiality - 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.

(3) 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 sell/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 https://coms.doc.state.mn.us/publicregistrantsearch

MN:AGCYDISC-2 (8/25)

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Contact

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