



Close ~ Converse

COMMERCIAL & PREFERRED PROPERTIES

— P R E S E N T S —

LOT FOR SALE

WILDERNESS CENTER ON CR 77, BRAINERD



COMMERCIAL REAL ESTATE | BUSINESS BROKERAGE | LAND & BUILDING DEVELOPMENT
INVESTMENT & INCOME PROPERTIES | TAX DEFERRAL STRATEGIES

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{ Features }

Wilderness Center Lot For Sale.

Excellent opportunity to purchase a buildable commercial lot at the Wilderness Center.

Located just west of the Hwy 371 / CR 77 intersection, you will be nestled quietly in the woods,

yet just a minute away from the bustling Hwy 371 corridor. Enjoy peaceful surroundings and new construction while still having high traffic counts and prime visibility along Pine Beach Road. This thoroughfare leads to numerous resorts, restaurants, recreation, residential homes, lakes and more - benefit from the exposure to locals and tourists alike all year long.



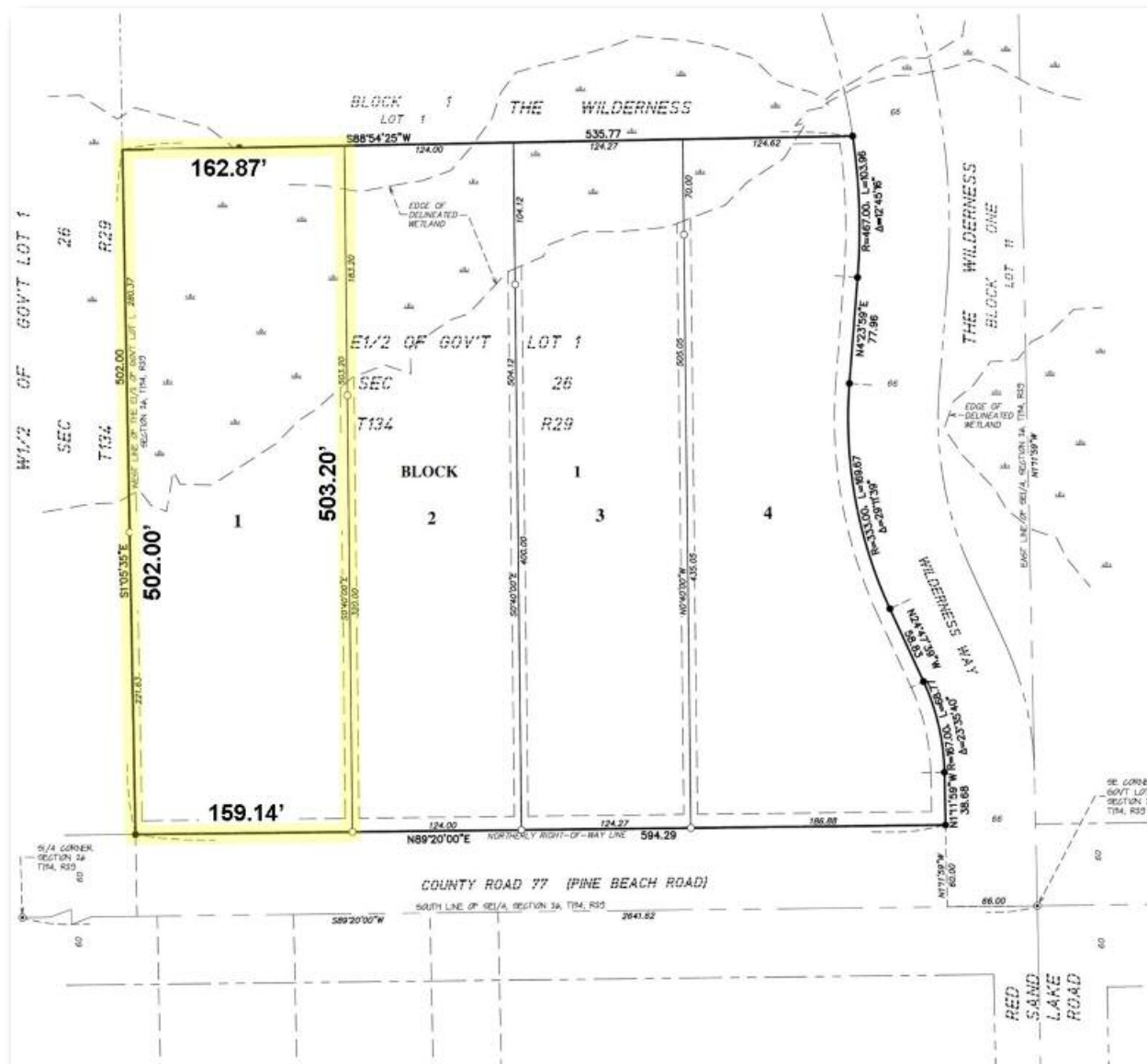
Location:	CR 77 / Pine Beach Road, Brainerd, MN 56401
Directions:	From the Baxter Hwy 371 / CR 77 stoplight intersection - West on CR 77 / Pine Beach Road approx. 1.4 miles to Wilderness Way - Available Lot is approx. 550' west of Wilderness Way
Lot Size:	1.86 Acres
Lot Dimensions:	159.14' x 503.20' x 162.87' x 502'
Frontage:	159' along CR 77 / Pine Beach Road
Purchase Price:	\$100,000
2019 Real Estate Taxes:	\$222
Water:	Well will need to be installed

Continued on next page.

{ Features }

Sewer:	Septic & Drain Field will need to be installed
Available Utilities:	Natural Gas, Electric, Phone, Cable & Internet
Access:	CR 77 / Pine Beach Road
Building Footprint:	Site has a potential to support a 6,628 sq. ft. building footprint (See page 8 for details)
Zoning:	Commercial District 2 (C-2) The purpose of this district is to provide adequate space areas for general retail and service activities in rural areas. C-2 commercial districts shall be located along federal, state, county, or township roads.
Legal Description:	Lot 1, Block 1, The Wilderness Two
PID #:	99260617
Legacy PID #:	992580010010009
Neighboring Businesses:	Lot 4 of the Wilderness Two contains B-Dirt Construction and Hanger Prosthetics

{ Plat } The Wilderness Two



521 CHARLES STREET | PO BOX 327 | BRAINERD, MN 56401 | 218-828-3334

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Specializing in Commercial Real Estate & Business Brokerage

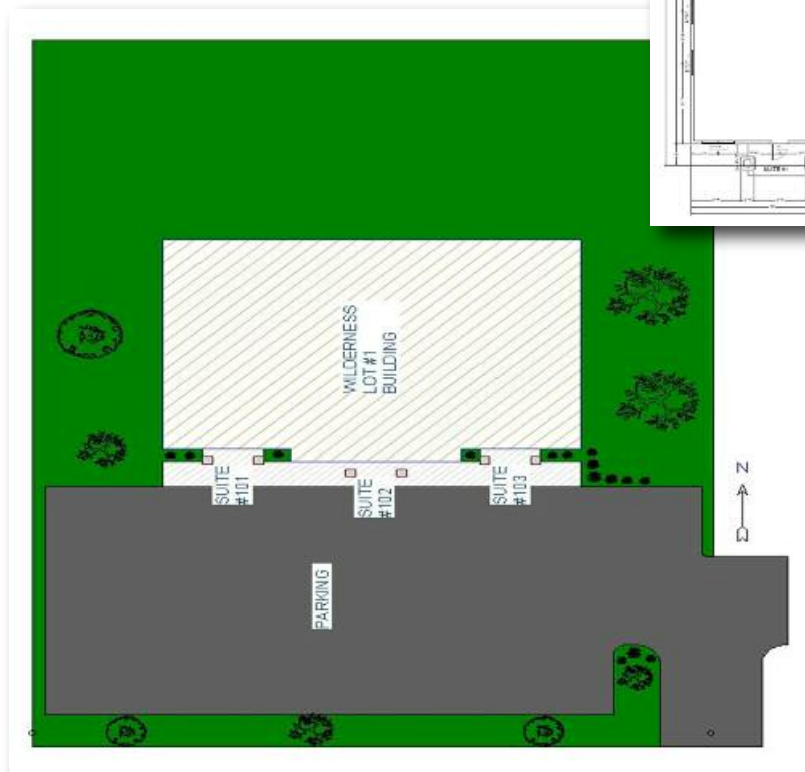
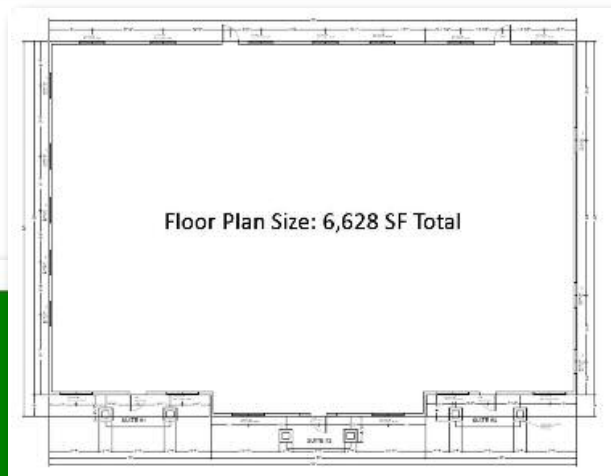
www.closeconverse.com

{ Aerial Photo }





{ Potential Site Layout }

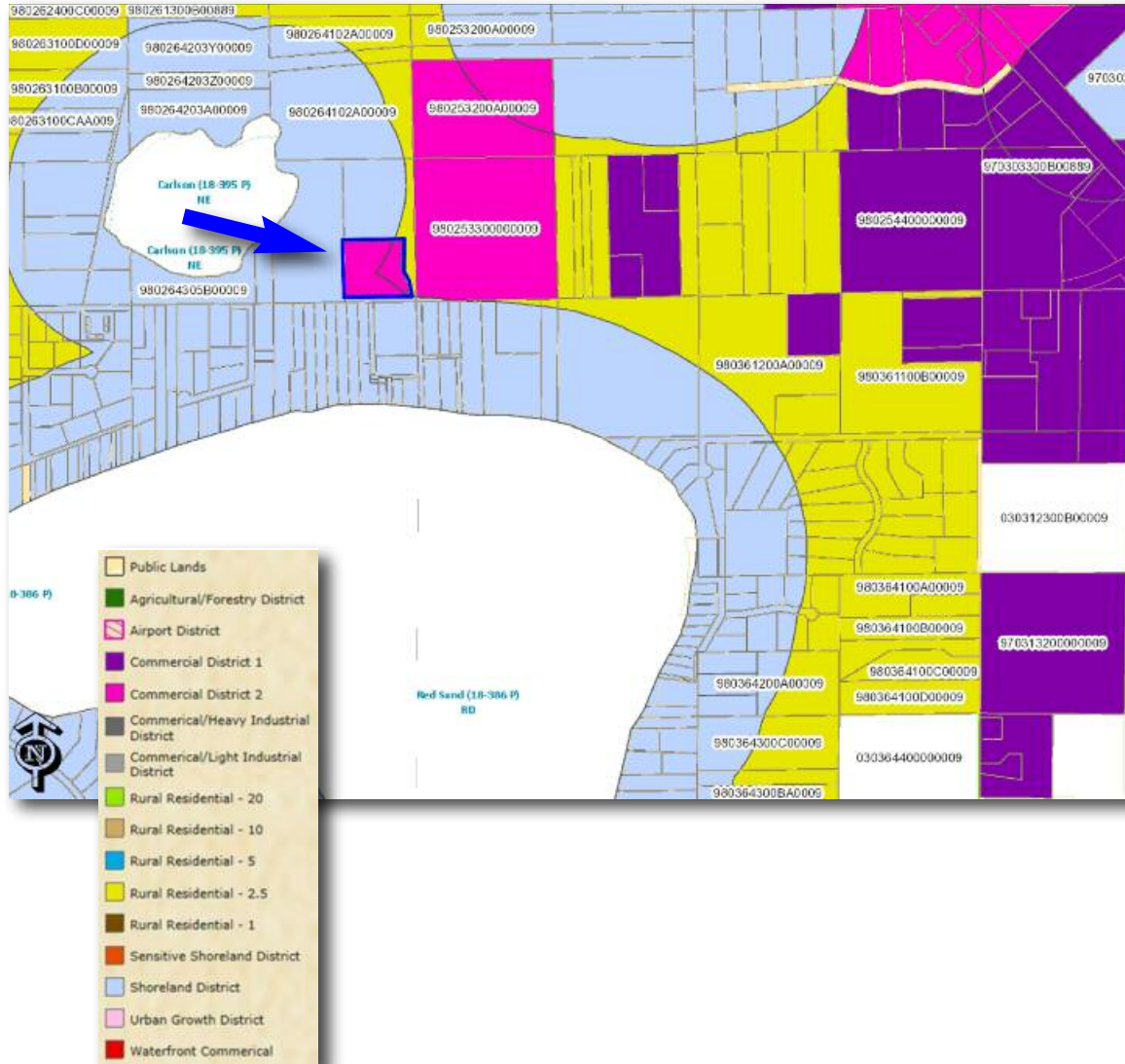


{ Section Maps }



{ Zoning Map } Crow Wing County

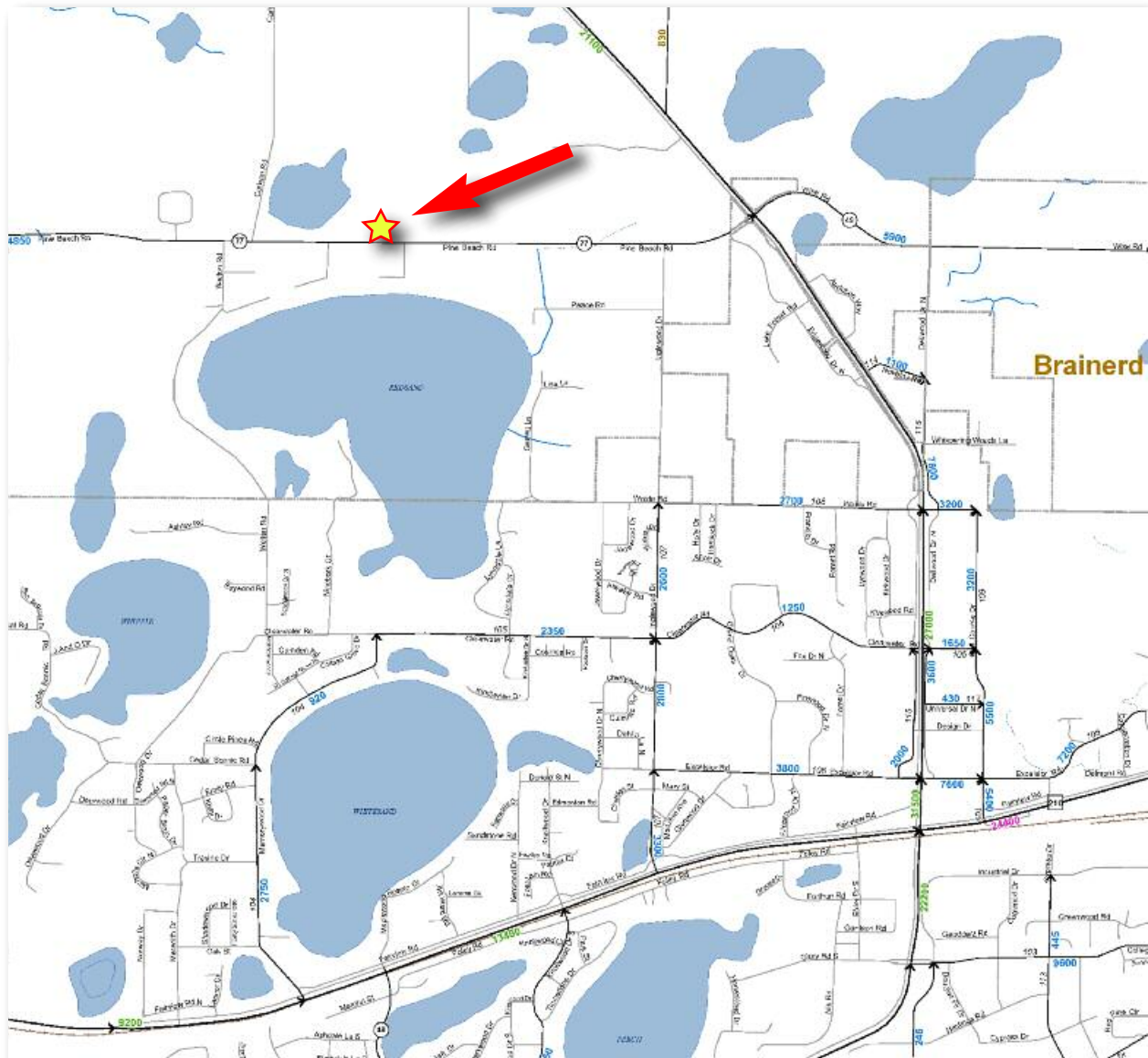
C2 - Commercial District 2



Traffic Counts

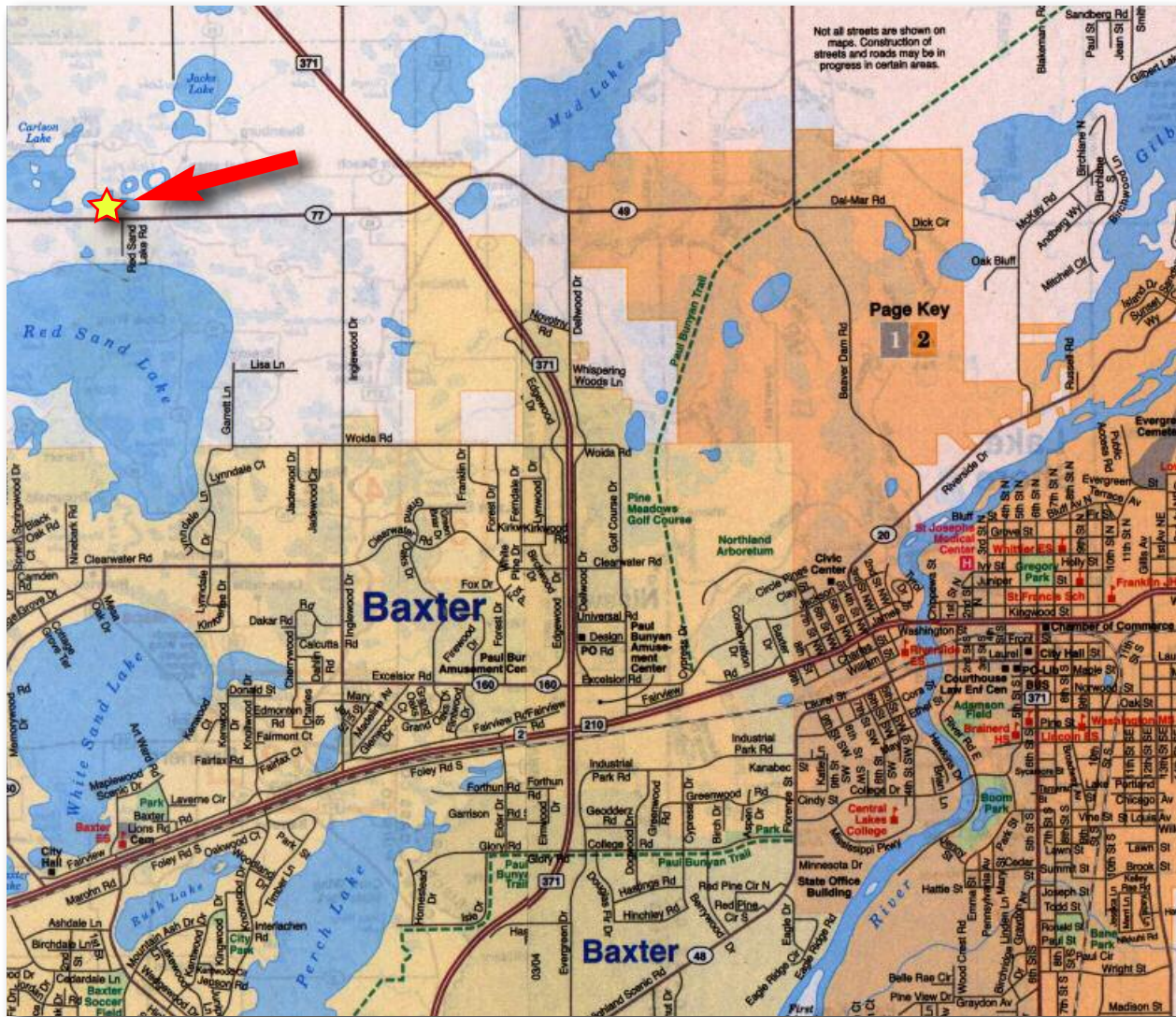
2017 Counts from MNDOT

Baxter Traffic Counts: 4,850 on CR 77 / Pine Beach Road



{ Location Map }

North



South

{ Demographics }

Trade Area 2018 Population (Includes the following counties):

Crow Wing County	66,604
Cass County	30,715
Total Trade Area Population	97,319

2018 Population:

Brainerd	31,100
Baxter	8,295

Estimated Summer Population:

Brainerd/Baxter	200,000+
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Projected Population Growth Change 2018-2023:

Crow Wing County	0.76%
Baxter	1.12%

Households in 2018:

Crow Wing County	27,662
Baxter	3,161

2018 Median Household Income:

Crow Wing County	\$52,621
Baxter	\$62,511

Crow Wing County Retail Sales in 2012:

\$1,124,967,000

Leading Employers in Crow Wing County:

Anderson Brothers	Ideal System Solutions
Ascensus	Landis Gyr
Atek Industries	Madden's Resort
Bang Printing	Mills Automotive
Bethany Good Samaritan	Minnesota Care
Brainerd Public Utilities	Nortech Systems
Brainerd School District	Northstar Plating
Breezy Point Resort	Pequot Lakes School District
Centracare Health	Ruttger's Bay Lake Resort
Central Lakes College	TDS Telecom
Chambermaster	Walmart
City of Brainerd	Woodland Good Samaritan
Clow Stamping	
Costco	
Cragun's Resort	
Crosby Ironton School District	
Crow Wing County	
Crow Wing County Landfill	
Crow Wing Power	
Cub Foods/Super Valu	
Cuyuna Regional Medical Center	
Dan's Prize	
Essentia Health	
Good Neighbor Home Health	
Grand View Lodge	

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:

Bay Colony Inn
Breezy Point Resort
Craguns
Fritz's Resort
Grand View Lodge
Gull Lake Resort
Izaty's
Kavanaugh's
Lost Lake Lodge
Maddens
Quarterdeck
Ruttger's Bay Lake Lodge
Sullivans
Plus numerous others

Major Retailers:

Aldi
Anytime Fitness
Auto Zone
Best Buy
Big Lots
Book World
Brother's Motorsports
Burger King
Cashwise Liquor (2)
Christmas Point
Costco
Cub Foods (2)
Dick's Sporting Goods
Discount Tire
Dondelinger
Dunham's Sports
East Brainerd Mall
(17 Retailers)
Fleet Farm
Home Depot
Jiffy Lube
Kohl's
Menards

Major Retailers Continued:

Office Max
PetSmart
Sears Hometown
Super One
Super Wal-Mart
Target
The Power Lodge
TJ Maxx
Ulta Beauty
Walgreens
Westgate Mall
(27 Retailers)
Westside Liquor

Restaurants/Fast Food:

218 Local
371 Diner
612 Station
Antler's
Applebee's
Arby's
Bar Harbor
Baxter's
Billy's
Black Bear Lodge & Saloon
Boomer Pizza
Boulder Tap House
Breezy Point Marina
Brick House Pizza
Buffalo Wild Wings
Burritos California
Caribou Coffee (3)
Cherry Berry
China Buffet
China Garden
Chipotle
Cold Stone Creamery
Country Kitchen
Cowboy's
Cragun's Legacy Grill
Cru
Culver's
Dairy Queen (3)
Diamond House
Domino's Pizza
Einstein Bagel
El Tequila
Ernie's

Restaurants/Fast Food Continued

Four Seas
Firehouse Subs
Five Guys
Giovanni's Pizza
Grizzly's Grill & Saloon
Half Moon Saloon
Hardee's
Hunt 'N Shack
Jack's House
Jake's
Jimmy John's
KFC
Lucky's
Madden's Classic Grill
Manhattan Beach
Maucieri's
McDonalds (3)
Moonlite Bay
Northern Cowboy's
Northwinds Grille
Papa Murphy's Pizza
Perkins
Pestello's
Pine Peaks
Pizza Hut
Pizza Ranch
Poncho & Lefty's
Prairie Bay
Quarterdeck
Rafferty's Pizza (3)
Riverside Inn
Ruttger's
Sakura
Sawmill Inn
Senior Patron
Sherwood Forest
Starbucks (2)
Subway (3)
Taco Bell
Taco John's
The Barn
The Chap
The Commander
The Pines at Grandview
Timberjack
Wendy's (2)
Ye Ole Wharf
Zorbaz (2)

{ 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/landlord's representatives, we know the seller's/landlord'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.

{ 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 written
5. contract, according to state law (a listing contract or a buyer representation contract). Until such time as you choose
6. to enter into a written contract for representation, you will be treated as a customer and will not receive any representation
7. from the broker or salesperson. The broker or salesperson will be acting as a Facilitator (see paragraph V on page
8. 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 are/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 Broker:** A broker who lists a property, or a salesperson who is licensed to the listing broker, represents
15. the Seller and acts on behalf of the Seller. A Seller's broker owes to the Seller the fiduciary duties described
16. on page two (2).⁽²⁾ The broker must also disclose to the Buyer material facts as defined in MN Statute 82.54,
17. Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment
18. of the property. If a broker or salesperson working with a Buyer as a customer is representing the Seller, he or
19. she must act in the Seller's best interest and must tell the Seller any information disclosed to him or her, except
20. confidential information acquired in a facilitator relationship (see paragraph V on page two (2)). In that case, the
21. Buyer will not be represented and will not receive advice and counsel from the broker or salesperson.

22. II. **Subagent:** A broker or salesperson who is working with a Buyer but represents the Seller. In this case, the Buyer
23. is the broker's customer and is not represented by that broker. If a broker or salesperson working with a Buyer as
24. a customer is representing the Seller, he or she must act in the Seller's best interest and must tell the Seller any
25. information that is disclosed to him or her. In that case, the Buyer will not be represented and will not receive advice
26. and counsel from the broker or salesperson.

27. III. **Buyer's Broker:** A Buyer may enter into an agreement for the broker or salesperson to represent and act on
28. behalf of the Buyer. The broker may represent the Buyer only, and not the Seller, even if he or she is being paid
29. in whole or in part by the Seller. A Buyer's broker owes to the Buyer the fiduciary duties described on page two
30. (2).⁽²⁾ The broker must disclose to the Buyer material facts as defined in MN Statute 82.54, Subd. 3, of which
31. the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. If
32. a broker or salesperson working with a Seller as a customer is representing the Buyer, he or she must act in the
33. Buyer's best interest and must tell the Buyer any information disclosed to him or her, except confidential information
34. acquired in a facilitator relationship (see paragraph V on page two (2)). In that case, the Seller will not be represented
35. and will not receive advice and counsel from the broker or salesperson.

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

44. Within the limitations described above, dual agents owe to both Seller and Buyer the fiduciary duties described
45. on page two (2).⁽²⁾ Dual agents must disclose to Buyers material facts as defined in MN Statute 82.54, Subd. 3,
46. of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the
47. property.

48. _____ I have had the opportunity to review the "Notice Regarding Predatory Offender Information" on
(Initials) (Initials)

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

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

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

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

73. (3) If Seller(s) decide(s) not to agree to a dual agency relationship, Seller(s) may give up the opportunity to sell the
74. property to Buyers represented by the broker/salesperson. If Buyer(s) decide(s) not to agree to a dual agency
75. relationship, Buyer(s) may give up the opportunity to purchase properties listed by the broker.

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

MN-AGCYD (5-2) (8/10)

{ Contact }

Close~Converse

COMMERCIAL & PREFERRED PROPERTIES

Specializing in Commercial Real Estate & Business Brokerage

Address: 521 Charles Street
PO Box 327
Brainerd, MN 56401

Telephone: 218-828-3334

Fax: 218-828-4330

Website: www.closeconverse.com

You may also contact the following members of the Close~Converse team by cell phone or email.

Nate Grotzke, CCIM 218-838-1000 cell
nate@closeconverse.com

Tim Miller, CCIM 218-838-8772 cell
tim@closeconverse.com

Kevin Close 218-831-3077 cell
kevin@closeconverse.com

Chris Close, CCIM 218-831-7510 cell
chris@closeconverse.com

Rod Osterloh, ALC 218-831-1301 cell
osterloh@closeconverse.com

Jody Osterloh 218-831-0712 cell
jody@closeconverse.com