LAND IT!

Offering Memorandum

Commercial Development Site
Champlin, MN

Shovel Ready...Are You?



When your book is open you will see a number of icons on the bottom. To return to this Home Page click on the icon that is composed of 4 small squares. 

Welcome to an exceptional commercial property opportunity in Champlin, MN. This prime site offers strong visibility, convenient access, and excellent growth potential. Positioned near U.S. Highway 169 and adjacent to Super Target, it is ideal for retail, office, or mixed-use development. Surrounded by established businesses and a thriving local economy, this site presents a compelling opportunity for developers, investors, and owner-users seeking a high-quality suburban location.

Property Overview (See pages 8-11)

This property has a distinct premium. Champlin, MN commercial land under 1 acre (.93) commands higher market values when shovel-ready with utilities, highway adjacency (Hwy 169), and co-tenancy with a major traffic driver like Super Target.

Parcel Information

- PID: 30-120-21-13-0005
- Address: 000 Unassigned, Champlin, MN 55316
- Legal Description: Lot 001, Block 001, Coler Farms
- Site Area: 0.93 acres (40,478 SF)
- Zoned: C-2, Commercial General Business.

Key Property Features

Traffic Counts (2025)

- U.S. Highway 169: 46,784 vehicles daily
- Business Park Boulevard North: 3,417 vehicles daily (by Champlin site)

Visibility

Moderate visibility from Highway 169 due to frontage properties, with strong benefits from proximity to the corridor.

Topography & Drainage

- Flat, development-ready land. A near-perfect square commercial land site offering maximum usable space, flexible layout options, and low site preparation costs.
- No visible drainage issues

Utilities

Full municipal services are available: sewer, water, electricity, and gas, eliminating major development infrastructure costs

Land-to-Building Ratio (4:1 to 5:1 based on & Original Site Use Design - **SEE PAGE 8**)

- **4:1 to 5:1** would support an ~ **8,102 to 10,127 sq. ft** 1-level building on a plot this size.
- Surplus land supports an additional ~3,744 SF of building area means **the parcel is larger than what is required for the initial primary intended development** (or current zoning requirements) and has the physical capacity for further construction.)

    o **Potential for Expansion:** The site has enough extra space to build roughly 3,744 square feet of additional improvements (e.g., more retail, office, or storage space) beyond the main building project. The expansion can be greater if the optional drive-thru is eliminated. This extra, undeveloped area ("raw land") can add value to the overall property by allowing for future growth or increased density. **In short:** It is a bonus, "extra" piece of land on the same lot that you can use to make the building bigger or add a second building, rather than just having empty, unusable space. Or, as stated below, the drive-through can add a significant value to any drive-through business. **This site offers flexibility!**

    o **Permitted Drive-Through with Optimal Traffic Circulation:** Zoned C-2 General Business, explicitly permitting a drive-through footprint with a near-perfect square topography that easily accommodates modern multi-lane stacking, efficient ingress/egress, and seamless on-site traffic flow.

Investment Highlights

Prime Location

· **National Retail Synergy:** Being next to a Super Target generates significant cross-shopping traffic. The property's flexible development potential makes it ideal for retail, service, office, or mixed-use applications, attracting fast-casual dining, quick-service retail, urgent care clinics, and boutique services. The "Shadow Anchor Status" next to a Super Target allows this site to capture "spillover" traffic from shoppers

Shovel-Ready Status

· **Lower Capital Expenditure:** "Shovel-ready" raw land with on-site utilities saves developers months of site work and significant infrastructure costs. The optimized near-square site footprint enables efficient building layouts, maximizing space! The most expensive aspect of commercial development is connecting utilities. With these utilities ready, developers can start building immediately, reducing carrying costs.

Scarcity Factor

Identified as one of the last remaining commercial parcels of its size in Champlin, these fully prepped lots under 1 acre are rare. They attract mid-sized corporate tenants, fast-casual dining chains, and local banks seeking prime visibility without a large footprint. When highly specific commercial lots become rare, standard valuation metrics change.

Eliminated Development Risks: Shovel-ready status with utilities already at the property line removes months of city approval delays. Buyers pay extra to avoid these holding costs. **High Demand for Small Footprints:** Sub-acre lots are highly sought after by national drive-thru chains, banks, and medical clinics. These buyers frequently outbid local investors. **Finite Geographic Boundaries:** Champlin is a fully built-out suburban market. Because developers cannot create new land, existing small parcels hold monopoly-like pricing power.

Owner Financing Opportunity

Owner financing can preserve working capital, create flexible qualification, and enable faster closing. It may also offer tax benefits, like reducing Federal capital gains taxes for the seller, creating a potential win/win for all parties.

December 17, 2021

Most Recent Appraisal

DAHLEN, DWYER, FOLEY & TINKER
Your Local Valuation Experts since 1978

For...Gateway Bank: Loan Operations Supervisor

> Real Estate Appraisals > Consultation > Expert Witness > Market Research

RE: Appraisal

Proposed Retail Building Shell
12xxx Business Park Blvd N
Champlin, MN 55316

This appraisal report has been made in conformity with the following:

- The Interagency Appraisal and Evaluation Guidelines published in the Federal Register on December 10, 2010, include a mandated definition of market value.
- The Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation, mandated by the FIRREA of 1989.
- This appraisal assignment is not based on a minimum valuation, specific valuation, or loan approval. The market value opinion in this report was developed independently, free from undue influence.
- The engagement letter from Gateway Bank, dated December 7, 2021, is included in the appraisal addendum.

Market Value (proposed building project on page 5) – "As Complete" (including land): **$1,240,000 - Sworn Construction Statement (SCS): $811,472** (land value excluded)

Appraisal (Market Value) **$1,240,000** minus **SCS** (construction cost) **$811,472 = $428,528** (estimated land value per bank appraisal as of 12/17/2021). ➔ ***NOTE: The following information is not part of the original appraisal. It is current data compiled to support the valuation as of October 2026.***

Because of its extreme scarcity, premium out lot layout, and placement next to a major corporate traffic generator, shovel-ready C-2 land in this specific 169 corridor is valued vastly higher than standard raw land. Based on current Northwest Metro commercial land transactions, **a realistic valuation range for this specific 0.93-acre property sits between $12.00 and $20.00+ per square foot.** [LoopNet]

Total Value Calculation: Applying the attributes listed reveals the estimated value tiers:

· **Conservative Baseline ($12 / sq. ft.)**: **$486,120** - This is the typical floor value for generic, fully serviced suburban retail out lots that are ready to pull building permits.

· **Target / Premium ($15 / sq. ft.)**: **$607,650** - Expected market average for a perfectly square pad that sits right in the traffic shadow of a major anchor like Super Target.

· **Peak Scarcity / High Demand ($20+ / sq. ft.)**: **$810,200+** Achievable if a specific buyer (e.g., a corporate drive-thru user, urgent care developer, or cannabis retailer) explicitly needs a footprint at 121st Ave N and will pay a massive premium because there are zero alternative parcels available. [LoopNet]

In the entire city of Champlin, there are no other identified properties like this one. This specific lot at 121st Ave N is currently listed as a **highly unique, active commercial development opportunity**. A direct review of the immediate corridor shows that this property is a true anomaly for several reasons: [LoopNet]

Zero Direct Competitors: There are no other vacant, standalone, square sub-1-acre lots for sale in the immediate Hwy 169 and 121st Ave commercial node. Other nearby listings on the market consist of much larger, multi-acre divisible tracts (like the 6+ acre parcel off 117th Ave) or inline storefront retail spaces for lease. [LoopNet]

The "Target Effect": The property position as an immediate pad/neighboring site to the Champlin Super Target (11990 Business Park Blvd N) means this parcel benefits from built-in, high-volume consumer traffic that raw land elsewhere in the city cannot replicate. [LoopNet]

Shovel-Ready C-2 Advantage: A sub-1-acre lot that is already cleared, near perfect square (maximizing buildable footprint), and fully stubbed with city water and sanitary sewer lines is **incredibly rare**. Usually, parcels this size in built-out suburbs are irregular "leftover" remnant pieces or require expensive utility extensions. [City of Champlin]

Certified General Real Property Appraiser - MN License#: 20325032
Certified General Real Property Appraiser - WI License #: 1797-10

The "As Complete" value is $1,240,000.00

[redacted] Construction
Workout Bandits - Champlin
Sworn Construction Statement SCS
11/29/2021
4032 S.F.

Champlin Property not listed on SCS

Trade		Estimate
Concrete/Masonry	$	134,200.00
Steel Studs/Drywall	$	30,500.00
Canopies	$	18,300.00
Electrical	$	30,500.00
Glass/Glazing	$	35,500.00
Doors/Hardware	$	4,000.00
HVAC	$	30,500.00
EIFS	$	42,700.00
Paint/Vinyl	$	4,000.00
Plumbing	$	18,500.00
Lumber/Framing Package	$	150,000.00
Roofing	$	34,160.00
Bituminous	$	36,600.00
Curb/Gutter	$	30,500.00
Grading/Excavation	$	54,900.00
Utilities	$	3,050.00
Landscaping Allowance	$	15,000.00
Labor and Materials	$	15,000.00
General Conditions	$	40,000.00
Permit Allowance	$	6,000.00
Insurance	$	6,988.00
Overhead and Fee	$	70,574.00
Construction Contingency/Design Fees (By owner)	$	-
Total	**$**	**811,472.00**

$1,240,000 - $811,472 = $428,528 (land value) as of 11/29/2021
(Appraisal) - (Costs)

*MARKET VALUATION *(2026 *Estimate) - **See page 4** for additional updated factors that may make the current estimate SUBJECT TO CHANGE*

Raw land and commercial sites were much cheaper during the COVID-19 pandemic than now. Due to rising demand and limited supply, the median price per acre for raw land increased by about 87% from 2019 to early 2026, according to Realtor.com. The initial appraisal of the Champlin Site was conducted in December 2021.

- Current Estimated Value (SEE PAGE 18): ~**$574,268** (Land Appreciation Values)
- **Price per SF**: ~$14.19 - Using 5% annual appreciation value (low end of 5% - 8%)
- **Limited Competition:** Location, Features, Low supply, Shovel ready, High demand.

KEY VALUE DRIVERS

- Prime suburban commercial location
- Immediate access to Highway 169
- Adjacent to high-traffic Super Target
- Fully shovel-ready with Full utilities available
- Flat, development-ready land
- Limited commercial land in Champlin
- Flexible development options (retail, office, medical, mixed-use)
- Owner financing available

DEVELOPMENT POTENTIAL Zoned: C-2, Commercial General Business

Potential Uses Include:

- Retail / Quick Service Restaurant
- Medical, Dental, Professional Office
- Service-based Retail (Fitness, Salon, Financial Services)
- Mixed-use Development

DEMOGRAPHICS OVERVIEW

- Population (Champlin): ~23,900
- Median Age: ~42 years with Average Household Size: ~2.7

KEY CHARACTERISTICS:

• Stable suburban population
• Middle to upper-middle income family households
• High demand for retail and service businesses

MARKET POSITIONING

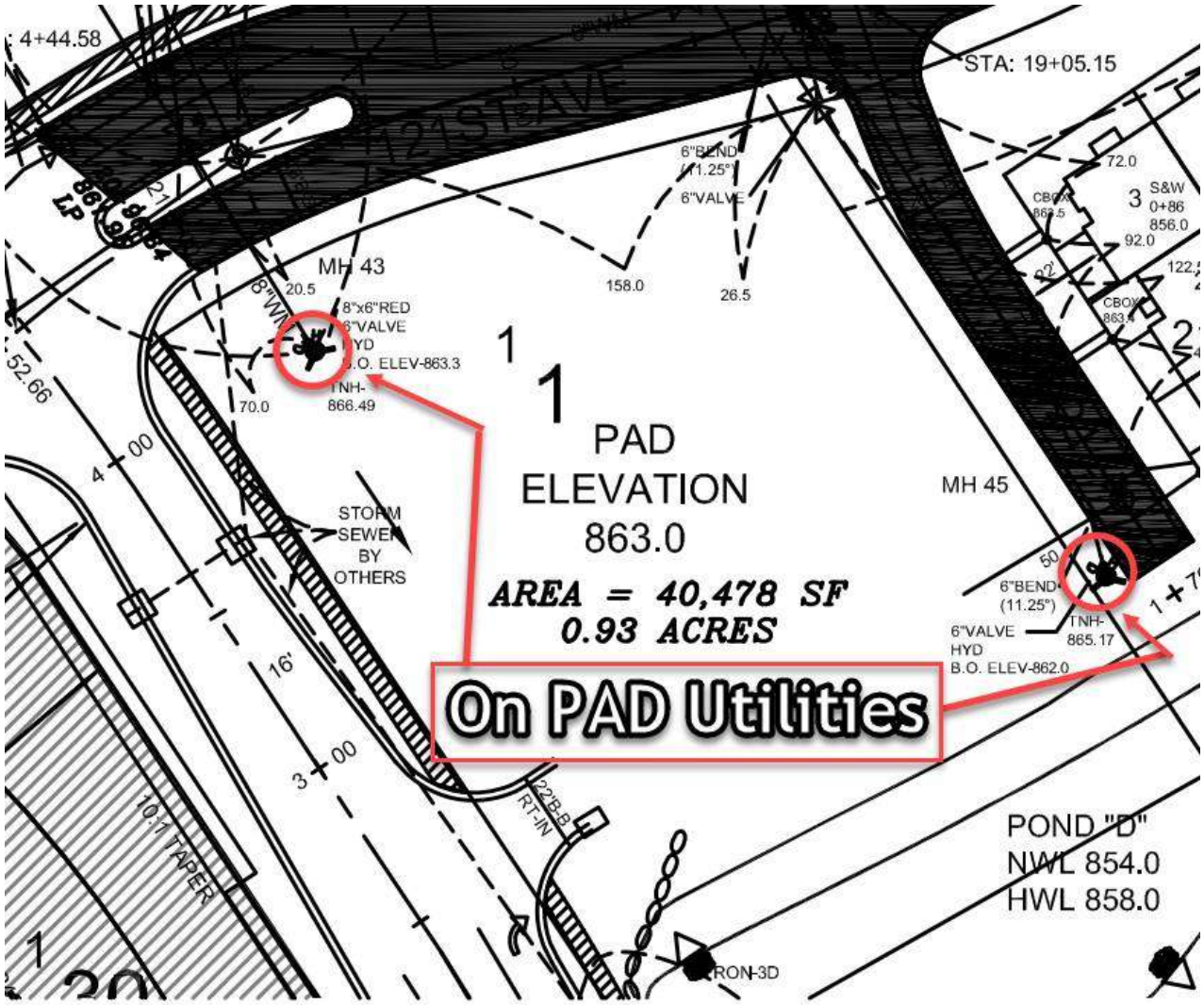
This site benefits from three primary demand drivers:

1. **Regional Traffic Flow:** High daily traffic on Highway 169 enhances retail visibility and accessibility with notable cross-shopping.

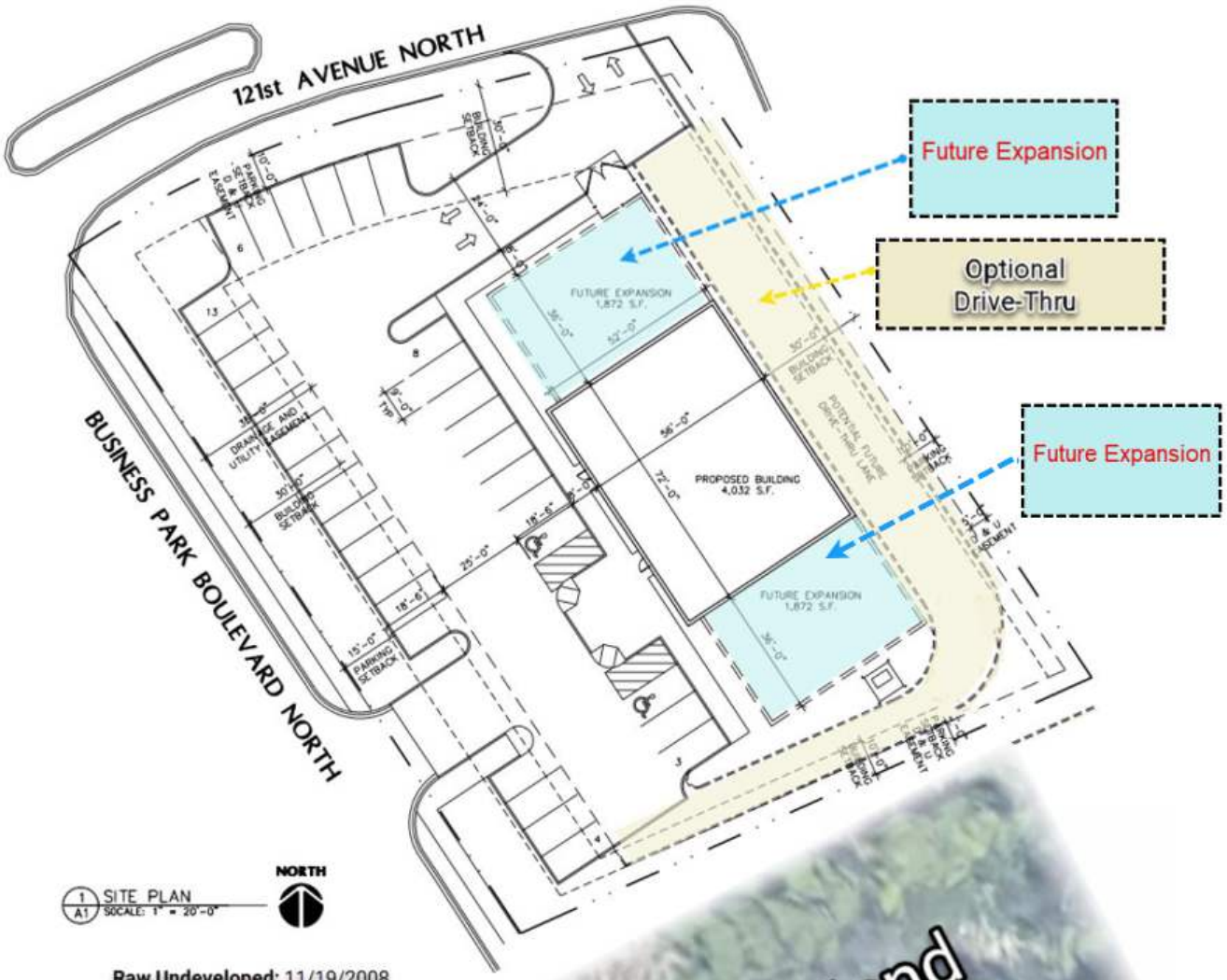
2. **Local Residential Base:** Consistent demand from nearby neighborhoods.

3. **Retail Synergy:** mmediate adjacency to a major anchor retailer drives repeat traffic.

Utilities (Aug 14, 2002)



Original Site Use Design

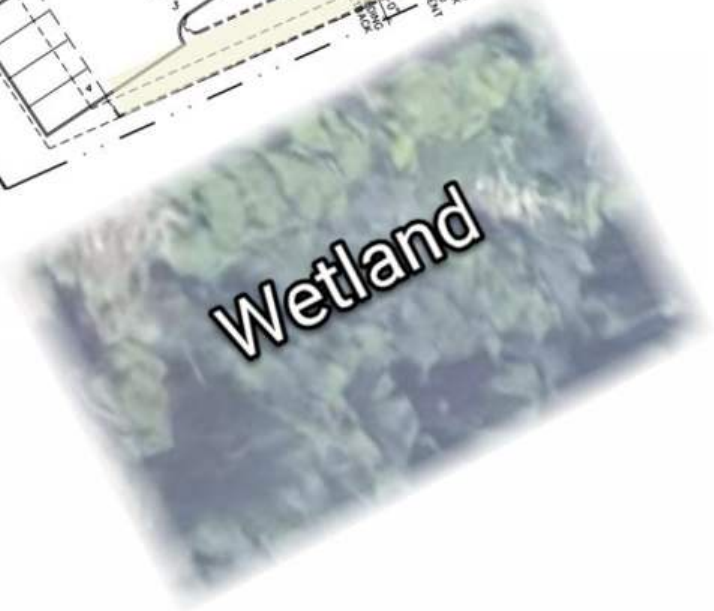


Raw Undeveloped: 11/19/2008
LOT AREA - 40,478 SF
0.93 ACRES

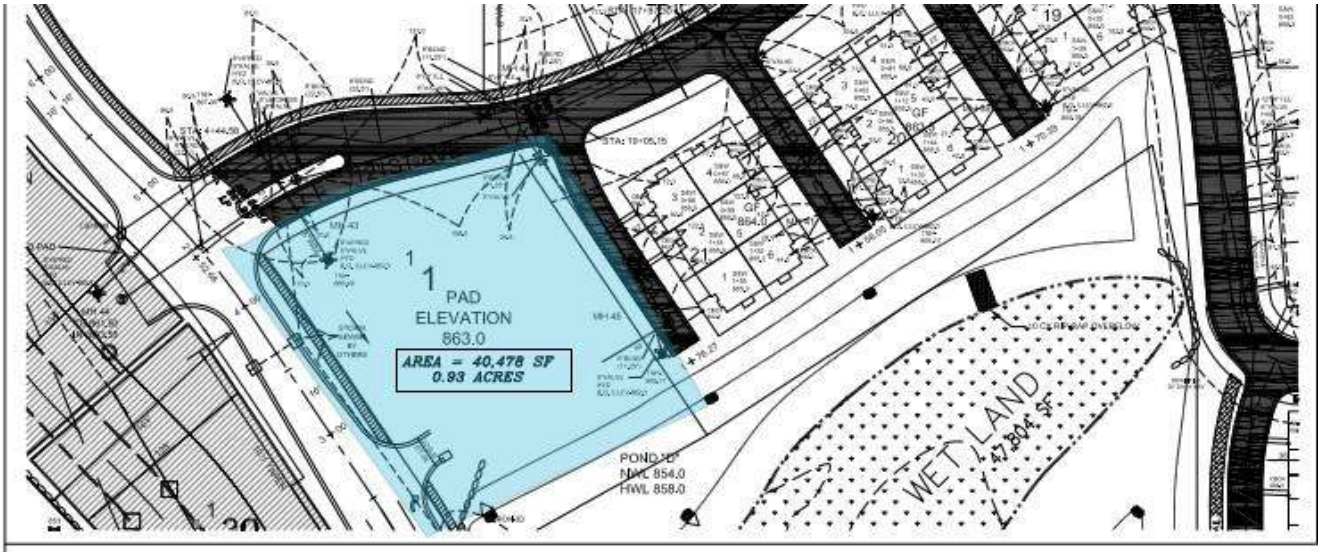
SITE DATA
LOT AREA - 38,936 S.F. = 0.89 ACRES
ZONING - C-2 PUD - COMMERCIAL PLANNED DEVELOPMENT
BUILDING - 4,032 S.F.
FITNESS CENTER

PARKING DATA

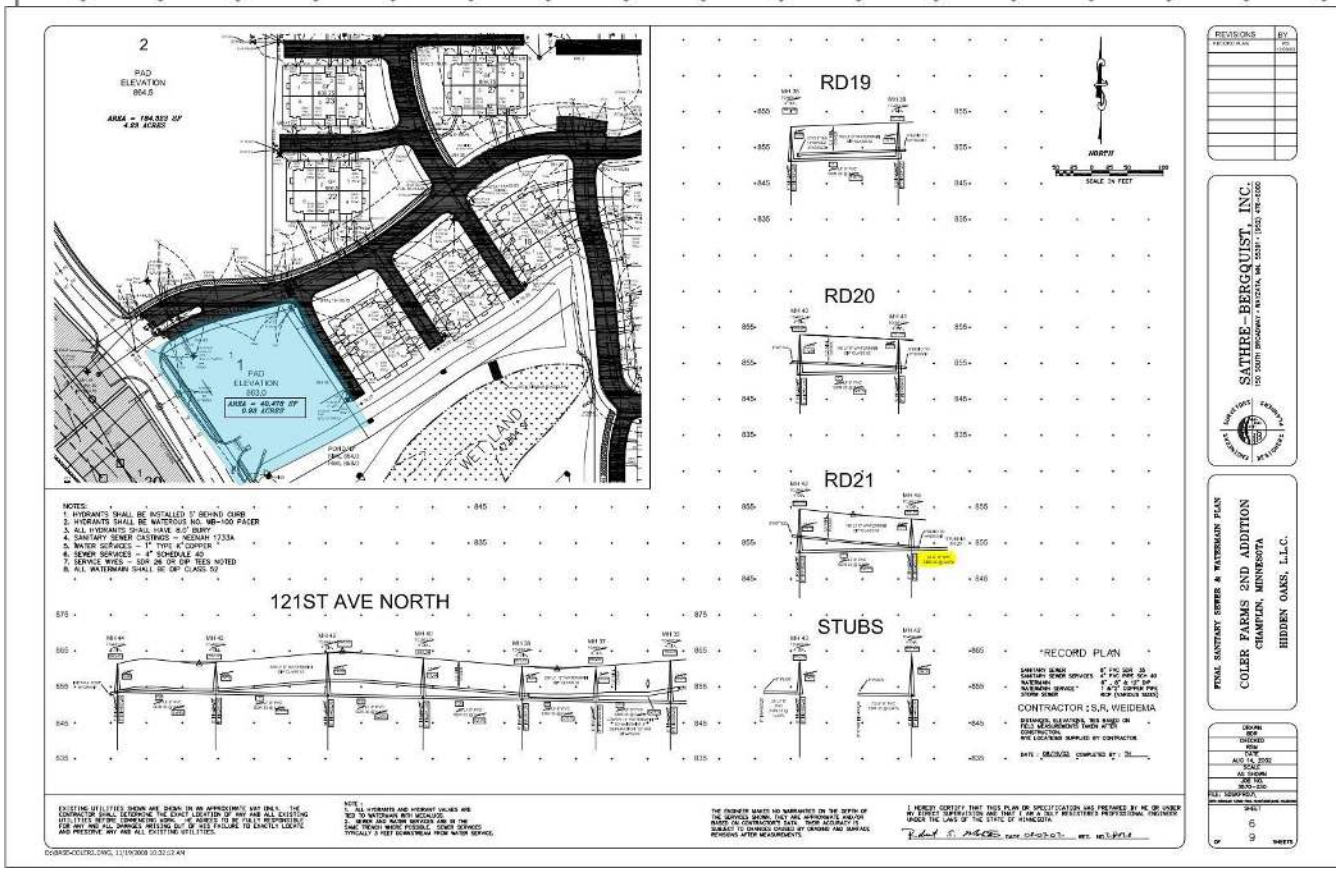
OFFICE/ RETAIL (80%)	
3,226 S.F. AT 1/200	= 16 STALLS
STORAGE (20%)	
806 S.F. AT 1/2000	= 1 STALLS
FUTURE OFFICE/ RETAIL (80%)	
2,995 S.F. AT 1/200	= 15 STALLS
FUTURE STORAGE (20%)	
749 S.F. AT 1/2000	= 1 STALLS
3,744 S.F. AT 1/200	= 19 STALLS
TOTAL STALLS REQUIRED	= 33 STALLS
TOTAL STALLS PROFIDED	= 34 STALLS



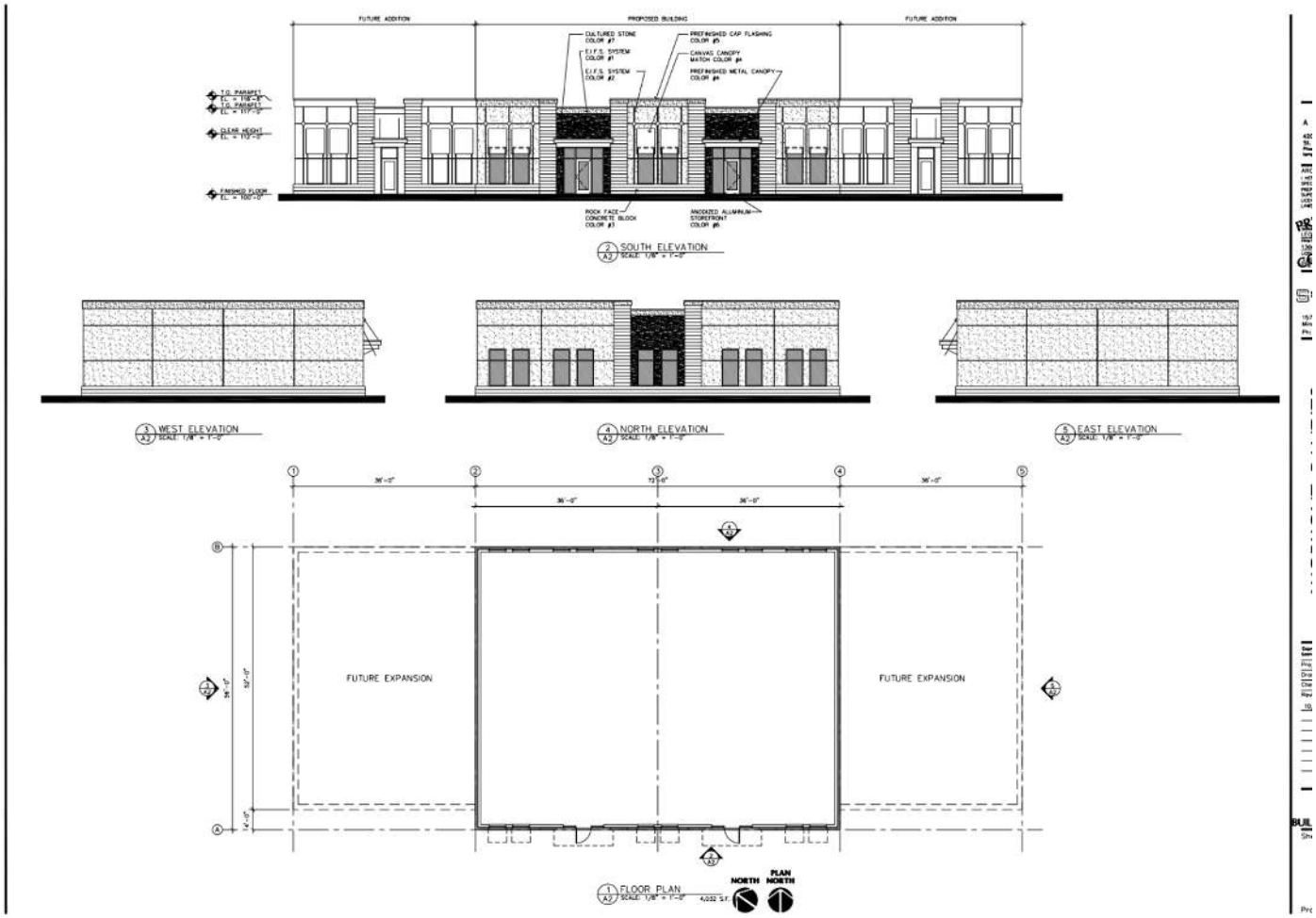
NOTE! The Wetland area cannot be developed, providing natural privacy along the south boundary. Additionally, eliminating the Optional Drive-Thru would create even **more space for building or parking.**



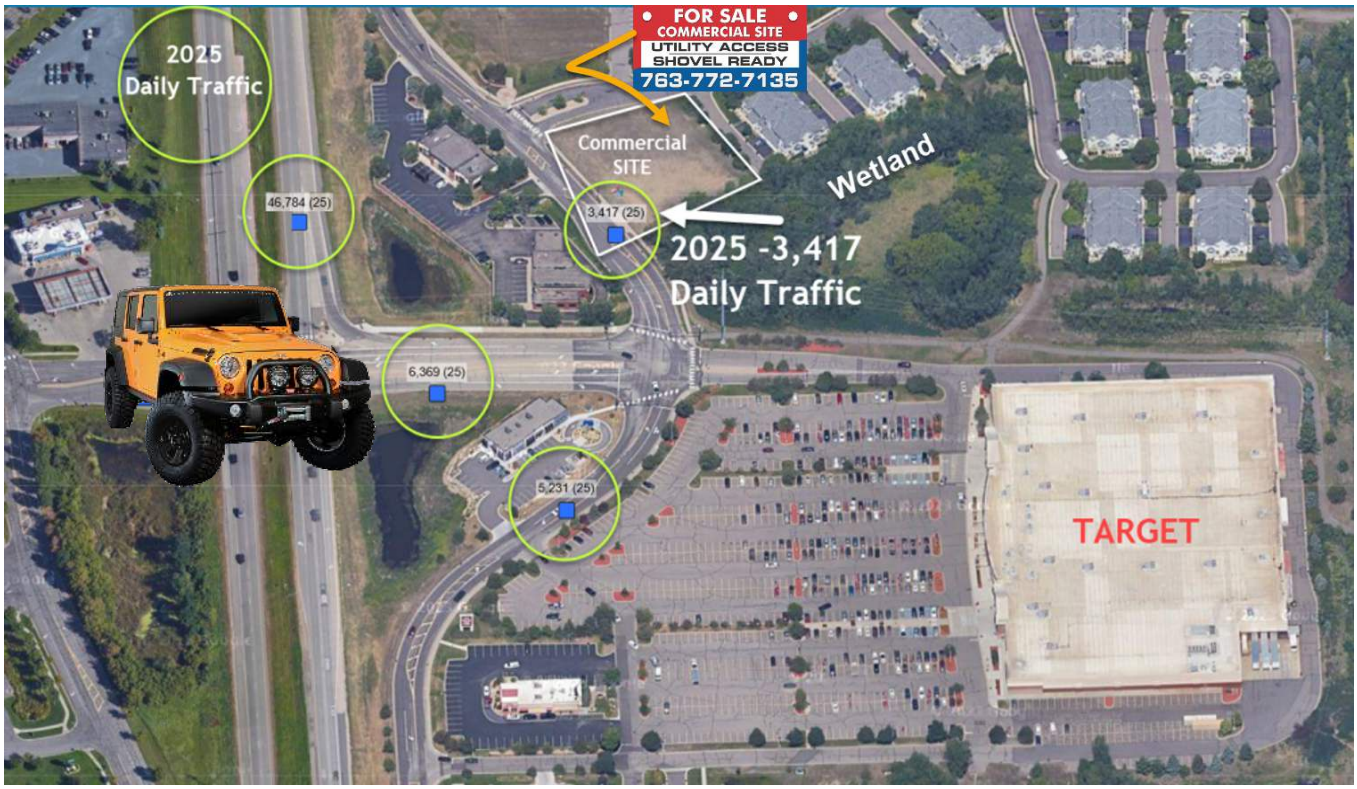
NOTES:
1. HYDRANTS SHALL BE INSTALLED 5' BEHIND CURB
2. HYDRANTS SHALL BE WATEROUS NO. WB-100 PACER
3. ALL HYDRANTS SHALL HAVE 8.0' BURY
4. SANITARY SEWER CASTINGS - NEENAH 1733A
5. WATER SERVICES - 1" TYPE K" COPPER
6. SEWER SERVICES - 4" SCHEDULE 40
7. SERVICE WYES - SDR 26 OR DIP TEES NOTED
8. ALL WATERMAIN SHALL BE DIP CLASS 52



Original Proposed Building Project 2021




121st Ave N
121st Ave N
Champlin Lot
FOR SALE
COMMERCIAL SITE
UTILITY ACCESS
SHOVEL READY
763-772-7135
Business Park Blvd N
Verizon Business Services
myPlan by Verizon
PrinsBank
Recently viewed


2025
Daily Traffic
FOR SALE
COMMERCIAL SITE
UTILITY ACCESS
SHOVEL READY
763-772-7135
Commercial SITE
Wetland
46,784 (25)
3,417 (25)
2025 -3,417
Daily Traffic
6,369 (25)
5,231 (25)
TARGET

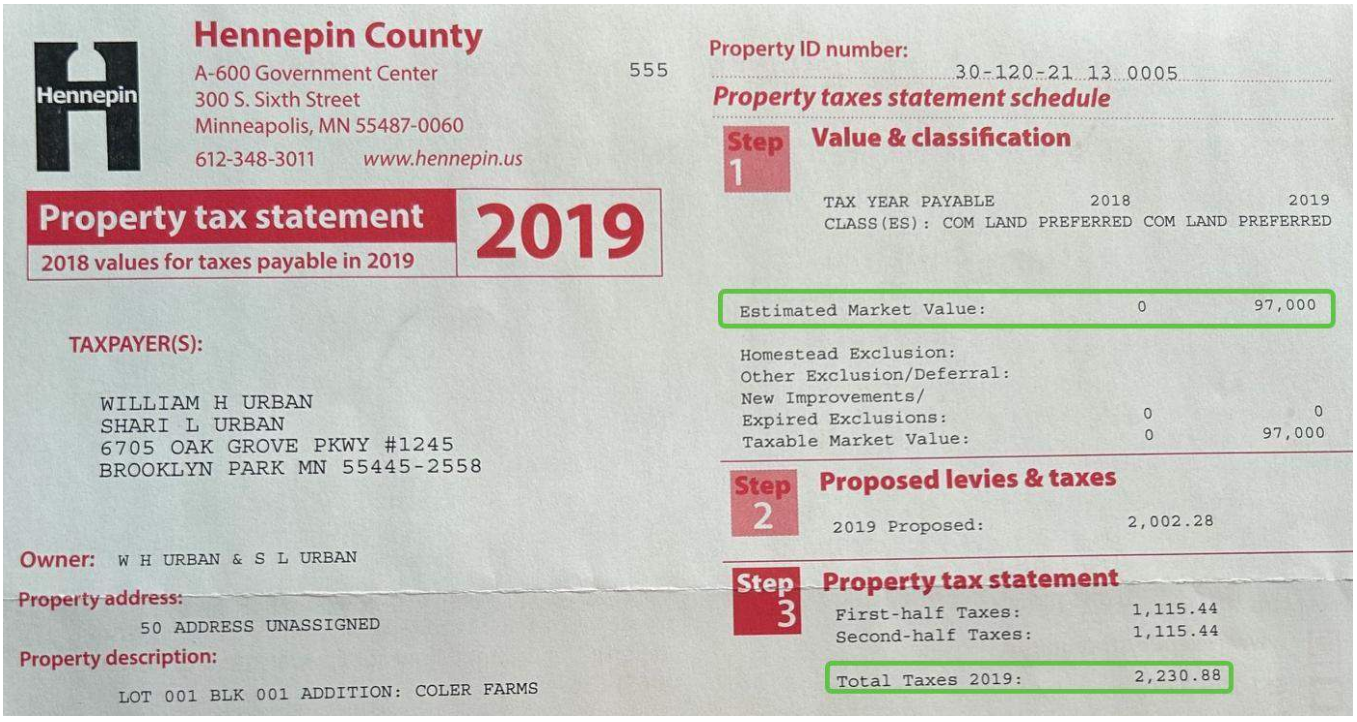
ASSESSED Valuation vs. actual **MARKET** Valuation

The following information helps the prospect understand "**ASSESSED PROPERTY** VALUATION" versus "**ACTUAL MARKET** VALUATION." Market Value reflects what a property would realistically sell for based on "**Plug-and-play Capability**" and **Site Attributes** as well as buyer demand. In contrast, ***Assessed Value is a government estimate used only for calculating property taxes.***

Assessed Value (government calculation): Under Minnesota Statute 273.13, ***local assessors employ "mass appraisal" methods instead of individual evaluations***. They focus on regional trends and past sales data to establish a baseline tax capacity. Unlike private developers, government assessors ***do not account for immediate buyer demand or specific site readiness.***

Champlin Site: Exceptional acquisition opportunity for a developer or owner-user. This 0.93-acre commercial pad site has flexible C-2 zoning, allowing various retail, medical, and service uses. The property is **shovel-ready with full municipal utilities on-site**. Its **optimal square topography** ensures efficient layout and **minimal wasted space**. Located **next to the busy Super Target**, the site offers **excellent visibility** and **synergy**. Commuters have **direct access to Highway 169.**

2019 – 2025 Property Tax Statements showing estimated **Market Value Gains** and **Commercial land values** based on location and site attributes; ***not on mass appraisals.***



Hennepin County
A-600 Government Center
300 S. Sixth Street
Minneapolis, MN 55487-0060
612-348-3011 www.hennepin.us

555

Property tax statement
2018 values for taxes payable in 2019
2019

TAXPAYER(S):

WILLIAM H URBAN
SHARI L URBAN
6705 OAK GROVE PKWY #1245
BROOKLYN PARK MN 55445-2558

Owner: W H URBAN & S L URBAN
Property address:
50 ADDRESS UNASSIGNED
Property description:
LOT 001 BLK 001 ADDITION: COLER FARMS

Property ID number: 30-120-21 13 0005

Property taxes statement schedule

Step 1 Value & classification

TAX YEAR PAYABLE	2018	2019
CLASS(ES):	COM LAND PREFERRED	COM LAND PREFERRED
Estimated Market Value:	0	97,000
Homestead Exclusion:		
Other Exclusion/Deferral:		
New Improvements/ Expired Exclusions:	0	0
Taxable Market Value:	0	97,000

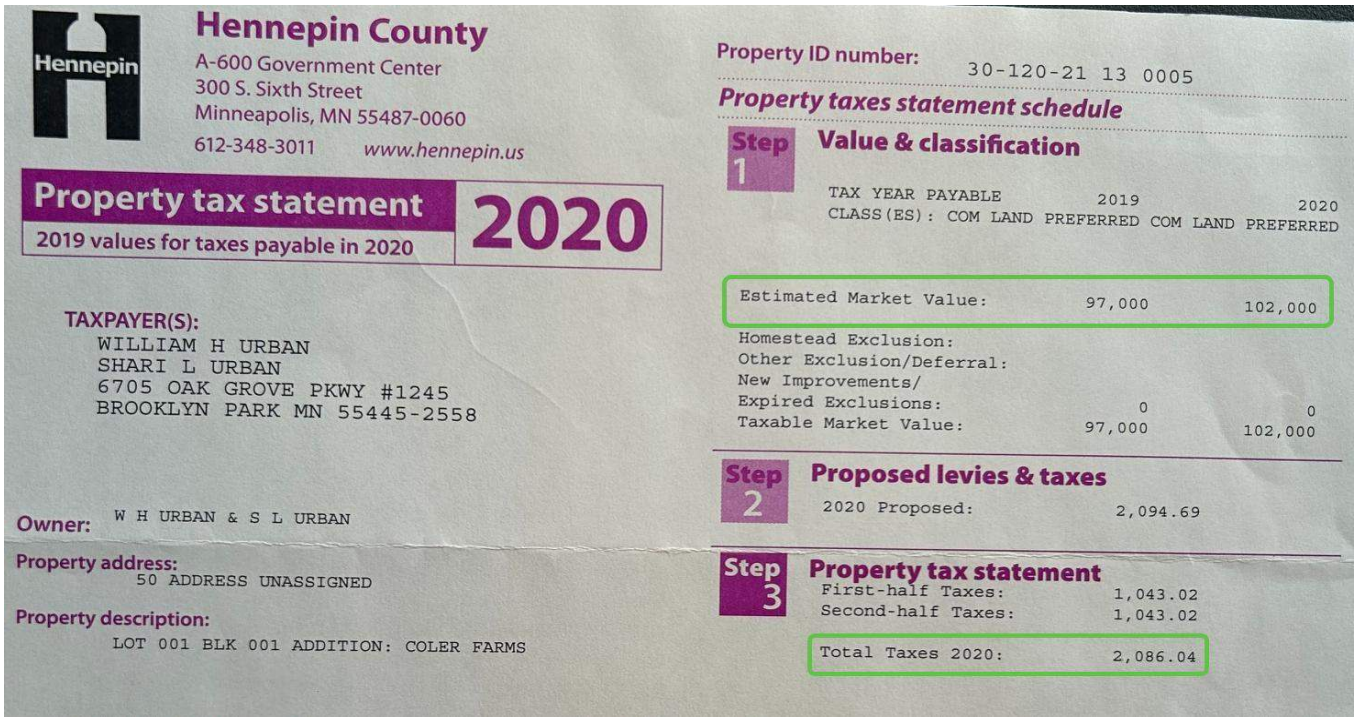
Step 2 Proposed levies & taxes

2019 Proposed: 2,002.28

Step 3 Property tax statement

First-half Taxes: 1,115.44
Second-half Taxes: 1,115.44

Total Taxes 2019: 2,230.88



Hennepin County
A-600 Government Center
300 S. Sixth Street
Minneapolis, MN 55487-0060
612-348-3011 www.hennepin.us

Property tax statement 2020
2019 values for taxes payable in 2020

TAXPAYER(S):
WILLIAM H URBAN
SHARI L URBAN
6705 OAK GROVE PKWY #1245
BROOKLYN PARK MN 55445-2558

Owner: W H URBAN & S L URBAN

Property address:
50 ADDRESS UNASSIGNED

Property description:
LOT 001 BLK 001 ADDITION: COLER FARMS

Property ID number: 30-120-21 13 0005

Property taxes statement schedule

Step 1 Value & classification

TAX YEAR PAYABLE	2019	2020
CLASS(ES):	COM LAND PREFERRED	COM LAND PREFERRED
Estimated Market Value:	97,000	102,000
Homestead Exclusion:		
Other Exclusion/Deferral:		
New Improvements/		
Expired Exclusions:	0	0
Taxable Market Value:	97,000	102,000

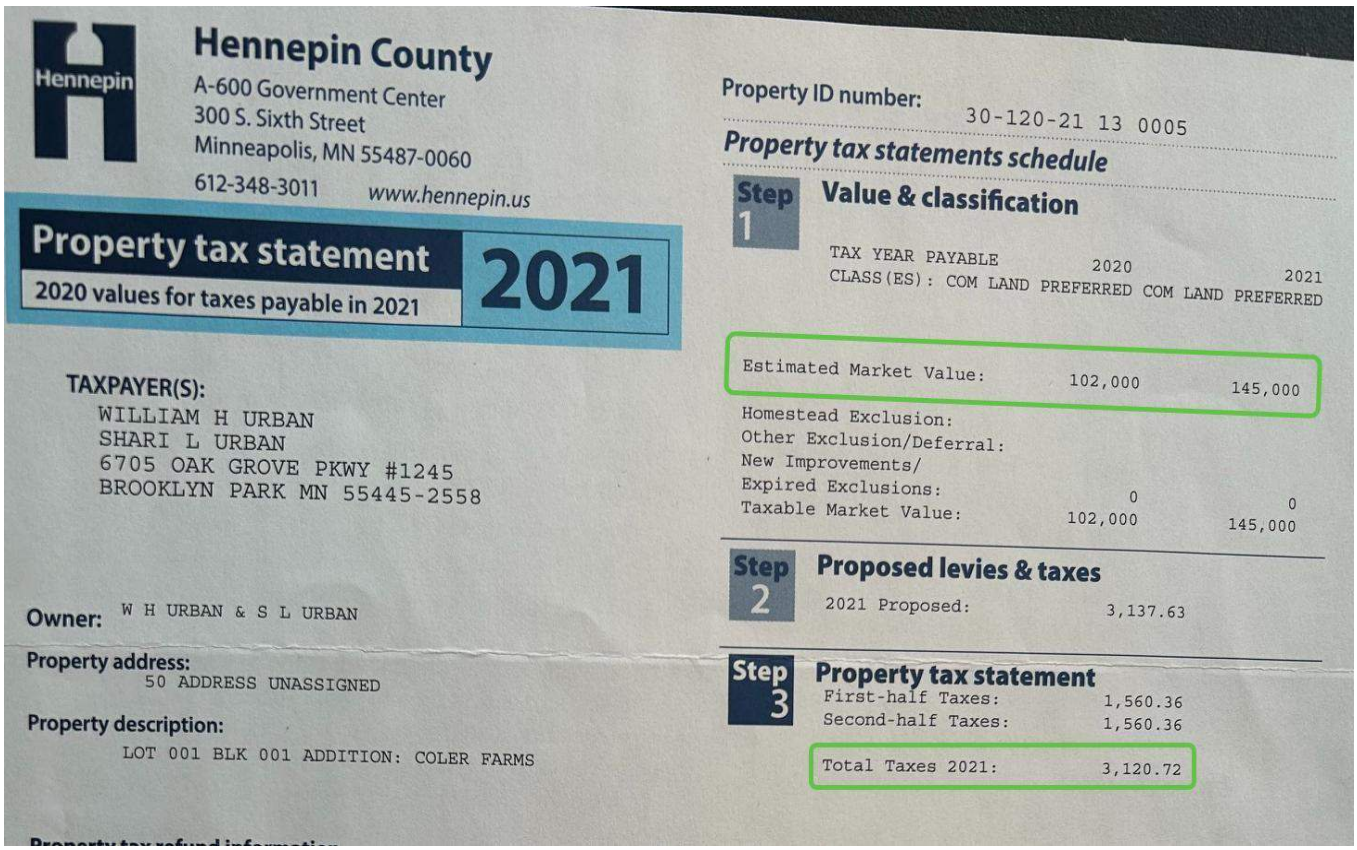
Step 2 Proposed levies & taxes

2020 Proposed: 2,094.69

Step 3 Property tax statement

First-half Taxes: 1,043.02
Second-half Taxes: 1,043.02

Total Taxes 2020: 2,086.04



Hennepin County
A-600 Government Center
300 S. Sixth Street
Minneapolis, MN 55487-0060
612-348-3011 www.hennepin.us

Property tax statement 2021
2020 values for taxes payable in 2021

TAXPAYER(S):
WILLIAM H URBAN
SHARI L URBAN
6705 OAK GROVE PKWY #1245
BROOKLYN PARK MN 55445-2558

Owner: W H URBAN & S L URBAN

Property address:
50 ADDRESS UNASSIGNED

Property description:
LOT 001 BLK 001 ADDITION: COLER FARMS

Property ID number: 30-120-21 13 0005

Property tax statements schedule

Step 1 Value & classification

TAX YEAR PAYABLE	2020	2021
CLASS(ES):	COM LAND PREFERRED	COM LAND PREFERRED
Estimated Market Value:	102,000	145,000
Homestead Exclusion:		
Other Exclusion/Deferral:		
New Improvements/		
Expired Exclusions:	0	0
Taxable Market Value:	102,000	145,000

Step 2 Proposed levies & taxes

2021 Proposed: 3,137.63

Step 3 Property tax statement

First-half Taxes: 1,560.36
Second-half Taxes: 1,560.36

Total Taxes 2021: 3,120.72

612-348-3046 www.hennepin.us

2022 Valuation notice

2022 values for taxes payable in 2023

TAXPAYER(S):

WILLIAM H URBAN
SHARI L URBAN
6705 OAK GROVE PKWY #1245
BROOKLYN PARK MN 55445-2558

Owner:
W H URBAN & S L URBAN
Property address:
50 ADDRESS UNASSIGNED
Property description:
LOT 001 BLK 001 COLER FARMS

Step 1 Value & classification

Class:	COM LAND PREFERRED
Estimated Market Value:	$ 166,000
Homestead Exclusion:	$ 0
Taxable Market Value:	$ 166,000

Now is the time to question or appeal your classification or valuation.
It will be too late when proposed taxes are sent this fall.

Step 2 Proposed levies & taxes
Coming November 2022.
This will be the time to provide feedback on proposed levies.

Step 3 Property tax statement
Coming March 2023, due May 15, 2023 and Oct 16, 2023

Your Property's Classification(s) and Values

Taxes payable in year:	2022 (2021 Assessment)	2023 (2022 Assessment)
The assessor has determined your property's classification(s) to be:	COM LAND PREFERRED NON-HOMESTEAD	COM LAND PREFERRED NON-HOMESTEAD

☐ If this box is checked, your classification has changed from last year's assessment

The assessor has estimated your property's market value to be:

Estimated Market Value (EMV)	$ 145,000	$ 166,000
Several factors can reduce the amount that is subject to tax:		
Green Acres Value Deferral	$ 0	$ 0
Rural Preserve Value Deferral	$ 0	$ 0
Open Space Deferral	$ 0	$ 0
Platted Vacant Land Deferral	$ 0	$ 0
Exclusion for Veterans With Disabilities	$ 0	$ 0
Mold Damage Exclusion	$ 0	$ 0
Homestead Market Value Exclusion	$ 0	$ 0
Taxable Market Value (TMV)	$ 145,000	$ 166,000

The following values (if any) are reflected in your estimated and taxable market values:

Property tax statement 2022

2021 values for taxes payable in 2022

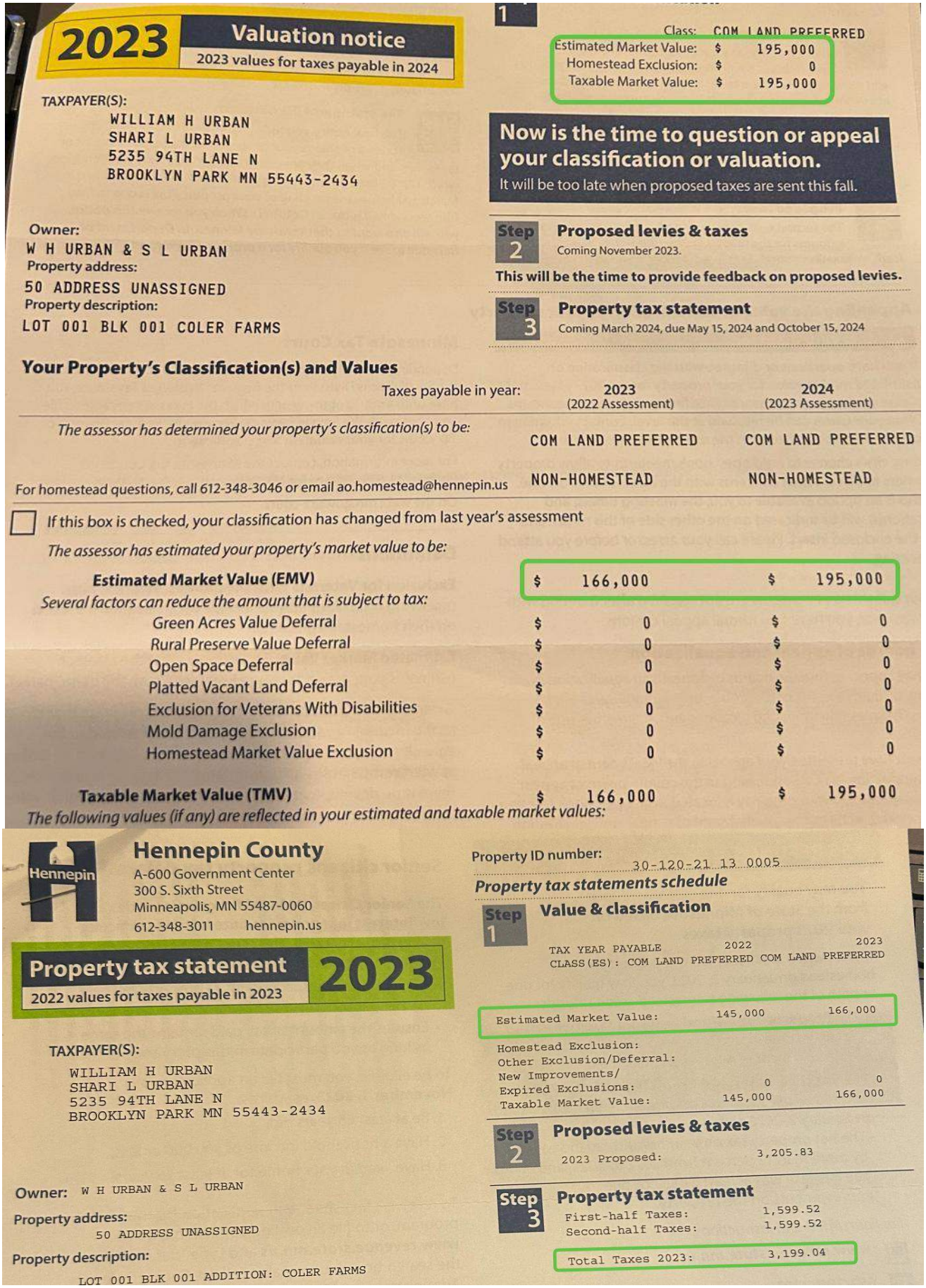
TAXPAYER(S):
WILLIAM H URBAN
SHARI L URBAN
6705 OAK GROVE PKWY #1245
BROOKLYN PARK MN 55445-2558

Owner: W H URBAN & S L URBAN
Property address:
50 ADDRESS UNASSIGNED
Property description:
LOT 001 BLK 001 ADDITION: COLER FARMS

TAX YEAR PAYABLE	2021	2022
CLASS(ES):	COM LAND PREFERRED	COM LAND PREFERRED
Estimated Market Value:	145,000	145,000
Homestead Exclusion:		
Other Exclusion/Deferral:		
New Improvements/		
Expired Exclusions:	0	0
Taxable Market Value:	145,000	145,000

Step 2 Proposed levies & taxes
2022 Proposed: 3,061.60

Step 3 Property tax statement
First-half Taxes: 1,540.43
Second-half Taxes: 1,540.43
Total Taxes 2022: 3,080.86



2023 Valuation notice

2023 values for taxes payable in 2024

TAXPAYER(S):
WILLIAM H URBAN
SHARI L URBAN
5235 94TH LANE N
BROOKLYN PARK MN 55443-2434

Owner:
W H URBAN & S L URBAN
Property address:
50 ADDRESS UNASSIGNED
Property description:
LOT 001 BLK 001 COLER FARMS

1

Class:	COM LAND PREFERRED	
Estimated Market Value:	$	195,000
Homestead Exclusion:	$	0
Taxable Market Value:	$	195,000

Now is the time to question or appeal your classification or valuation.
It will be too late when proposed taxes are sent this fall.

Step 2 Proposed levies & taxes
Coming November 2023.
This will be the time to provide feedback on proposed levies.

Step 3 Property tax statement
Coming March 2024, due May 15, 2024 and October 15, 2024

Your Property's Classification(s) and Values

Taxes payable in year:	2023 (2022 Assessment)	2024 (2023 Assessment)
The assessor has determined your property's classification(s) to be:	COM LAND PREFERRED	COM LAND PREFERRED
For homestead questions, call 612-348-3046 or email ao.homestead@hennepin.us	NON-HOMESTEAD	NON-HOMESTEAD

☐ If this box is checked, your classification has changed from last year's assessment

The assessor has estimated your property's market value to be:

Estimated Market Value (EMV)	$ 166,000	$ 195,000
Several factors can reduce the amount that is subject to tax:		
Green Acres Value Deferral	$ 0	$ 0
Rural Preserve Value Deferral	$ 0	$ 0
Open Space Deferral	$ 0	$ 0
Platted Vacant Land Deferral	$ 0	$ 0
Exclusion for Veterans With Disabilities	$ 0	$ 0
Mold Damage Exclusion	$ 0	$ 0
Homestead Market Value Exclusion	$ 0	$ 0
Taxable Market Value (TMV)	$ 166,000	$ 195,000

The following values (if any) are reflected in your estimated and taxable market values:

Hennepin County
A-600 Government Center
300 S. Sixth Street
Minneapolis, MN 55487-0060
612-348-3011 hennepin.us

Property tax statement 2023
2022 values for taxes payable in 2023

TAXPAYER(S):
WILLIAM H URBAN
SHARI L URBAN
5235 94TH LANE N
BROOKLYN PARK MN 55443-2434

Owner: W H URBAN & S L URBAN
Property address:
50 ADDRESS UNASSIGNED
Property description:
LOT 001 BLK 001 ADDITION: COLER FARMS

Property ID number: 30-120-21 13 0005

Property tax statements schedule

Step 1 Value & classification

TAX YEAR PAYABLE	2022	2023
CLASS(ES):	COM LAND PREFERRED	COM LAND PREFERRED
Estimated Market Value:	145,000	166,000
Homestead Exclusion:		
Other Exclusion/Deferral:		
New Improvements/ Expired Exclusions:	0	0
Taxable Market Value:	145,000	166,000

Step 2 Proposed levies & taxes
2023 Proposed: 3,205.83

Step 3 Property tax statement
First-half Taxes: 1,599.52
Second-half Taxes: 1,599.52
Total Taxes 2023: 3,199.04

NOTE: The County did not mail or provide a **2024** Valuation Notice like those from 2019 through 2025

20242024***2024***2024***2024***2024***2024***

Owner:
W H URBAN & S L URBAN
Property address:
50 ADDRESS UNASSIGNED
Property description:
LOT 001 BLK 001 COLER FARMS

Step 2 **Proposed levies & taxes**
Coming November 2023.
This will be the time to provide feedback on proposed levies.

Step 3 **Property tax statement**
Coming March 2024, due May 15, 2024 and October 15, 2024

Your Property's Classification(s) and Values

Taxes payable in year:	2023 (2022 Assessment)	2024 (2023 Assessment)
The assessor has determined your property's classification(s) to be:	COM LAND PREFERRED	COM LAND PREFERRED
For homestead questions, call 612-348-3046 or email ao.homestead@hennepin.us	NON-HOMESTEAD	NON-HOMESTEAD
☐ If this box is checked, your classification has changed from last year's assessment		
The assessor has estimated your property's market value to be:		
Estimated Market Value (EMV)	$ 166,000	$ 195,000
Several factors can reduce the amount that is subject to tax:		
Green Acres Value Deferral	$ 0	$ 0
Rural Preserve Value Deferral	$ 0	$ 0

2025

Hennepin County
A-600 Government Center
300 S. Sixth Street
Minneapolis, MN 55487-0060
612-348-3011 hennepin.us

Property tax statement **2025**
2024 values for taxes payable in 2025

Property ID number: 30-120-21 13 0005

Property tax statements schedule

Step 1 **Value & classification**

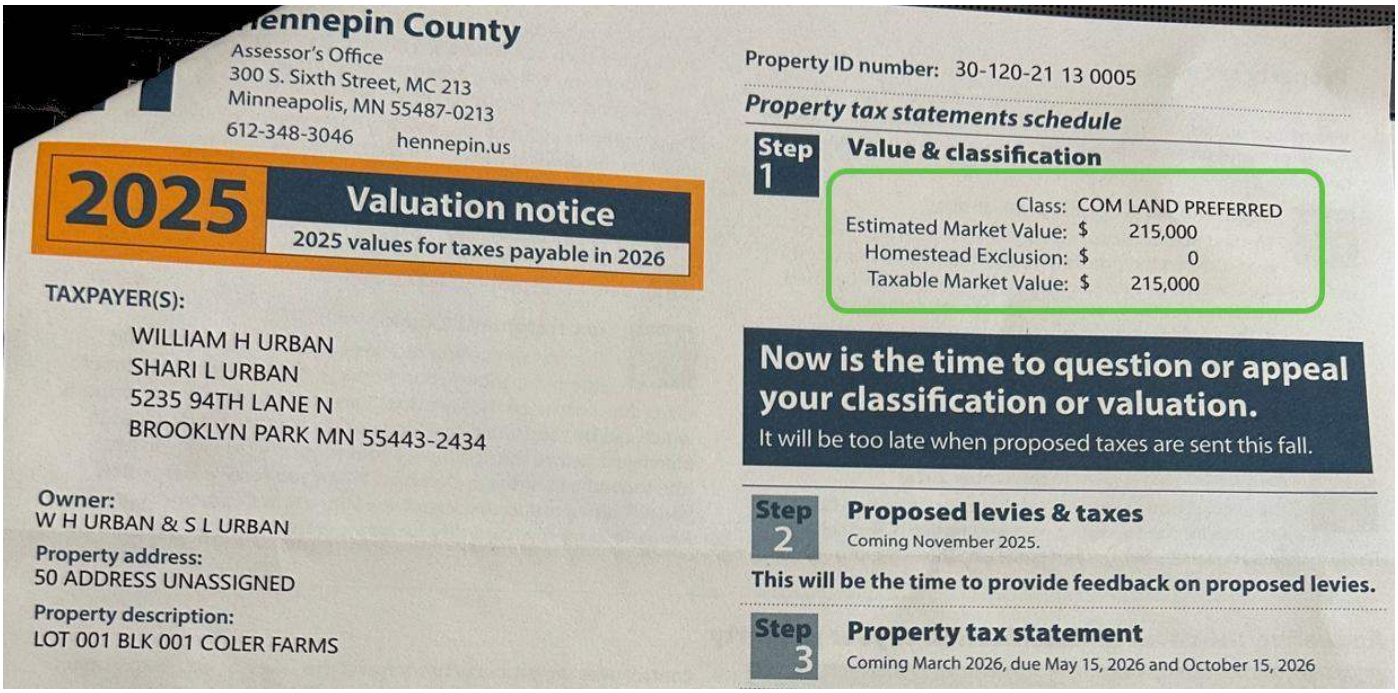
TAX YEAR PAYABLE	2024	2025
CLASS(ES):	COM LAND PREFERRED	COM LAND PREFERRED
Estimated Market Value:	195,000	195,000
Homestead Exclusion:	0	0
Other Exclusion/Deferral:	0	0
New Improvements:	0	0
Taxable Market Value:	195,000	195,000

Step 2 **Proposed levies & taxes**
2025 Proposed: 4,068.13

Step 3 **Property tax statement**
First-half Taxes: 2,036.73
Second-half Taxes: 2,036.73
Total Taxes 2025: 4,073.46

TAXPAYER(S):
WILLIAM H URBAN
SHARI L URBAN
5235 94TH LANE N
BROOKLYN PARK MN 55443-2434

Owner: W H URBAN & S L URBAN
Property address: 50 ADDRESS UNASSIGNED
Property description: LOT 001 BLK 001 ADDITION: COLER FARMS



Hennepin County
Assessor's Office
300 S. Sixth Street, MC 213
Minneapolis, MN 55487-0213
612-348-3046 hennepin.us

2025 Valuation notice
2025 values for taxes payable in 2026

TAXPAYER(S):
WILLIAM H URBAN
SHARI L URBAN
5235 94TH LANE N
BROOKLYN PARK MN 55443-2434

Owner:
W H URBAN & S L URBAN
Property address:
50 ADDRESS UNASSIGNED
Property description:
LOT 001 BLK 001 COLER FARMS

Property ID number: 30-120-21 13 0005

Property tax statements schedule

Step 1 Value & classification

Class:	COM LAND PREFERRED
Estimated Market Value:	$ 215,000
Homestead Exclusion:	$ 0
Taxable Market Value:	$ 215,000

Now is the time to question or appeal your classification or valuation.
It will be too late when proposed taxes are sent this fall.

Step 2 Proposed levies & taxes
Coming November 2025.
This will be the time to provide feedback on proposed levies.

Step 3 Property tax statement
Coming March 2026, due May 15, 2026 and October 15, 2026

Tax assessment is the value assigned to a property by your local government (e.g., Hennepin County) solely to calculate annual property taxes

Champlin Site was originally purchased in the 3rd quarter of 2019

- Total Property Valuation Gain (**2020-2025**): $118,000
- Avg. annual assessment Gain: $23,600 per year

ANNUAL TAXES PAID:

- 2019 – $2230.88
- 2020 – $2086.04
- 2021 – $3120.72
- 2022 – $3080.86
- 2023 – $3199.04
- 2024 – $3953.22
- 2025 – $4073.46

TOTAL Taxes Paid: **$21,744.22**

- Avg. annual taxes (2019-2025): **$4,349**
- Gain ($118,000) minus Taxes ($21,744.22) = **$96,255.78**
- Avg. annual gain after taxes: **$19,251 per year**
- These figures exclude deductions (e.g., maintenance, signage, property taxes)

COMMERCIAL LAND VALUE:

Commercial land in the Twin Cities usually appreciates at 3% to 5% annually. However, a fully shovel-ready 0.93-acre lot next to a Super Target in Champlin, with immediate Highway 169 access and full utilities, **sees annual value increases of 5% to 8%**. (LoopNet)

This higher growth ceiling is driven by a few specific factors:

Retail Synergy: Properties next to high-traffic anchors gain spillover foot traffic and established infrastructure, commanding a premium for future developers or owners.

Development Readiness: The site is fully shovel-ready with utilities and flat topography, eliminating costly land-clearing and engineering delays, making it highly liquid in the Champlin commercial land market.

Highway Exposure: Immediate access to Highway 169 significantly boosts property appeal for retailers, medical offices, and multi-use developments.

Applying a lower increase of **5% (low end of stated 5% to 8%)** The following numbers demonstrate a fair annual value increase:

Original 2021: $428,528 (original appraised market value) x **5%** = $21,426.40
+ 2022: $449,954.40 x **5%** = $22,467.72

+ 2023: $472,452.12 x **5%** = $23,622.61

+ 2024: $496,074.73 x **5%** = $24,803.74

+ 2025: $520,878.47 x **5%** = $26,043.92

+ 2026: $546,922.39 (**x2.5%** ***at 6 months***) = $13,673.06 - TOTAL through June '26 = **$560,595.45** (original 2021 appraised value plus the 2022 thru June 2026 estimated 5% [5%-8%] annual increase market values.) **Projected 12/31/2026 est. value: $574,268.51**

NOTE: A realistic valuation range for this specific 0.93-acre property with its unique attributes sits between $12.00 and $15.00+ per square foot. **As described on page 4**, the Target / Premium ($15 / sq. ft.) establishes the **sales price at $615,000** [LoopNet]

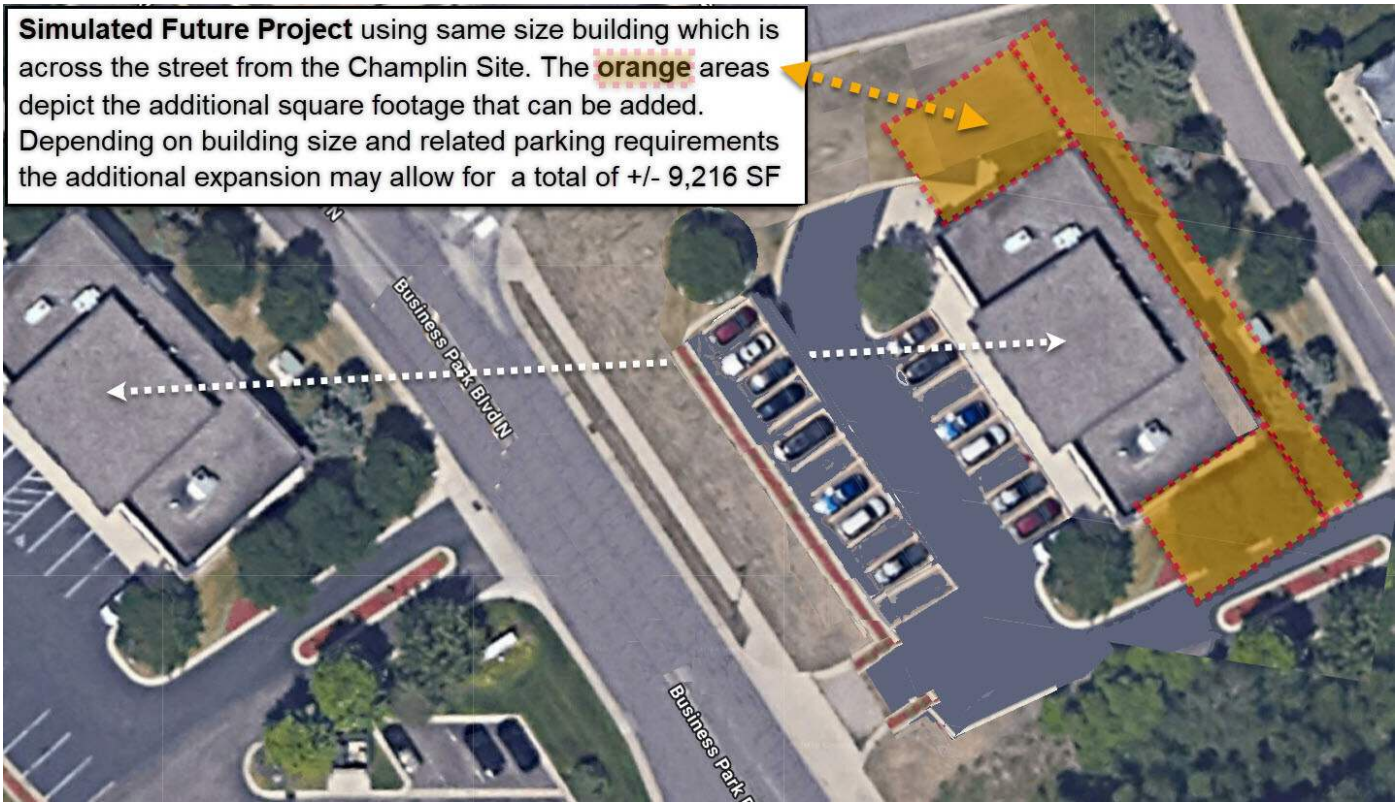
***SALES Price Range**: **$499,000- $615,000** [LoopNet]

*Subject to change based on qualified offers.

↱ Email info@PreventLoss.com ↰

For the Executive Summary & Investment Highlights

Imagine Your Business Here!



This simulated building is 4,172 SF and illustrates the potential the site offers (up to ~10,000 SF!)



See pages 8 and 10 for a precise *Original Site Use Design* example



Prime 0.93-Acre Commercial Development Site

Adjacent to Super Target | One Block from U.S. Highway 169 | Champlin, Minnesota
Offered at: $499,000 - $615,000 **Approximate price:** $14.79 per square foot **Zoning:** C-2 General Business **Location:** 121st Avenue, Champlin, MN

Own the Site. Control Your Future.

This rare infill commercial property offers investors, owner-users, franchise operators, medical providers, and business owners the opportunity to acquire and develop their own commercial real estate in an established Champlin business corridor. Owning the land and building can provide significantly greater long-term security than leasing. Rather than facing rent increases, lease-renewal uncertainty, relocation requirements, or the possibility that a landlord may not renew the lease, an owner-user can control the property, customize the building to meet operational needs, and build long-term equity in the real estate.

Strategic Location

The 0.93-acre site—roughly 40,511 square feet—is located directly adjacent to Super Target and approximately one block from U.S. Highway 169. This strategic location offers:

- Proximity to a major national retail anchor
- Convenient access to the Highway 169 corridor
- Established customer and commuter traffic
- Strong visibility within an active commercial area A location suitable for retail, restaurant, medical, office, and service uses

The parcel is level, cleared, and efficiently configured in a near-square shape. Municipal utility stubs are available on the property, which may help reduce infrastructure requirements, site-preparation time, and development costs.

Flexible C-2 General Business Zoning

The property is zoned C-2 General-Business, a commercial zoning district intended to accommodate a broad range of retail, service, and business uses. Potential development concepts may include:

- Retail stores and specialty shops
- Fast casual or full-service restaurants
- Coffee or convenience-oriented retail
- Medical or dental clinics
- Professional or general business offices
- Financial institutions
- Personal and business services
- Neighborhood retail or service centers
- Other uses permitted under the City of Champlin’s zoning ordinance

Certain concepts—including drive-thru facilities, outdoor dining, or specialized commercial operations— may require conditional-use approval, site-plan review, registration, or additional permits. Buyers should confirm all permitted and conditional uses directly with the City of Champlin before relying on a specific development plan. For example, a drive-thru would be permitted if it can fit on the site with appropriate circulation.

Build Your Own Commercial Property

For businesses currently leasing space, this property may offer an opportunity to transition from tenant to owner. Instead of investing in a building controlled by someone else, a buyer could potentially develop a facility specifically designed for its operations while retaining ownership of the underlying land and improvements.

Ownership may provide the ability to:

- Control the property's design, layout, and functionality
- Avoid the uncertainty of lease-renewal negotiations
- Reduce exposure to future rent increases Build equity through ownership and principal reduction
- Retain future resale, refinancing, or leasing options
- Potentially create an appreciating real estate asset in addition to operating a business

The site may also appeal to investors seeking a strategically located commercial development opportunity with multiple potential exit strategies, subject to market conditions, approvals, and financial feasibility.

Seller Financing May Be Available

The seller may be willing to provide financing to qualified buyers, offering an alternative to conventional commercial lending. **Potential terms may include:**

- **Purchase price:** **Option A:** **$499,000** 5-year Contract for Deed.
- **Down payment:** Approximately 15%–20% expected at closing
- **Structure:** Five-year Contract for Deed secured by a first-position mortgage or deed of trust. *Prepayment Penalty Lockout* to protect tax brackets.
- **Interest rate:** Negotiable based on buyer qualifications, down payment, and transaction structure. Current interest offer for qualified buyers = **5.5%**

Option B: **$615,000** single payment.

NOTE: Strategic Financing Incentive (Alternative to Traditional Bank Lending) To facilitate a seamless transaction and lower initial capital barriers for a qualified developer or owner-user, the Seller is prepared to offer customized owner financing at a **substantially below market interest rate**.

By bypassing traditional commercial institutional lenders, the buyer can avoid restrictive bank underwriting, high origination fees, and current market-rate premiums.

✓ **Structure:** Contract for Deed secured by a first-position Mortgage or Deed of Trust.
✓ **Term:** Five (5) years principal & interest (no ballon payment).
✓ **Amortization:** Flexible schedules negotiable based on buyer qualifications.
✓ **Target Interest Rate:** Starting as low as **5.5%** (compounded annually) for highly qualified buyers.
✓ **Compliance Note:** The exact baseline interest rate will be indexed to the prevailing IRS Applicable Federal Rate (AFR) at the time of contract execution to ensure full regulatory compliance, remaining significantly below institutional commercial loan averages.

All financing structures, down payment requirements (expected between 15%–20%), and terms are strictly subject to Seller underwriting, review of buyer financial statements, and mutually executed loan documentation.

Amortization: All financing terms are subject to negotiation, buyer underwriting, documentation, and execution of mutually acceptable purchase and loan agreements.

Property Summary

- **Location:** 121st Avenue, Champlin, Minnesota
- **Parcel size:** Approximately 0.93 acres
- **Approximate land area:** 40,511 square feet
- **Zoning:** C-2 General Business
- **Topography:** Level and cleared
- **Configuration:** Efficient near-square shape. ➔ **NOTE:** This 0.93-acre lot features a highly optimized **buildable footprint of 0.89 acres**— meaning **95.70% of this 0.93-acre commercial property is buildable.** This leaves you with approximately **0.04 acres** (or about 1,742 square feet) of non-buildable land, which is a highly efficient ratio for commercial development.
- **Utilities:** Utility stubs available on the property in two areas of the pad
- **Nearby anchor:** Super Target
- **Highway access:** Approximately one block from U.S. Highway 169
- **Asking price:** $499,000 - $615,000
- **Approximate price per square foot:** $12.32 to $15.18
- **Financing:** Potential seller financing for qualified buyers

Why This Property Stands Out

Commercial development value depends on more than acreage. Location, access, visibility, zoning, site configuration, utility availability, entitlement requirements, and construction readiness all influence a project's feasibility and risk. This property offers several characteristics that may help support a successful development plan:

- Established commercial surroundings
- Direct adjacency to Super Target
- Convenient access to U.S. Highway 169
- Level, cleared, and efficiently shaped site
- Potentially reduced utility-extension requirements
- Broad C-2 commercial zoning Multiple potential owner-user and investment applications
- Potential seller-financing flexibility
- Long-term security and control associated with property ownership

The combination of location, zoning, site geometry, nearby retail activity, and reported utility availability makes this an attractive opportunity for an owner-user, investor, franchise operator, medical provider, restaurant group, or commercial developer.

Due Diligence

A due-diligence package may be available to qualified buyers and could include:

- Phase I environmental report
- Land survey
- Utility-location information
- Zoning materials
- Site and access information
- Municipal and broker contacts

Prospective buyers should independently verify all information, including acreage, dimensions, zoning, permitted uses, setbacks, parking requirements, access points, utility availability and capacity, stormwater obligations, environmental conditions, building-code requirements, traffic circulation, and overall development potential.

Investment Opportunity

At approximately $12.32 to $15.18 per square foot, this property is positioned as a strategically located infill commercial development site rather than raw, undeveloped acreage. Its appeal is supported by its proximity to Super Target, access to Highway 169, efficient site configuration, established commercial surroundings, broad potential uses, and possible seller-financing flexibility. Whether the goal is to build a permanent location for an operating business, develop a commercial investment property, or secure land for future use, this site offers the opportunity to own and control a strategically located commercial asset in Champlin.

Contact the listing representative for pricing details, seller-financing discussions, due-diligence materials, and site-specific development information.

Owner: William H Urban **Phone:** 763-772-7135 **Email:** info@PreventLoss.com

WHY THIS PARCEL IS A RARE 'UNICORN' SITE:

121st Ave N & Business Park Blvd N, Champlin, MN — Adjacent to Super Target

Position your business or investment portfolio on a highly coveted, ultra-premium commercial pad site. Located just one block off the heavy-traffic Highway 169 corridor, this property delivers built-in consumer traffic, maximum layout efficiency, and zero pre-development delays.

In premium commercial real estate, speed to market is everything. This parcel is a rare find because it completely eliminates pre-development friction: **The Super Target Effect** provides millions in pre-existing recurring consumer foot traffic right next door; the **difficult-to-secure drive-thru approval** or **extra land** is optional; its **near-perfect square topography** ensures zero layout dead space; and an outstanding **0.89-acre buildable footprint** out of the 0.93 total acres gives it an elite 95% efficiency rating.

SITE CAPABILITIES & INFRASTRUCTURE

- **Elite Location & Traffic:** Positioned directly next to Super Target and one block off heavy-traffic Hwy 169 corridor.
- **Zoning & Pre-Approvals:** Zoned C-2 (Commercial General Business) and pre-approved for drive-thru facilities.
- **Maximum Land Efficiency:** Exceptional 0.89-acre buildable footprint out of 0.93 total acres.
- **Perfect Site Geometry:** Near-perfect square topography eliminates design dead-space for optimal parking & drive aisles.
- **Shovel-Ready & Stubbed:** Flat, development-ready land with municipal utilities stubbed directly to two points on the property.
- **Prototypical Layouts:** Clean configurations perfectly suited for premier national food, beverage, medical, or financial franchise builds.

FLEXIBLE ACQUISITION & SELLER FINANCING TERMS

Bypass stringent bank institutional underwriting, long appraisal delays, and expensive loan origination fees. Capitalize on premier, below-market financing terms designed for rapid closing and optimal developer leverage:

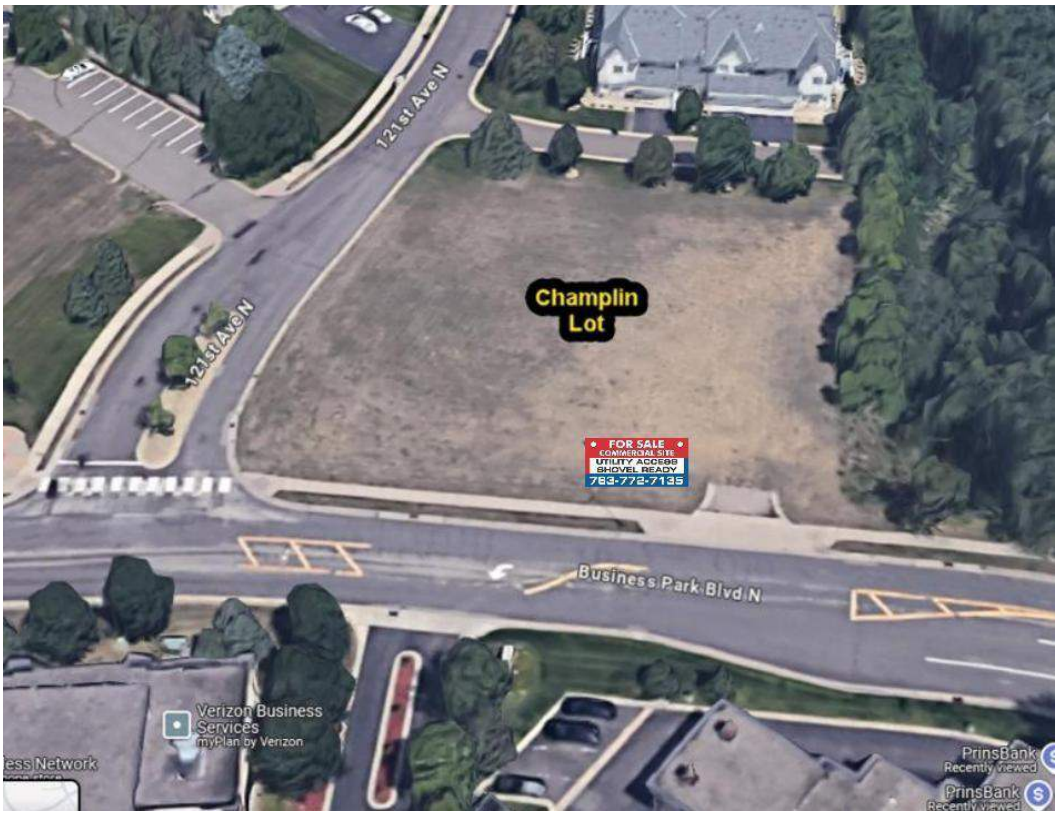
Acquisition Structure	Financial Metrics & Terms	Developer Strategic Advantage
Option A: **Immediate Cash Close**	**Purchase Price:** $615,000 **Down Payment:** 100% Cash **Monthly Payment:** $0	Clean, rapid transaction for well-capitalized buyers or 1031 exchange investors looking for a prime asset.
Option B: **Seller-Financed Plan**	**Incentive Price:** $499,000 **Down Payment (15%):** $74,850 **Interest Rate:** 5.50% Fixed **Monthly Payment:** $8,101.76 **Term:** 5 Years Fully Amortized	**Saves $116,000 upfront on the purchase price.** Locks in a highly competitive 5.50% interest rate (significantly lower than 2026 bank land development loans) while preserving your liquid development capital.

DIRECT SELLER INQUIRIES & PROPERTY DOSSIERS:

Contact: William H Urban **Email:** info@PreventLoss.com **Phone:** 763-772-7135

Conclusion

With limited commercial land remaining in Champlin and growing demand for shovel-ready development sites, this property is well positioned to attract strong buyer interest. Its strategic location, existing infrastructure, and the increasing scarcity of comparable parcels support the investment rationale, particularly for buyers seeking near-term development opportunities.





SHOVEL READY



Direct: 763-772-7135 * email: info@PreventLoss.com




Ready when you are!