

COMMERCIAL INVESTMENT REAL ESTATE FOR SALE

Prairie Trails I, 725 Heartland Trail, Madison. WI



Price
\$3,390,000

Prairie Trails I is a multi-tenant office building, located in Old Sauk Trails Park, a 460-acre business/research park on the west side of Madison, WI. The location is close to Hwy 12/18, daycare centers, medical facilities, shopping, dining and hotel accommodations.

Tenants of Prairie Trails I include legal, financial & professional service firms, medical & insurance.



For More Information: 608-827-6867



• BROKERAGE • LEASING • CONSULTING

Property Features:

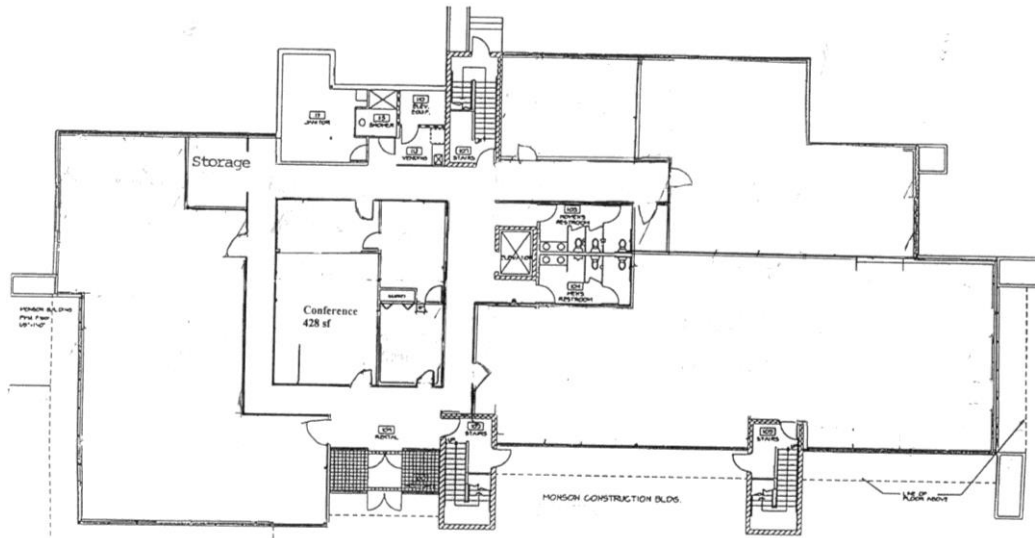
- Prairie style, 33,000 SF, 3 story building
- Built in 1999
- Lot Size 101,565 SF. 2.33 acres
- Zoned SEC
- Paved parking for 119 vehicles
- Common conference room, elevator,
- Shower – locker room for tenant use
- HVAC: 6 RTU's replaced in 2018; 2 original split systems serve the lobby & storage areas.

Information contained here comes from reliable sources, but accuracy is not guaranteed. Interested parties should independently verify all data.



Demographics - 725 Heartland Trail				
Radius	Ave. HH Income	# of HH's 2020	Population	% change-2 yrs
1 mile	\$ 105,147	4443		10.3%
3 mile	\$ 97,192	10662	19863	11.0%
5 mile	\$ 89,680	23307	38603	11.0%

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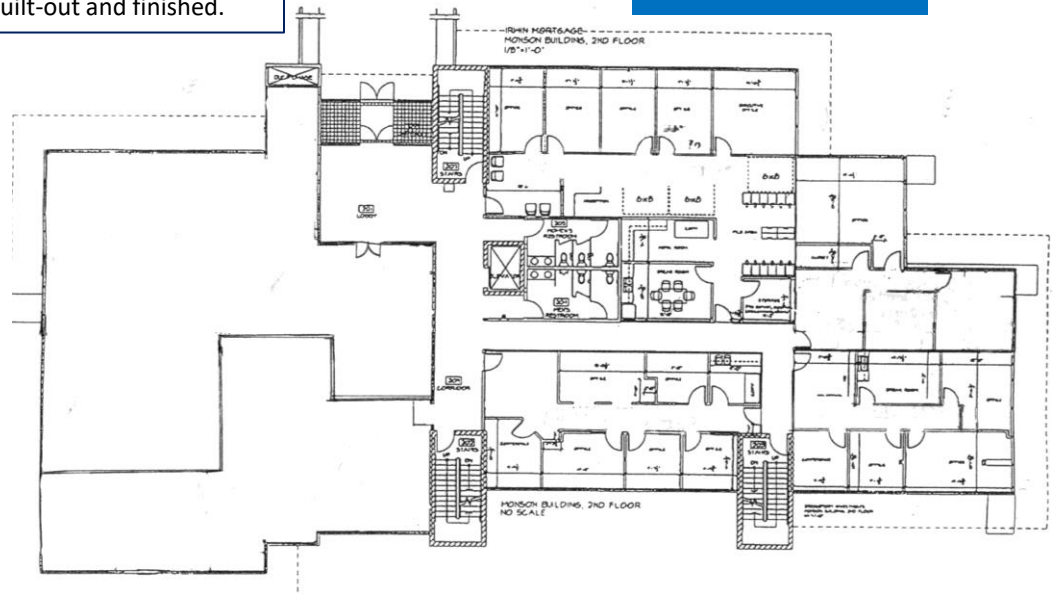


First Floor

Rough floorplans. Note: all suites are fully built-out and finished.



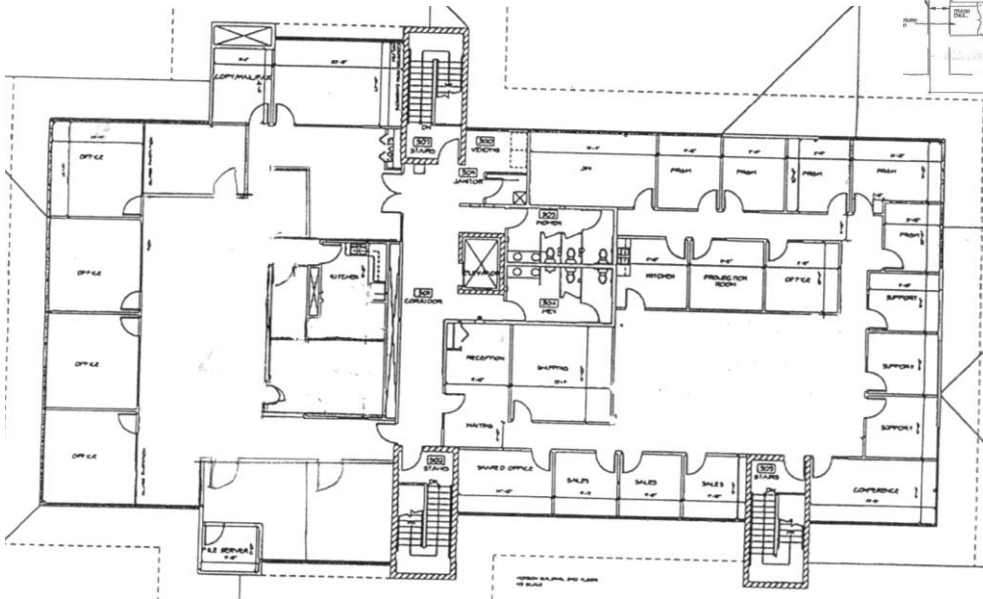
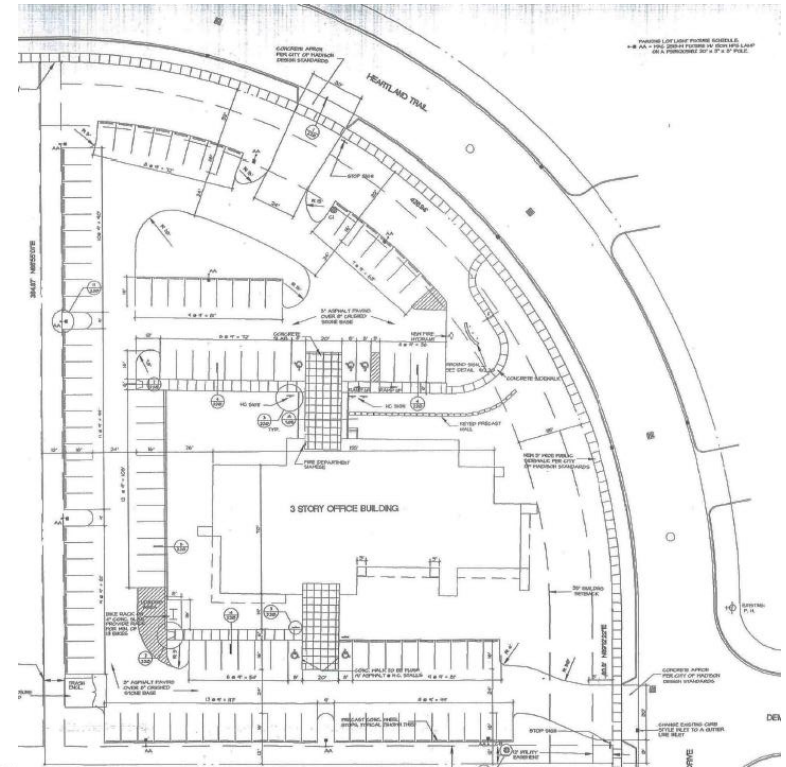
Second Floor



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Site Plan

Shared conference room can be set up as board room or classroom with seating for 20.



Third Floor

725 Heartland Tr. – Profit & Loss Statements

ITEM	2021	2020	2019
INCOME			
Potential Income	\$ 469,938	\$ 464,512	\$ 456,922
Misc. Income	\$ 40	\$ 72	\$ 112
Vacancy & Credit Loss	\$ 47,031	\$ 18,102	\$ 7,031
Total Revenue	\$ 422,947	\$ 446,482	\$ 450,003
EXPENSES			
Commissions	\$ 6,227	\$ 1,709	\$ 25,485
Management	\$ 22,449	\$ 24,200	\$ 24,621
Gas	\$ 9,374	\$ 7,126	\$ 9,203
Electric	\$ 22,537	\$ 23,090	\$ 26,840
Water & Sewer	\$ 4,907	\$ 4,165	\$ 3,862
Maintenance	\$ 10,485	\$ 14,755	\$ 14,347
Cleaning	\$ 9,985	\$ 9,642	\$ 9,358
Elevator	\$ 6,754	\$ 990	\$ 2,226
Water Softener	\$ 264	\$ 178	\$ 306
Trash	\$ 1,355	\$ 1,379	\$ 2,074
Snow Removal	\$ 6,385	\$ 6,140	\$ 9,292
Pest Control	\$ 648	\$ 648	\$ 648
Landscape	\$ 10,140	\$ 6,773	\$ 13,248
Repairs	\$ 17,550	\$ 9,799	\$ 9,867
Decorating Expense	\$ 806	\$ 4,814	\$ 548
Carpet Cleaning	\$ 264	\$ 422	\$ 79
Painting	\$ 902	\$ 5,351	\$ 455
Real Estate Taxes	\$ 54,930	\$ 56,595	\$ 53,859
Insurance	\$ 2,816	\$ 3,847	\$ 1,473
Total Operating Expenses	\$ 188,778	\$ 181,623	\$ 207,791
NOI	\$ 234,169	\$ 264,859	\$ 242,212
Assumed Reserves for Cap. Impmts.	\$ 16,000	\$ 16,000	\$ 16,000
Net Income after Reserves	\$ 218,169	\$ 248,859	\$ 226,212

WISCONSIN REALTORS® ASSOCIATION
4801 Forest Run Road
Madison, Wisconsin 53704

Helm Commercial Real Estate

BROKER DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

- 1 Prior to negotiating on your behalf the Broker must provide you the following disclosure statement:
- 2 **BROKER DISCLOSURE TO CUSTOMERS**
- 3 You are a customer of the broker. The broker is either an agent of another party in the transaction or a subagent of another broker
- 4 who is the agent of another party in the transaction. The broker, or a salesperson acting on behalf of the broker, may provide
- 5 brokerage services to you. Whenever the broker is providing brokerage services to you, the broker owes you, the customer, the
- 6 following duties:
- 7 ■ The duty to provide brokerage services to you fairly and honestly.
- 8 ■ The duty to exercise reasonable skill and care in providing brokerage services to you.
- 9 ■ The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless
- 10 disclosure of the information is prohibited by law.
- 11 ■ The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is
- 12 prohibited by law (See Lines 47-55).
- 13 ■ The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information or the
- 14 confidential information of other parties (See Lines 22-39).
- 15 ■ The duty to safeguard trust funds and other property the broker holds.
- 16 ■ The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and
- 17 disadvantages of the proposals.
- 18 Please review this information carefully. A broker or salesperson can answer your questions about brokerage services, but if you
- 19 need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector.
- 20 This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain-language summary of
- 21 a broker's duties to a customer under section 452.133 (1) of the Wisconsin statutes.
- 22 **CONFIDENTIALITY NOTICE TO CUSTOMERS**
- 23 BROKER WILL KEEP CONFIDENTIAL ANY INFORMATION GIVEN TO BROKER IN CONFIDENCE, OR ANY INFORMATION
- 24 OBTAINED BY BROKER THAT HE OR SHE KNOWS A REASONABLE PERSON WOULD WANT TO BE KEPT CONFIDENTIAL,
- 25 UNLESS THE INFORMATION MUST BE DISCLOSED BY LAW OR YOU AUTHORIZE THE BROKER TO DISCLOSE PARTICULAR
- 26 INFORMATION. A BROKER SHALL CONTINUE TO KEEP THE INFORMATION CONFIDENTIAL AFTER BROKER IS NO LONGER
- 27 PROVIDING BROKERAGE SERVICES TO YOU.
- 28 THE FOLLOWING INFORMATION IS REQUIRED TO BE DISCLOSED BY LAW:
- 29 1. MATERIAL ADVERSE FACTS, AS DEFINED IN SECTION 452.01 (5g) OF THE WISCONSIN STATUTES (SEE LINES 47-55).
- 30 2. ANY FACTS KNOWN BY THE BROKER THAT CONTRADICT ANY INFORMATION INCLUDED IN A WRITTEN INSPECTION
- 31 REPORT ON THE PROPERTY OR REAL ESTATE THAT IS THE SUBJECT OF THE TRANSACTION.
- 32 TO ENSURE THAT THE BROKER IS AWARE OF WHAT SPECIFIC INFORMATION YOU CONSIDER CONFIDENTIAL, YOU MAY LIST
- 33 THAT INFORMATION BELOW (SEE LINES 35-36). AT A LATER TIME, YOU MAY ALSO PROVIDE THE BROKER WITH OTHER
- 34 INFORMATION YOU CONSIDER TO BE CONFIDENTIAL.
- 35 **CONFIDENTIAL INFORMATION:** _____
- 36 _____
- 37 **NON-CONFIDENTIAL INFORMATION** (The following information may be disclosed by Broker): _____
- 38 _____
- 39 (INSERT INFORMATION YOU AUTHORIZE THE BROKER TO DISCLOSE SUCH AS FINANCIAL QUALIFICATION INFORMATION.)
- 40 **CONSENT TO TELEPHONE SOLICITATION**
- 41 I/we agree that the Broker and any affiliated settlement service providers (for example, a mortgage company or title company) may
- 42 call our/my home or cell phone numbers regarding issues, goods and services related to the real estate transaction until I/we
- 43 withdraw this consent in writing. List Home/Cell Numbers: _____
- 44 **SEX OFFENDER REGISTRY**
- 45 Notice: You may obtain information about the sex offender registry and persons registered with the registry by contacting the
- 46 Wisconsin Department of Corrections on the Internet at: <http://offender.doc.state.wi.us/public/> or by phone at 608-240-5830.
- 47 **DEFINITION OF MATERIAL ADVERSE FACTS**
- 48 A "material adverse fact" is defined in Wis. Stat. § 452.01(5g) as an adverse fact that a party indicates is of such significance, or that
- 49 is generally recognized by a competent licensee as being of such significance to a reasonable party, that it affects or would affect
- 50 the party's decision to enter into a contract or agreement concerning a transaction or affects or would affect the party's decision
- 51 about the terms of such a contract or agreement. An "adverse fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence
- 52 that a competent licensee generally recognizes will significantly and adversely affect the value of the property, significantly reduce
- 53 the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information
- 54 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a contract or
- 55 agreement made concerning the transaction.

No representation is made as to the legal validity of any provision or the adequacy of any provision in any specific transaction.
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