



Wolfe Family Vision Center

100 S 23rd St, Fairfield, IA 52556

OFFERING MEMORANDUM

Sale Price: \$425,000 | 3,731 SF | Fee Simple Vacant

2700 WESTOWN PARKWAY, SUITE 200, WEST DES MOINES, IA 50266

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SVN | CREATE

PROPERTY SUMMARY



Wolfe Family Vision Center

100 S 23rd St,
Fairfield, IA 52556

PROPERTY OVERVIEW

- Total Building Area: 3,731 sq. ft.
- Original Building (1981): 1,886 sq. ft.
- Addition (1989): 1,845 sq. ft.
- Lot Size: 0.51 Acres (22,176 sq. ft.)
- Occupancy: Office – Medical / Dental
- Parking/Exterior: Concrete paving (1981), 90 sq. ft. canopy
- Parcel ID: 06-27-476-013
- Legal Description: WEST ACRES LT 1
- Sale Price: \$425,000 (Fee Simple Vacant)
- Price Per SF: \$113.91
- Zoning: Commercial

PROPERTY SUMMARY

Wolfe Family Vision Center was established to provide premier surgical and primary eye care to the Fairfield community, capturing a loyal regional patient base that relies on local access to specialized ophthalmology. The facility serves a broad trade area within Jefferson County due to its unique combination of optometric and surgical capabilities, often acting as a primary destination for specialized eye health needs. As a purpose-built asset providing essential healthcare services, the property delivers a stable, needs-based footprint with a focus on comprehensive clinical care, supporting consistent long-term demand.

The 3,731-square-foot medical office features a high-utility layout; comprised of multiple exam rooms. The property is currently **vacant and available for immediate occupancy**, offering an owner-user or investor a true turnkey medical facility with no transition costs.

PROPERTY HIGHLIGHTS

- Freestanding Building
- Highly Favorable Acquisition Basis
- Vacant – Available for Immediate Occupancy
- 0.51-Acre Lot with Concrete Parking

LOCATION ADVANTAGES

The Wolfe Family Vision Center is strategically located at 100 S 23rd St, positioned within Fairfield's West Acres commercial district just south of the heavily trafficked West Burlington Avenue. This site serves as a vital healthcare destination for a broad regional market, drawing patients from throughout Jefferson County who rely on its specialized clinical and surgical services. Because the facility provides a niche medical service in a regional hub, it captures a significantly larger trade area than typical urban clinics, benefiting from its status as an established destination for eye care in Southeast Iowa. Its proximity to major transit corridors and established commercial zoning ensures long-term visibility and convenience, reinforcing the property's role as a stable, needs-based anchor in a recession-resilient medical submarket.

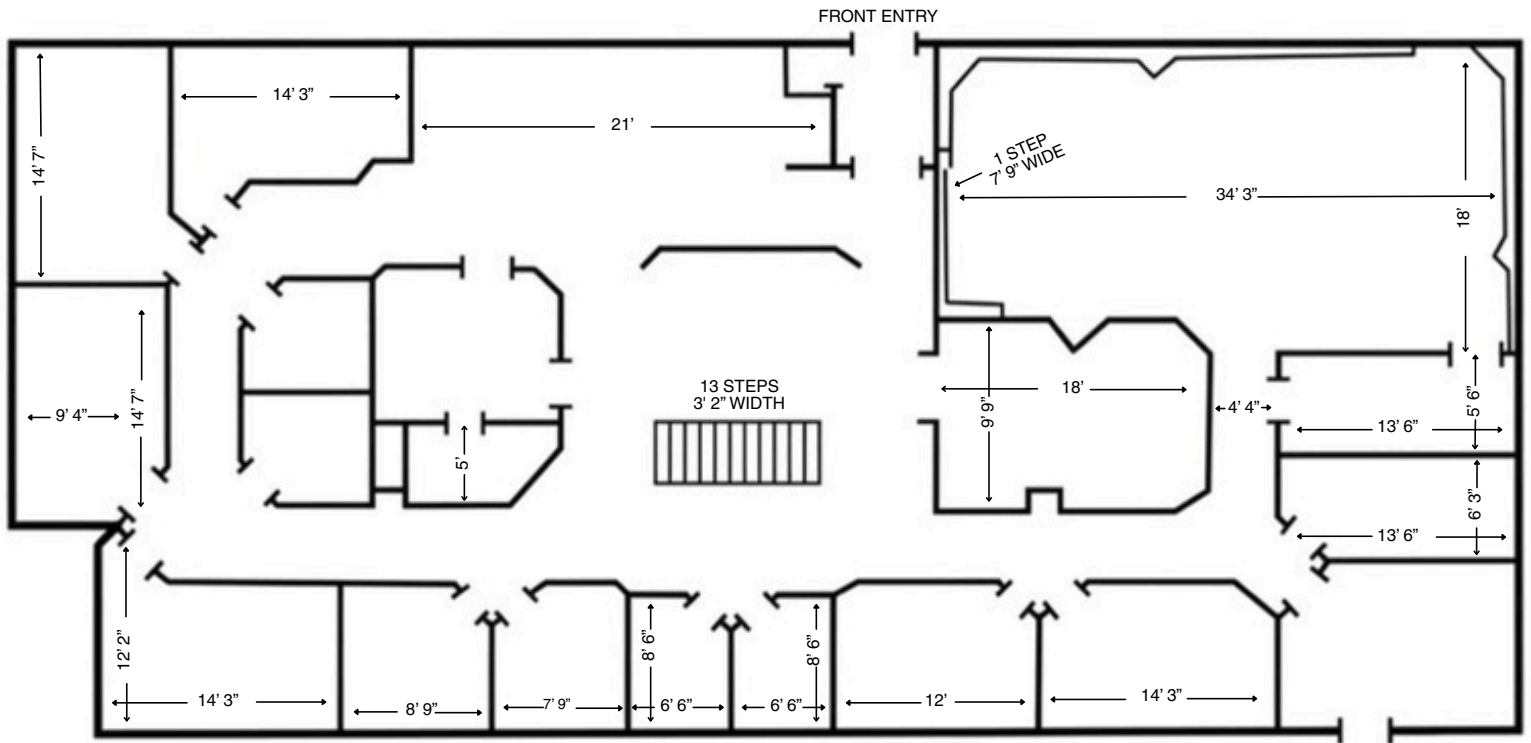
PROPERTY FACTS

Address	100 S 23rd Street, Fairfield, IA 52556
Parcel ID	06-27-476-013
Legal Description	WEST ACRES LT 1
Sale Price	\$425,000 – Fee Simple Vacant
Price Per SF	\$113.91 / SF
Building Size	3,731 SF
Lot Size	0.51 Acres (22,176 SF)
Year Built	1981 (Addition: 1989)
Occupancy	Vacant
Zoning	Commercial

FLOOR PLAN

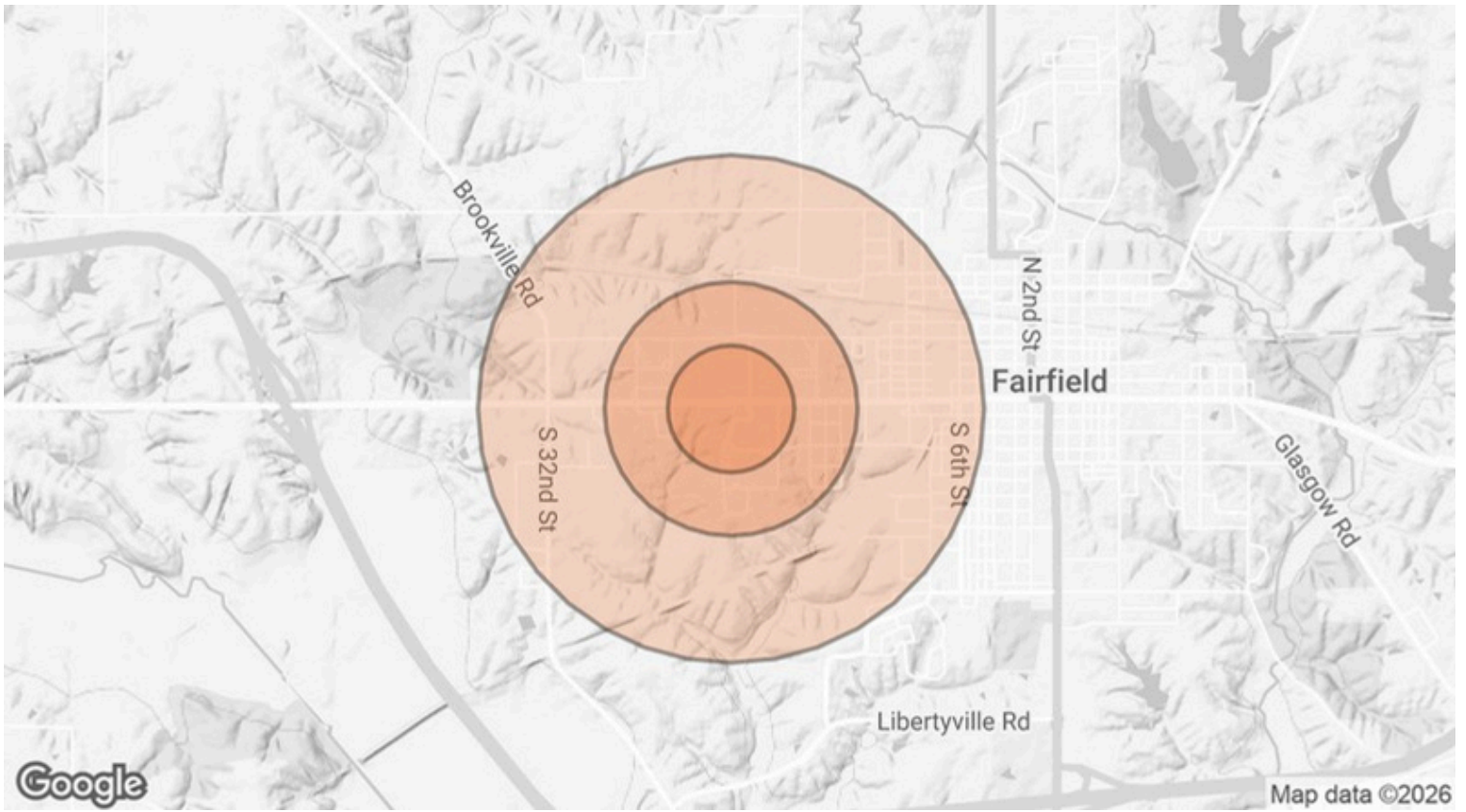
Wolfe Family Vision Center

100 S 23rd St,
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This floor plan was created with the assistance of artificial intelligence and is intended for general marketing and visualization purposes only. Dimensions, proportions, and measurements should be independently verified.

DEMOGRAPHIC MAP AND REPORT



POPULATION

0.25 MILES

0.5 MILES

1 MILE

TOTAL POPULATION	73	297	1,788
AVERAGE AGE	44.7	43.9	40.8
AVERAGE AGE (MALE)	44.5	43.6	40.5
AVERAGE AGE (FEMALE)	46.7	46.4	41.9

HOUSEHOLDS & INCOME

0.25 MILES

0.5 MILES

1 MILE

TOTAL HOUSEHOLDS	31	127	796
# OF PERSONS PER HH	2.4	2.3	2.2
AVERAGE HH INCOME	\$58,207	\$55,893	\$59,403
AVERAGE HOUSE VALUE	\$134,948	\$129,056	\$122,496

2023 American Community Survey (ACS)

INVESTMENT HIGHLIGHTS

- **Vacant - Immediate Occupancy Available:** The property is currently vacant and available for immediate owner-user occupancy or investor lease-up. This creates a compelling opportunity to establish market-rate rents from day one, capitalizing on the severe supply contraction in medical outpatient buildings projected for 2026.
- **Stable Regional Market Hub & Economic Resilience:** Fairfield serves as a sophisticated regional economic hub in Southeast Iowa, home to major employers such as Cambridge Investment Group and Dexter Apache Holdings. The community is characterized by a diverse economic base that historically withstands broader economic volatility. Because this facility serves a wide trade area within Jefferson County—often with limited local competition for specialized eye and surgical care—it benefits from inelastic, needs-based demand that supports stable long-term tenancy.
- **Favorable 2026 Medical Real Estate Outlook:** The property enters the market during a period of strong fundamentals for healthcare real estate. As of early 2026, medical office building (MOB) occupancy remains at record highs (near 93%) with a continued shift toward outpatient care models. With new medical construction completions projected at decade-lows, existing, high-quality freestanding assets like this one are positioned for significant pricing power and value appreciation.
- **Strong Valuation & Immediate Upside:** Originally acquired for \$331,417, the property is currently assessed at a total market value of \$561,700 for the 2026 tax year. Listed at \$425,000 (\$113.91/SF). Given the specialized nature of the medical build-out, the asset offers immediate value to an owner-user or investor looking to capitalize on Fairfield's growing medical submarket.

MARKET OVERVIEW

Fairfield serves as the strategic county seat of Jefferson County, Iowa, and has evolved into a robust regional economic hub defined by a sophisticated blend of financial services, advanced manufacturing, and specialized healthcare. As of 2026, the city's population has reached 9,541 residents, maintaining a trajectory of steady, sustainable growth.

KEY CORPORATE ANCHORS & STABILITY

The local economy is underpinned by a stable foundation of high-profile headquarters and essential institutions, shielding the commercial real estate market from broader volatility:

- **Cambridge Investment Group:** Headquartered in Fairfield, this firm is recognized as one of the largest privately controlled independent broker-dealers in the U.S., employing nearly 900 professionals and driving high-income employment in the financial sector.
- **Dexter Apache Holdings:** A premier manufacturing presence, including Dexter Laundry and Apache Stainless, which remains a top-tier regional employer.
- **Jefferson County Health Center (JCHC):** As a critical access hospital, it functions as one of the city's primary employers and serves as the anchor for the regional medical corridor.
- **Educational Influence:** The presence of Maharishi International University contributes to a diverse demographic profile and ensures consistent demand for the local service and housing sectors.

ECONOMIC ECOSYSTEM

Distinct from many rural communities that focus strictly on industrial recruitment, Fairfield has cultivated a unique "civic infrastructure" that prioritizes entrepreneurship and small business expansion. This philosophy has fostered a resilient economic ecosystem spanning finance, manufacturing, and niche media.

The local economy remains exceptionally strong in 2026, supported by robust state-wide momentum. Fairfield maintains a high standard of living, reflected in its status as a top-tier "healthy county" ranked in the top 25% for health outcomes in Iowa. This environment attracts a highly educated workforce; notably, Jefferson County ranks among the top in the state for educational attainment, with 41.6% of residents holding a bachelor's degree or higher.

KEY DEMAND DRIVERS

- **Localized Care Mandate:** A 2026 community assessment revealed that residents strongly prefer receiving healthcare within Jefferson County to avoid out-of-county travel. Specifically, 6% of respondents identified vision care as a priority service they wish to see expanded or maintained locally.
- **Rural Health Transformation Funding:** Under the 2026 Healthy Hometowns Project, Iowa has become the first state to award significant federal funding—including \$78.6 million in the latest round—to restructure rural healthcare delivery. This program specifically funds the procurement of advanced medical equipment and clinical renovations, making existing medical facilities like 100 S 23rd St prime candidates for state-backed modernization.
- **Severe Supply Contraction:** Medical Outpatient Building (MOB) construction completions are projected to drop to decade-low levels in 2026, falling by 26%. This scarcity of new supply is pushing healthcare providers toward high-quality second-generation spaces, driving average MOB rents to record highs.
- **Aging Demographic Pressure:** Approximately 43% of the surveyed local demographic is aged 65 or older, a segment that heavily drives demand for specialized vision and surgical services. This "silver tsunami" ensures a permanent and growing patient base for providers operating within the Fairfield trade area.
- **State-Backed Workforce Recruitment:** To combat provider shortages, Iowa has launched a \$12.6 million recruitment incentive program (RFP #PHTHORC26010) that offers bonuses and relocation assistance to physicians and specialists who commit to full-time practice in rural communities like Fairfield. This initiative directly supports the long-term occupancy of specialized medical assets by easing the burden of staffing for new tenants.

MEET THE TEAM



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