

OFFERING MEMORANDUM

INDUSTRIAL / FLEX • FOR SALE



3050 Wagner Road

Waterloo, Iowa 50703

OFFERED AT **\$1,100,000**

20,763

TOTAL SQ FT

3.05

ACRES

2

BUILDINGS

1962

YEAR BUILT

BERKSHIRE HATHAWAY
HomeServices
One Realty Centre

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BERKSHIRE HATHAWAY

HomeServices
One Realty Centre

3050 Wagner Road

An exceptional owner-user or value-add industrial opportunity in the heart of Waterloo's established Wagner Road industrial corridor. The offering comprises two buildings totaling approximately 20,763 square feet on ± 3.05 acres, delivered vacant and ready for immediate occupancy. Long home to the Jerald Sulky Company, the property blends a finished, brick-fronted office and reception area with expansive, high-clear warehouse and light-manufacturing space — a highly flexible footprint suited to manufacturing, distribution, fabrication, service, or showroom users.

Positioned just off U.S. Highway 218 (the "Avenue of the Saints"), the site offers fast, truck-friendly access to the broader Cedar Valley and the interstate system beyond. With three-phase power, newer HVAC, a sprinklered warehouse, multiple grade-level overhead doors, and dual points of ingress and egress across an oversized graveled yard, the property is turnkey for a business seeking to own its real estate at a compelling basis of roughly \$53 per square foot.

INVESTMENT HIGHLIGHTS

- ✓ **Two-building industrial campus — $\pm 20,763$ SF on ± 3.05 acres**
- ✓ Delivered vacant — ideal for an owner-user or an investor seeking a value-add lease-up
- ✓ Priced at \$1,100,000 — approximately \$53 / SF, well below replacement cost
- ✓ Flexible layout: finished office/reception plus open warehouse & light-manufacturing space
- ✓ Three-phase power, newer HVAC, sprinklered warehouse, fiber & coax connectivity
- ✓ Multiple grade-level overhead doors and truck-friendly circulation across a large graveled yard
- ✓ Immediate access to U.S. Highway 218 — ± 106 ft of frontage and dual access points
- ✓ Located in the Waterloo-Cedar Falls MSA ($\pm 168,000$ residents) with a $\pm 400,000$ regional labor draw

02 OFFERING SUMMARY

Address	3050 Wagner Road, Waterloo, Iowa 50703
Sale Price	\$1,100,000
Price / SF	± \$53 per square foot
Building Size	± 20,763 SF total (two buildings)
Land Area	± 3.05 acres
Year Built	1962
Property Type	Industrial / Flex — Light Manufacturing
Zoning	M — Industrial (City of Waterloo)
Parcel ID	8913-03-351-014 (Black Hawk County)
Frontage	± 106 ft on Wagner Road
Occupancy	Vacant — available at closing

Note: Square footage, acreage, and building count are approximate and drawn from public records and marketing materials; buyer to verify all figures.

03 PROPERTY OVERVIEW



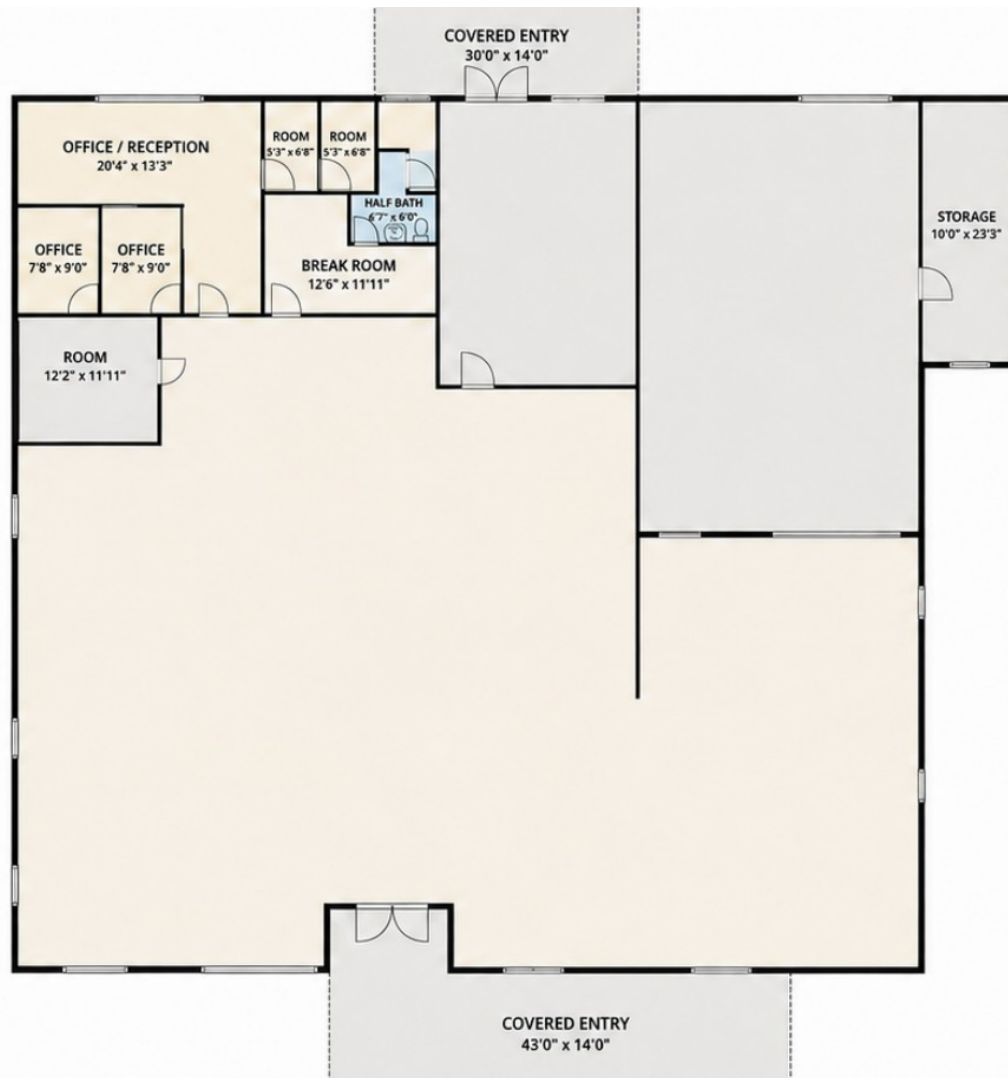
Warehouse elevation — grade-level overhead doors and truck-friendly yard access

BUILDING & SITE

Buildings	Two structures — primary building plus a detached secondary building
Construction	Painted concrete block (CMU) with a brick office façade
Stories	Single story
Office	Finished office/reception, private offices, break room & restroom
Warehouse	Open-deck, high-bay warehouse & light-manufacturing space
Overhead Doors	Multiple grade-level / drive-in overhead doors
Power	Three-phase electrical service *
HVAC	Newer HVAC systems plus shop air-loop system
Fire Protection	Sprinklered warehouse
Connectivity	Fiber and coax available
Parking / Yard	Large graveled lot; dual access points; truck circulation
Highway Access	Immediate access to U.S. Highway 218

** Building systems, clear heights, door counts and electrical capacity are approximate — buyer to verify during due diligence.*

04 FLOOR PLAN & LAYOUT



Overall floor plan — 3050 Wagner Road, Waterloo, IA

REPRESENTATIVE SPACES

Office / Reception	20'4" × 13'3"
Private Offices (2)	7'8" × 9'0" each
Break Room	12'6" × 11'11"
Additional Rooms	12'2" × 11'11" and (2) 5'3" × 6'8"
Half Bath	6'7" × 6'0"
Storage	10'0" × 23'3"
Covered Entries	43'0" × 14'0" and 30'0" × 14'0"

A 3D virtual tour of the property is available — contact the listing broker for the link.

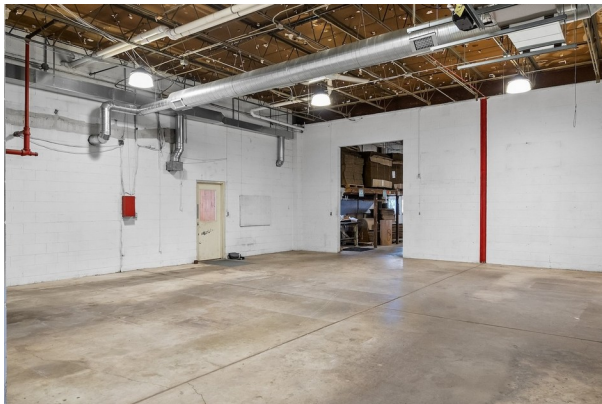
05 PROPERTY PHOTOS



Brick office entrance & reception



Finished office / reception area



Flexible interior space with newer mechanicals



Light-manufacturing & production area



Open high-bay warehouse with natural light and drive-in access

06 LOCATION & MARKET OVERVIEW



3050 Wagner Road — Wagner Road industrial corridor, Waterloo, IA

Waterloo is the county seat of Black Hawk County and, together with neighboring Cedar Falls, anchors the Waterloo–Cedar Falls Metropolitan Statistical Area — a market of roughly 168,000 residents with a regional labor draw the City estimates at approximately 400,000. The Cedar Valley is one of Iowa’s most diversified industrial economies, spanning advanced manufacturing, logistics, agribusiness, financial services, and healthcare.

The Property sits within the established Wagner Road industrial corridor with immediate access to U.S. Highway 218 — the “Avenue of the Saints” — which links Waterloo south to Interstate 380 and Cedar Rapids and north toward the Minneapolis–St. Paul metro. The region is further served by three freight railroads (Iowa Northern, Canadian National, and Union Pacific), the Waterloo Regional Airport, and redundant, low-cost power from MidAmerican Energy. This connectivity makes the corridor a natural home for manufacturers, distributors, and service businesses.

MARKET AT A GLANCE

Metro Area	Waterloo–Cedar Falls MSA — ±168,000 residents
County	Black Hawk County (Waterloo is the county seat)
Regional Labor Draw	±400,000 (City of Waterloo Economic Development)
Primary Highway	U.S. 218 / Avenue of the Saints — to I-380 & Cedar Rapids
Rail	Iowa Northern, Canadian National, Union Pacific
Air	Waterloo Regional Airport (ALO)
Target Sectors	Advanced manufacturing, logistics, financial services

REPRESENTATIVE AREA EMPLOYERS

John Deere Waterloo Works • Tyson Foods • University of Northern Iowa • MercyOne & UnityPoint Health • Veridian Credit Union • Omega / Bertch Cabinetry

Employer list is representative of the Cedar Valley economy and provided for context only.

07 ASSESSMENT & PRICING

PRICING

Sale Price	\$1,100,000
Approx. Price / SF	± \$53 per square foot (±20,763 SF)
Occupancy	Delivered vacant at closing

BLACK HAWK COUNTY ASSESSMENT

Assessed Value	\$598,000
Parcel ID	8913-03-351-014
Annual Property Taxes	\$21,538

Assessed value and taxes reflect Black Hawk County records and are provided for reference; they are not an appraisal or a representation of market value. Prospective purchasers should independently verify assessments, taxes, and any pending revaluation.

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FOR MORE INFORMATION

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