

DEVELOPMENT LAND FOR SALE | 6.25 ACRES



CUSHMAN &
WAKEFIELD

Iowa Commercial Advisors



7801 BIRCHWOOD CT JOHNSTON, IOWA



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PROPERTY OVERVIEW

PROPERTY FEATURES

Site Area:	6.253 Acres
Zoning:	Planned Unit Development District
Utilities:	All public utilities
Traffic Count:	I-35/I-80 - 95,058 VPD

Property Overview:

7801 Birchwood Court offers a rare opportunity to acquire a fully entitled, build-to-ready commercial lot at one of the Des Moines metro's most visible interstate locations. This 6.253-acre site sits directly on the I-80/35 corridor in Johnston, Iowa, with exposure to nearly 95,100 vehicles per day.



POTENTIAL USES

01

Light Manufacturing Facility

IC Industrial Commerce Park zoning permits assembly and manufacturing operations, with up to 70% of floor area dedicated to production. The site's pad-ready status and interstate access make it an efficient choice for manufacturers seeking a high-visibility presence.

02

Corporate Headquarters

95,098 VPD of interstate exposure delivers daily brand impressions at no ongoing media cost. The 75-foot building setback from 86th Street creates ample room for a landscaped, signature entry that communicates brand identity to the entire metro.

03

Flex / Office Building

The 30,000–72,000 SF build envelope supports a professional commerce park product fully consistent with the established Birchwood Crossing Business Park. A flexible floorplate can accommodate a mix of private office, collaborative workspace, and light warehouse.

04

EV Showroom & Service Center

Ordinance 1047 explicitly entitles AEV display, sales, and maintenance on Lot 2. No other comparable Des Moines metro site carries this pre-cleared entitlement. Combined with 95,098 VPD of interstate traffic, this is a purpose-built platform for an electric vehicle brand seeking regional presence.

05

Regional Distribution Center

Direct I-80/35 adjacency and IC zoning make this a natural fit for a mid-market last-mile or regional distribution operation. Outdoor storage up to 30% of lot area (~81,000 SF screened) adds meaningful laydown capacity beyond the building footprint.

POTENTIAL USES

06

Data Center or Network Operations Center

Iowa's low power costs and Des Moines' fiber infrastructure make the MSA competitive for data center investment. The site's pad-ready status, controlled access, and IC zoning are strong draws for edge compute or network operations users requiring a time-sensitive deployment.

07

Medical Device or Life Sciences Facility

A growing segment in the Des Moines MSA, medical device and life sciences users benefit from the Johnston workforce, professional park context, and the flexibility of IC zoning to support clean manufacturing, lab, and office functions within a single building.

08

Equipment Sales & Outdoor Storage Operation

With up to 30% of lot area permitted for screened outdoor storage, this site accommodates heavy equipment dealers or rental operations that require both a showroom or service building and significant outdoor inventory space — a combination rarely available on an entitled, pad-ready interstate site.

09

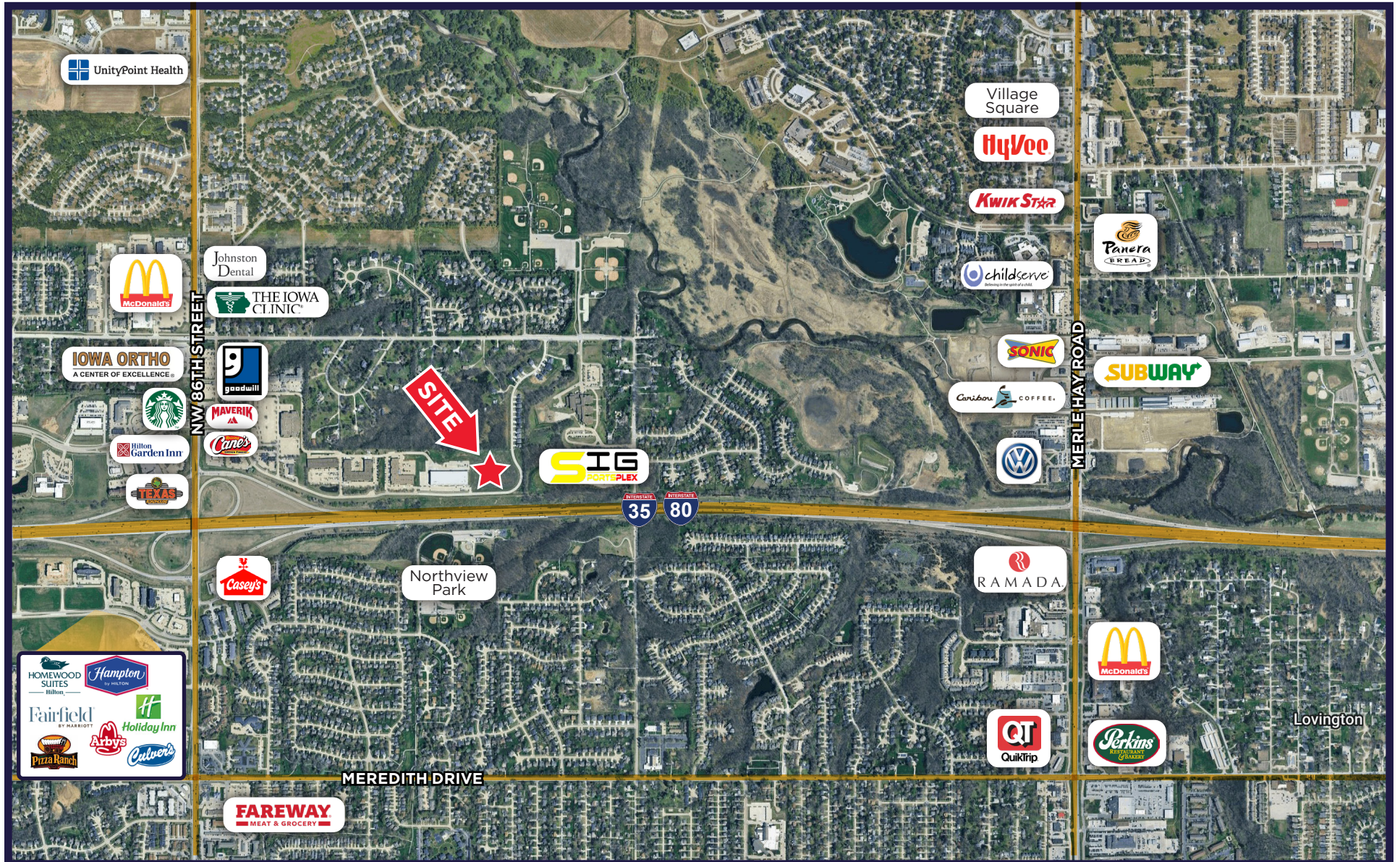
Charging Infrastructure Manufacturer

Beyond EV retail, Parcel D's IC zoning permits the assembly and manufacturing of EV charging equipment itself — a niche but fast-growing industrial use. With very few entitled sites in the metro capable of supporting this use type, 7801 Birchwood Ct represents a rare opportunity for a first-mover in the space.

PROPERTY AERIAL



LOCATION OVERVIEW



WHY DEVELOP IN JOHNSTON?

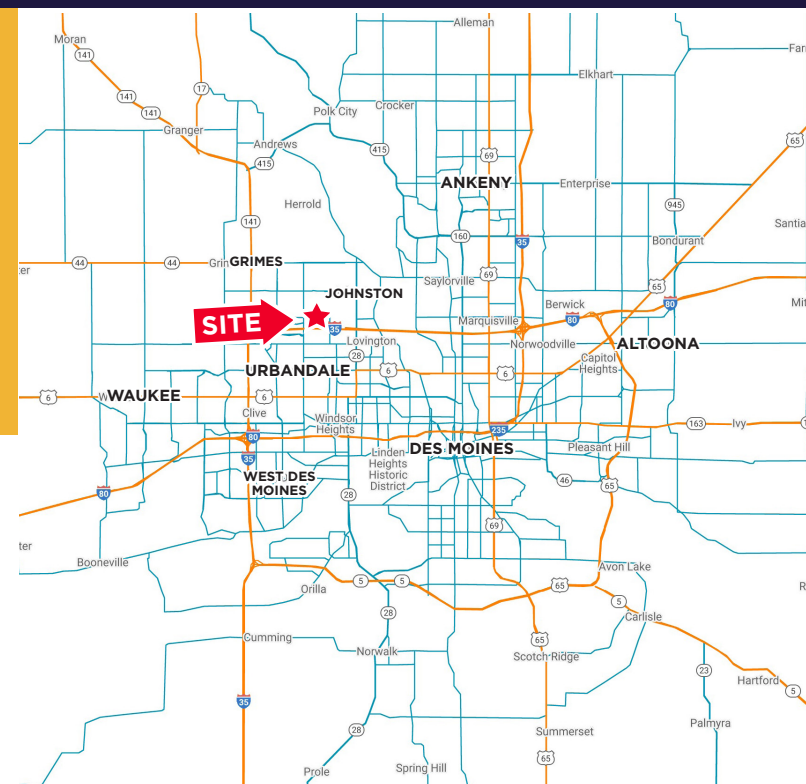
“Johnston is where we thrive every day. Families pack the football stadium on fall Friday nights, and they gather in the spring to beautify our parks and trails. Santa Claus pulls up in a squad car for Holidays at the Town Center every December. Residents wait patiently for the popular Farmers Market to open just outside City Hall each May. In summer, they fill the grassy area at Terra Park for Green Days, a community celebration that’s been a staple in town since 1996.

Solidly behind every gathering is Johnston’s successful business community. Two blue-chip companies, John Deere Financial and Corteva Agriscience, have their world headquarters located in the heart of the city. The number of small businesses here continues to grow, powered by a strong and active chamber of commerce.

A thriving community doesn’t sit still. Johnston is on the cusp of a retail renaissance. Residents overwhelmingly tell us they want more places to dine, shop and explore. Developers who invest here will discover that a strong economy has their backs. Of all Des Moines metro cities, Johnston ranks at the top regarding household income, home value, and educational attainment. During the recent recession, home values grew here as they plummeted nationwide. Thanks to good leadership, Johnston has an AA+ bond rating and the fourth-lowest city tax rate in the Des Moines metro.”

- From cityofjohnston.com

DEMOGRAPHICS	1 Mile	3 Mile	5 Mile
Total Population	8,369	69,430	154,773
Daytime Pop. (workers)	9,139	75,409	171,674
Median Age	42.6	39.1	38.6
Total Households	3,152	28,935	64,664
Avg Household Income	\$114,889	\$94,311	\$95,303



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