

FORMER DELTA | FONTANA HOTEL

7304 E 21st ST, Indianapolis, IN 46219

Hospitality
Investment Opportunity

Offering Memorandum



MATTHEWS™

Exclusively Listed By



Luke Whittaker

Associate

(317) 493-0055

luke.whittaker@matthews.com

License No. 02185614 (CA)



Mitchell Glasson

Vice President

(707) 364-5650

mitchell.glasson@matthews.com

License No. 02016029 (CA)

Kyle Matthews

Broker of Record

License No. RC52200195 (IN)

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PROPERTY OVERVIEW

Former Delta | Fontana Hotel
7304 E 21st St, Indianapolis, IN 46219



| Property Overview

Deal Story

The current owner is based outside of the Midwest and is looking to pull their equity out of this investment in order to pursue deals in different regions. The owners chose to liquidate the Delta flag in an effort to give the future owner more opportunities to rebrand to other upscale flags. Based on the hotel's current condition, a rebrand will mean limited PIP for the new owner, making this an attractive opportunity at a low basis in a growing Indianapolis market.

Investment Opportunity

Mitchell Glasson and Luke Whittaker of Matthews Real Estate Investment Services are pleased to present a **unique opportunity to acquire the Former Delta - Fontana Hotel, a 118-room interior-corridor property** located on the east side of Indianapolis, Indiana. Positioned in a **high-traffic corridor near I-70**, directly next to a **renovated Marriott & Conference Center**, and **minutes from downtown**, the asset offers strong value-add potential and exposure to one of the **Midwest's fastest-growing metropolitan markets**.

Offered at a **highly competitive Price Per Key basis**, the property represents a compelling opportunity for investors seeking an Indianapolis hotel with operational upside. The hotel sits on a large parcel along East 21st Street, surrounded by national retailers, restaurants, industrial users, and residential density—creating **consistent, diversified lodging demand**. Its proximity to major transportation routes provides **easy access to downtown Indianapolis**, the Indiana Convention Center, Lucas Oil Stadium, the Indiana State Fairgrounds, and the expanding eastside logistics and distribution corridor.

The surrounding region is home to major employers such as Cummins, Roche Diagnostics, Anthem/Elevance Health, Community Hospital East, and numerous industrial parks that drive **year-round corporate, medical, and contractor demand**. Additionally, the property captures leisure and transient guests traveling along I-70 and those visiting Indianapolis for **sporting events, conventions, and entertainment**.

This offering presents a rare chance to acquire a well-located Indianapolis hotel with **immediate** operational improvements available and multiple embedded demand drivers. Investors have the opportunity to reposition the property, enhance performance, and capitalize on the continued growth of the Indianapolis metropolitan area.



Property Overview

Property Name	The Former Delta Fontana Hotel
Address	7304 E 21st St
City, ST	Indianapolis, IN
Total Keys	118
Year Built/Renovated	1981/2017
Building Size (SF)	±82,166
Lot Size (AC)	±3.17
Daily Traffics (Shadeland)	±40,000
5-Mile Population	±231,000
5-Mile Household Income	\$60,000
Hotel Location Type	Suburban
Market Name	Indianapolis
Submarket Name	Indianapolis Southeast Area
Class	Upscale
Corridor	Interior
Stories	Two (2)
Amenities	Fitness Center, Event Space, Bar, Restaurant



| Property Amenities & Services

On-Site Laundry

On-Site Restaurant

Meeting Space

Fitness Center

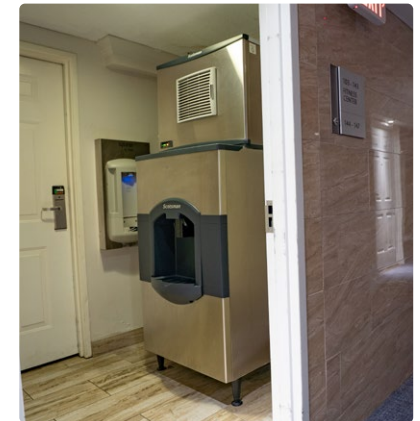
Smoke Free Property

Valet Dry Cleaning

Daily Housekeeping

Same Day Dry Cleaning

Wake-Up Calls



Property Photos





Butler University
±5,700 Students



Fort Harrison State Park
±6 Miles Away

Former Fort Benjamin Harrison

FINISH LINE

Headquarters



PIPER LOGISTICS



Distribution Center



±1 Million Annual Visitors



±900K Annual Visitors



Community Hospital East
±396 Beds

±168,000 VPD



Eskenazi Hospital
±315 Beds

±13,000 VPD



IU Health Hospital
±440 Beds

±168,000 VPD



Ellenberger Park
±3 Miles Away

Subject Property



IU- Indianapolis
±25,000 Students



Warren Central High
±3,400 Students

INDIANAPOLIS ZOO

±1.7 Million Annual Visitors



Irvington
Historical District



AmTrak Union Station
±10 Miles Away



Indiana Convention Center
±30 Million Annual Visitors



CSX Hawthorne Yard
±5.3 Miles Away

LUCAS OIL STADIUM

Capacity: ±70,000

±91,000 VPD



AmTrak Beech Grove
±8.5 Miles Away



Indianapolis International Airport
±20 Miles Away



University of Indianapolis
±5,000 Students

Google Earth



Active \$20 Million
Conference Center Renovation



Indiana Convention Center
±30 Million Annual Visitors

+ **IU Health Methodist**
±1,300 Beds

LUCAS OIL
STADIUM
Capacity: ±70,000

IU- Indianapolis
±25,000 Students

INDIANAPOLIS
SPEEDWAY
±1 Million Annual Visitors

CHILDREN'S
MUSEUM
INDIANAPOLIS

Butler University
±5,700 Students

INDIANA STATE
FAIRGROUNDS
±900K Annual Visitors



+ **Community Hospital East**
±396 Beds

Marriott

Active \$20 Million
Conference Center Renovation

**Subject
Property**

E21st St ±13,500 VPD

70
±127,000 VPD

MARKET OVERVIEW

Former Delta | Fontana Hotel
7304 E 21st St, Indianapolis, IN 46219



Indianapolis, IN

Market Demographics



882,000

Total Population

\$62,995

Median HH Income

359,665

of Households

55.3%

Homeownership Rate

441,777

Employed Population

34.2%

% Bachelor's Degree

34.1

Median Age

\$207,00

Median Property Value

Local Market Overview

The submarket surrounding 21st Street in east Indianapolis lies within a broadly stable urban node that has seen modest population growth. The city's household income and employment base provide a solid demand foundation for hospitality, while the area benefits from proximity to key east-side arterials and regional connectivity. The broader Indianapolis metro continues to attract business and leisure travelers, in part due to its central Midwest location and the strength of its convention, healthcare, and education sectors.

Traffic flows along adjacent corridors are healthy, supporting visibility and access. Though exact counts at that address require site-level verification, 21st Street and parallel east—west routes serve daily commuter, retail, and logistics traffic. Vehicular access, visibility, and linkage to the city's broader roadway network enhance the site's viability for hospitality use, particularly for drive-in and transient demand segments.

Property Demographics

POPULATION	1-MILE	3-MILE	5-MILE
2025 Population	8,869	87,473	226,655
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Households	3,732	35,663	90,402
INCOME	1-MILE	3-MILE	5-MILE
Avg Household Income	\$53,739	\$56,868	\$60,306

Economic Drivers

Indianapolis sustains a diversified economy anchored in healthcare, education, logistics, and convention tourism.

Its central U.S. location offers strong connectivity to major interstates, rail, and a well-served airport.

Economic Drivers

Indianapolis' economy is underpinned by robust institutions such as IU Health, Indiana University, and major convention and event venues. The city also serves as a logistics hub, benefiting from its crossroads of interstates (I-65, I-70, I-69, I-74) and access to Midwestern markets. The growth of technology, life sciences clusters, and regional corporate expansions further bolster demand drivers for business travel. Continued investment in downtown and mixed-use development, along with a strengthening convention calendar, support hospitality fundamentals.

Primary Industries

- Healthcare & life sciences
- Education & research
- Logistics, distribution & transportation
- Professional & business services
- Leisure, tourism & conventions

Top Employers

- IU Health (and affiliated hospitals)
- Indiana University / IUPUI / IU Health academic complex
- Eli Lilly & Company
- Cummins / major manufacturing & engine firms
- Salesforce / regional corporate / tech operations

Recent Developments

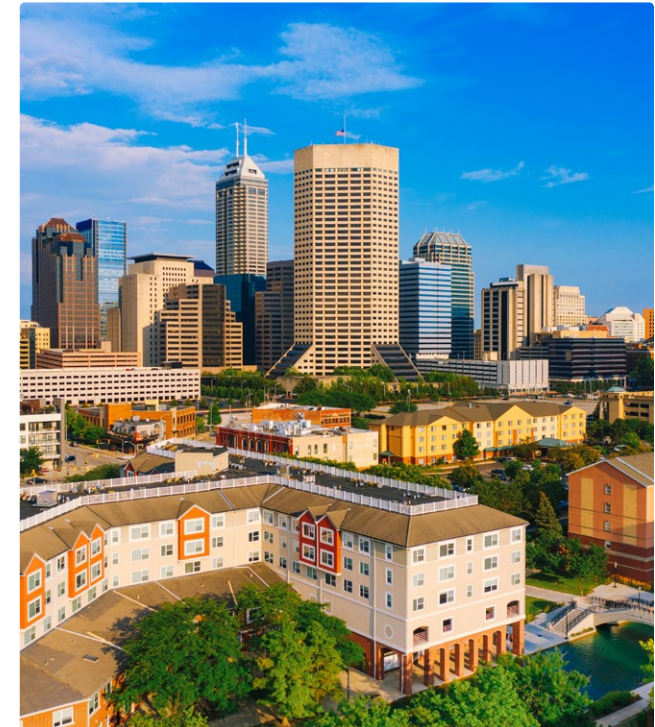
- Expansion and redevelopment of the Indiana Convention Center with linked hotel supply
- Construction of the Signia by Hilton (800-room) downtown project
- New downtown mixed-use and commercial renovations feeding event traffic
- Upgrades to arterial and transit infrastructure in proximity to core districts

\$185B+

Regional Gross Domestic Product

8M+

Annual Passengers - Indianapolis International Airport



| Market Overview

Corporate Presence

Major Corporate, Healthcare & Industrial Employers

Roche Diagnostics

One of the largest life-science and medical diagnostic operations in the U.S., located just minutes from the property and supporting steady corporate and vendor travel

Community Hospital East

A major regional medical center driving ongoing medical, patient-family, and corporate lodging demand

Anthem/Elevance Health

Headquarters for one of the nation's largest health insurance providers, supporting significant corporate activity across the metro

Cummins

With major offices and operations in downtown Indianapolis, Cummins continues to be a top demand driver for corporate and engineering travel



Amazon, FedEx, UPS & Logistics Users

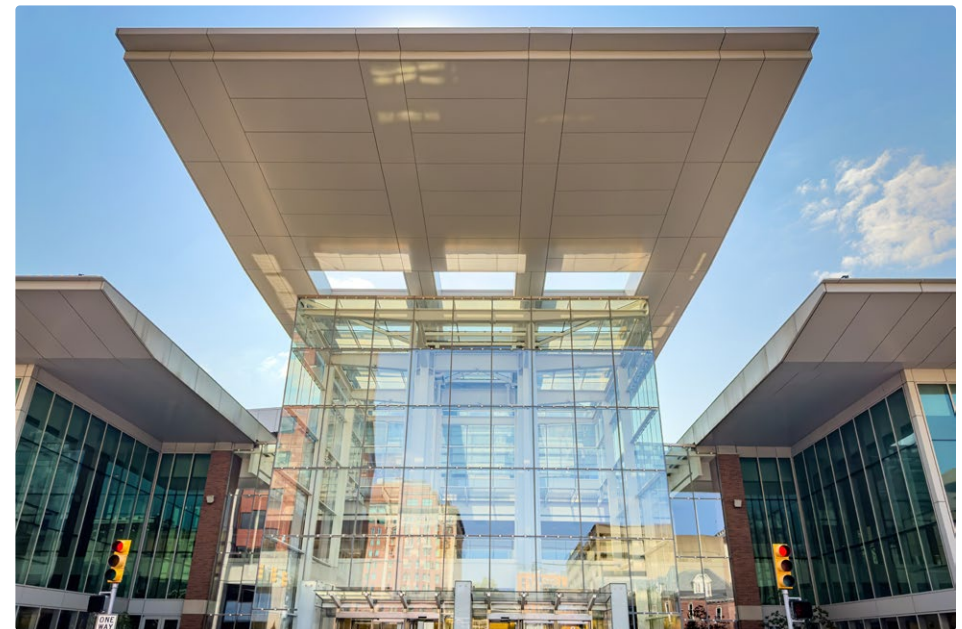
The eastside and Mt. Comfort corridor along I-70 host a rapidly expanding industrial hub with large-scale distribution centers and continuous contractor/ temporary labor demand

State of Indiana & Federal Agencies

Government offices throughout downtown Indianapolis support weekday business travel and extended-stay guests

I-70 & I-465 Corridor Trades

Utility crews, construction teams, and infrastructure contractors provide reliable year-round base demand for the property



Market Overview

Tourism & Leisure

Key Attractions and Events Driving Leisure Demand

Downtown Indianapolis

Home to major attractions including Monument Circle, Mass Ave, White River State Park, and a vibrant dining and entertainment scene

Lucas Oil Stadium

Host to NFL games, NCAA championships, concerts, and major sporting events, including the Big Ten Football Championship

Indiana Convention Center

One of the largest convention facilities in the U.S., generating significant group, trade show, and event-driven lodging demand

Indiana State Fairgrounds & Event Center

A year-round hub for fairs, livestock shows, consumer expos, and sporting events, located less than 10 minutes from the hotel

Indianapolis Motor Speedway

One of the world's most iconic racing venues, home to the Indy 500, Brickyard 400, and large-scale motorsports events

Children's Museum of Indianapolis

The largest children's museum on the planet, attracting families from across the country

Gainbridge Fieldhouse

Downtown arena hosting NBA games, concerts, family shows, and major national touring events



Market Overview

Higher Education

Notable Colleges & Universities Driving Consistent Lodging Demand

Indiana University

Purdue University Indianapolis (IUPUI) — One of the largest universities in the state, located near downtown and generating significant lodging demand tied to academic programs, athletics, and campus events.

Ivy Tech Community College—Indianapolis

The largest community college campus in Indiana, supporting training programs, workforce development initiatives, and visiting faculty activity.

Butler University

A nationally recognized private university known for its academics and athletics, attracting steady visitor traffic for campus tours, performances, and sporting events.

University of Indianapolis

A private institution on the south side of the city, generating recurring demand from academic conferences, nursing/health sciences programs, and family visits.

Marian University

A growing Catholic university with expanding athletic programs and academic offerings, contributing to ongoing visitor travel.



Transportation

Well-Connected Regional Access for Business and Leisure Travelers

Indianapolis International Airport (IND)

Approximately 25 minutes away, IND is one of the nation's top-rated midsize airports with extensive domestic and international service.

Interstate 70 (I-70)

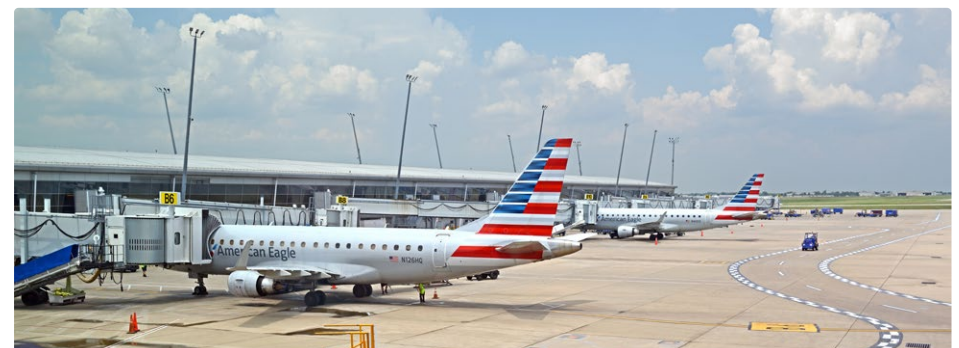
Located just minutes from the property, offering direct access to downtown Indianapolis, the Indianapolis International Airport, and the rapidly expanding Mt. Comfort industrial corridor.

Interstate 465 (I-465)

The city's primary beltway connects guests to all major submarkets, including Carmel, Fishers, Greenwood, and the northwest tech and corporate districts.

Amtrak — Indianapolis Station

Downtown Amtrak service connects travelers to Chicago and regional Midwest destinations, supporting both leisure and occasional business travel.



PRICING SUMMARY

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Financial Overview

2025 Oct T-12

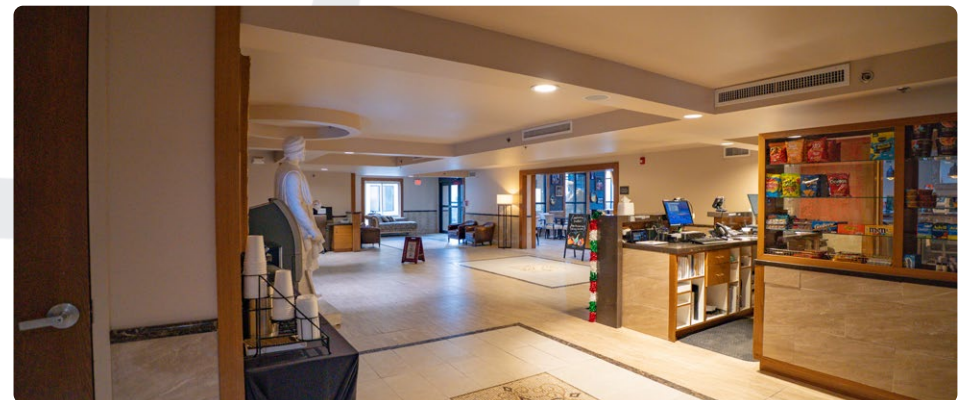
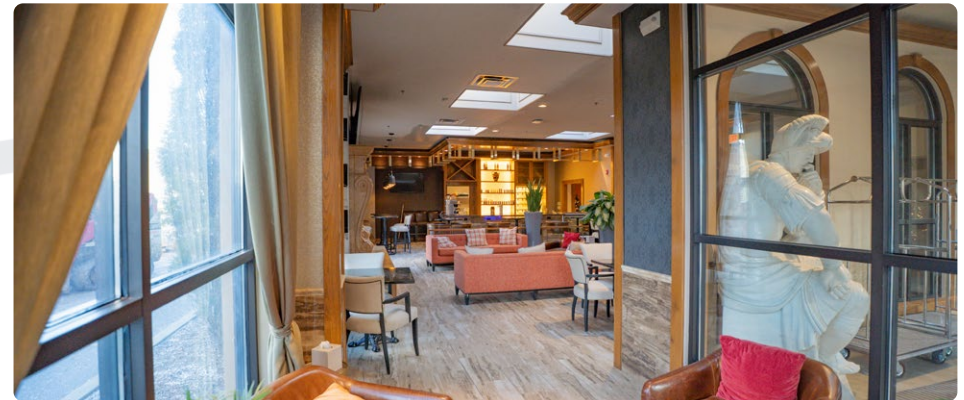
Number of Rooms	118
Available Rooms	43,070
Occupancy	46.00%
ADR	\$114.17
RevPAR	\$52.50
Room Revenue	\$2,261,175
F&B/Other Revenue	\$176,229
Total Revenue	\$2,437,404

2024

Number of Rooms	118
Available Rooms	43,070
Occupancy	51.30%
ADR	\$113.27
RevPAR	\$58.13
Room Revenue	\$2,503,659
F&B/Other Revenue	\$176,837
Total Revenue	\$2,680,496

2023

Number of Rooms	118
Available Rooms	43,070
Occupancy	42.60%
ADR	\$104.61
RevPAR	\$44.53
Room Revenue	\$1,917,907
F&B/Other Revenue	\$247,029
Total Revenue	\$2,164,936



| Pricing Overview

\$7,250,000

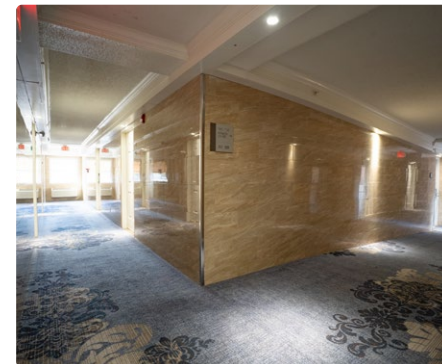
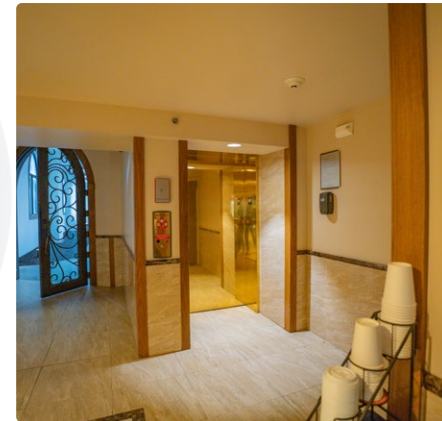
Asking Price

3.20

T12 RRM

\$61,000

Price Per Key



Valuation Summary

5-Year Revenue Projection					
Operating Statistics	Year 1	Year 2	Year 3	Year 4	Year 5
Occupancy	51.0%	56.0%	62.0%	63.0%	64.0%
Average Daily Rate	\$115.00	\$119.00	\$123.00	\$124.00	\$125.00
RevPAR	\$58.65	\$66.64	\$76.26	\$78.12	\$80.00
Number of Rooms	118	118	118	118	118
Days In Period	365	365	365	365	365
Available Rooms	43,070	43,070	43,070	43,070	43,070
Occupied Rooms	21,966	24,119	26,703	27,134	27,565
Room Revenue	\$2,526,056	\$2,870,185	\$3,284,518	\$3,364,628	\$3,445,600
Net Operating Income	\$631,514	\$710,371	\$804,707	\$815,922	\$826,944
NOI %	25.00%	24.75%	24.50%	24.25%	24.00%

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Luke Whittaker
Associate

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luke.whittaker@matthews.com
License No. 021855614 (CA)



Mitchell Glasson
Vice President

(707) 364-5650

mitchell.glasson@matthews.com
License No. 02016029 (CA)

Kyle Matthews | Broker of Record | License No. RC52200195 (IN)

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.