

Breeden COMMERCIAL

Premier Redevelopment Opportunity

National Road Corridor | Columbus, Indiana

This offering represents a rare opportunity to acquire a large-scale commercial redevelopment site along one of Columbus, Indiana's most visible and active corridors. Comprising three parcels—2980 N National Rd (± 3 acres) and 3020–3040 National Road (± 10 acres)—the property totals **13 acres**. Positioned directly on National Road and immediately adjacent to Nexus Park, the combined site offers flexibility and built-in demand that is increasingly difficult to replicate. Notably, the 2980 N National Rd parcel provides the additional 3 acres and includes the hard corner at N National Rd and Herman Darlage Dr, a key attribute for future development.

Executive Summary

13 Acres

Prime commercial redevelopment opportunity on Columbus' primary commercial artery

This **13-acre offering** comprises two key parcels: 2980 N National Rd (± 3 acres) and 3020–3040 National Road (± 10 acres). The combined site delivers attributes rarely found together: **scale, visibility,** and **predictable demand.** Notably, the 2980 N National Rd parcel contributes the additional acreage and includes the highly strategic hard corner at N National Rd and Herman Darlage Dr. Large contiguous parcels along National Road are increasingly scarce, and this site's proximity to a year-long activity generator materially enhances its development potential and market appeal.

The property is being offered to accommodate a wide range of development strategies, from pad retail and quick-service restaurants to hospitality, medical, or phased mixed-use development. The Seller is aligned for a clean and efficient transaction, allowing qualified buyers a clear path to execution.

Property Overview

Located at 3020–3040 National Road, the offering includes three parcels: 2980 N National Rd (± 3 acres) and 3020–3040 National Road (± 10 acres), totaling approximately **13 acres available for sale**. The 2980 N National Rd parcel provides the additional 3 acres and notably includes the hard corner at N National Rd and Herman Darlage Dr, providing a significant locational advantage.

The site currently contains existing auto and office improvements that are considered secondary to the underlying land value. The offering is positioned primarily as a redevelopment opportunity, allowing buyers to reimagine the site in alignment with current market demand and corridor evolution.

The property's configuration allows for segmentation into smaller development pads or assemblage into a larger, unified project, creating optionality rarely available in comparable offerings.





Site Plan & Redevelopment Context

The site's layout and frontage along National Road create a highly efficient canvas for redevelopment. Its rectangular configuration and depth allow for multiple access points, strong internal circulation, and clear visibility from the corridor.

Strategic Layout

Rectangular configuration provides exceptional flexibility for site planning and tenant positioning

Multiple Access Points

Site depth and frontage enable efficient ingress/egress and internal circulation design

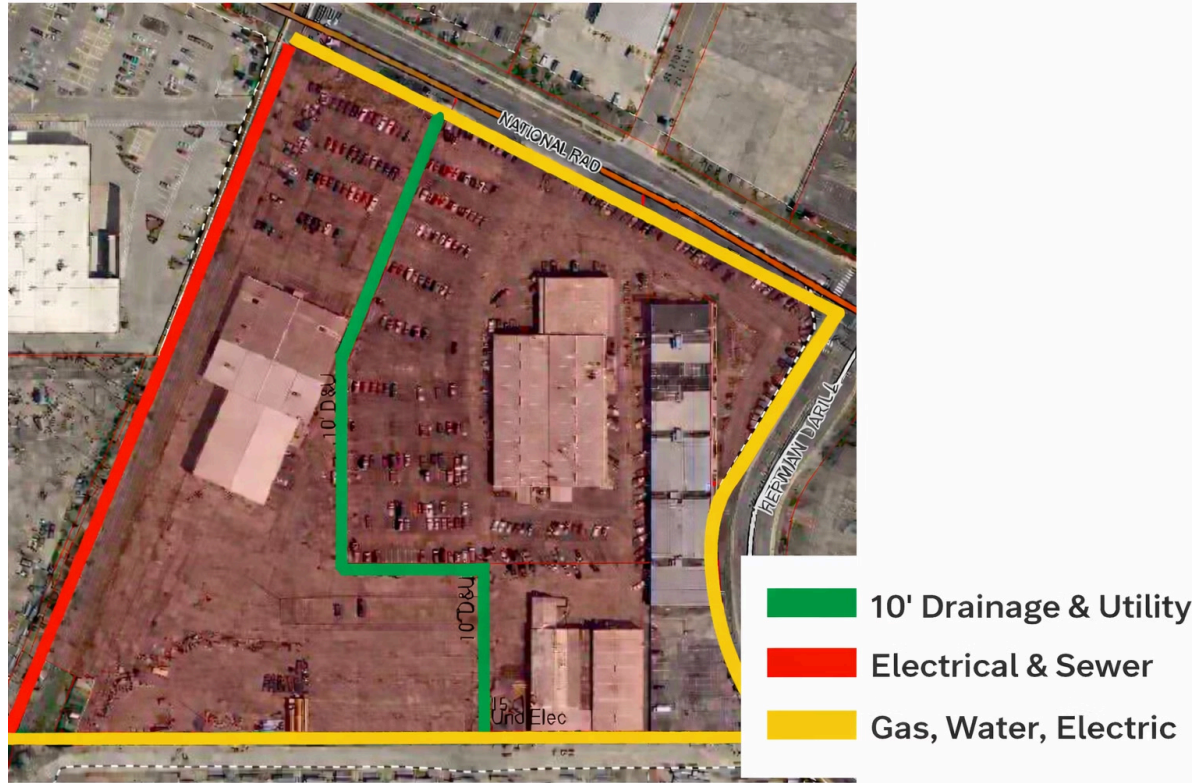
Adjacency Advantage

Surrounding commercial uses and Nexus Park enhance suitability for destination-oriented development

Development Optionality

Well-positioned for both immediate execution and phased development strategies

Utilities & Site Infrastructure



Complete Utility Access

The property benefits from full utility infrastructure already in place, reducing development costs and accelerating project timelines.

Available Utilities:

- Electrical & Sewer - Direct access along property frontage
- Gas, Water, Electric - On-site connections available
- 10' Drainage & Utility Easement - Established infrastructure corridor

Municipal Services

Columbus provides reliable, cost-effective municipal utilities including water, electric, and fiber infrastructure. The city's investment in utility infrastructure supports efficient development and long-term operational stability.

All major utilities are accessible at the property line, eliminating the need for costly extensions or off-site improvements.

Development Vision & Site Plan Example



This conceptual site plan illustrates the significant development potential for the properties at 2980 N National Rd (± 3 acres) and 3020–3040 National Road (± 10 acres). It showcases a highly flexible multi-pad configuration designed to attract a diverse range of commercial tenants.

Key Features of the Conceptual Design:

- **Flexible Multi-Pad Layout:** Accommodates various retail and restaurant opportunities.
- **Excellent Visibility:** Maximizes exposure from high-traffic National Road.
- **Efficient Circulation:** Optimized parking and traffic flow for easy access.
- **Multiple Building Pads:** Designed to suit diverse tenant sizes and types.

This plan is one example of many possible configurations; the final development will align with the buyer's specific vision and requirements.

Investment Highlights

This offering is defined by durable fundamentals that support both near-term execution and long-term value creation.

Scale & Scarcity

Large, contiguous commercial sites along National Road are limited. The ability to control a 13-acre offering, comprising 2980 N National Rd (± 3 acres) and 3020–3040 National Road (± 10 acres), provides a competitive advantage for developers seeking meaningful frontage and flexible site planning. Specifically, 2980 N National Rd provides the hard corner at N National Rd and Herman Darlage Dr, reinforcing the scarcity and strategic positioning of the offering.

Visibility & Access

Direct frontage along National Road, one of Columbus' most heavily trafficked and recognizable commercial corridors, offering strong exposure and ease of access for both local and regional users. Additionally, the site benefits from a signalized corner at N National Rd and Herman Darlage Dr.

Built-In Demand Generator

Immediate adjacency to Nexus Park creates consistent daily traffic and significant event-driven visitation that supports food, beverage, hospitality, and service-oriented uses.

Flexible Development Profile

The site supports a wide range of uses and configurations, reducing buyer friction and expanding the pool of potential users and investors.

Nexus Park Adjacency – Built-In Demand

Nexus Park is one of the most impactful demand drivers in the Columbus market. As a major civic and regional destination, it generates consistent daily visitation from families, youth programming, and community users, as well as substantial spikes in traffic during tournaments and regional events.

Daily Visitor Traffic

Consistent activity from families and youth programs creates predictable consumer demand throughout the week.

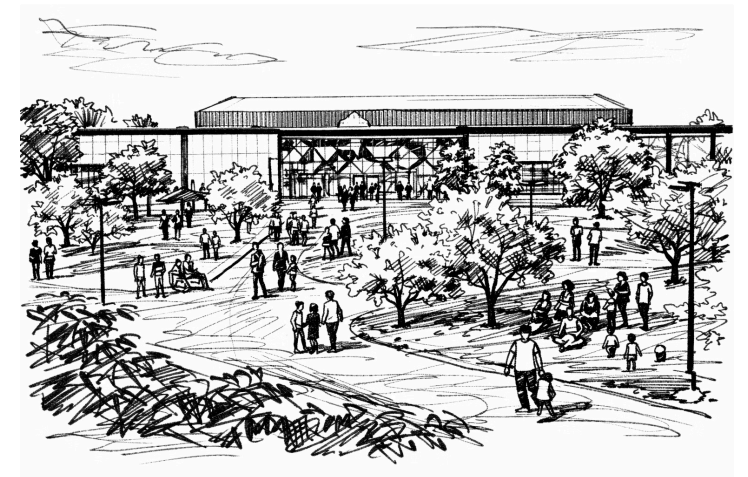
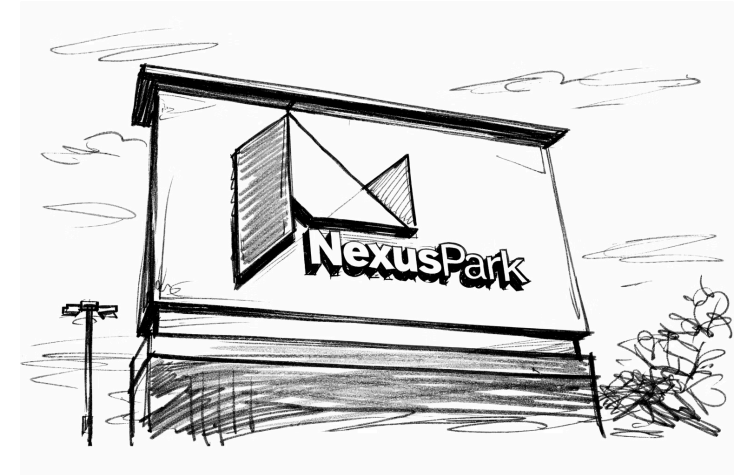
Tournament-Driven Events

Regional competitions and tournaments generate substantial visitor spikes, supporting hospitality and service-oriented uses.

Evening & Weekend Activity

Programming extends beyond traditional business hours, creating opportunities for restaurant, retail, and wellness concepts.

Few sites in the Columbus market offer this level of immediate synergy with a year-round activity center, positioning the property as a natural extension of the Nexus Park experience.



Trade Area Business Mix

Diverse Commercial Base Supporting Multiple Retail Concepts

Businesses Per 1,000 Population (5-Mile Radius)

RESTAURANT DENSITY

2.93 per 1,000 population

20% above Columbus average, 20% above US average

Strong dining market with established consumer base

HEALTHCARE CONCENTRATION

5.19 per 1,000 population

29% above Columbus average, 38% above US average

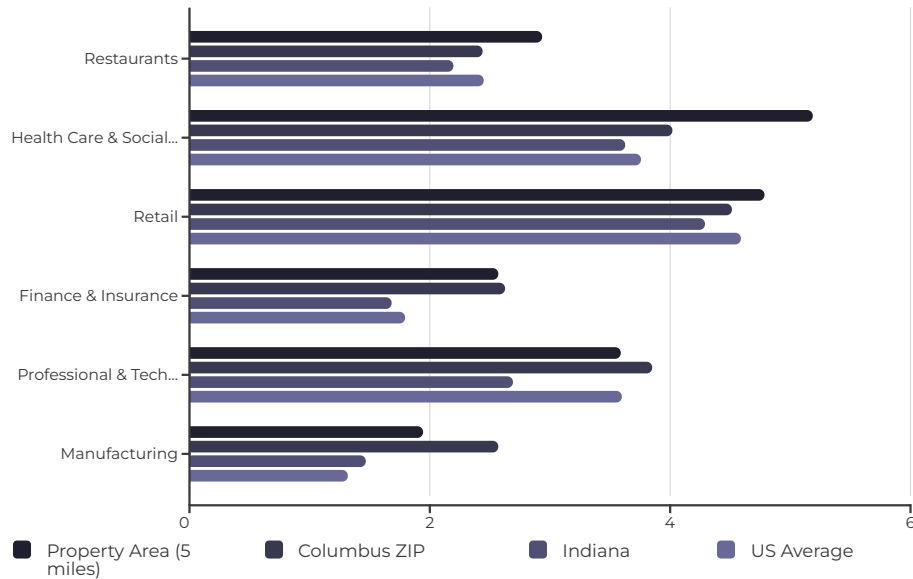
Medical office presence supports ancillary retail and services

RETAIL SATURATION

4.78 per 1,000 population

6% above Columbus average, 4% above US average

Well-established retail corridor with proven spending patterns



■ Property Area (5 miles) ■ Columbus ZIP ■ Indiana ■ US Average

The property sits within the 5-mile trade area, with business concentrations exceeding city, state, and national averages across most major categories, indicating a robust commercial environment.



Immediate Trade Area Profile

Dense Business Environment with Strong Daytime Population

This dense employment base creates consistent weekday traffic and supports restaurants, convenience retail, professional services, and other daytime-dependent uses.

571

Total Businesses

8,383

Total Employees

\$849M

Total Sales Volume

181.9

Businesses Per Square Mile

Business density is 2,480% higher than Bartholomew County average, indicating a highly concentrated commercial corridor.

Daytime Population Dynamics

Total Population: 8,982

Total Daytime Population: 13,333

Daytime-to-Resident Ratio: 1.48

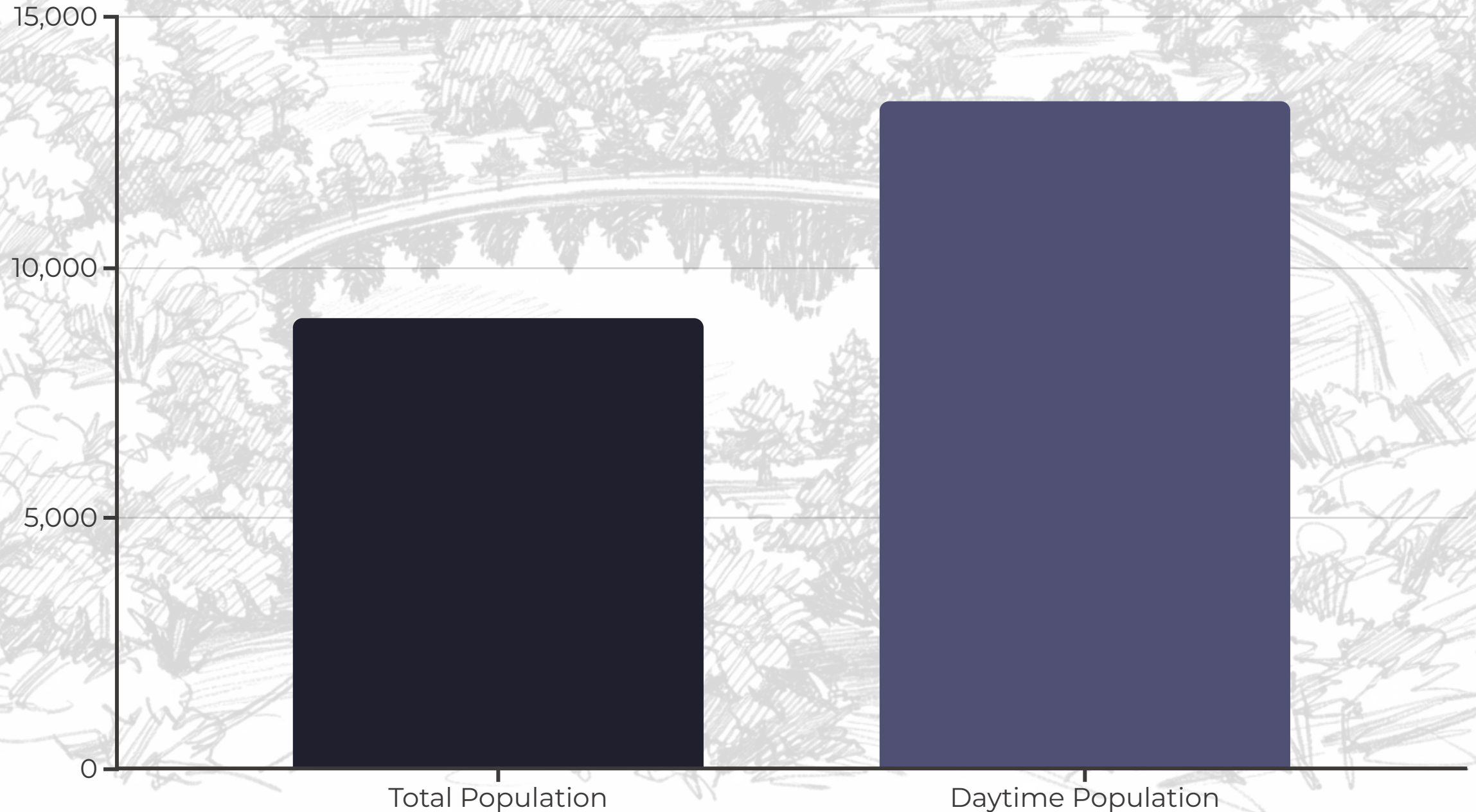
A ratio of 1.48 means nearly 50% more people are in the area during business hours than live there—a critical indicator for retail and service-oriented businesses.

Workforce Composition

- 67.7% Office-Based
- 19.6% Trades/Skilled Labor
- 12.7% Services

Major Employers in Area

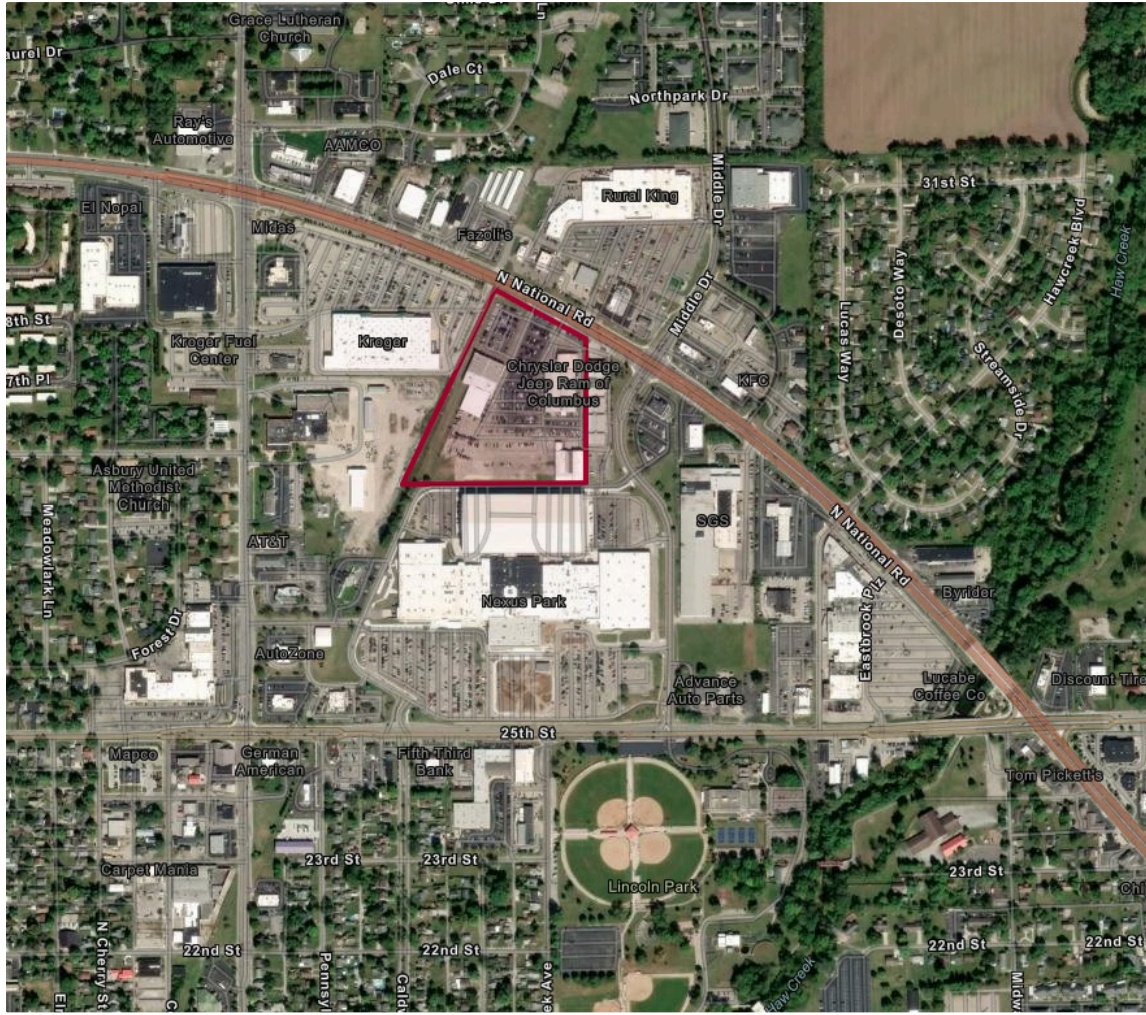
- Cummins Inc. (3,000 employees)
- Packaging Corporation of America (\$477M sales)
- 25+ businesses with \$10M+ annual sales
- 25+ businesses with 100+ employees



The chart illustrates the significant increase in population during daytime hours, showcasing the robust demand generated by the local workforce and businesses.

National Road Corridor

National Road stands as one of Columbus' most vital commercial arteries, serving as a primary gateway into the city and a strategic hub for a diverse array of businesses. This corridor is characterized by a high concentration of retail establishments, automotive services, various service-oriented businesses, and hospitality venues, catering to both local residents and regional visitors.



Continued Investment

Ongoing commercial reinvestment strengthens corridor appeal



Major Commercial Artery

High-visibility corridor with strong daily traffic counts



Regional Connectivity

Critical east-west artery supporting local and regional commerce

The corridor consistently benefits from robust daily traffic counts, which provide exceptional visibility and accessibility for businesses located along its stretch. Its well-established commercial identity is further enhanced by ongoing private and public reinvestment, fostering a dynamic environment for growth and innovation. This sustained appeal and its critical function as a primary artery ensure its long-term relevance and attractiveness for well-positioned developments looking to capitalize on continuous commerce and connectivity.

As Columbus continues to grow and reinvest in civic amenities, National Road remains a critical spine supporting both local commerce and regional connectivity.

Flexible Development Scenarios

The property's scale and frontage support a wide range of development concepts, allowing buyers to tailor the site to their specific business model or investment strategy.



Multi-Pad Retail & QSR

Pad retail and quick-service restaurant development oriented to National Road traffic, capitalizing on high visibility and accessibility



Hospitality Development

Extended-stay or select-service lodging supporting tournament visitation and regional travel demand generated by Nexus Park



Medical & Wellness

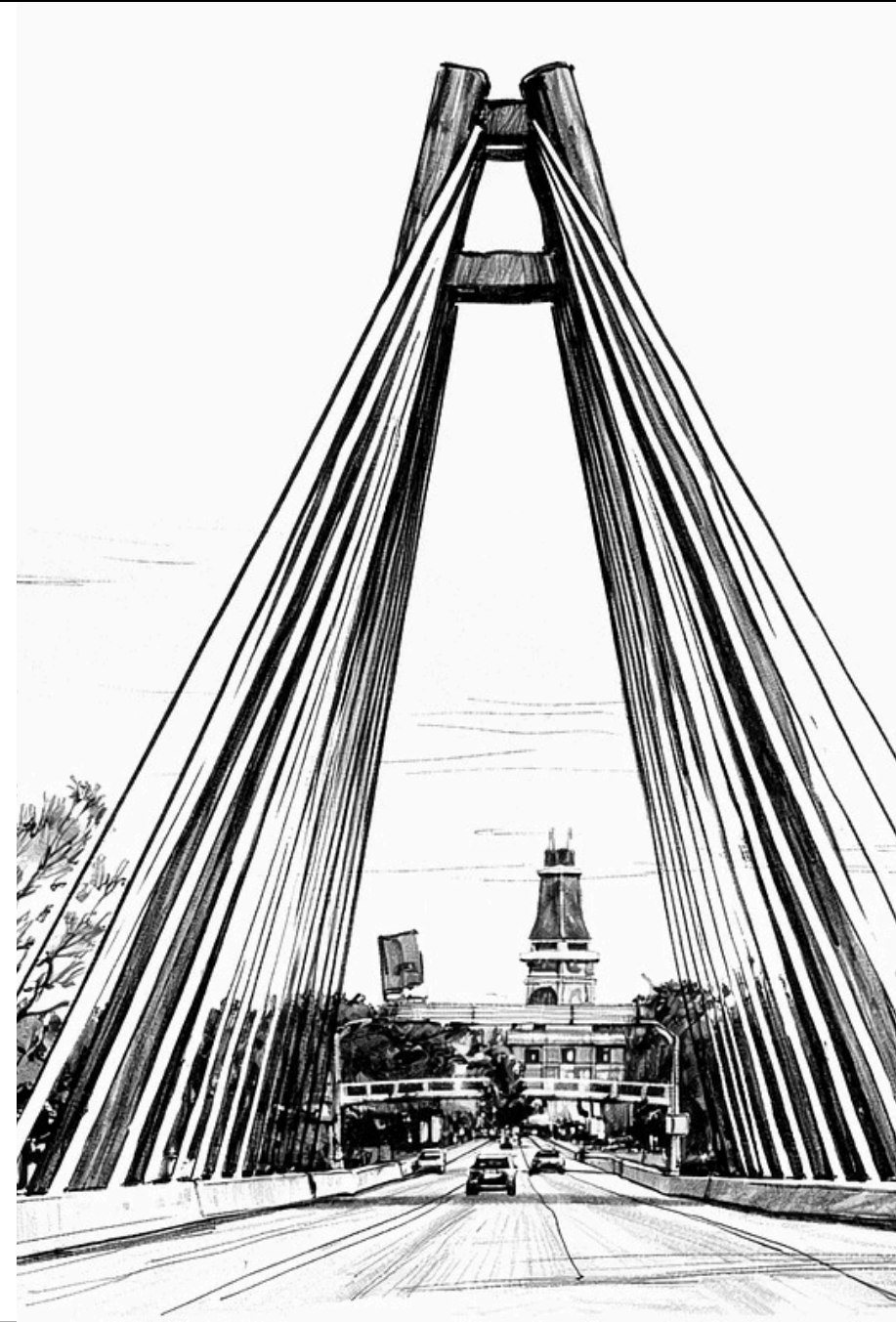
Outpatient facilities, sports therapy, or wellness centers aligned with family-oriented and athletic programming



Phased Mixed-Use

Long-term development combining food, service, experiential retail, and complementary uses in a strategically phased approach

This flexibility broadens the buyer universe and enhances the site's ability to adapt to evolving market conditions.



Exceptional Regional Connectivity

STRATEGICALLY POSITIONED IN SOUTHERN INDIANA

CONVENIENTLY LOCATED WITHIN 2 HOURS OF INDIANAPOLIS AND LOUISVILLE, WITH ACCESS TO MAJOR MIDWEST MARKETS

HIGHWAYS

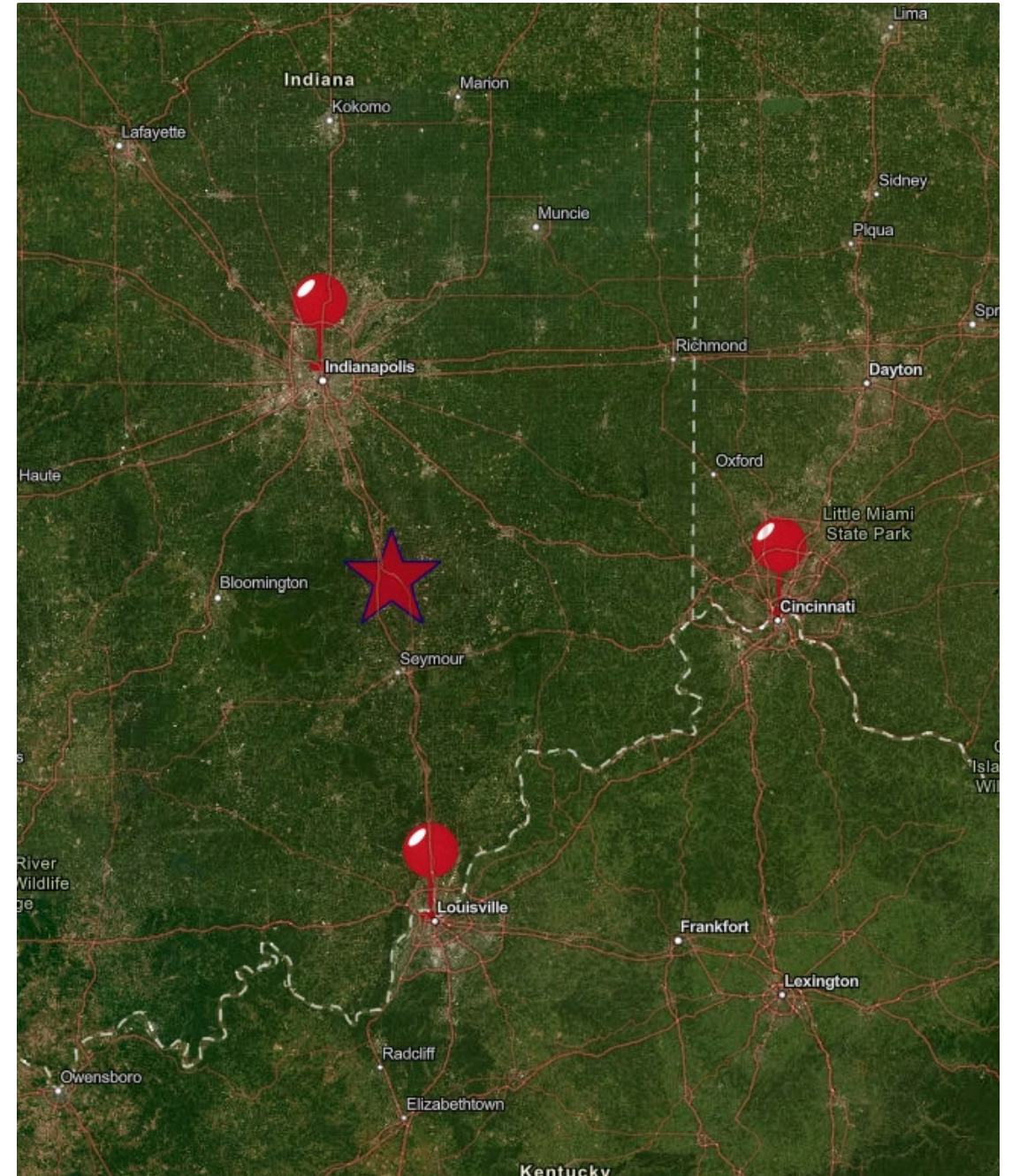
- Direct access to US-31 and State Road 46
- I-65 corridor access within 15 minutes
- Easy connectivity to Indianapolis, Louisville, and Cincinnati

AIRPORTS

- Indianapolis International Airport (IND) - 60 minutes north
- Louisville Muhammad Ali International Airport (SDF) - 75 minutes south
- Regional airport access for private aviation
- Cincinnati/Northern Kentucky International Airport (CVG) - 90 minutes east

LOGISTICS

- Strategic position along major north-south freight corridor
- Growing distribution and logistics hub



Columbus, Indiana Market Context

Columbus is a full-service city with its own public safety, infrastructure, and municipal utilities. The city is nationally recognized for its architectural heritage, quality of life, and business-friendly environment that supports long-term growth and stability.

Economic Foundation

Columbus is nationally recognized for its architectural legacy, advanced manufacturing base, and strong civic leadership. The city has consistently invested in quality-of-life initiatives, public amenities, and infrastructure that support long-term economic stability.

Home to major employers including **Cummins Inc.**, along with a diversified economic base spanning manufacturing, healthcare, and professional services, Columbus attracts skilled labor and continued private investment.

The Columbus region benefits from strategic location within Indiana, offering efficient access to Indianapolis, Louisville, and Cincinnati while maintaining a high quality of life that supports workforce retention and business growth.

Columbus & Surrounding Communities

The region is renowned for an exceptional quality of life, characterized by a strong sense of community, safety, and affordability. Educational excellence is a cornerstone of the area, with highly-rated schools and strong academic programs.

Outdoor enthusiasts will find an abundance of recreational opportunities, including an extensive network of scenic trails and well-maintained parks. A vibrant cultural scene features diverse arts organizations, historical sites, and regular community events.

- **Columbus, IN (Population ~51,000):** Uniquely welcoming, diverse, and community-oriented with exceptional modern architecture
- **Edinburgh, IN (Population ~4,400):** Historic small-town feel with unique retail and family-friendly atmosphere

Why Columbus

Located just minutes from the property, downtown Columbus offers a vibrant mix of dining, retail, cultural attractions, and community amenities. The city's commitment to placemaking and public investment creates an attractive environment for businesses and their employees.

Community Benefits



650+ ACRES OF PARKLAND

Extensive trail systems and recreational facilities throughout the city



ARCHITECTURAL HERITAGE

Nationally recognized for modernist architecture and urban design



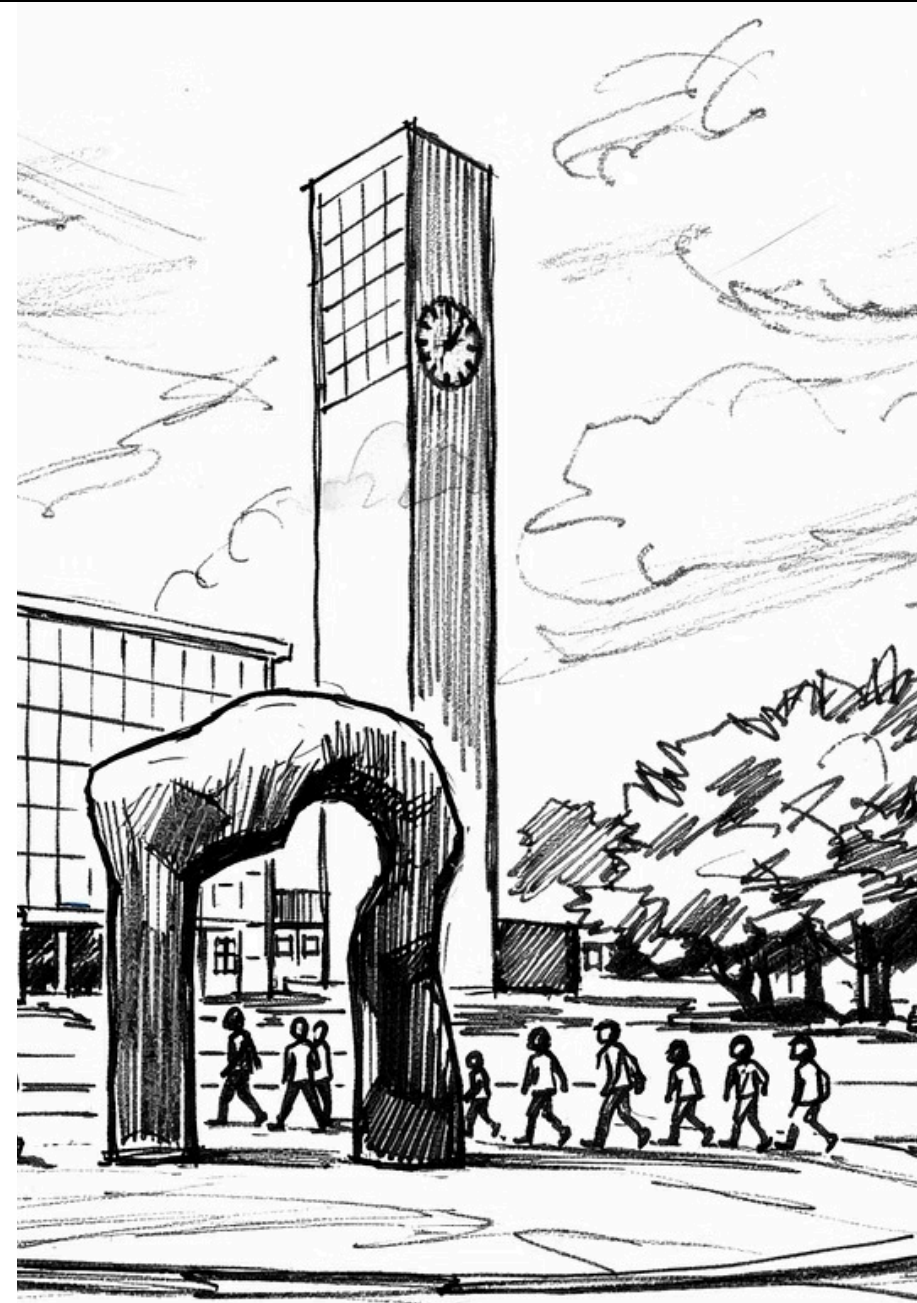
MUNICIPAL UTILITIES

Reliable, cost-effective water, electric, and fiber infrastructure



SKILLED WORKFORCE

Strong educational institutions and workforce development programs



Economic & Demographic Drivers

Strong Fundamentals Support Retail Growth

+0.52%

EMPLOYMENT GROWTH

Total Employment: 52,000 jobs

Retail Trade Employment: 5,000 jobs

Columbus is outpacing national employment growth, supporting consumer spending and retail demand.

+0.4%

POPULATION TRENDS

Current Population: 85,336

Household Growth: +0.8%

Steady population and household growth drives retail expansion opportunities.

+3.7%

INCOME GROWTH

Median Household Income: \$83,608

Above-average income growth supports premium retail and dining concepts.

3.9%

UNEMPLOYMENT

Below National Average: 4.5%

Low unemployment indicates a healthy economy with strong consumer confidence.

KEY EMPLOYMENT SECTORS

- Manufacturing: 19,000 jobs (largest sector)
- Trade, Transportation & Utilities: 8,000 jobs
- Education & Health Services: 5,000 jobs
- Professional & Business Services: 5,000 jobs

RETAIL SECTOR OUTLOOK

Columbus retail trade employment showed resilience with modest decline of -0.36% compared to national growth of +0.38%, positioning the market for recovery and growth as new quality retail space becomes available.

Employment Growth

Population Trends

Income Growth

Unemployment Rate

This diagram summarizes the robust economic and demographic factors underpinning the market's potential.

Trade Area Demographics (1-Mile Radius)

Household Composition:

- **K2 Middle Ground:** 32.1% (1,157 households)
- **H1 Flourishing Families:** 19.1% (689 households)
- **K7 Room to Roam:** 12.4% (448 households)

These segments represent middle-to-upper-middle-income families with established spending patterns and brand loyalty.

Additional Market Indicators:

- **Wealth Index:** 105 (Above 100 = high purchasing power)
- **Population Growth:** 0.3% (stable, mature market)
- **Dominant Urbanicity:** Suburb

Educational Attainment (1-Mile):

- **Bachelor's Degree:** 26.2%
- **High School Diploma:** 21.8%
- **Graduate Degree:** 16.1%
- **Some College:** 15.2%

67.7% of the workforce is office-based, indicating a professional, white-collar employment base with discretionary income for retail and dining.

Retail Sales & Investment Activity

Active Market with Strong Pricing

RECENT SALES ACTIVITY (Past 12 Months)

- 31 retail properties traded
- \$43.3 Million in total volume
- 10.4% inventory turnover
- Average price: \$89/SF

Notable Recent Transactions:

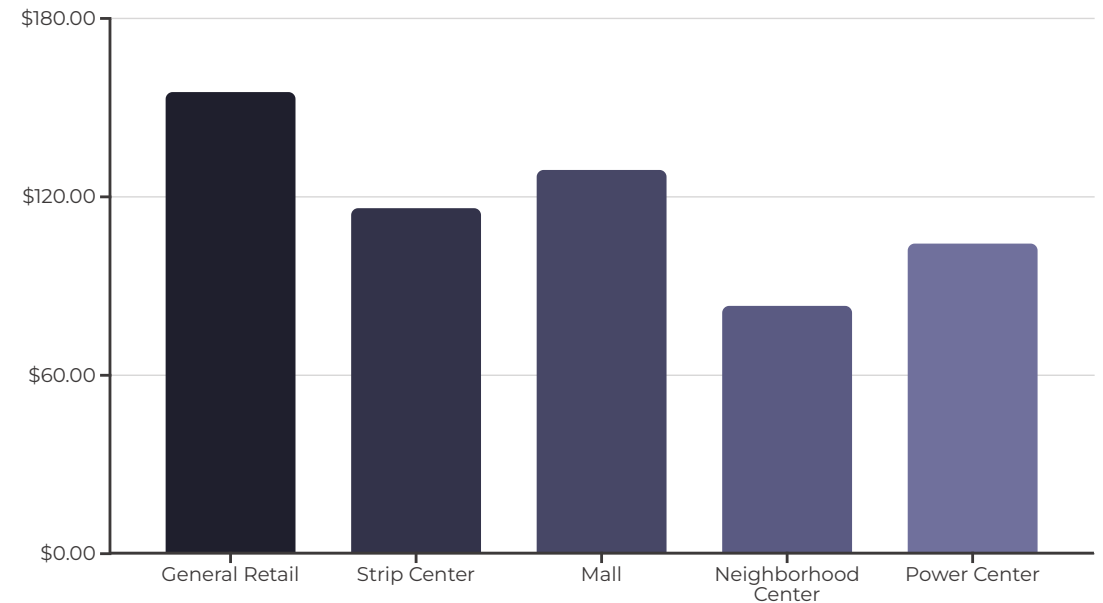
- The Market at Clifty Crossing: \$10.5M
- West Hill Shopping Center: \$8.3M (8.4% cap rate)
- Holiday Center: \$4.6M (8.7% cap rate)
- 1980 N National Rd: \$2.9M (8.7% cap rate)

MARKET PRICING TRENDS

Current Market Metrics:

- Estimated Market Price: \$133/SF
- Market Cap Rate: 8.4%
- 5-Year Avg Sales Volume: \$26.1M annually
- 10-Year Avg Sales Volume: \$19.7M annually

Pricing by Property Type:



Strong investment activity and stable cap rates demonstrate investor confidence in the Columbus retail market, supporting new development feasibility.

Retail Market Performance Trends

Consistent Demand and Limited Supply

Over the past 12 months, Columbus has seen active retail leasing with major tenants including Home Goods (25,000), Ross (21,216 SF), Zaxby's (2,870 SF), Drakes (TBD) and Olive Garden (7,700) committing to the market.

NET ABSORPTION

12-Month: (86,500) SF

The market experienced negative net absorption primarily due to limited available space rather than tenant departures, highlighting the need for new inventory.

VACANCY TRENDS

Current: 3.9%

5-Year Average: 3.0%

10-Year Average: 3.3%

Vacancy remains near historic lows, well below national averages.

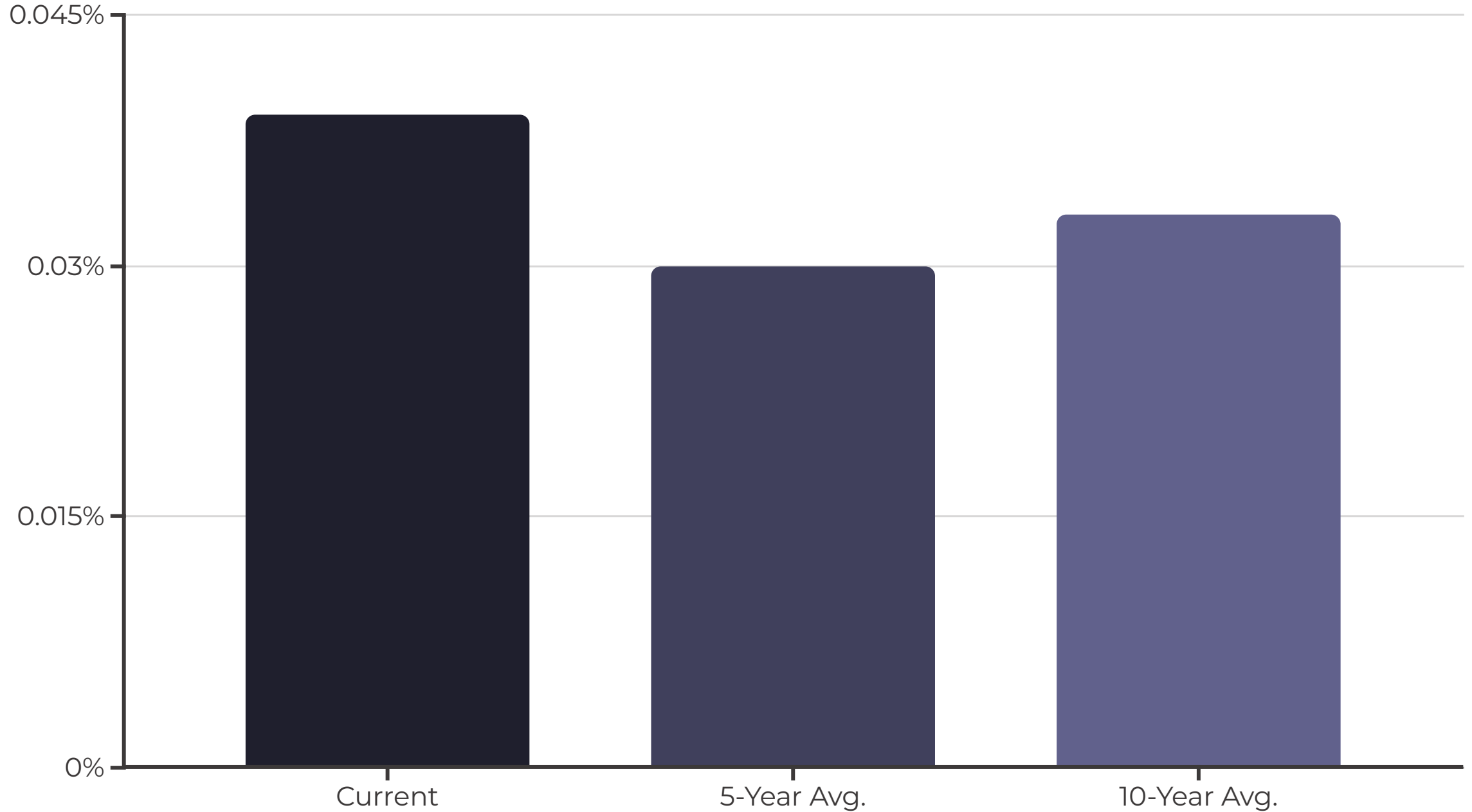
CONSTRUCTION ACTIVITY

Under Construction: 0 SF

10-Year Average: 4,600 SF

Minimal development pipeline creates opportunity for new projects.

Market Takeaway: Strong tenant demand combined with virtually no new supply creates an ideal environment for quality retail development along high-traffic corridors like National Road.



Columbus Retail Market Overview

Strong Fundamentals Support Development

Key Market Statistics

5.2M

Total Retail Inventory
SF

3.9%

Current Vacancy Rate

\$16.27

Market Asking Rent
/SF

+0.5%

12-Month Rent Growth

Market Highlights



LOW VACANCY ENVIRONMENT

At 3.9%, Columbus retail vacancy is significantly below the national average, indicating strong tenant demand and limited available space.



STABLE RENTAL RATES

Market rents of \$16.27/SF with positive year-over-year growth demonstrate pricing power and market stability.



MINIMAL NEW SUPPLY

Zero retail space currently under construction, creating scarcity and opportunity for new development.

- Columbus retail market conditions favor new development with low vacancy, stable rents, and minimal competing supply in the pipeline.

Breeden COMMERCIAL

Tara James

President

Phone: 317.224.7122

Email:

tara@breedencommercial.com

Wendy Scgalski

Commercial Broker

Phone: 812.447.0273

Email:

wendy@breedencommercial.com

Ryan Brand

Commercial Broker

Phone: 812.350.2334

Email:

ryan@breedencommercial.com

Jared Richey

Commercial Broker

Phone: 812.498.3335

Email:

jared@breedencommercial.com

Information contained herein has been obtained from sources believed to be reliable but has not been independently verified. Prospective purchasers should conduct their own investigations and rely on their own analysis when evaluating the opportunity. Any reliance on this information is solely at your own risk.