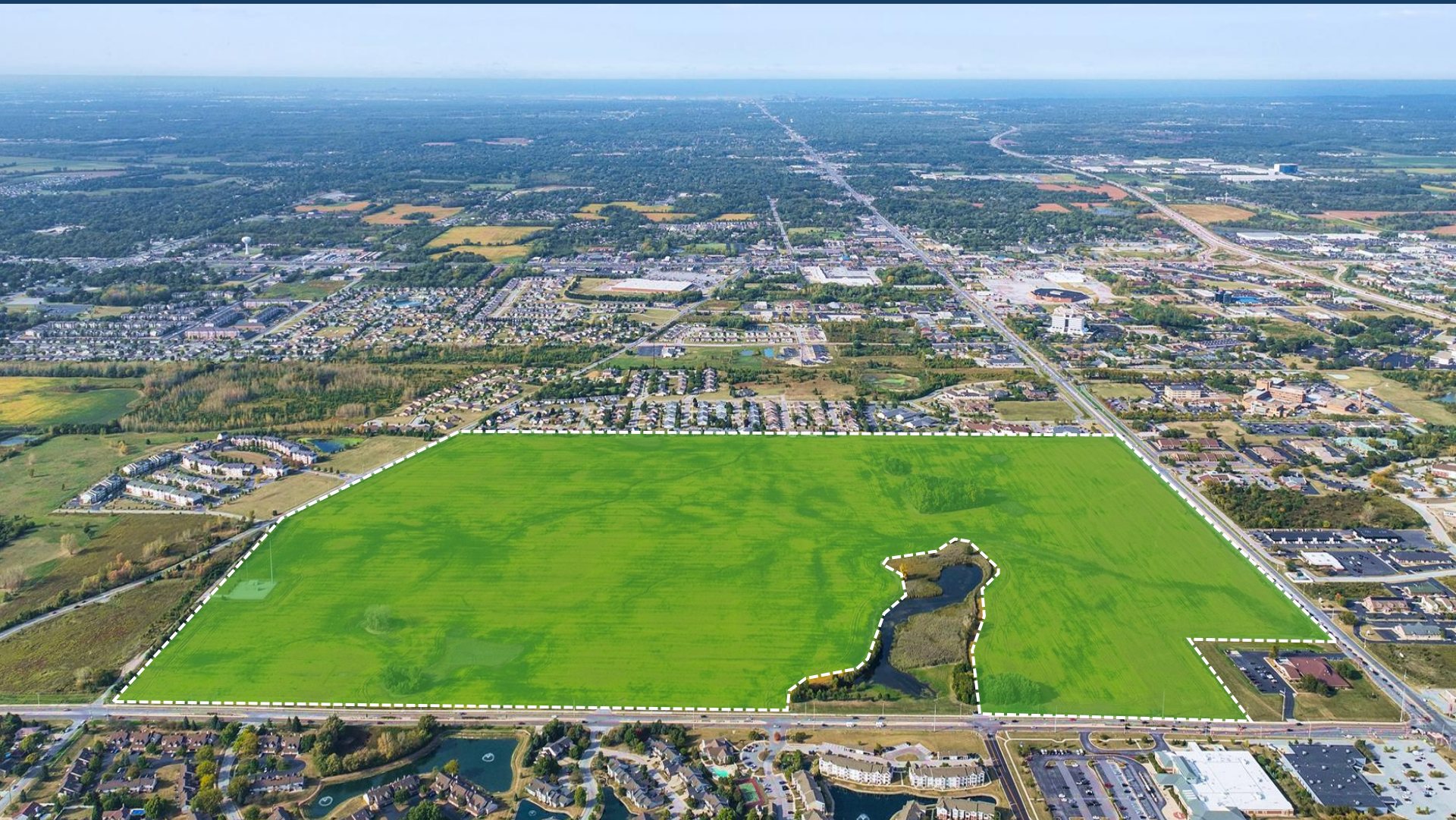


# 9100 Broadway

MERRILLVILLE, INDIANA

200+ Acres Mixed Use  
Development Opportunity



**Brian Coleman**  
219 210 2493  
[bcoleman@cbcregroup.com](mailto:bcoleman@cbcregroup.com)

 **COLDWELL BANKER** | **REAL ESTATE**  
**COMMERCIAL** | **GROUP**

# Summary

## Property Description

- Exceptional mixed-use development opportunity in the much sought after Town of Merrillville in Northwest Indiana.
- Address 9100 Broadway, Merrillville, IN 46410
- Located at the northwest corner of 93<sup>rd</sup> and Broadway, this 200+ acre farmland offers a unique opportunity for substantial development along the ‘medical care corridor’ of Broadway and Crown Point boundary of 93<sup>rd</sup> Avenue.
- Excellent visible frontage of 2,065’ along Broadway and 3,400’ along 93<sup>rd</sup> Avenue.
- Currently zoned residential R2 and commercial C5 with Town receptive to zoning revisions for preferred development plans.
- Owner’s Conceptual Plans for comprehensive development positively received by the Town demonstrating alignment of vision and interests.
- Located in Broadway Expansion TIF District with other incentives available from regional and State sources.
- Town owns 11.6 acres parcel within site used for Stormwater Control and may be available by separate sale.
- Topography – level at street
- Current Taxes – exempt
- PIN: 45-12-28-400-003.000-030

## Offering Summary

- The development land is 208 acres made up of approximately 67 acres for commercial and 141 acres for residential use.
- Entire site available at a price subject to offer.
- Commercial lots available at asking price of \$200,000 per acre, and residential lots at asking price of \$90,000 per acre.
- Seller reserves the right to price any portion of remaining land on a ‘case by case’ basis.

## Location Overview

- US 30 – 1.0 mile
- US 65 – 1.5 miles
- I94 – 8.5 miles
- I90 (tollway) – 11.5 miles
- Chicago (downtown) – 45.5 miles
- Indianapolis – 143 miles

## Nearby Healthcare Providers

- Methodist Hospital – .5 miles
- Pinnacle Hospital – .5 miles
- Community Stroke and Rehabilitation Center – 1.6 miles
- University of Chicago Medicine – 2.5 miles
- Franciscan Health – 5 miles

# Zoning



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# Available Lots – flexible configurations



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# Location



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# Surrounding Area

- Located at the northwest corner of 93<sup>rd</sup> and Broadway, this 200+ acre farmland offers a unique opportunity for substantial development along the 'medical care corridor' of Broadway and Crown Point boundary of 93<sup>rd</sup> Avenue.

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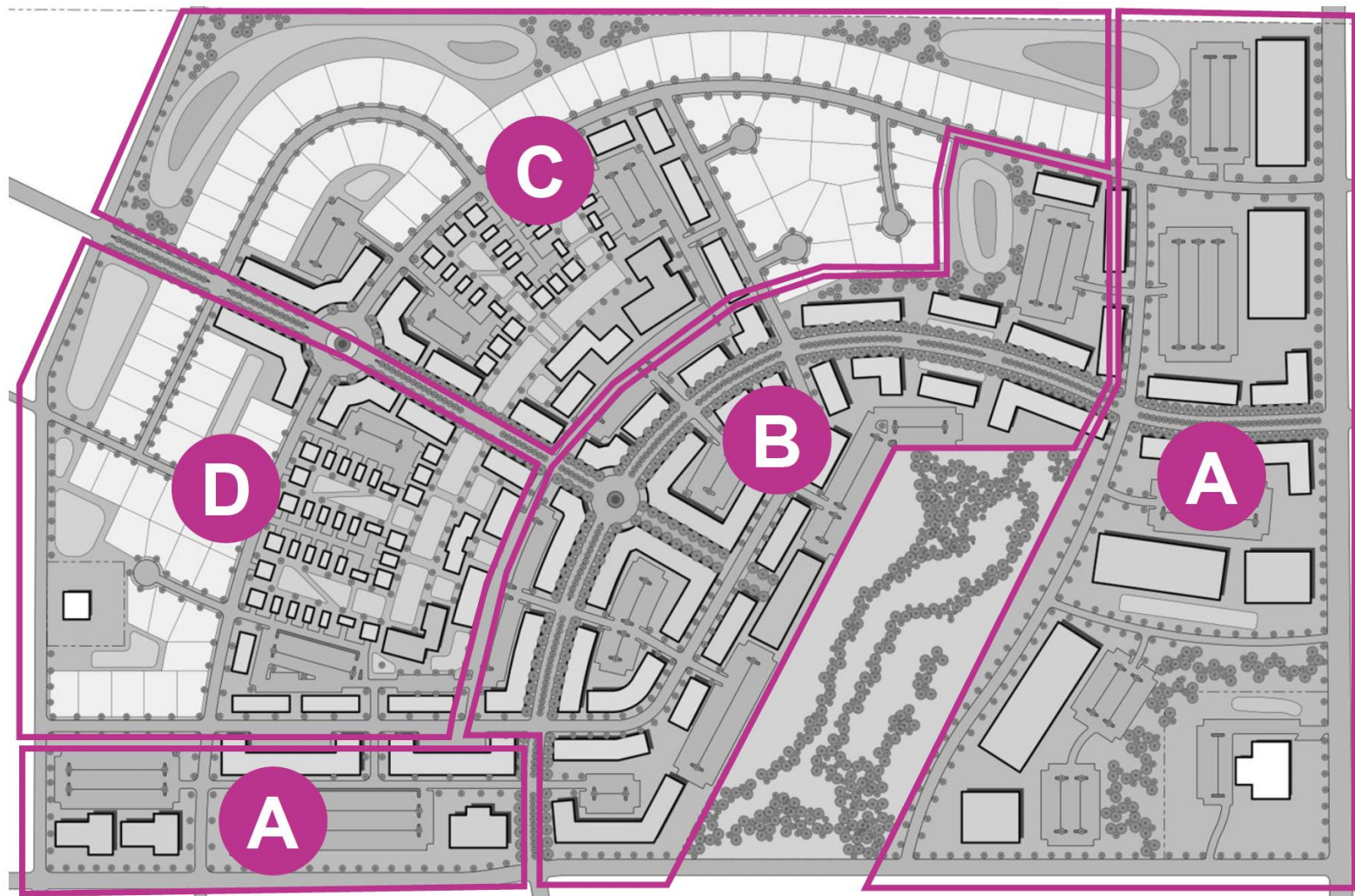


# Retail and Professional Services



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# Concept Plans Presented to Town



**Zone A**  
General Retail  
Multi-Family Housing

**Zone B**  
Destination Retail  
Mixed-use Retail  
Multi-Family Housing:

**Zone C**  
Multi-Family Housing  
Pocket Neighborhood  
Detached Single-Family Lots  
Civic Function

**Zone D**  
Multi-Family Housing  
apartments (assuming  
three-stories)  
Pocket Neighborhood  
Detached Single-Family Lots  
Civic Function



# Concept Plans

Prioritizing Livability



## Legend

- A. Detention Pond
- B. Single-Family Housing
- C. Multi-Family Housing
- D. Pocket Neighborhood
- E. Civic Function (library, clinic, church etc.)
- F. Retail
- G. Mixed-Used Development
- H. Entertainment Venue/Destination Retail
- I. Diocese of Gary Existing Offices

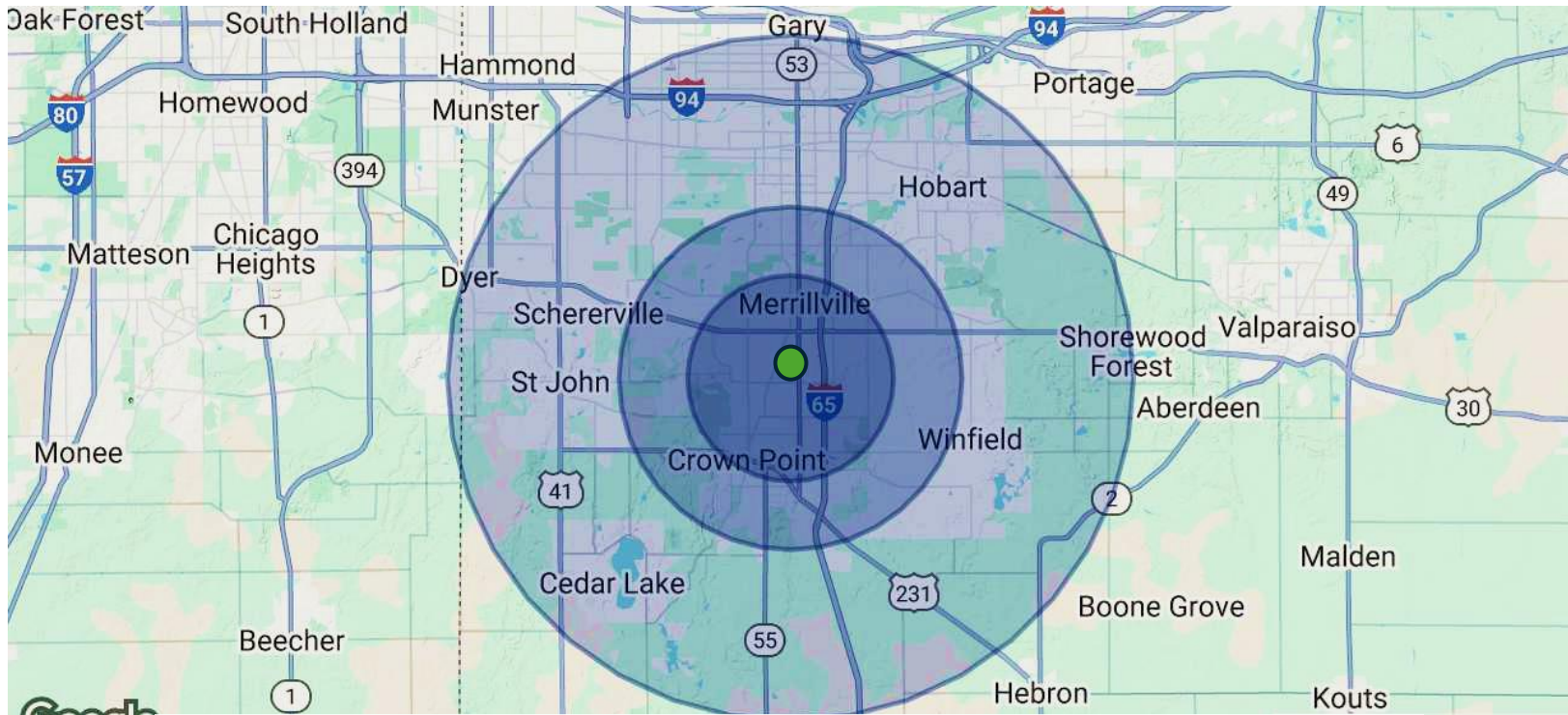
# Concept Neighborhood



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# Demographics



<b>POPULATION</b>	<b>3 MILES</b>	<b>5 MILES</b>	<b>10 MILES</b>
Total Population	41,425	100,824	325,647
Average Age	43	41	41
Average Age (Male)	41	40	40
Average Age (Female)	45	43	42
<b>HOUSEHOLDS &amp; INCOME</b>	<b>3 MILES</b>	<b>5 MILES</b>	<b>10 MILES</b>
Total Households	17,290	39,313	128,079
# of Persons per HH	2.4	2.6	2.5
Average HH Income	\$93,560	\$101,791	\$99,070
Average House Value	\$261,063	\$287,249	\$280,463

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# Indiana Business Climate

## CORPORATE INCOME TAX: 4.9%

Indiana's corporate adjusted gross income tax is calculated at a flat percentage of the company's adjusted gross income attributable to the company's Indiana sales.

To determine Indiana's share of an interstate or international corporation's taxable income, a company's adjusted gross income is apportioned based upon a single sales factor with Indiana's portion based solely on the portion of the company's sales in Indiana.

MI: 6% | OH: N/A | KY: 5% | IL: 9.5%

## COMPETITIVE TAX RATES

Tax rates and exemptions vary among local jurisdictions, but real and personal property tax rates are constitutionally capped at 3% in Indiana.

Individual Income Tax Rate: 3.05%

MI: 4.25% | OH: 3.5% | KY: 4% | IL: 4.95% | IN: 3.05%

**AAA** Indiana  
Bond Rating

Michigan: AA+ | Ohio: AAA | Kentucky: AA | Illinois: A-  
(Fitch, 2024)

## UNEMPLOYMENT INSURANCE RATE: 2.5%

Indiana's applied rate for new employers (less than 36 months) is 2.5%, except NAICS code 23 is 3.23% or government rate is 1.6%. Premiums are based on the first \$9,500 of wages.

Employers that no longer hold new employer status and are not subject to the penalty rate qualify for an experience-based merit rate.

UI Tax for New Employers: \$238

## WORKER'S COMPENSATION PREMIUM RATE RANK: 4<sup>th</sup>

Indiana offers a competitive environment for business, with less red tape and higher rankings to impact your bottom line.

MI: 14<sup>th</sup> | OH: 5<sup>th</sup> | KY: 6<sup>th</sup> | IL: 33<sup>rd</sup>

## RIGHT TO WORK: YES

Indiana is a right to work state with a business-friendly environment.

MI: NO | OH: NO | KY: YES | IL: NO

# Indiana Business Climate America's Top State

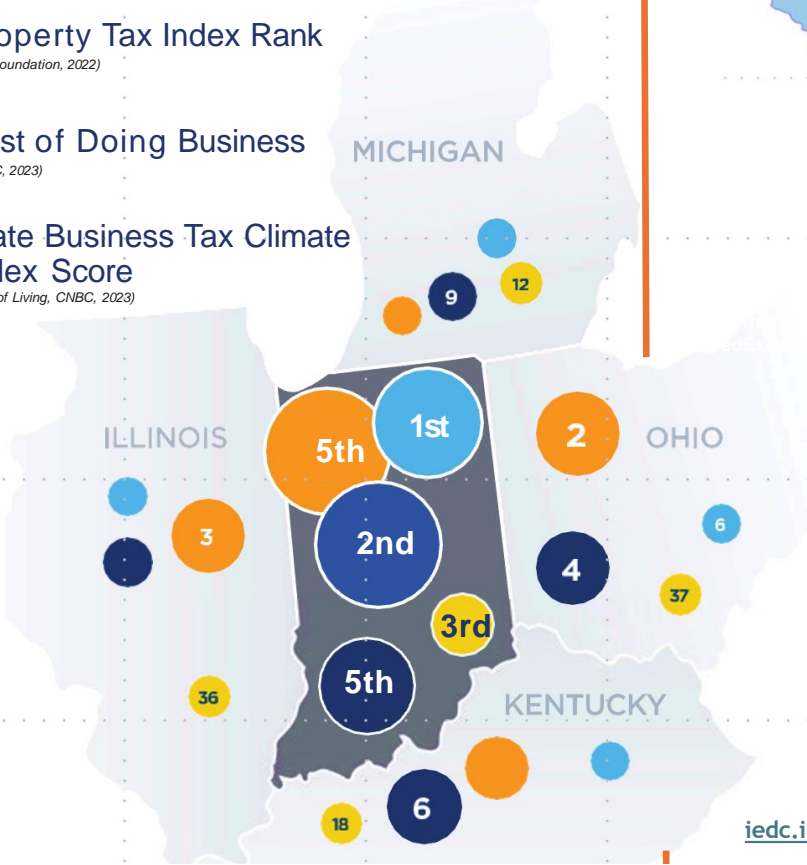
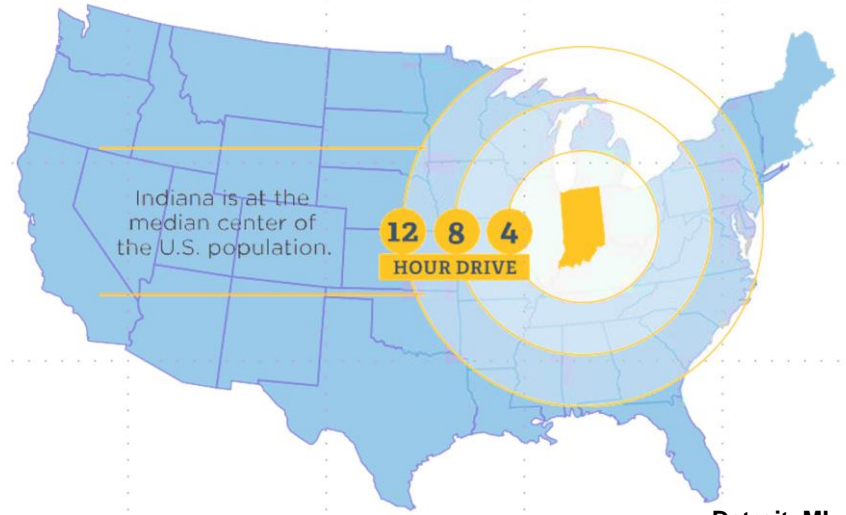
**5th** America's Top State for Business Infrastructure  
*(CNBC, 2023)*

**2nd** Best Place to Start a Business  
*(Forbes, 2024)*

**1st** Property Tax Index Rank  
*(Tax Foundation, 2022)*

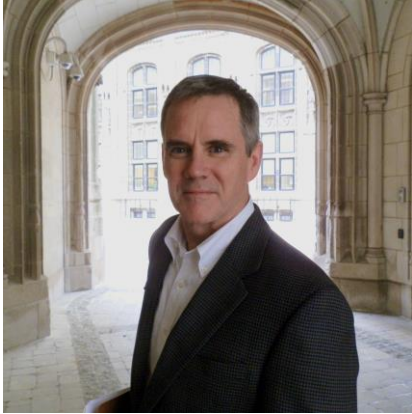
**5th** Cost of Doing Business  
*(CNBC, 2023)*

**3rd** State Business Tax Climate Index Score  
*(Cost of Living, CNBC, 2023)*



[iedc.in.gov](http://iedc.in.gov)

# Biography



Brian Coleman  
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## Background

Brian is a commercial real estate professional with over 30 years experience in brokerage and development in the UK and US. Early on, Brian established a niche role serving and advising church and religious organizations on all matters relating to real estate. Subject properties have included land, churches, schools, rectories, convents, nursing care facilities and cemeteries, among others – with each property having its own unique strategic outcome. While in the UK, Brian was involved in warehouse/distribution and office properties including development, leasing and sales.

## Professional and Board Activity

Board Member – Michigan City Economic Development Corporation  
Board Member – LaPorte County Habitat for Humanity  
Board Member – Marquette High School, Michigan City  
Member - Chicago Bar Association

## Education

BSc Finance  
JD Law  
MSc Real Estate Finance

## Licensure

IN Real Estate Broker - RB22000393  
IL Real Estate Broker – 475.198322  
IL Attorney