

OUTLOTS FOR SALE, BUILD-TO-SUIT, OR GROUND LEASE

Vacant Land - US 20 | Michigan City, IN 46360



Great Development Opportunity in Michigan City

Land:	Three Outlots Totaling 2.303 Acres Additional acreage may be available.
Zoning:	Commercial
Improvements:	Street, Curb Cuts
Land Uses:	Retail, restaurant, office, or service-oriented development.
List Price:	Parcel A - 1.027 Acres - \$888,000 Parcel B - 0.654 Acres - \$548,000 Parcel C - 0.662 Acres - \$588,000

[VIEW PROPERTY ONLINE](#)

Details:

This 2.303-acre land offering presents a prime development opportunity along highly traveled U.S. 20 in Michigan City, Indiana, consisting of three individual outlots situated on the south side of the highway. Located less than 200 yards from the bustling intersection of U.S. 20 and Indiana Highway 421 (Franklin Street)—widely recognized as the primary intersection and “Gateway into Michigan City”—the property benefits from exceptional visibility and accessibility in the heart of an established high-density retail corridor. The three outlots range in size from 0.654 to 1.027 acres, including Parcel A (1.027 Acres), Parcel B (0.654 Acres), and adjacent Parcel C (0.662 Acres), offering flexibility for a variety of development concepts. QSRs with drive-thrus are subject to a special-use permit with Michigan City. The parcels have already been leveled and are development-ready, with infrastructure in place to streamline the construction process, while all three outlots feature existing curb cut access. Positioned among major retailers and commercial traffic generators, this site offers an outstanding opportunity for retail, restaurant, office, or service-oriented development in one of Michigan City’s most prominent commercial locations.



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PROPERTY FACT SHEET

Three commercially zoned retail pad sites:

- Parcel A - 1.027 acre | \$888,000.00
- Parcel B - 0.654 acre | \$548,000.00
- Parcel C - 0.662 acre | \$588,000.00 (adjacent to Parcel B)

Situated on US 20 within the heart of the retail corridor – Over 22,800 AADT on US 20 and within one hundred yards of the U.S. 20 & 421 intersection.

Adjacent to Dunes Plaza with retailers such as Ross, Kohls, TJ Maxx, Five Below, Ulta, PetSmart and Office Max as well as Sonic, Arby's, Popeye's and Starbucks.

Local amenities and attractions include:

- South Shore Line | ~60–70 min to Chicago
- Indiana Dunes National Park | 3M+ visitors/year
- Lighthouse Outlet Mall | ~2M+ visitors/year
- Blue Chip Casino | ~1M+ visitors/year

Located across US 20 from future Marquett Mall redevelopment in to multi-structure Franciscan Health headquarters, ancillary medical, office and retail campus.

Key demographics:

- Population | 31,466 (2024)
- Median Income | USD 32,345 (2024)
- Median Age | 38.8 yrs (2024)
- Unemployment Rate | 3.5% (Dec 2025)

Sale, ground lease or build-to-suit options available.

NEARBY RETAILERS

OUTLOTS AVAILABLE

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five BELOW	ROSS DRESS FOR LESS
KOHL'S	DOLLAR GENERAL
SALLY BEAUTY	ANYTIME FITNESS
SEPHORA	TJ-MAXX

BUFFALO WILD WINGS	Speedway	White Castle	ADVANCE AUTO PARTS
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AspenDental	PANDA EXPRESS	
Great Clips	DUNKIN'	BASKIN-ROBBINS



1.027 Acre Outlot



0.662 Acre Outlot

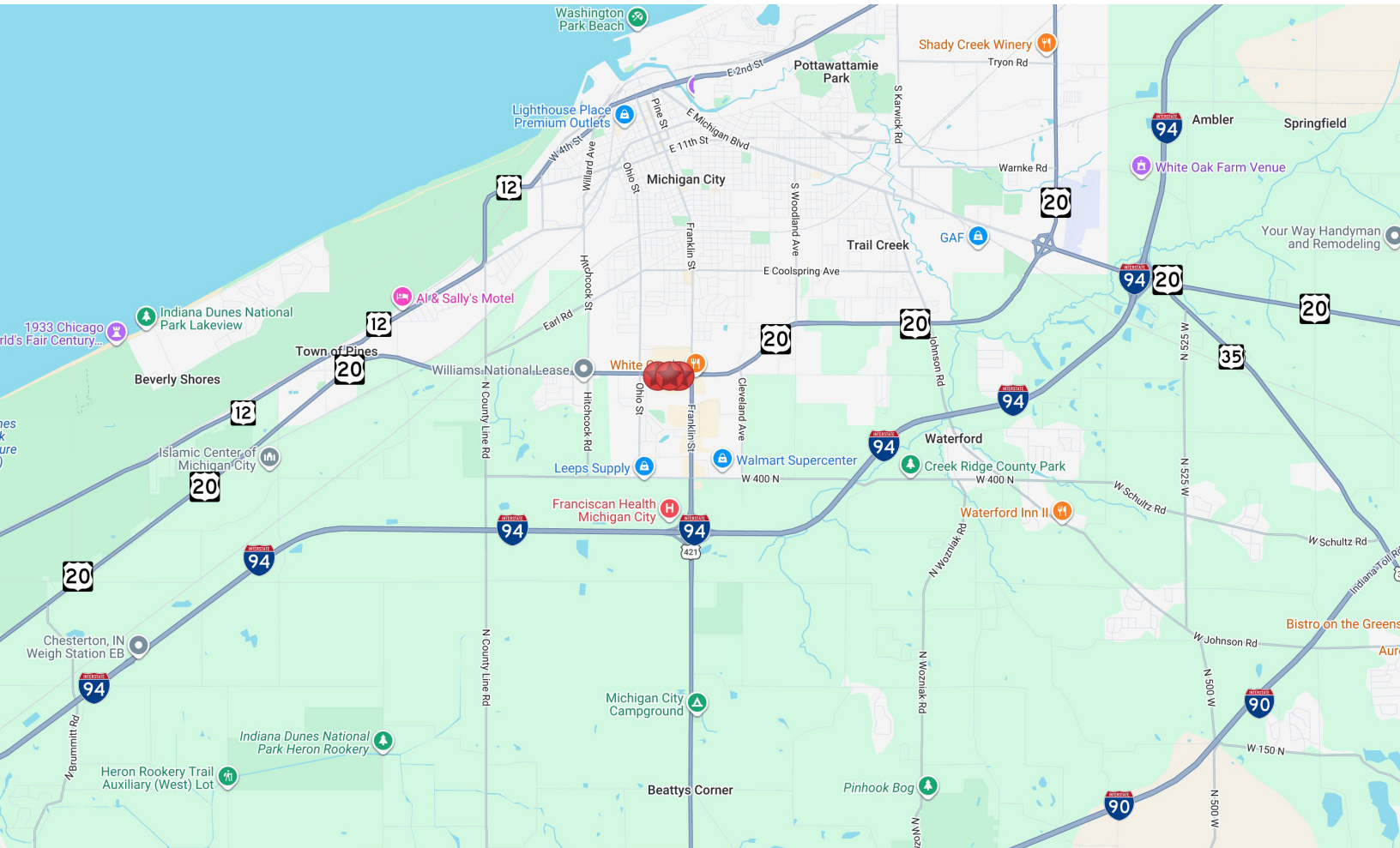


0.654 Acre Outlot

LOCATION OVERVIEW

OUTLOTS AVAILABLE

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These three outlots offer a prime retail development opportunity along U.S. 20 in Michigan City, Indiana. Located on the south side of U.S. 20 between Ohio Street and Franklin Street, the property benefits from excellent visibility and exposure with a daily traffic count of 13,963 vehicles. Positioned less than 200 yards from the major intersection of U.S. 20 and Indiana Highway 421 (Franklin Street), known as the "Gateway into Michigan City," the site sits within the heart of the area's established high-density retail corridor surrounded by national retailers, shopping centers, restaurants, and service businesses. Outlot sizes range from 0.654 to 1.027 acres, providing flexible development options for retail, restaurant, or service-oriented users seeking a highly visible and accessible location in one of Michigan City's strongest commercial corridors.



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LOCATION OVERVIEW

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11th Street Station



Tryon Meadow Development



Aldridge Building



The Franklin at 11th Street Station

Michigan City has seen over \$450 million in investments since 2022.

Michigan City boasts a population of approximately 32,000 residents. Its economy is supported by a diverse range of industries, with a significant focus on manufacturing, contributing to a robust local economy. Healthcare also plays a crucial role in Michigan City's economy, providing a substantial number of jobs and contributing to the region's overall economic stability and healthcare infrastructure.

Vibrant Michigan City aims to ignite a more economically inclusive community through actionable steps that are rooted in research, data, public feedback, an advisory team of city leaders and expert guidance.

The Community-Centered Economic Inclusion initiative is being led by the Economic Development Corporation of Michigan City (EDCMC), in collaboration with two national nonprofit organizations, Brookings & LISC.

 **32,000**

Population

 **21.9%**

Manufacturing Jobs

 **4.52B**

Gross Regional Product

 **13.5%**

Health Care & Social Assistant Jobs



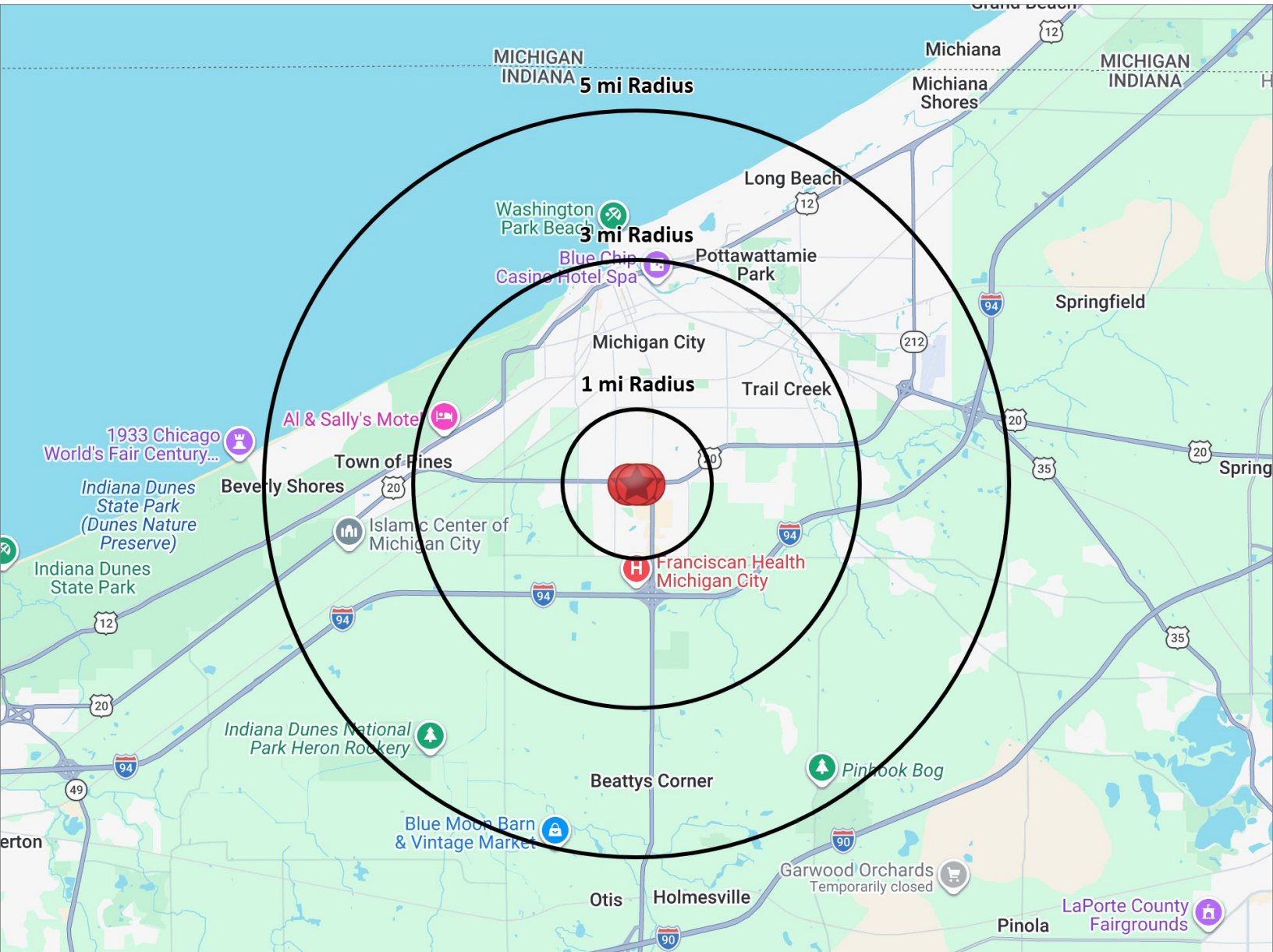
VIBRANT MICHIGAN CITY



SCAN TO LEARN MORE ABOUT ECONOMIC DEVELOPMENT IN MICHIGAN CITY, IN



SCAN TO LEARN MORE ABOUT THE "VIBRANT MICHIGAN CITY" INITIATIVE



POPULATION

1 MILE	3,905
3 MILE	30,722
5 MILE	43,058



NUMBER OF HOUSEHOLDS

1 MILE	1,708
3 MILE	12,278
5 MILE	17,745



AVERAGE HOUSEHOLD INCOME

1 MILE	\$82,038
3 MILE	\$71,962
5 MILE	\$86,095



MEDIAN HOME VALUE

1 MILE	\$138,270
3 MILE	\$143,284
5 MILE	\$202,150

WHY INDIANA?

OUTLOTS AVAILABLE

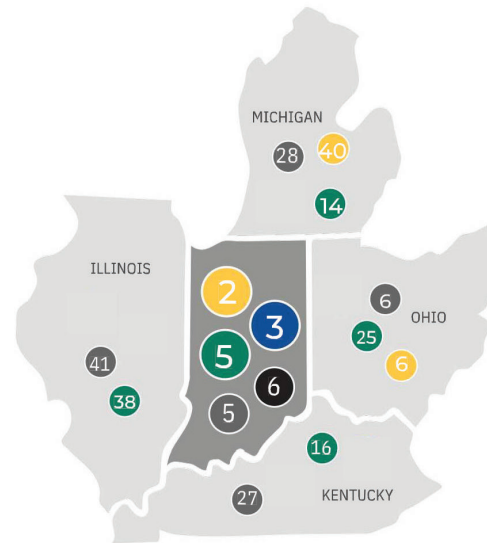
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INDIANA BUSINESS CLIMATE

AN ECOSYSTEM OF INNOVATION

Indiana connects proven resources for talent, logistics, and operations to empower businesses. The IEDC works collaboratively with industry leaders, academia, trade partners, and entrepreneurs to nurture an ecosystem that supports your business objectives.



- 2** BEST PLACE TO START A BUSINESS (Forbes, 2024)
- 3** COST OF DOING BUSINESS (CNBC, 2025)
- 5** STATE BUSINESS FRIENDLINESS SCORE (CNBC, 2025)
- 5** PROPERTY TAX INDEX RANK (Tax Foundation, 2025)
- 6** BEST STATES FOR BUSINESS (Chief Executive, 2025)

INDIANA FOR THE BOLD
Economic Development Corporation



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WHY INDIANA?

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4.9% CORPORATE INCOME TAX

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.

2.95% INDIVIDUAL INCOME TAX RATE

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

AAA INDIANA BOND RATING

MI: AA+ | OH: AAA | KY: AA | IL: A-

(Fitch, 2024)



2.5% UNEMPLOYMENT INSURANCE RATE

Indiana's applied rate for new employers (less than 36 months) is 2.5%, except 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.

\$238 UI TAX FOR NEW EMPLOYERS

7TH WORKER'S COMPENSATION PREMIUM RATE RANK

Indiana offers a competitive environment for business with less red tape.

MI: 16th | OH: 5th | KY: 11th | IL: 39th

BUILT FOR BUSINESS RIGHT TO WORK STATE

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

MI: No | OH: No | KY: Yes | IL: No

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