AVENZA

PRIME REAL ESTATE ADVISORS

LIFESTYLE • LUXURY • COMMERCIAL

EXCLUSIVE OFFERING · LAND & DEVELOPMENT

Land with Room to Live and Grow

4191 HICKS AVENUE · BENTON HARBOR, MICHIGAN

± 62 ACRES · HICKS AVENUE & KERLIKOWSKE ROAD · BERRIEN COUNTY



THE PROPERTY · 4191 HICKS AVENUE

Aerial view of the opportunity — open ground, woodland and highway corridor beyond.

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THE OFFERING

A canvas with character.

Approximately 62 acres at the corner of Hicks Avenue and Kerlikowske Road, held today as small commercial use and open land with mature woods, water features and established agricultural acreage. A holding of this scale, this close to the Benton Harbor–St. Joseph waterfront market, is difficult to replicate.

AT A GLANCE

ADDRESS	4191 Hicks Avenue, Benton Harbor, MI 49022
LOCATION	Hicks Avenue & Kerlikowske Road, Berrien County
LAND AREA	± 62 acres — subject to survey
SITE COORDINATES	42.1446° N, 86.3579° W
IMPROVEMENTS	Two pole buildings reported at ± 32 × 60 ft and ± 50 × 100 ft
ADDITIONAL STRUCTURE	Pole building reported at ± 38 × 63 ft with electric and water
NATURAL ASSETS	Smaller holding ponds; ± 4–5 wooded acres; open tillable ground
AGRICULTURE	Previous ± 7.2 acres of the parcel included grape production that could be re-established
CURRENT CHARACTER	Rural / agricultural holding with repositioning profile. Electricity, well and septic are already in place
CORRIDOR ACCESS	US-31 and I-94 within minutes; M-139 and Red Arrow Highway nearby



INVESTMENT PREMISE

The property combines three things buyers rarely find together in Southwest Michigan: genuine scale, an agricultural identity with existing structures, and proximity to a lakeshore lifestyle market. That combination supports several credible strategies — from a low-density estate enclave to an experience-led hospitality concept — and it allows a purchaser to phase a vision rather than commit to a single use on day one.



NATURAL ASSETS
Open ground, mature treeline and the interior drive.

THE OPPORTUNITY

Built for a broader vision.

4191 Hicks Avenue is not simply a parcel — it is the chance to shape a destination. With approximately 62 acres, an established desirable rural setting and the Benton Harbor–St. Joseph corridor within reach, the site supports strategies that range from upscale-minded residential development to experience-led commercial concepts.

LIFESTYLE PULL

Lake Michigan beaches, a Nicklaus Signature golf course, marinas, dune country and a well-known wine trail all sit inside a fifteen-mile radius.

ECONOMIC BASE

Regional headquarters, industrial hubs and the Fairplain retail corridor anchor day-to-day demand.

CONNECTIVITY

US-31 and I-94 place Chicago, Western Michigan, Grand Rapids, Kalamazoo and the wider Michigan market within a comfortable drive, with general aviation minutes away.



SCALE & CONTEXT
The wider holding from above, with the interstate corridor along the far edge of the frame.

DEVELOPMENT PATHWAYS

Possibilities, purposefully positioned.

Five core strategies for the site — with a sixth, outdoor-hospitality concept illustrated on page 06. Each remains subject to zoning confirmation, utility and access engineering, market study and municipal approval.



THE CANVAS
Rolling open ground and neighboring agriculture.

01 Estate & luxury residential enclave

An exclusive collection of large homesites planned around mature woods, water features and vineyard views. A gated or conservation-forward layout can prioritize privacy, trail connections and architecture that belongs in the landscape.

- Low-density homesites with generous setbacks
- Conservation easement and open-space framework
- Trail network linking woods and pond frontage

02 Agritourism & hospitality destination

Build on the agricultural character already in the ground: an estate winery and tasting room, event lawn, farm-to-table venue, boutique lodging or a seasonal market. The existing buildings inform a compelling adaptive-reuse narrative.

- Tasting room and production building
- Adaptive reuse of existing buildings for events and weddings
- Boutique cabins or agri-stay lodging

03 Equestrian & private recreation campus

The acreage, open ground, barns and pond setting suit an equestrian facility, training grounds, a private sporting retreat or a membership-based recreation concept.

- Stabling, arenas and paddock rotation
- Cross-country or trail riding circuit
- Clubhouse and member amenity building

DEVELOPMENT PATHWAYS

Two more ways to read the land.

04 Rural lifestyle community

A carefully phased community pairing homesites with preserved open space, community gardens, trails, small-format amenities and curated gathering spaces — a "farm-adjacent" living model with strong regional appeal.

- Phased platting to match absorption
- Shared agrarian amenity and market barn
- Density transfer to protect view corridors

05 Commercial & flex land strategy

For an operator with a commercial vision, the site can be evaluated for compatible light-commercial, storage, service or flex uses where permitted — supported by highway proximity and corridor traffic.

- Highway-oriented service or storage format
- Contractor yard or flex-industrial evaluation
- Long-hold land bank with agricultural income

> “ A property of this scale offers the rare ability to create — not simply occupy.


BUILDING ENVELOPES


ROLLING OPEN GROUND


EXISTING STRUCTURES


ROAD FRONTAGE

CONCEPT VISIONS

A few of the many potential uses for this large, flexible parcel.



CONCEPT 01 · MIXED-USE RESIDENTIAL & FLEX
Estate homesites along the road frontage paired with a small-format flex court.



CONCEPT 02 · VILLAGE CENTER



CONCEPT 03 · UPSCALE RV RESORT

MIXED-USE RESIDENTIAL & FLEX

Large homesites and a landscaped street network on the residential side of the holding, with a small-format flex, service or storage court positioned toward the highway edge — two distinct income profiles on one parcel.

VILLAGE CENTER DENSITY

A denser reading of the same idea: mid-rise multifamily, a walkable retail and office core, and flex buildings behind, phased as absorption allows and as utilities are extended to the site.

UPSCALE RV RESORT

A destination outdoor-hospitality concept built around a central lake — clubhouse, pool, sport courts and premium pull-through sites — leaning on the region's Lake Michigan tourism season.

Conceptual renderings prepared for illustrative discussion only. They are not site plans, engineered drawings or approved entitlements, and the densities and uses shown would require zoning confirmation, utility and access engineering, traffic and market study, and municipal approval.

LOCATION & ACCESS

Connected to the best of the region.



BUYER-INTEREST POINTS

1	**The Golf Club at Harbor Shores** Jack Nicklaus Signature course and resort-lifestyle anchor	5.4 MI
2	**Benton Harbor Arts District & Whirlpool global HQ** Creative downtown core plus the region's largest corporate employer	5.4 MI
3	**Downtown St. Joseph** Bluff-top retail, dining and marina district	6.8 MI
4	**Silver Beach & Lake Michigan shoreline** Region's premier visitor and recreation draw	7.0 MI
5	**Corewell Health Lakeland Hospital** Major regional medical campus and employment center	7.2 MI
6	**Lake Michigan College** Higher-education anchor on Napier Avenue	3.8 MI
7	**Southwest Michigan Regional Airport** General-aviation access for private and corporate travel	3.5 MI
8	**Fairplain / Pipestone retail corridor** Concentration of regional retail, grocery and services	5.1 MI
9	**I-94 at Napier Avenue (Exit 29)** Direct interstate access toward Chicago and Detroit	4.3 MI
10	**Coloma** Nearest north-corridor village center and I-94 Exit 39	3.8 MI
11	**Watervliet** Paw Paw Lake recreation corridor and small-town services	5.8 MI
12	**Stevensville / Lincoln Township** Higher-income shoreline residential submarket	12.2 MI
13	**Berrien Springs** County seat area, Andrews University and St. Joseph River recreation	13.7 MI
14	**Bridgman & Warren Dunes State Park** Dune-country tourism and second-home market	17.3 MI
15	**Baroda / Southwest Michigan wine trail** Concentration of estate wineries and agritourism traffic	16.3 MI

Distances are approximate straight-line measurements from the site coordinate and are shown for orientation only — not as drive times.

TRADE-AREA DEMOGRAPHICS

Five, ten, fifteen miles out.

Ring totals are aggregated from U.S. Census block-group estimates using the exact site coordinate, so each figure reflects the true circular trade area rather than a city or county average.

5 MILE RADIUS

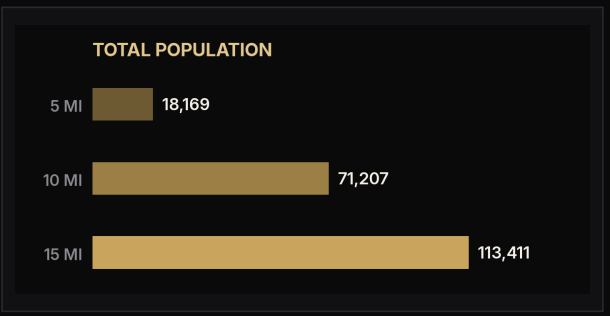
POPULATION	18,169
HOUSEHOLDS	7,502
MEDIAN HH INCOME	$43,760
AVERAGE HH INCOME	$69,984
MEDIAN AGE	39.6
HOUSING UNITS	9,026
OWNER-OCCUPIED	64%
MEDIAN HOME VALUE	$180,847
BACHELOR'S OR HIGHER	19%
EMPLOYED RESIDENTS	7,301

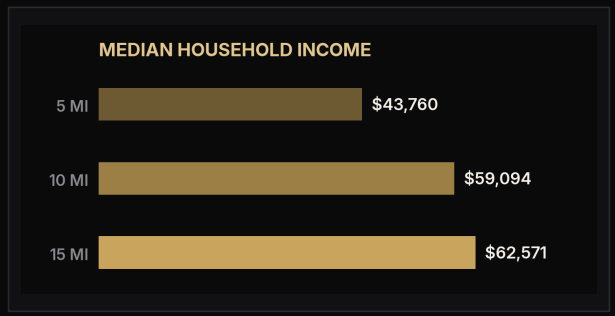
10 MILE RADIUS

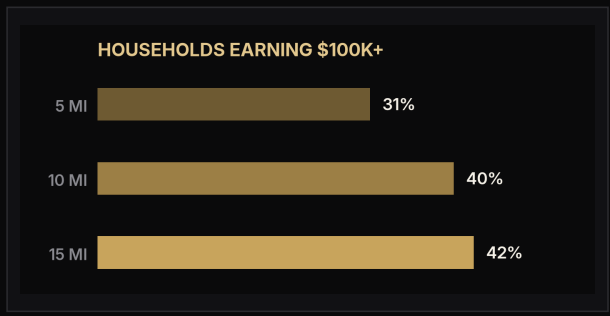
POPULATION	71,207
HOUSEHOLDS	30,100
MEDIAN HH INCOME	$59,094
AVERAGE HH INCOME	$83,688
MEDIAN AGE	42.1
HOUSING UNITS	36,136
OWNER-OCCUPIED	69%
MEDIAN HOME VALUE	$213,304
BACHELOR'S OR HIGHER	28%
EMPLOYED RESIDENTS	30,939

15 MILE RADIUS

POPULATION	113,411
HOUSEHOLDS	46,622
MEDIAN HH INCOME	$62,571
AVERAGE HH INCOME	$87,999
MEDIAN AGE	42.0
HOUSING UNITS	55,643
OWNER-OCCUPIED	71%
MEDIAN HOME VALUE	$225,077
BACHELOR'S OR HIGHER	31%
EMPLOYED RESIDENTS	50,421







MARKET CONTEXT

A regional story, not a radius count.

THE 5-MILE RING — IMMEDIATE CONTEXT

About 18,169 residents and 7,502 households sit within five miles, at a median household income of $43,760 and 64% owner-occupancy. This is the neighbourhood frame: rural townships, the Napier Avenue education and aviation cluster, and the northern edge of Benton Township.

THE 10-MILE RING — THE CORE ECONOMY

Ten miles captures roughly 71,207 residents, 30,100 households and 30,939 employed residents, with median household income rising to $59,094 and median owner-occupied home value at $213,304. This ring holds the Benton Harbor–St. Joseph twin-city core, the hospital campus, the Fairplain retail corridor and the Lake Michigan shoreline.

THE 15-MILE RING — THE FULL CATCHMENT

At fifteen miles the trade area reaches about 113,411 residents and 46,622 households, with 42% of households earning $100,000 or more and 31% holding a bachelor's degree or higher. The lens now includes Stevensville, Bridgman, Berrien Springs and the Baroda wine trail — the affluent shoreline and agritourism submarkets that a destination concept would draw from.

WHY BUYERS LOOK HERE

- **Twin-city waterfront market**
  Benton Harbor and St. Joseph share a river mouth, a marina district, an arts downtown and a Lake Michigan beachfront.
- **A global HQ next door**
  Whirlpool Corporation is headquartered in Benton Harbor, anchoring professional employment and executive housing demand.
- **Resort-grade golf**
  The Golf Club at Harbor Shores — a Jack Nicklaus Signature course — sits roughly five miles from the site.
- **Wine country and farm markets**
  Southwest Michigan's estate wineries and farm-market circuit give an agritourism concept a ready-made visitor stream.
- **Chicago weekend reach**
  The I-94 corridor makes the area a long-standing second-home and weekend market for Northern Indiana and Chicago.

Source: U.S. Census Bureau, American Community Survey 2019–2023 five-year estimates, block-group level, aggregated to circular radii around 42.1446° N, 86.3579° W. Methodology and limitations are set out on the following page.

CREATIVE ROADMAP

Photography in place. Film is rolling.

The cinematic drone tour below walks the holding and illustrates development options. The clip is embedded in this brochure — open the gold clip on the caption bar, or the attachments pane of your reader — and is also supplied as a standalone file for web and social use.



CINEMATIC DRONE TOUR ·
Aerial walk-through of the holding with illustrated development options.

Video is embedded as an attachment in this PDF; playback depends on the reader. A separate MP4 master is provided for websites, email and social channels. Additional cutdowns can be produced from the same footage on request.

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CONFIDENTIAL INQUIRIES

Let’s define what’s next.

Whether the vision is a upscale residential enclave, a destination agritourism experience, an equestrian campus, an upscale RV resort or a phased commercial concept, 4191 Hicks Ave offers the acreage to think beyond a conventional site plan.

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SOURCES & METHODOLOGY

Demographics: U.S. Census Bureau, American Community Survey 2019–2023 five-year estimates (table-based summary file, block-group level) at www2.census.gov/programs-surveys/acs/summary_file/2023. Block-group centroids and land area from the Census TIGERweb geographic service; basemap geography from TIGER/Line 2024 at www2.census.gov/geo/tiger/TIGER2024. Site coordinate from the Census Geocoder. Ring totals are area-weighted aggregations of block groups intersecting each radius; medians are interpolated from aggregated income distributions and should be read as close approximations, not as a licensed commercial demographic report.

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