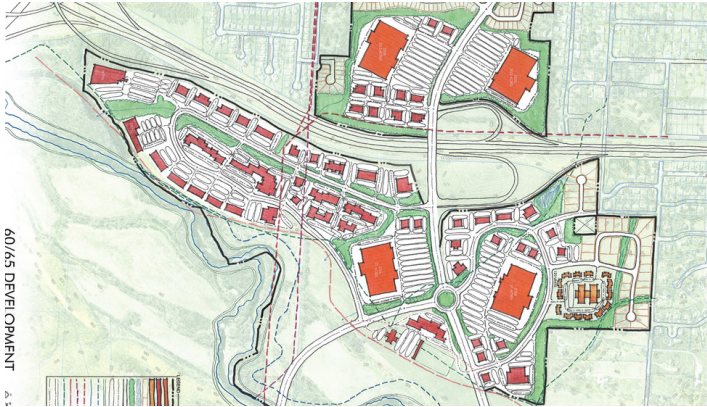


## Executive Summary



### PROPERTY SUMMARY

<b>Sale Price:</b>	\$124,000,000.00
<b>Lot Size:</b>	572.0 Acres
<b>Zoning:</b>	See zoning maps
<b>Cross Streets:</b>	Highways 65 & 60
<b>Traffic Count:</b>	Hwy 60 West of 65 57,471 Hwy 65 South of Hwy 60 61,303

The information listed above has been obtained from sources we believe to be reliable; however, we accept no responsibility for its accuracy.

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### PROPERTY OVERVIEW

SPRINGFIELD'S FIRST PLANNED MIXED USE COMMUNITY. Priced at \$124,000,000.00

### PROPERTY HIGHLIGHTS

- Interchange is now allowed by Missouri Highway Department (MODOT)
- Zoning for the Planned Development has been approved
- Over 200 acres of green space connecting to the city's trail system and Nature Center
- Hwy 60/65 Interchange recently been updated to 6 lanes
- All utilities are existing to development
- Over 120,000 CPD currently use the 60/65 Interchange. Over 6 million visitors to Branson drive past the site each year
- Approved Development Densities: Retail: ±1,800,000 sq. ft.; Office: ±300,000 sq. ft.; RTH Residential: ±300 Units; Multi-Family: ±250 Units; Senior Living: ±200 Units; Hotel: ±300 Keys; Mini Storage: ±100,000 sq. ft.

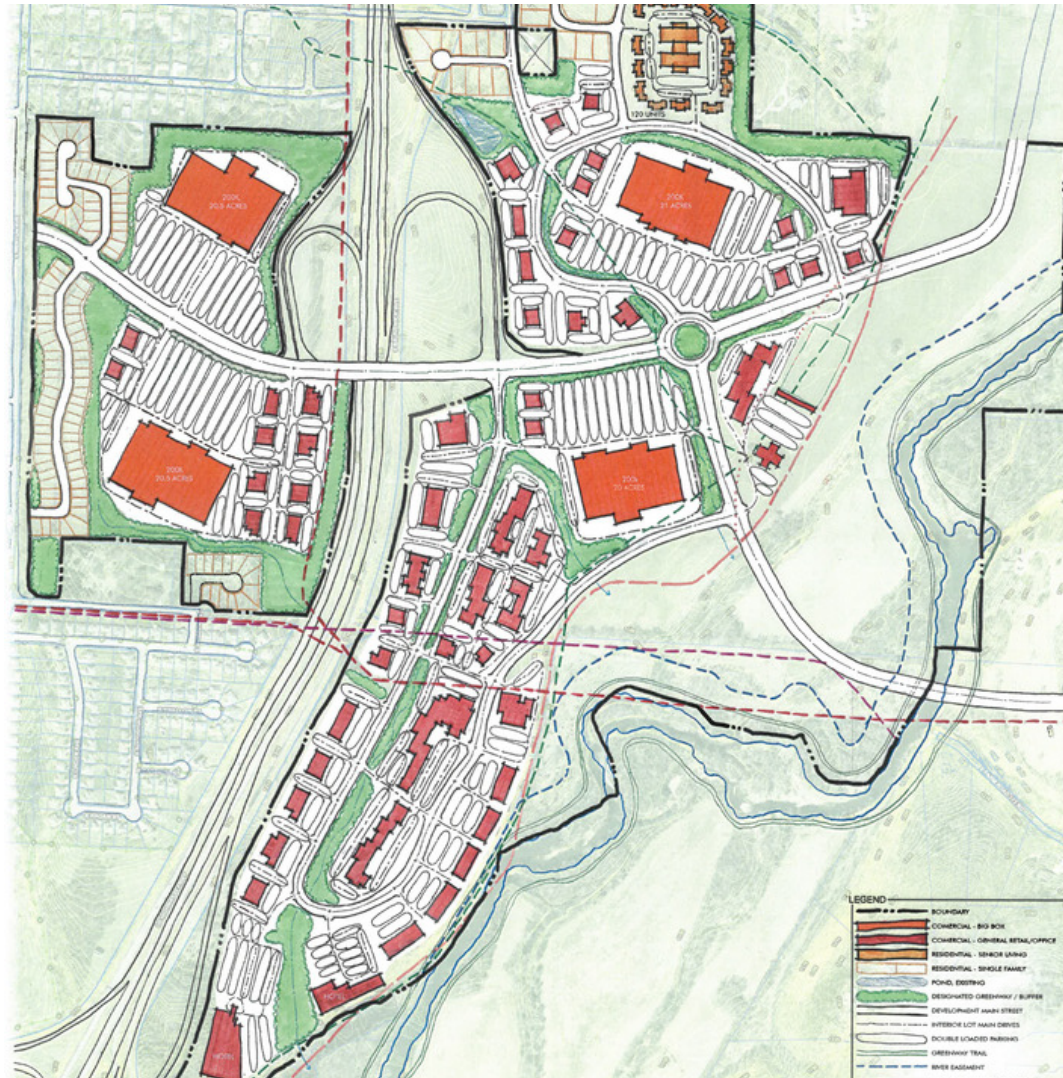
EST. 1909

MIXED-USE  
DEVELOPMENT  
FOR SALE

## HIGHWAY 65 | HIGHWAY 60 DEVELOPMENT HIGHWAY 65 | HIGHWAY 60, SPRINGFIELD, MO 65804

**100 Years**  
SINCE 1909

### Site Plan



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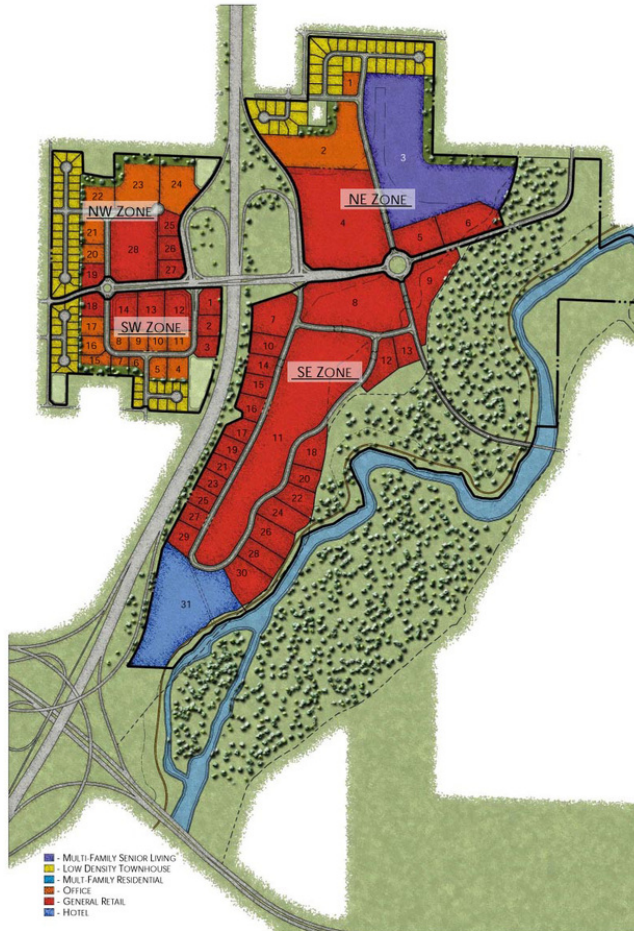
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COMMERCIAL & INDUSTRIAL REAL ESTATE

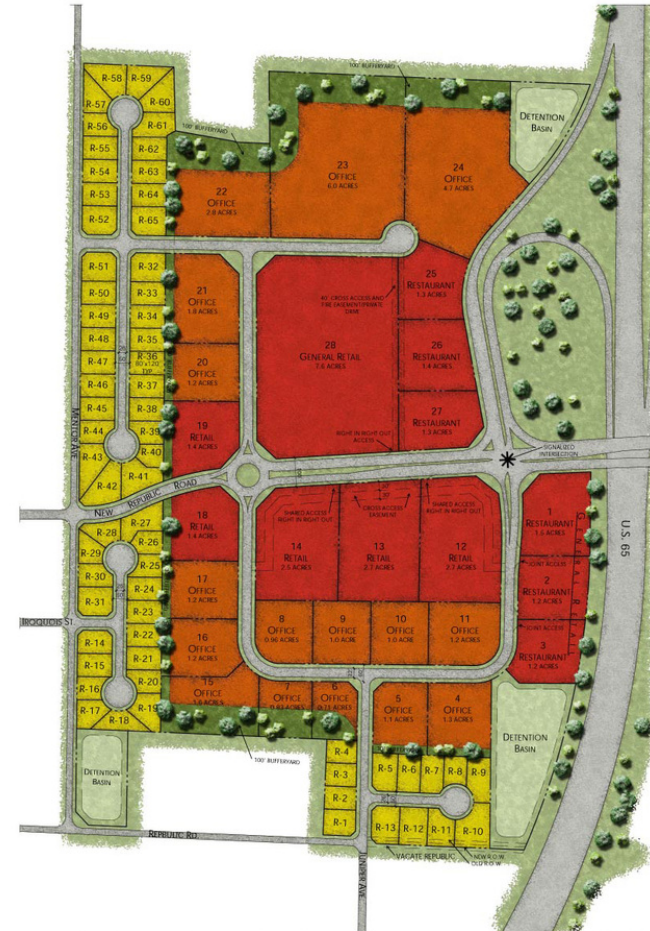


Zoning Map/Uses



Entire Project

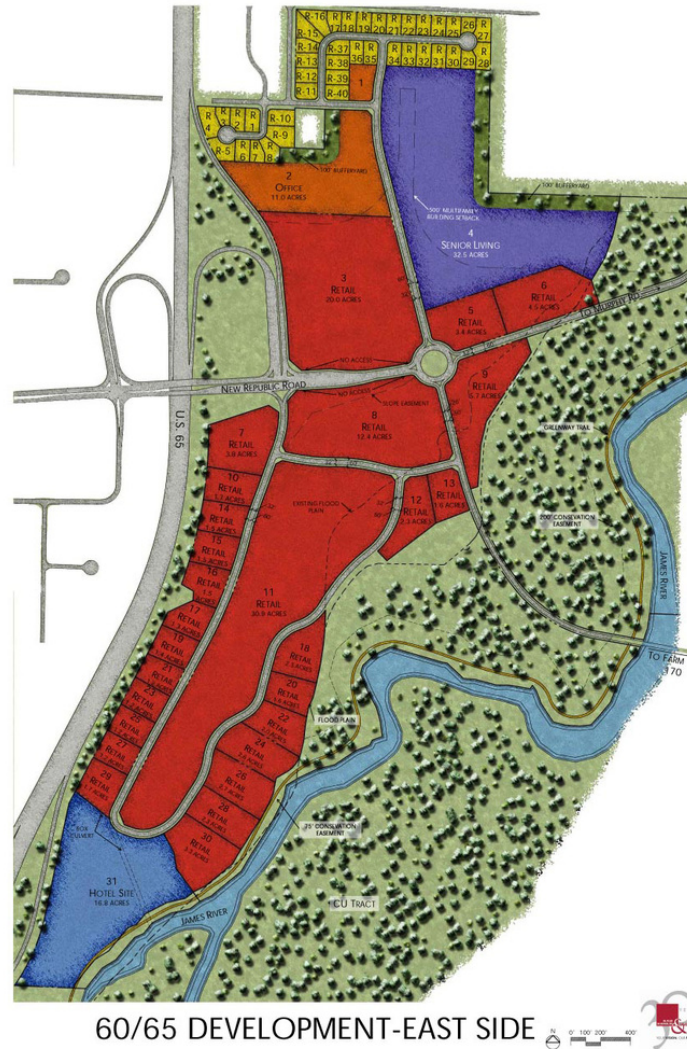
ZONE MAP  
60/65 DEVELOPMENT



West side

60/65 DEVELOPMENT-WEST SIDE

Zoning Map/Uses





Retail Map





MIXED-USE  
DEVELOPMENT  
FOR SALE

## HIGHWAY 65 | HIGHWAY 60 DEVELOPMENT HIGHWAY 65 | HIGHWAY 60, SPRINGFIELD, MO 65804

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### Market Aerial



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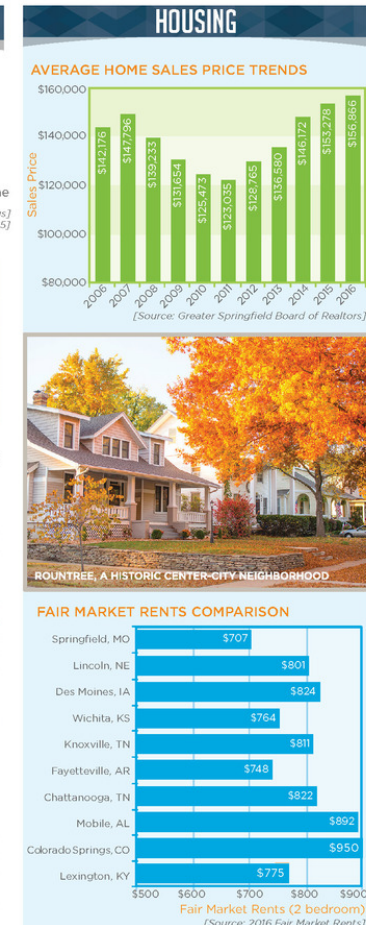
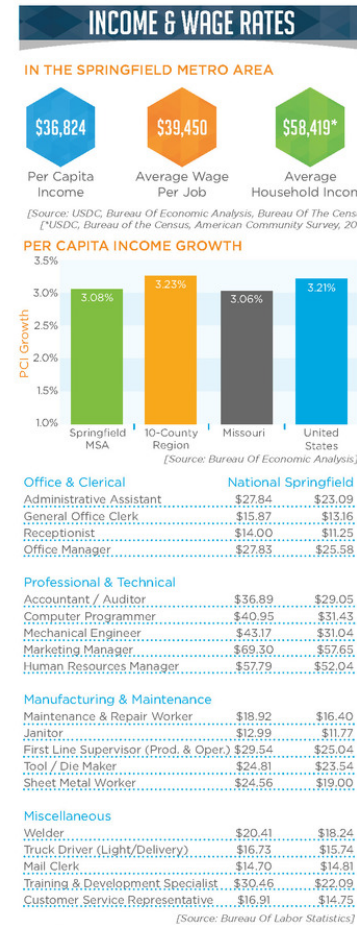
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COMMERCIAL & INDUSTRIAL REAL ESTATE



Demographics



Demographics

Airline	Connection	Flights Daily
American	Dallas/Ft. Worth	7
American	Chicago	4
American	Charlotte	2
United	Chicago	4
United	Denver	3
United	Houston	2
Delta	Atlanta	4
Allegiant	Orlando	4 weekly
Allegiant	Tampa	4 weekly
Allegiant	Phoenix	3 weekly
Allegiant	Destin	2 weekly
Allegiant	Ft. Myers	2 Weekly
Allegiant	Las Vegas	2 weekly
Allegiant	Los Angeles	2 weekly



- Runways are 7,003 ft. and 8,000 ft. in length. The airport offers general aviation (24 hrs.) and cargo services which include FedEx, UPS and Airborne Express as well as U.S. Customs office and a Foreign Trade Zone.
- Springfield offers direct flights to 6 of the 10 busiest airports in the country
- The Branson Airport (BKG) offers low-cost flights to Austin, Denver, Houston, and New Orleans.

TOTAL PASSENGERS FOR SGF

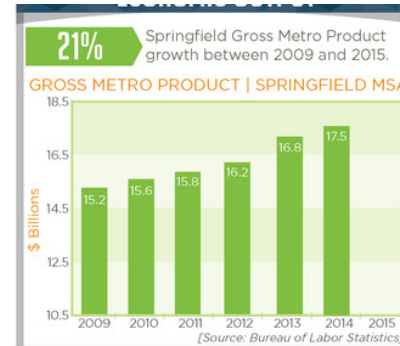


DISTANCES TO SPRINGFIELD

City	Miles	Days/Rail	City	Miles	Days/Rail
Kansas City	174	1	Denver	780	1
St. Louis	220	1	Atlanta	845	1
Memphis	285	1	New York	1,196	1
Dallas	430	2	Boston	1,407	2
Chicago	515	3	Los Angeles	1,651	3
Detroit	754	4	Seattle	2,032	4

UTILITIES & TELECOMMUNICATION

- Electric, water, and natural gas are provided through City Utilities of Springfield within the city limits and the general vicinity. [www.cityutilities.net](http://www.cityutilities.net)
- Sewer service is provided by the City of Springfield within the urban service area. [www.springfieldmo.gov](http://www.springfieldmo.gov)
- Electric service in the outlying areas is provided by Ozark Electric Cooperative, Southwest Electric Cooperative, Webster Electric Cooperative and White River Valley Electric Cooperative.
- AT&T is the primary provider of telecommunications infrastructure and services. Many other companies also provide similar services throughout the Springfield area.
- Fiber optic services are available within the city limits and in additional areas of increased development. High-speed internet, Sonet rings and redundant capabilities are also available in these areas.
- Numerous companies, including Verizon, Sprint and AT&T, have long distance points of presence (POP's) located in Springfield. Mostly POP's are situated within the downtown/center city area.
- Metro Ethernet fiber services are available to the business community from SpringNet, the broadband business division of City Utilities. It provides self-healing private networking and Internet access connectivity at speeds of up to 1 Gbps.



TAXES

INCOME TAX

- Missouri Income Tax: Graduated rate; highest is \$315 plus 6% over \$9,000. Parts of the federal taxes paid are subtracted from the net income to determine the state taxable income.
- Missouri Corporate Income Tax: 6.25%; 50% of the federal taxes paid is subtracted from the net income to determine the net taxable income earned in Missouri.

SALES TAX



PROPERTY TAX

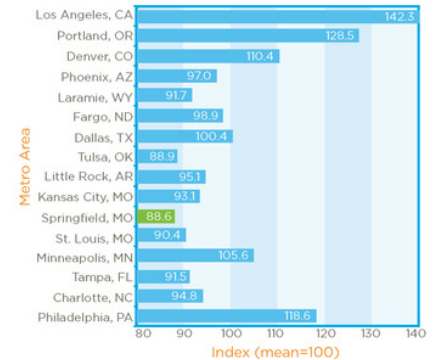
- Real Property Tax: \$5.4805 per \$100 of assessed value. (A \$1.04 surcharge is added to commercial property.) Property is assessed at the following percentages of their appraised value: commercial - 32%; residential - 19%; agricultural - 12%
- Personal Property Tax: \$5.4805 per \$100 of assessed value. Assessed valuation is one-third (33.3%).

Springfield R-12 School District	\$4.1110
City of Springfield	\$0.6177
Ozarks Technical Community College	\$0.1500
Springfield-Greene County Library	\$0.2471
Greene County	\$0.1137
Roads & Bridges	\$0.1137
Senior Services	\$0.0500
Sheltered Workshop	\$0.0473
State of Missouri	\$0.0300
Total	\$5.4805

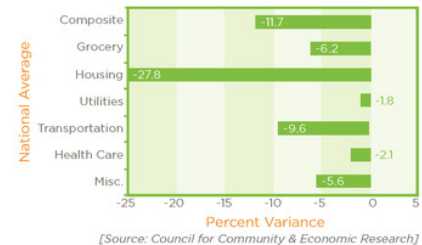


COST OF LIVING

COST OF LIVING INDEX COMPARISON

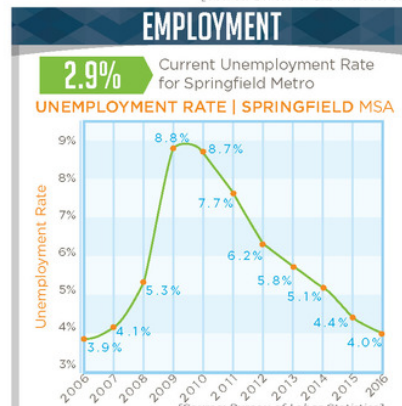
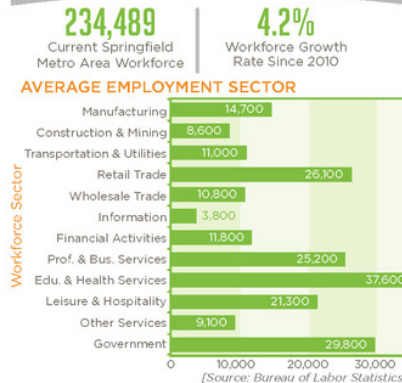
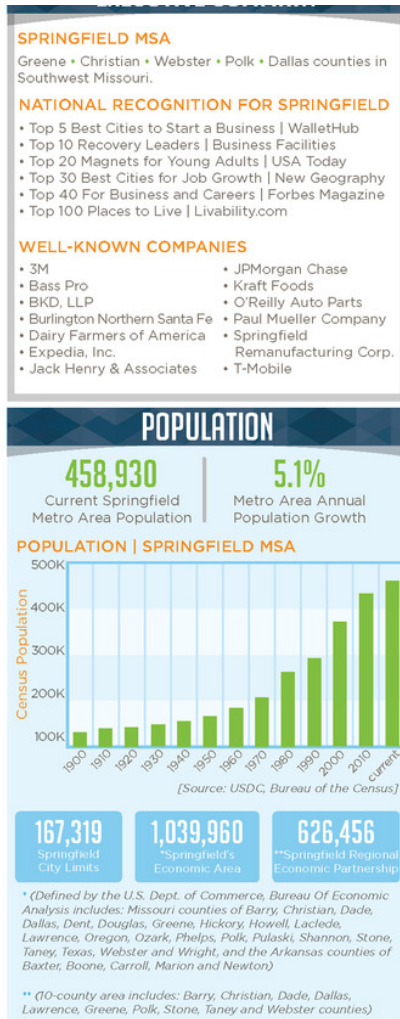


COST OF LIVING CATEGORIES



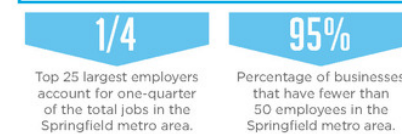


## Demographics



**SPRINGFIELD METRO AREA EMPLOYMENT**

LARGEST EMPLOYERS	# EMPLOYED
Mercy Health Springfield Community	10,460
CoxHealth Systems	10,069
Walmart Stores, Inc.	3,717
Springfield Public Schools	3,000
Bass Pro Shops   Tracker Marine	2,434
United States Government	2,400
State of Missouri	2,331
City of Springfield	2,251
Missouri State University	2,018
Citizens Memorial Healthcare	1,900
SRC Holdings	1,500
Chase Card Services	1,450
O'Reilly Auto Parts	1,200
Prime, Inc.	1,195
Oxford Healthcare	1,189
Ozarks Technical Community College	1,145
TeleTech	1,030
City Utilities of Springfield	983
Burlington Northern Santa Fe Railroad	975
Burrell Behavioral Health	940
Kraft Heinz Company	938
American National Property & Casualty Co.	910
Expedia, Inc.	900
Jack Henry & Associates, Inc.	899
General Council of the Assemblies of God	850
Greene County	800



**HEALTH CARE**

HOSPITAL	BEDS
Mercy Hospital	866
Cox Medical Center South (CoxHealth)	649
Lakeland Behavioral Health System	122
Meyer Orthopedic & Rehabilitation Hospital	86
Cox North Hospital (CoxHealth)	75
Mercy Rehabilitation Hospital Springfield	60
Mercy Orthopedic Hospital Springfield	48
Select Specialty Hospital	44
Ozarks Community Hospital	15

Springfield's health care system offers every specialty listed by the American Medical Association.

The health care sector employs nearly 32,000 people and provides an annual economic impact of \$4.5 billion.



**COLLEGES & UNIVERSITIES**

COLLEGES & UNIVERSITIES	NUMBERS
Springfield Metro Area Total	49,657
Missouri State University	24,116
Ozarks Technical Community College	13,260
Drury University	3,569
Southwest Baptist University - SBU	2,692
Evangel University	2,120
Columbia College	1,200
Cox College of Nursing & Health Sciences	855
SBU - Springfield Campus (includes Mercy College of Nursing)	732
Baptist Bible College	351
Bryan University	289*
Midwest Technical Institute	252*
Vatterott College	221

\*2014-2015 enrollment numbers

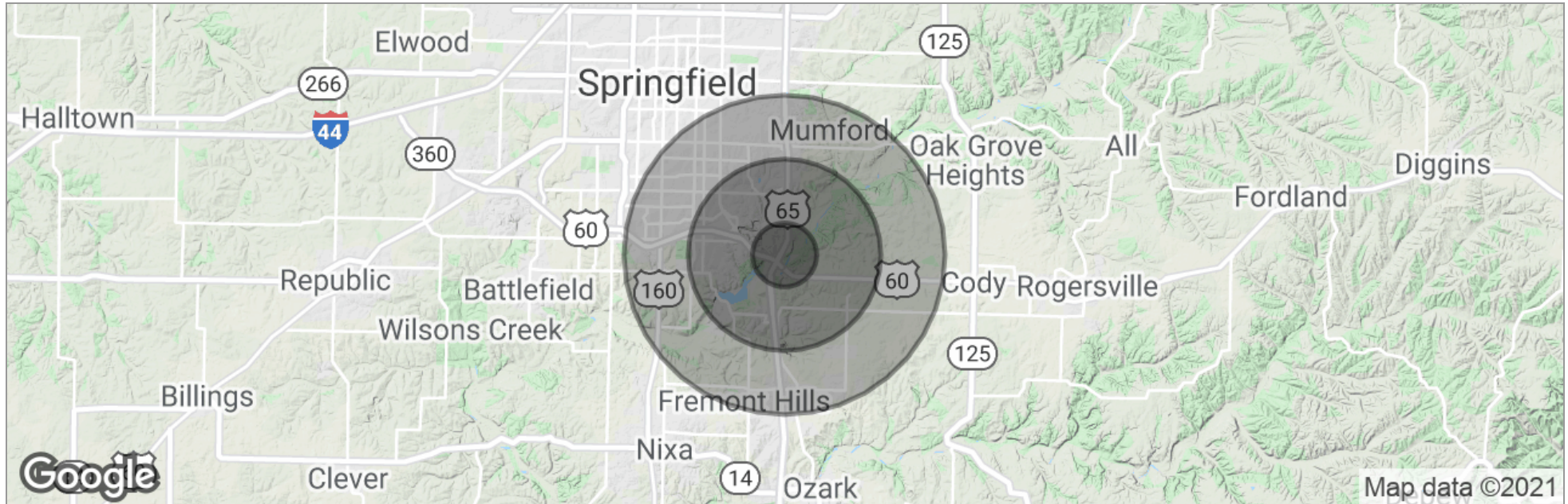
**SCHOOLS**

**12.3**  
Number of years of experience the average teacher has in SPS system

**58.5%**  
Percentage of faculty that have a Master's Degree.

TYPE	SCHOOL	ENROLLED
Public Elementary	36	12,217
Public Middle School	10	5,542
Public High School	5	7,125
Private Elem. / Middle	12	1,754
Private High School	7	289

Demographics Map



	1 Mile	3 Miles	5 Miles
Total Population	4,996	37,598	103,719
Population Density	1,590	1,330	1,321
Median Age	39.9	41.4	38.4
Median Age (Male)	36.8	39.0	36.5
Median Age (Female)	42.1	43.3	40.2
Total Households	2,329	17,305	47,015
# of Persons Per HH	2.1	2.2	2.2
Average HH Income	\$62,777	\$66,655	\$61,786
Average House Value	\$205,196	\$210,092	\$212,506

\* Demographic data derived from 2010 US Census



MIXED-USE  
DEVELOPMENT  
FOR SALE

## HIGHWAY 65 | HIGHWAY 60 DEVELOPMENT HIGHWAY 65 | HIGHWAY 60, SPRINGFIELD, MO 65804

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### Location Maps



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**R.B. | MURRAY COMPANY**  
COMMERCIAL & INDUSTRIAL REAL ESTATE

**Advisor Bio & Contact 1**

RYAN MURRAY, SIOR, CCIM, LEED AP, CPM

**Chief Executive Officer**



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Springfield, MO 65809

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MO #2007030465

**Professional Background**

Ryan Murray joined R.B. Murray Company after graduating with Distinction Honors with a B.A. in Business Administration, and obtaining the Leeds School of Business Real Estate Certificate, from the University of Colorado. He was later named Vice President, specializing in the sales & leasing of office, retail, and industrial properties. Mr. Murray also oversees R.B. Murray Company's property management & receivership divisions.

Recently Mr. Murray obtained the Society of Industrial and Office Realtors (SIOR) designation, a professional achievement for highly qualified commercial real estate practitioners with a strong transactional history in brokerage. SIOR individual members are the best in the commercial real estate industry, and the top-producers in their field. SIOR members are in more than 630 cities and 33 countries worldwide, and are recognized as top producing professionals – closing on average more than 30 transactions per year, and have met stringent production, education, and ethical requirements.

Mr. Murray has achieved the Certified Commercial Investment Member Designation (CCIM), and was one of the state's first commercial real estate professionals to achieve Leadership in Energy and Environmental Design Accredited Professional (LEED AP) status. As a Certified Commercial Investment Member (CCIM) Mr. Murray is a recognized expert in the disciplines of commercial and investment real estate, and as a LEED AP Mr. Murray has demonstrated a thorough understanding of green building practices and principles and the LEED Rating System.

Mr. Murray has also earned Certified Property Manager® (CPM®) designation from the Institute of Real Estate Management (IREM®), an affiliate of the National Association of REALTORS®. The CPM® designation is awarded to real estate managers who have met the Institute's rigorous requirements in the areas of professional education, examination and experience. CPM® Members must also abide by a rigorous Code of Professional Ethics that is strictly enforced by the Institute.

Mr. Murray currently serves as a director on the OTC Foundation Board and the Rotary Club of Springfield Southeast Board, is a past member of the Board of Directors for the Make-A-Wish® Foundation of Missouri, and a graduate of the Leadership Springfield program. Mr. Murray lives in Springfield with his wife Maggie and their son & daughter.

**Memberships & Affiliations**

SIOR, CCIM, LEED AP, CPM



Advisor Bio & Contact 2

**ROSS MURRAY, SIOR, CCIM**  
**President**



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MO #2004035357

**Professional Background**

Ross Murray is committed to carrying on the third generation of the family legacy. He studied at the University of Mississippi (Ole Miss) and graduated with distinction from Drury University with a degree in marketing and a minor in world studies. He earned designations with the Society of Industrial Realtors (SIOR) and Certified Commercial Investment Member (CCIM) through graduate-level training, high sale/lease volumes, and a demonstration of professionalism and ethics only showcased by industry experts. He is the only broker in Southwest Missouri besides his father, David Murray, to hold both SIOR and CCIM designations. Ross has the knowledge and experience to be a trusted and strategic real estate partner while specializing in investment sales, industrial, retail, office, and vacant land sales and leasing.

Since the industry downturn Ross has brokered many significant investment transactions totaling over 5,000,000 square feet. Notable transactions include the Town & Country Shopping Plaza, a national FedEx facility, Super Center Plaza Shopping Center, the Regional Headquarters for Wellpoint Blue Cross Blue Shield, University of Phoenix Regional Campus, and French Quarter Plaza.

Ross was recently selected as an honoree of one of the Springfield Business Journal's 2014 "40 Under 40" for being one of Springfield's brightest and most accomplished young business professionals. His current marketing projects include Project 60/65, a mixed-use development that covers 600 acres in Southeast Springfield, and the TerraGreen Office Park, one of the first sustainable LEED concept office developments in the area. Check out [www.terragreenoffice.com](http://www.terragreenoffice.com) for information.

Ross exhibits a dedication to the community by donating his time to local charities and business groups. He is a board member of the Springfield Workshop Foundation, as well as the Springfield News Leader's economic advisory council, the Springfield Executives Partnership, Hickory Hills Country Club Board of directors, the Springfield Area Chamber of Commerce, International Council of Shopping Centers, and the Missouri Association of Realtors.

**Memberships & Affiliations**

Society of Industrial and Office Realtors (SIOR); Certified Commercial Investment Member (CCIM)