



LOTS FOR SALE SPRINGFIELD PLAZA

3600 W SUNSHINE
SPRINGFIELD, MO 65807

Jeff Childs, SIOR, CCIM
Senior Advisor
417.887.8826 x104
jeff.childs@svn.com

Tom Rankin, CCIM
Managing Director
417.887.8826 x102
tom.rankin@svn.com

Scott Harrell
Scott F. Harrell & Associates, Inc.
417.832.0033
scott@scottfharrell.com



PROPERTY OVERVIEW

We are pleased to offer you these Lots for sale in West Springfield!

Lots available at Springfield Plaza a 150,000 SF retail center with national anchor tenants.
 "Highest Net Change" residential growth in Greene County in Housing Units.
 Springfield MSA Retail Sales approximately \$10.4 Billion.
 New Target Location is currently under construction

2023 Annual Average Weekday Traffic Counts:

- Sunshine: 24,718 vehicles per day
- West Bypass: 35,560 vehicles per day

Please feel free to contact your listing agent today!

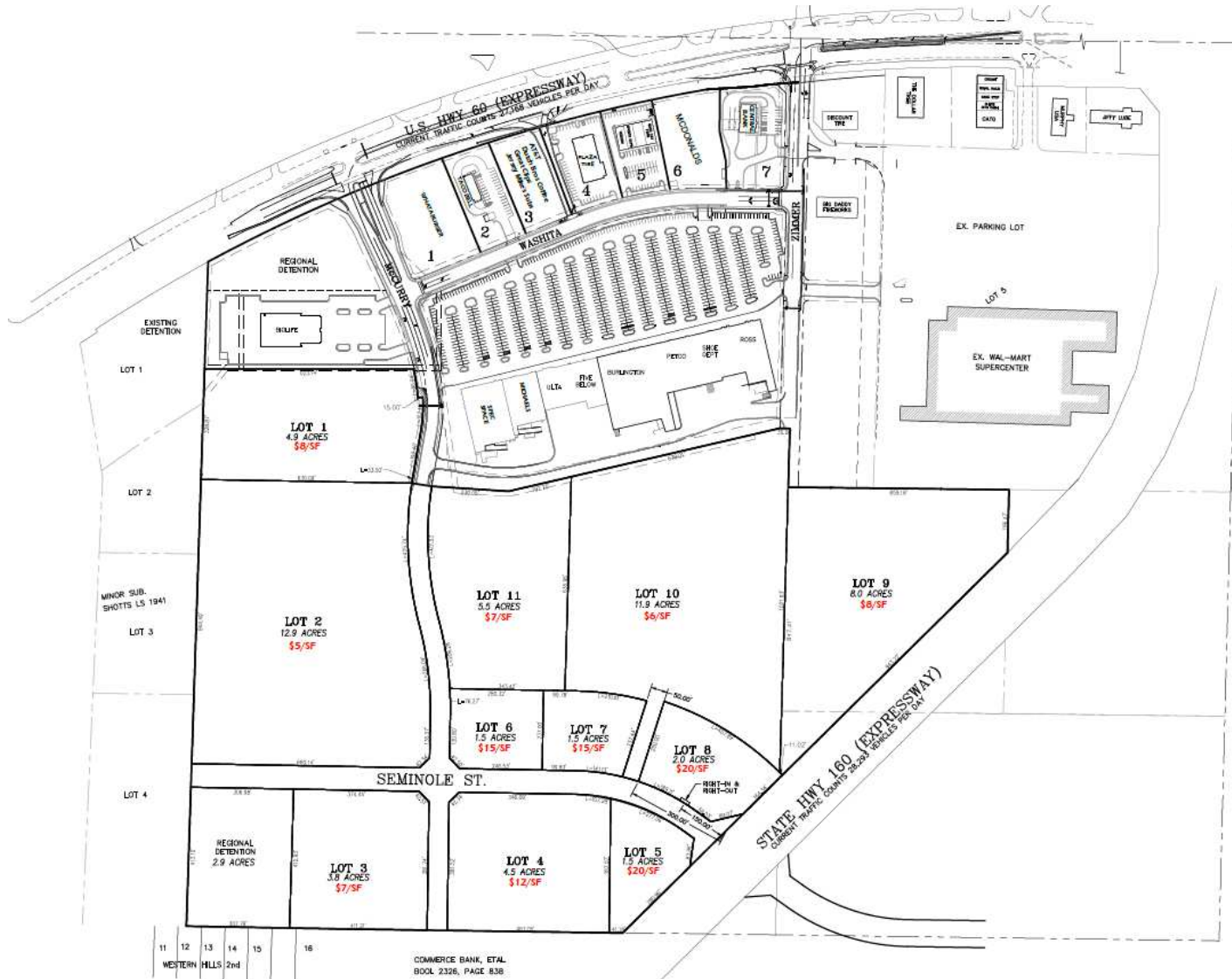
Disclosure: Tom Rankin is also an owner.

| | Lot 1 | Lot 2 | Lot 3 | Lot 4 | Lot 5 | Lot 6 | Lot 7 | Lot 8 | Lot 9 | Lot 10 | Lot 11 |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|
| Sale Price Per SF | \$8 | \$5 | \$7 | \$12 | \$20 | \$15 | \$15 | \$20 | \$8 | \$6 | \$7 |
| Lot Size [Acres] | 4.9 | 12.9 | 3.8 | 4.5 | 1.5 | 1.5 | 1.5 | 2.0 | 8.0 | 11.9 | 5.5 |
| Zoning | PD | PD | PD | PD | PD | PD | PD | PD | PD | PD | PD |

Additional Photos



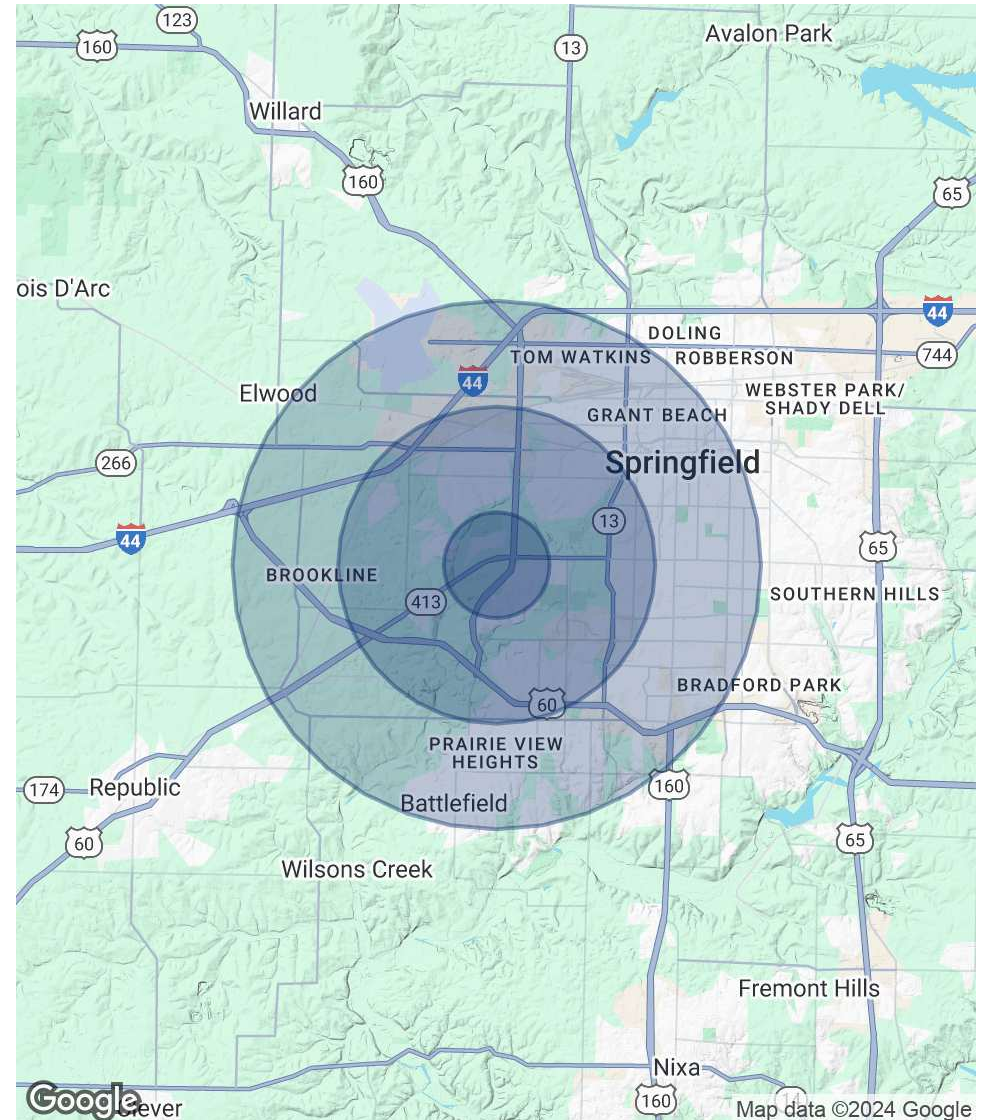
Additional Photos



Demographics Map & Report

| | 1 MILE | 3 MILES | 5 MILES |
|--------------------------------|-----------|-----------|-----------|
| POPULATION | | | |
| Total Population | 4,541 | 42,284 | 117,454 |
| Average Age | 35.6 | 33.9 | 34.3 |
| Average Age (Male) | 35.7 | 33.3 | 33.0 |
| Average Age (Female) | 35.7 | 34.6 | 35.5 |
| HOUSEHOLDS & INCOME | | | |
| Total Households | 1,823 | 17,324 | 50,595 |
| # of Persons per HH | 2.5 | 2.4 | 2.3 |
| Average HH Income | \$56,388 | \$49,400 | \$46,128 |
| Average House Value | \$122,292 | \$121,172 | \$133,497 |

2020 American Community Survey (ACS)



JEFF CHILDS, SIOR, CCIM

Senior Advisor



2808 S. Ingram Mill, Suite A100
Springfield, MO 65804
T 417.887.8826 x104
C 417.860.5447
jeff.childs@svn.com

PROFESSIONAL BACKGROUND

Jeff Childs, SIOR, CCIM, serves as a senior advisor for SVN/Rankin Company, specializing in the sale and leasing of office, industrial and retail property in the Springfield and the Southwest Missouri markets. Jeff has over 30 years of commercial real estate experience in the Springfield and Southwest Missouri markets. Jeff consistently ranks among the top of SVN advisors nationally.

Jeff represents numerous national clients as well as a multitude of local owners and investors. In addition to Jeff's sales and leasing experience, he has assisted with and personally developed industrial, office and retail properties. As an active commercial real estate advisor, Childs' professional memberships include: the Society of Industrial and Office Realtors (SIOR), the Certified Commercial Investment Member Institute (CCIM); the Greater Springfield Board of REALTORS; the Missouri Association of REALTORS; and the National Association of REALTORS.

Jeff currently serves on the OTC Foundation Board, former chair on the board for City Utilities of Springfield, 2019 Springfield Area Chamber of Commerce Chairman, and served as a member of the Board of Directors of the Springfield Convention & Visitors Bureau. Additionally, as Chamber chairman Jeff was invited to speak on a panel for the Springfield Chamber of Commerce Economic Development Conference and as a returning guest speaker to "Good Morning, Springfield!" hosted by the Springfield Chamber of Commerce. Childs was also recognized by the Springfield Business Journal with the 40 Under 40 award given for his outstanding community and professional services.

EDUCATION

Childs earned a Bachelor of Science in Finance with an emphasis in Real Estate from Missouri State University, Springfield, Missouri.

MEMBERSHIPS & AFFILIATIONS

Society of Industrial and Office REALTORS (SIOR) / Certified Commercial Investment Member (CCIM) / 2018 Chairman Board of Public Utilities - City Utilities of Springfield / 2019 Chairman for Springfield Chamber of Commerce / Former Board Member Springfield Convention & Visitors Bureau, Inc / Local Issues Public Policy Task Force - Past Chairman / Development Issues Input Group - Past Chairman / Leadership Springfield - Past Board Member / Voice of Business Committee - Springfield Chamber of Commerce

TOM RANKIN, CCIM

Managing Director



2808 S. Ingram Mill, Suite A100
Springfield, MO 65804
T 417.887.8826 x102
C 417.860.2577
tom.rankin@svn.com

PROFESSIONAL BACKGROUND

Tom Rankin, CCIM, has lived in southwest Missouri for over 45 years. In 1990, he started Rankin Company specializing in the general brokerage of commercial real estate. Soon thereafter he launched Rankin Development, specializing in the development of industrial projects. In 2006, Rankin Company affiliated with the national brokerage firm SVN and in doing so, became the only nationally recognized real estate company with an office in southwest Missouri. SVN/Rankin Company has repeatedly attained the distinction of having one of the top 10 most productive offices [out of over 160] in SVN nationwide and most recently in 2015.

His most recent development projects are North Creek Business Park, a 108 acre distribution and warehouse project, a 15 acre retail project called The Shoppes at James River and a 98 acre retail project called Springfield Plaza. Tom has developed over 600,000 sf of industrial built-to-suit projects ranging in size from 40,000-108,000 sq. ft. for many national and regional companies.

COMMUNITY INVOLVEMENT:

- Springfield Business Development Corp. - Past President
- Springfield Chamber of Commerce - Past Board Member
- Burrell Behavioral Health - Current Board Member
- Central Bank - Current Director
- Mercy Hospital Board - Board Member
- Mercy Health Foundation - Past Board Member
- Fellowship Of Christian Athletes - Current Board Member
- Board of Public Utilities - Past Chairman
- Breast Cancer Foundation of the Ozarks - Past President
- Southeast Rotary - Past Board Member
- Community Blood Center of the Ozarks - Past Board Member
- Boys and Girls Club of Springfield - Past Treasurer
- Phi Delta Theta Missouri Epsilon Foundation - Past President

EDUCATION

BS degree in Finance with minor in Real Estate at Missouri State University, 1988.

Received the CCIM [Certified Commercial Investment Member] Designation in 1993. The CCIM designation is considered the Ph.D. of Commercial Real Estate and held by approximately 15,000 individuals worldwide.

MEMBERSHIPS & AFFILIATIONS

CCIM Kansas City Chapter - member
NAIOP Commercial Real Estate Developers Association, Private Developers III - Past Chairman
ICSC - member

Advisor Bio & Contact 3



SCOTT HARRELL

Scott F. Harrell & Associates, Inc.

1354 E Kingsley Suite B
Springfield, MO 65804
T 417.832.0033
scott@scottfharrell.com



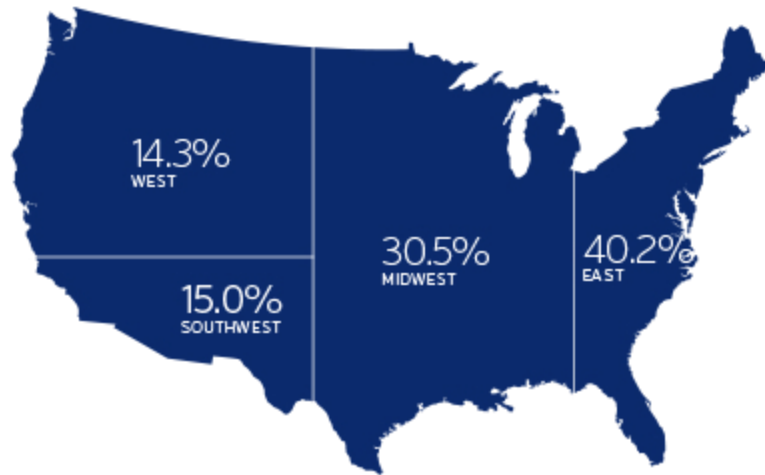
A company's core values provide clarity on what is truly important for organizational success, personal and professional conduct and what to expect from each other. At SVN® our Core Covenants personify our values and culture and differentiate us from the competition.

As members of the SVN Shared Value NetworkSM, we each commit to do the following:

- 1 **CREATE AMAZING VALUE WITH MY CLIENTS, COLLEAGUES AND COMMUNITY.**
- 2 **COOPERATE PROACTIVELY AND PLACE MY CLIENTS' BEST INTERESTS ABOVE MY OWN.**
- 3 **INCLUDE, RESPECT AND SUPPORT ALL MEMBERS OF COMMERCIAL REAL ESTATE INDUSTRY**
- 4 **HONOR MY COMMITMENTS.**
- 5 **PERSONIFY AND UPHOLD THE SVN® BRAND.**
- 6 **RESOLVE CONFLICTS QUICKLY, POSITIVELY AND EFFECTIVELY.**
- 7 **TAKE PERSONAL RESPONSIBILITY FOR ACHIEVING MY OWN POTENTIAL.**
- 8 **EXCEL IN MY MARKET AREA AND SPECIALTY.**
- 9 **FOCUS ON THE POSITIVE AND THE POSSIBLE.**
- 10 **NURTURE MY CAREER WHILE VALUING THE IMPORTANCE OF FAMILY, HEALTH AND COMMUNITY.**

TRANSACTION VOLUME

UNITED STATES NATIONAL DISTRIBUTION**



\$11.1 BILLION

TOTAL VALUE OF SALES AND LEASE TRANSACTIONS

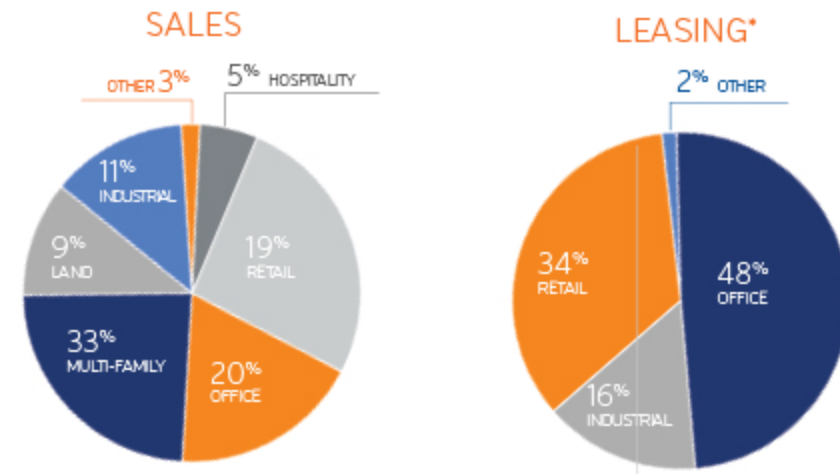
**Leasing Includes both Landlord and Tenant Representation*

***DATA BASED ON US SALES*

****The statistics in this document were compiled from all transactions reported by our franchisees in 2017. They are not audited.*

PRODUCT TYPE

NATIONAL DISTRIBUTION BY PRODUCT VOLUME***



CORE SERVICES

- Sales
- Leasing
- Property Management
- Tenant Representation
- Corporate Services

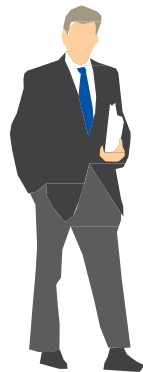
SPECIALTY PRACTICES

- Auction Services
- Distressed Assets
- Golf & Resorts
- Hospitality
- Industrial
- Institutional Capital Markets
- Land & Development
- Medical Office
- Multifamily
- Office
- Restaurant
- Retail
- Self Storage
- SFR Portfolio
- Single Tenant Investment

Sales with cooperating brokers sell for a **9.6% HIGHER SALE PRICE***

traditional brokerage model

Pocket Listings
Buyer Pays Their Broker
No Broker Co-op
Limited Market Exposure
Registration for Property Information



VS.



Co-op Fee Offered
Exposure to Market
Maximum Competition
Highest Sale Price

when you hire SVN you are also hiring
the entire brokerage community

- Jones Lang Lasalle
- Cushman & Wakefield
- Colliers International
- Marcus & Millichap
- CBRE
- Baum Realty Group
- Newmark Grubb
- Knight Frank
- HFF
- Mid-America

*Aggregated 3rd Party Research Verified

CUSTOM MARKETING STRATEGY MEETS
MULTIPLE MEDIA CHANNELS TO

**MAXIMIZE THE VALUE OF
YOUR PROPERTY**



*Aggregated 3rd Party Research Verified

The material contained in this Offering Brochure is furnished solely for the purpose of considering the purchase of the property within and is not to be used for any other purpose. This information should not, under any circumstances, be photocopied or disclosed to any third party without the written consent of the SVN® Advisor or Property Owner, or used for any purpose whatsoever other than to evaluate the possible purchase of the Property.

The only party authorized to represent the Owner in connection with the sale of the Property is the SVN Advisor listed in this proposal, and no other person is authorized by the Owner to provide any information or to make any representations other than contained in this Offering Brochure. If the person receiving these materials does not choose to pursue a purchase of the Property, this Offering Brochure must be returned to the SVN Advisor.

Neither the SVN Advisor nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied upon as a promise or representation as to the future representation of the Property. This Offering Brochure may include certain statements and estimates with respect to the Property. These Assumptions may or may not be proven to be correct, and there can be no assurance that such estimates will be achieved. Further, the SVN Advisor and the Owner disclaim any and all liability for representations or warranties, expressed or implied, contained in or omitted from this Offering Brochure, or any other written or oral communication transmitted or made available to the recipient. The recipient shall be entitled to rely solely on those representations and warranties that may be made to it in any final, fully executed and delivered Real Estate Purchase Agreement between it and Owner.

The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Offering Brochure is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Brochure or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.