

BEST WEST RV AND SELF STORAGE

217 HASELTINE ROAD,
SPRINGFIELD, MO

OFFERING MEMORANDUM

GRANDSTONE
STORAGE INVESTMENT SALES



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LEAD ADVISOR



Drew Samuelson

Real Estate Associate
614.812.0679
Drew@GrandstoneIS.com
Lic #: SL3615503



Meir Perlmutter

CEO | Founder
614.812.0345
Meir@Grandstoneis.com
Lic #: BK3443325

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OFFERING SUMMARY

BEST WEST RV & MINI STORAGE

217 HASELTINE ROAD, SPRINGFIELD, MO

\$3,030,000

PURCHASE PRICE

\$89.75

PRICE PER RENTABLE SF

89.3%

PHYSICAL OCCUPANCY

88.99%

ECONOMIC OCCUPANCY

8.09%

YEAR 2 CAP RATE

8.36%

YEAR 3 CAP RATE

8.64%

YEAR 4 CAP RATE

8.93%

YEAR 5 CAP RATE



7.17%

CURRENT CAP RATE



7.83%

YEAR 1 CAP RATE



33,650

NET RENTABLE SF



\$217,294

CURRENT NOI



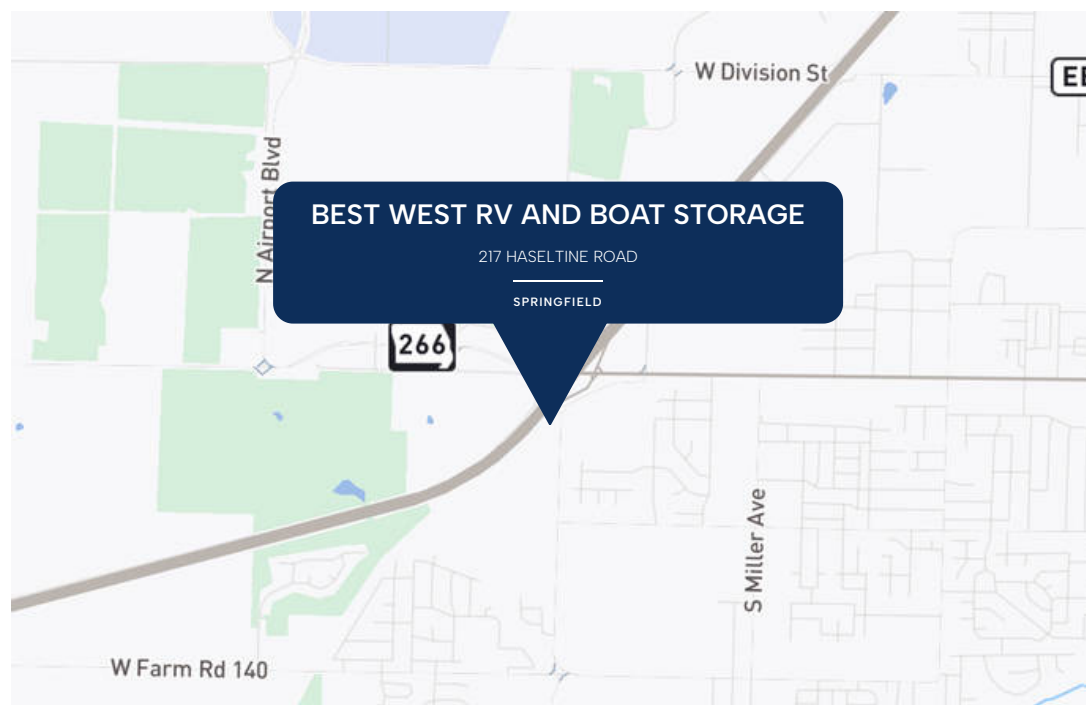
287

TOTAL UNITS

INVESTMENT OVERVIEW

Grandstone Investment Sales has been engaged to exclusively present Best West RV & Mini Storage, a stabilized drive-up self-storage and RV/boat parking facility located at 217 Haseltine Road in Springfield, MO. The property comprises 289 units (215 drive-up units and 74 uncovered RV/boat parking spaces) totaling 33,760 net rentable square feet, and is currently 89.3% physically occupied (88.99% economically occupied), generating in-place NOI of \$217,294. Best West is offered at \$3,030,000, or \$89.75 per rentable square foot, reflecting a 7.17% going-in capitalization rate that the underwriting escalates to a 7.83% Year 1 cap rate. In addition, the property has 3 leased billboards.

A 27-unit block of currently offline space represents meaningful reactivation upside that is not underwritten in the in-place NOI, providing a clear path to incremental income for a new owner. Modeled on a five-year hold at 70% loan-to-value, the underwriting projects a 20.6% levered IRR and a 2.28x equity multiple. Located within the Springfield, MO MSA (Greene County), the asset benefits from steady secondary-market demand for self-storage and RV/boat parking.



INVESTMENT HIGHLIGHTS



287 UNITS / 33,650 NRSF

Single-story drive-up non-climate self-storage: 213 storage units plus 74 uncovered RV/boat parking spaces at 217 Haseltine Road, Springfield, MO. Currently 89.3% physically occupied.



\$3,030,000 ASKING PRICE

\$90/NRSF, priced on ~\$217,294 of in-place NOI for a 7.17% going-in cap, with Year-1 NOI projected to rise to ~\$237,236.



7.17% IN-PLACE CAP RATE

7.83% Year-1 cap, increasing to 8.93% by Year 5 as NOI is modeled from ~\$217K today to \$270K by Year 5.



88.99% ECONOMIC OCCUPANCY

Strong stabilized occupancy with in-place rents supporting consistent current cash flow.



36,217 VEHICLES PER DAY — I-44

Highly visible location adjacent to I-44, with ~36,217 vehicles passing the property daily.



630 MULTIFAMILY UNITS PLANNED WITHIN 3 MILES

~630 units in the 3-mile development pipeline, expanding to 1,078 within 5 miles and 1,835 within 10 miles.



73,725 RESIDENTS WITHIN 5 MILES

Trade area of ~73.7K residents, with continued projected population and household growth.

ASSET OVERVIEW

TRAFFIC COUNT	36,217 VPD (I-44)
COUNTY	Greene County
NON CLIMATE UNITS	213
CLIMATE CONTROLLED UNITS	0
TOTAL NUMBER OF UNITS	287
UNCOVERED PARKING SPACES	74
UNIT SIZES	5x10 – 12x30
NRSF	33,650
ONSITE MANAGERS APARTMENT	No
# OF ACRES	4.6
# OF BUILDINGS	5
ZONING	M-1
PARCEL NUMBER(S)	14-24-100-015
# OF STORIES	1
# OF ELEVATORS / STAIRWELLS / ETC.	0
FRAMING	Steel
EXTERIOR	Metal Panels
ROOF TYPE	Metal Panels
FENCING TYPE	Chain Link
# OF ENTRIES	1
TYPE OF GATE	Power Slide Gate w/ Kiosk
MANAGEMENT SOFTWARE	storEDGE
FLOOD ZONE X	No
SIGNAGE	Yes





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INVESTMENT OVERVIEW



SATURATION STUDY

BEST WEST RV AND SELF STORAGE | 217 Haseltine Road, Springfield, MO

FACILITY NAME	FULL ADDRESS	DISTANCE (MILES)	HAS CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILES
Best West RV & Self Storage (Subject)	217 Haseltine Rd, Springfield, MO	0.10	No	33,650	-
ABC Mini Storage	309 N Lulwood Ave, Springfield, MO	0.44	No	26,988	-
1216 Self Storage – Eldon St	1850 N Eldon Ave, Springfield, MO	2.14	Yes	-	10,824
Sun–West Storage	4109 W Sunshine St, Springfield, MO	2.36	Yes	-	75,005
Menards Self Storage Springfield West	3831 W Univ St, Springfield, MO	2.38	No	-	0
Bradford Mini Storage	1480 S Bradford Ln, Springfield, MO	2.50	No	-	57,820
Storage World	3444 W Farm Rd 146, Springfield, MO	2.50	No	-	0
Storage Zone	1832 S State Hwy MM, Springfield, MO	2.83	Yes	-	50,853
Haseltine Mini Storage	5153 W Farm Rd 156, Springfield, MO	2.93	Yes	-	27,829

POPULATION

1-MILE

5,079

3-MILES

22,875

TOTAL EXISTING SUPPLY

60,638

282,969

SQ FT PER PERSON

11.94

12.37

5-MILE MULTIFAMILY DEVELOPMENT PIPELINE

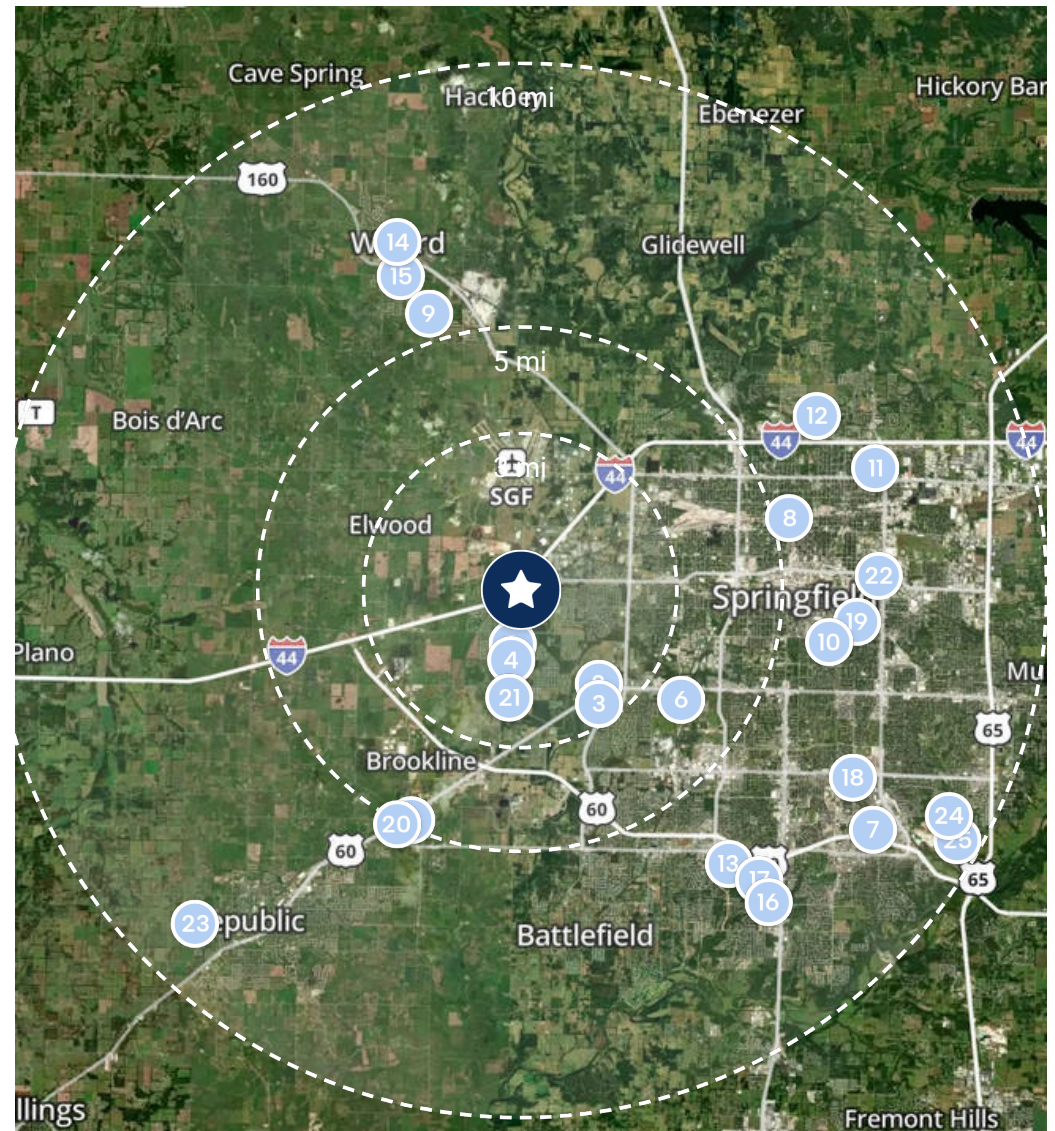
FACILITY NAME	ADDRESS	Distance (Miles)	Project Cost	Number of Units 3-Mile	Number of Units 5-Mile	Number of Units 10-Mile
East Cherry Street and South Pickwick Avenue Mixed Use Development	Multiple Locations, Springfield, MO, 65802					
Opal Sunset Apartments	3851 W Farm Rd 148, Springfield, MO, 65807	1.11	\$5,500,000	16	-	-
Springfield Plaza Apartments	2000 McCurry, Springfield, MO, 65807	2.34	\$15,000,000	193	-	-
The Springs Multi-Family Housing Community - Springfield	To be determined, Springfield, MO, 65802	2.67	\$133,000,000	421	-	-
Wilson's Valley	US-60 & Farm Rd 101, Republic, MO, 65619	4.34	\$18,000,000	-	0	-
The Glade Apartments	1051 S Grant Ave, Springfield, MO, 65807	4.86	\$150,000,000	-	448	-
Preston Living Center	To Be Determined, Springfield, MO, 65806	4.86	\$10,000,000	-	0	-
Sankofa	411 W Commercial St, Springfield, MO, 65803	5.14	\$10,000,000	-	-	0
Stone Creek Subdivision Phases 2 and 3	E Hughes Rd & E Granite Rd, Willard, MO, 65803	5.20	\$20,000,000	-	-	42
Baptist Student Union Redevelopment	906 S National Ave, Springfield, MO, 65804	5.48	\$8,000,000	-	-	42
The Glenwood Apartments	722 E Glenwood St, Springfield, MO, 65807	6.11	\$25,000,000	-	-	0
Hawkins Mill Subdivision - Springfield	3299 N Vernon Ave, Springfield, MO, 65803	6.24	\$3,000,000	-	-	33
South Kansas Avenue Nursing and Retirement Home	4349 S Kansas Ave, Springfield, MO, 65810	6.41	\$15,000,000	-	-	48
North Meadows Subdivision	To Be Determined, Willard, MO, 65781	6.55	\$45,000,000	-	-	42
Gauge Crossing Development	Hwy 160 and New Melville Rd, Willard, MO, 65781	6.90	\$6,000,000	-	-	33
The Ridge at Ward Branch Phase 2	1012 W Buena Vista St, Springfield, MO, 65810	6.90	\$3,000,000	-	-	22
417 ResCare/ Springfield	817 W El Camino Alto St, Springfield, MO, 65810	7.13	\$32,000,000	-	-	166
Heritage Cafeteria Redevelopment	1364 E Battlefield Rd, Springfield, MO, 65804	7.15	\$4,347,980	-	-	0
Rountree Pocket Neighborhood	E Cherry St, Springfield, MO, 65802	7.22	\$11,000,000	-	-	95
Boyce Residences	US-60 & W Republic Rd, Republic, MO, 65738	7.98	\$1,400,000	-	-	6
Missouri Baptist Convention and Wenping Qui Mixed Use Redevelopment	Multiple Locations, Springfield, MO, 65804	8.17	\$25,000,000	-	-	0
RFQ - New Overnight Shelter for the CCO Safe to Sleep Program	3055 E Division St, Springfield, MO, 65802	8.45	\$25,000,000	-	-	82
Prairie Ridge Commons - Republic	State Hwy 174 & S Kansas Ave, Republic, MO, 65738	8.48	\$1,000,000	-	-	0
South Lone Pine Mixed Use	3535 S Lone Pine Ave, Springfield, MO, 65804	8.88	\$15,000,000	-	-	0
Eco Flats Apartment Complex	2955 E Allen Pl, Springfield, MO, 65804	9.16	\$35,000,000	-	-	116
		9.52	\$11,316,000	-	-	30

FOR COMPLETE LIST, CONTACT BF

TOTAL NUMBER OF UNITS	630	1,078	1,835
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5 MILE MULTIFAMILY DEVELOPMENT PIPELINE MAP

#	Name	Units
1	East Cherry Street and South Pickwick Avenue Mixed Use Development	0
2	Opal Sunset Apartments	16
3	Springfield Plaza Apartments	193
4	The Springs Multi-Family Housing Community - Springfield	421
5	Wilson's Valley	0
6	The Glade Apartments	448
7	Preston Living Center	0
8	Sankofa	0
9	Stone Creek Subdivision Phases 2 and 3	42
10	Baptist Student Union Redevelopment	42
11	The Glenwood Apartments	0
12	Hawkins Mill Subdivision - Springfield	33
13	South Kansas Avenue Nursing and Retirement Home	48
14	North Meadows Subdivision	42
15	Gauge Crossing Development	33
16	The Ridge at Ward Branch Phase 2	22
17	417 ResCare/ Springfield	166
18	Heritage Cafeteria Redevelopment	0
19	Rountree Pocket Neighborhood	95
20	Boyce Residences	6
21	Missouri Baptist Convention and Wenping Qui Mixed Use Redevelopment	0
22	RFQ - New Overnight Shelter for the CCO Safe to Sleep Program	82
23	Prairie Ridge Commons - Republic	0
24	South Lone Pine Mixed Use	0
25	Eco Flats Apartment Complex	116



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FINANCIAL ANALYSIS



UNIT MIX

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
NON-CLIMATE CONTROLLED (NCC):						
10.0 x 5.0	24	50	1,200	\$68.95	\$1,655	\$19,858
5.0 x 10.0	10	50	500	\$72.20	\$722	\$8,664
10.0 x 10.0	1	100	100	\$95.39	\$95	\$1,145
10.0 x 10.0	47	100	4,700	\$104.88	\$4,929	\$59,152
15.0 x 10.0	53	150	7,950	\$116.69	\$6,185	\$74,215
20.0 x 10.0	38	200	7,600	\$151.29	\$5,749	\$68,988
10.0 x 20.0	2	200	400	\$145.60	\$291	\$3,494
25.0 x 10.0	10	250	2,500	\$160.55	\$1,606	\$19,266
30.0 x 10.0	20	300	6,000	\$180.59	\$3,612	\$43,342
15.0 x 20.0	3	300	900	\$154.63	\$464	\$5,568
30.0 x 12.0	5	360	1,800	\$216.89	\$1,084	\$13,013
45.0 x 12.0 (Billboards)	3	540	1,620	\$115.01	\$345	\$4,140
TOTAL Non-Climate Controlled (NCC):	216	163	33,650	\$123.64	\$26,737	\$320,849
UNCOVERED PARKING						
8.0 x 20.0	48			\$69.10	\$3,317	\$39,802
12.0 x 40.0	26			\$77.23	\$2,008	\$24,096
TOTAL Uncovered Parking:	74	-	-	\$71.96	\$5,325	\$63,897
GRAND TOTAL	290	121	34,970	\$110.56	\$32,062	\$384,746

INCOME AND EXPENSES

	CURRENT		YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
Gross Potential Rent	\$380,894		\$392,320		\$404,090		\$416,213		\$428,699		\$441,560	
Physical Vacancy	(40,756)	10.7%	(31,386)	8.0%	(32,327)	8.0%	(33,297)	8.0%	(34,296)	8.0%	(35,325)	8.0%
Economic Vacancy	(1,198)	0.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total Vacancy	(41,954)		(31,386)		(32,327)		(33,297)		(34,296)		(35,325)	
Vacancy %	11.0%		8.0%		8.0%		8.0%		8.0%		8.0%	
Effective Rental Income	\$338,940		\$360,935		\$371,763		\$382,916		\$394,403		\$406,235	
Late, Letter, & NSF Fees	3,194		3,401		3,503		3,608		3,717		3,828	
Tenant Insurance	10,158		12,493		12,493		12,493		12,493		12,493	
Billboard Income	4,124		4,206		4,290		4,376		4,463		4,553	
Total Other Income	\$17,476		\$20,100		\$20,286		\$20,477		\$20,673		\$20,874	
Effective Gross Income (EGI)	\$356,416		\$381,035		\$392,049		\$403,393		\$415,076		\$427,109	
Property Taxes	22,215		25,547		26,058		26,579		27,111		27,653	
Insurance	11,000		11,220		11,444		11,673		11,907		12,145	
Utilities & Trash	5,776		5,892		6,009		6,130		6,252		6,377	
Repairs & Maintenance	5,000		5,100		5,202		5,306		5,412		5,520	
Advertising	2,500		2,550		2,601		2,653		2,706		2,760	
Salaries, Taxes, & Benefits	50,000		51,000		52,020		53,060		54,122		55,204	
Management Fee	17,821		19,052		19,602		20,170		20,754		21,355	
Office Supplies & Postage	5,000		5,100		5,202		5,306		5,412		5,520	
Bank & Credit Card Fees	7,808		6,097		6,273		6,454		6,641		6,834	
Telephone & Internet	2,502		2,552		2,603		2,655		2,708		2,762	
Landscaping	3,500		3,570		3,641		3,714		3,789		3,864	
Other expenses	6,000		6,120		6,242		6,367		6,495		6,624	
Total Expenses	\$139,122		\$143,799		\$146,899		\$150,068		\$153,308		\$156,621	
% of EGI	39.0%		37.7%		37.5%		37.2%		36.9%		36.7%	
Net Operating Income (NOI)	\$217,294		\$237,236		\$245,150		\$253,325		\$261,768		\$270,488	
Operating Margin %	61.0%		62.3%		62.5%		62.8%		63.1%		63.3%	

Financial Footnotes:

1. RE taxes based on current bill of \$22,215 (assessor portal not scrapeable). Increased 15% Yr1 to hedge MO biennial reassessment. \$22,215→\$25,547, then 2%/yr.
2. Income based on storEDGE Aug-2026 owner reports (rent roll, mgmt summary, consolidated occupancy). Per broker: occupied (in-place) rates used as both standard and actual rents; standard-rate columns ignored. In-place rent \$28,588.63/mo; physical (SF) occ 89.6%; eco vacancy 5% (actual allowances/write-offs ~3.5%).
3. Expenses based on 2024/2025 P&L, normalized: insurance \$0.20/NRSF (2025 \$32.9k spike excluded); salaries \$1.00/NRSF (seller ran \$98k-150k); R&M \$0.15/NRSF (35 offline units); advertising firm std.
4. Management fee added at 5% of EGI (owner self-managed, none in seller P&L). Class C / secondary (Springfield MSA) cap 8.0%; market SF/capita 14.2 = oversupplied (flag). 27 units/4,272 SF offline = value-add upside not underwritten.



03

PROPERTY INFORMATION



LOCAL MAP



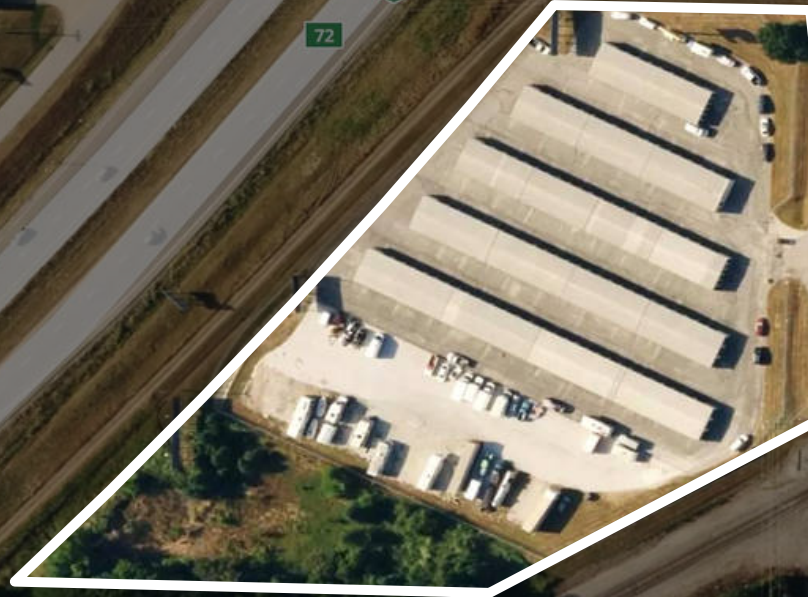
REGIONAL MAP



BEST WEST RV AND BOAT STORAGE

217 SOUTH FARM ROAD 115

SPRINGFIELD



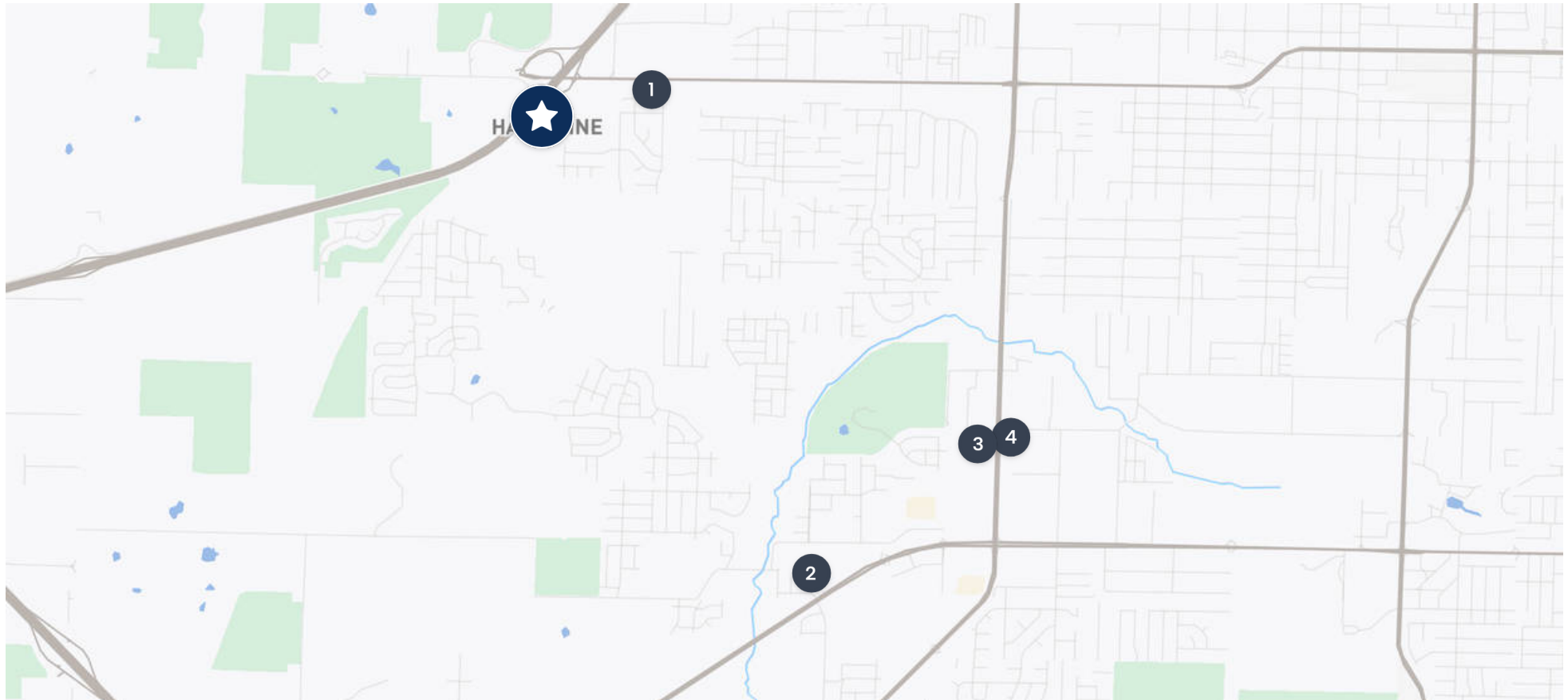


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RENT
COMPARABLES



RENT COMPARABLES MAP



LEGEND	PROPERTY NAME	ADDRESS	AVERAGE RENT/SF
★	Best West RV & Self Storage	217 Haseltine Road, Springfield, MO 65802	\$0.99
1	ABC Mini Storage	309 N Lulwood Ave, Springfield, MO 65802	\$0.67
2	Sun-West Storage	4109 W Sunshine St, Springfield, MO 65807	\$0.93
3	Bradford Mini Storage	1480 S Bradford Ln, Springfield, MO	\$0.78
4	Storage World	3444 W Farm Rd 146, Springfield, MO	\$0.73

RENT COMPARABLES



Best West RV & Self Storage

217 Haseltine Road,
Springfield, MO 65802



ABC Mini Storage

309 N Lulwood Ave,
Springfield, MO 65802



Sun-West Storage

4109 W Sunshine St,
Springfield, MO 65807



Bradford Mini Storage

1480 S Bradford Ln,
Springfield, MO



Storage World

3444 W Farm Rd 146,
Springfield, MO

Unit Type	Rent	Rent/SF
5x10 NCC	\$69	\$1.37
10x10 NCC	\$104	\$1.04
10x15 NCC	\$116	\$0.77
10x20 NCC	\$151	\$0.75
Average:	\$0.99	

Unit Type	Rent	Rent/SF
5x10 NCC	\$60	\$1.20
10x10 NCC	\$85	\$0.85
10x15 NCC	\$96	\$0.64
10x20 NCC		\$0.00
Average:	\$0.67	

Unit Type	Rent	Rent/SF
5x10 NCC	\$71	\$1.41
10x10 NCC	\$95	\$0.95
10x15 NCC	\$108	\$0.72
10x20 NCC	\$126	\$0.63
Average:	\$0.93	

Unit Type	Rent	Rent/SF
5x10 NCC	\$60	\$1.20
10x10 NCC	\$80	\$0.80
10x15 NCC	\$90	\$0.60
10x20 NCC	\$100	\$0.50
Average:	\$0.78	

Unit Type	Rent	Rent/SF
5x10 NCC	\$45	\$0.90
10x10 NCC	\$70	\$0.70
10x15 NCC	\$101	\$0.67
10x20 NCC	\$130	\$0.65
Average:	\$0.73	



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MARKET ANALYSIS



WELCOME TO

SPRINGFIELD, MO



Springfield, Missouri anchors the Springfield Metropolitan Statistical Area, southwest Missouri's regional hub and Missouri's third-largest metro with roughly 475,000 residents — a market the underwriting model classifies as a strong secondary market. Within five miles of the Best West RV & Boat Storage site, 73,323 residents across 30,834 households support sustained self-storage demand, with a median household income of \$62,472 and an average household income of \$94,012 within one mile underpinning payroll stability. The regional economy is diversified across healthcare (CoxHealth, Mercy), higher education and public schooling (Missouri State University, Springfield Public Schools), manufacturing and logistics (SRC Holdings, Prime Inc., BNSF), and headquarters retail (Bass Pro Shops, O'Reilly Auto Parts), sustaining household formation and long-term storage demand.

MARKET HIGHLIGHTS



REGIONAL HUB MARKET

Springfield is southwest Missouri's regional hub and Missouri's third-largest metro, anchoring an MSA of approximately 475,000 residents classified as a strong secondary market.



FIVE-MILE POPULATION & HOUSEHOLDS

The site's five-mile ring holds 73,323 residents across 30,834 households, per Esri 2026 GeoEnrichment estimates.



HOUSEHOLD INCOME

Median household income reaches \$62,472 within five miles, with average household income of \$94,012 within one mile of the site.



HOUSEHOLD GROWTH

Five-mile households are projected to grow 4.2% over five years, from 30,834 to 32,116, with the one-mile ring growing approximately 15% in both population and households.



DIVERSIFIED ECONOMY

A diversified base spans healthcare (CoxHealth, Mercy), education (Missouri State University, Springfield Public Schools), manufacturing/logistics (SRC Holdings, Prime Inc., BNSF), and headquarters retail (Bass Pro Shops, O'Reilly Auto Parts).

AMENITIES MAP



DEMOGRAPHICS

Population	1-MILE	3-MILES	5-MILES
2023 Total Population	5,079	22,875	73,725
2023 Population Density	645.0	673.1	1,245.2
2020-2023 Growth	150	715	2,665
2020-2023 Average Annual Growth	30	143	533
2028 Total Population	5,186	23,376	75,303
2028 Population Density	659	688	1,272
2023-2028 Projected Population Growth	107	501	1,578
2023-2028 Projected Average Annual Growth	21	100	316
2020 Population	4,929	22,160	71,060
2010 Total Population	3,712	20,494	65,295
2000 Population	2,064	15,606	55,891

Household Income	1-MILE	3-MILES	5-MILES
2025 Aggregate Household Income	\$205,926,707	\$672,228,286	\$2,015,971,695
2025 Average Household Income	\$103,481	\$74,750	\$63,813
2025 Median Household Income	\$83,949	\$62,737	\$51,342
2025 Per Capita Income	\$40,545	\$29,492	\$27,675
2030 Aggregate Household Income	\$250,609,240	\$789,244,051	\$2,346,285,219
2030 Average Household Income	\$121,832	\$84,819	\$71,809
2030 Median Household Income	\$92,080	\$68,708	\$56,093
2030 Per Capita Income	\$48,324	\$33,880	\$31,529

Households	1-MILE	3-MILES	5-MILES
2025 Households	1,990	8,993	31,592
2020-2025 Growth	1,990	5,417	10,187
2020-2025 Average Annual Growth	398	1,083	2,037
2030 Households	2,057	9,305	32,674
2025-2030 Growth	67	312	1,082
2025-2030 Average Annual Growth	13	62	216
2020 Households	0	3,576	21,405



73,725
Total Population
5-MILE



1,245
Population Density
5-MILE



\$63,813
Avg HH Income
5-MILE



\$27,675
Per Capita Income
5-MILE



1,990
Households
1-MILE



2,057
5-Yr Projected
Households
1-MILE

MAJOR EMPLOYERS

The Springfield metropolitan area benefits from a resilient and diversified economy supported by recession-resistant industries, including healthcare, education, and corporate headquarters. Major employers such as CoxHealth, Mercy Hospital Springfield, Missouri State University, O'Reilly Auto Parts, Bass Pro Shops, and Prime Inc. provide economic stability, attract talent, and support sustained demand for housing and commercial services.

Employer	Industry	Employees
CoxHealth	Healthcare	6,000
Mercy Hospital	Healthcare	4,500
Missouri State University	Education	3,000
Bass Pro Shops	Retail/Corporate	2,000
Prime Inc.	Logistics/Transportation	1,500
O'Reilly Auto Parts	Corporate	1,500
Paul Mueller Company	Manufacturing	1,000
T-Mobile	Customer Service	1,000
City Utilities of Springfield	Utilities	1,000
Ozarks Technical Community College	Education	1,000



MAJOR DEVELOPMENTS



Growing Regional Economy

Springfield's expanding population base and diversified economy continue to drive demand for residential, commercial, and service-oriented real estate. The metro's growth across healthcare, manufacturing, logistics, and retail sectors supports long-term demand for storage facilities.



North Springfield Expansion

Strategic access to major roadways and proximity to employment hubs position North Springfield as an attractive area for continued residential and commercial growth, creating additional demand from households, contractors, and small businesses.



Healthcare Hub of Southwest Missouri

Springfield serves as a regional healthcare destination, with continued investment from leading healthcare systems supporting employment growth and population retention throughout the market.



Infrastructure Enhancements

Public infrastructure projects and corridor improvements are strengthening connectivity throughout Springfield, supporting future development and enhancing accessibility.



Strong Industrial & Logistics Fundamentals

Springfield's central location and established manufacturing and distribution base continue to attract businesses, creating demand for ancillary services such as self-storage and commercial storage solutions.



CONTACT US



Drew Samuelson
Real Estate Associate
614.812.0679
Drew@GrandstoneIS.com
Lic #: SL3615503



Meir Perlmutter
CEO | Founder
614.812.0345
Meir@Grandstoneis.com
Lic #: BK3443325

BEST WEST RV & SELF STORAGE

217 Haseltine Road | Springfield, MO 65802

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