

CHESTNUT PARK ON I44B IN SPRINGFIELD, MO

DEMOGRAPHICS & ECONOMETRICS

(73) **Summary.**

- (a) **Highest % growth in:** population, households, families, average and median % growth in home values
- (b) **Highest family indicators in:** avg. household size, % married, % divorced and % widowed
- (c) **Highest %:** \$50K-\$74.9K household incomes and \$100K-\$149.9K household net worth
- (d) **Highest:** median age and highest median household net worth
- (e) **Lowest %:** homes for rent, less than \$15K household incomes and household net worth less than \$15K

(74) **AREA Benchmarks.** Census Tract; 1, 3 and 5-mile radiuses; 5, 10 and 15-minute drive-times; 65802 zip code; City of Springfield; and Greene County.

(75) **Baselines.** 5-minute drive time and 2011 projections unless specifically otherwise defined.

(76) **Highest AREA DEMOGRAPHIC Benchmarks.**

- (a) % between 0-9 years old and % 45 and older.
- (b) Population growth, household growth and family growth.
- (c) Avg. household size.
- (d) Median age.
- (e) % married and living together.
- (f) % construction employees and % transportation employees.

(77) **AREA HOME Benchmarks.**

- (a) Lowest avg. and median home values.
- (b) Highest annual % growth in avg. and median home values.
- (c) Lowest % homes for rent

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- (d) Lowest leverage based on mortgage ratios of:
 - Avg. mortgage / avg. household income
 - Median mortgage / median household income
 - Median mortgage / median disposable income
- (e) Highest % single family detached homes.
- (f) Lowest %: % single family attached homes; 3-49 multi-family homes; and 50+ multifamily homes.

(78) **AREA INCOME & WEALTH Benchmarks.**

- (a) Highest annual % growth: \$100K+ household incomes; \$250K+ household incomes; and median household income.
- (b) Lowest % less than \$25K household incomes.
- (c) Highest % \$100K-\$150 household net worth.
- (d) Lowest % less than \$15K household net worth.

(79) **Springfield CBSA compared to largest CBSAs in MO and to MO.**

- (a) **Benchmarks.** The largest CBSAs in the State (based on population) by size are: Saint Louis, Kansas City, Springfield, Joplin, Columbia, Jefferson City, Saint Joseph and Cape Girardeau. 9 Benchmarks including the State.
- (b) **Highest annual % growth in:** population; economy; avg. household income; and disposable income.
- (c) **Second highest %: growth in:** population 25 to 34 years old; married and living together; and tenant occupied homes.
- (d) **Third largest:** population and economy.
- (e) **Third highest:** annual % growth in \$100K+ and \$250K household incomes; avg. home values; % bachelor's, master's, doctorate and professional degrees.
- (f) **Second lowest:** avg. years at current residence; % never married; and % separated.

(80) **Workforce recession resistance.**

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- (a) **Proprietary methodology.** We utilize a proprietary model utilizing distribution of employees and employers by sectors as an indicator of recession resistance of markets.
- (b) **Model overview.** The model applies a weighting to estimate recession implications for each sector. Next, it aggregates the data by geography. It then indexes the findings to the State and US and compares each geographic area to all others.
- (c) **Summary.**
 - The Springfield CBSA is tied for # 1 as most resistant MO CBSA.
 - The Springfield CBSA is 12% more resistant than Missouri and the US.
 - Missouri essentially mirrors the US in workforce resistance.

(81) Definitions.

- (a) **Census Tract.** A Census Tract, census area, or census district is a geographic region defined for the purpose of taking a census. Usually these coincide with the limits of cities, towns or other administrative areas and several tracts commonly exist within a county. In unincorporated areas of the United States these are often arbitrary, except for coinciding with political lines.
- (b) **CBSA.** A Core Based Statistical Area (“CBSA”) is a an area containing the core urban area, as well as any adjacent counties that have a high degree of social and economic integration (as measured by commuting to work) with the urban core. CBSA is a US Census Bureau definition.
- (c) **DMA.** Simply a Designated Market Area (“DMA”) is a TV market. Defined by Nielsen they are groups of counties that make up a particular TV market. These counties comprise the major viewing audience for the TV stations in their metropolitan area. It is the broadest regional definition we utilize.

DISCLOSURES & COPYRIGHTS

Coldwell Banker Commercial Vanguard in Springfield, Missouri has been retained as the exclusive advisor for the sale of Chestnut Park on I44B inside the loop in the Springfield City Limits. Coldwell Banker Commercial Southwest Partners through a collaborative brokerage agreement with Coldwell Banker Commercial Vanguard is managing this listing.

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