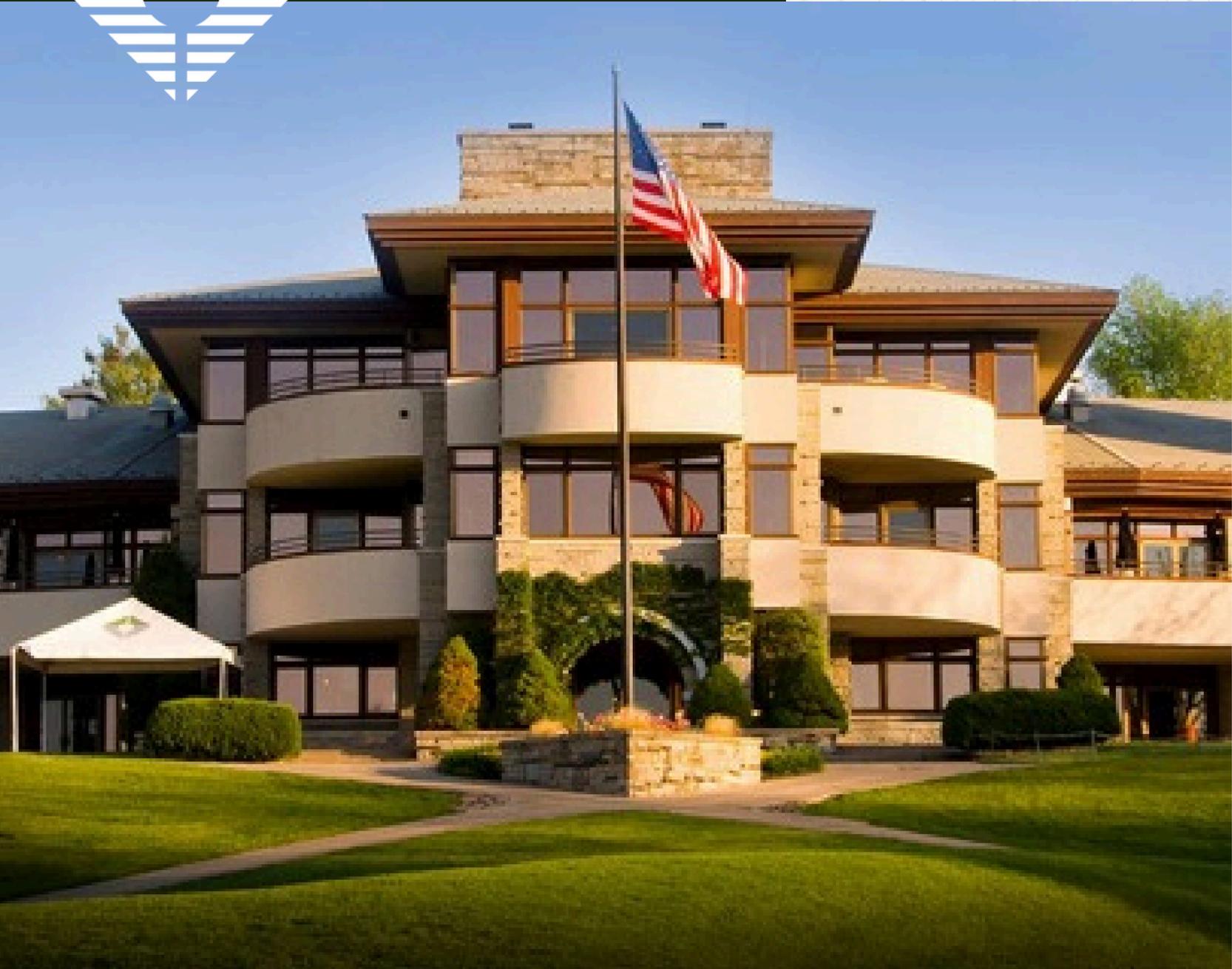




Highland Springs Country Club

Springfield, Missouri



Listing Information

Highland Springs Country Club · Springfield, Missouri

Highland Springs Country Club, founded in 1989 by John Q. Hammons, is Southwest Missouri's only private, gated residential golf community. Spanning 600 wooded acres, the master-planned property features an 18-hole championship course, a striking three-story clubhouse, and more than 270 private homes. The Club is home to approximately 750 members who enjoy a vibrant year-round social calendar and world-class amenities demonstrating a high-quality stabilized asset with embedded growth.

Designed by the renowned Robert Trent Jones II firm, Highland Springs Country Club has been home to the PGA Korn Ferry Tour's Price Cutter Charity Championship for over 30 years—proof of its challenge and pristine condition.

The 42,000 sq. ft. clubhouse blends limestone, wood, and glass in a Frank Lloyd Wright-inspired design, offering casual and fine dining with sweeping views, plus meeting and banquet space for up to 400. Recent renovations in 2022–2023 and 2025 updated the dining, banquet, lounge, and lobby areas, ensuring members enjoy modern comfort in a timeless setting.

Springfield, MO

Springfield, the third-largest city in Missouri, is known as the “Queen City of the Ozarks” and the “Birthplace of Route 66.” With nearly 475,000 residents in the metro area, it serves as a hub for health care, education, and commerce. The city is home to Missouri State University and several other colleges, giving it a vibrant, youthful energy and a thriving cultural scene.

Residents enjoy a revitalized downtown filled with restaurants, theaters, galleries, and festivals such as the Birthplace of Route 66 Festival and First Friday Art Walks. Outdoor enthusiasts benefit from more than 3,200 acres of parks and trails, nearby lakes, and the James River, perfect for fishing, kayaking, and boating.

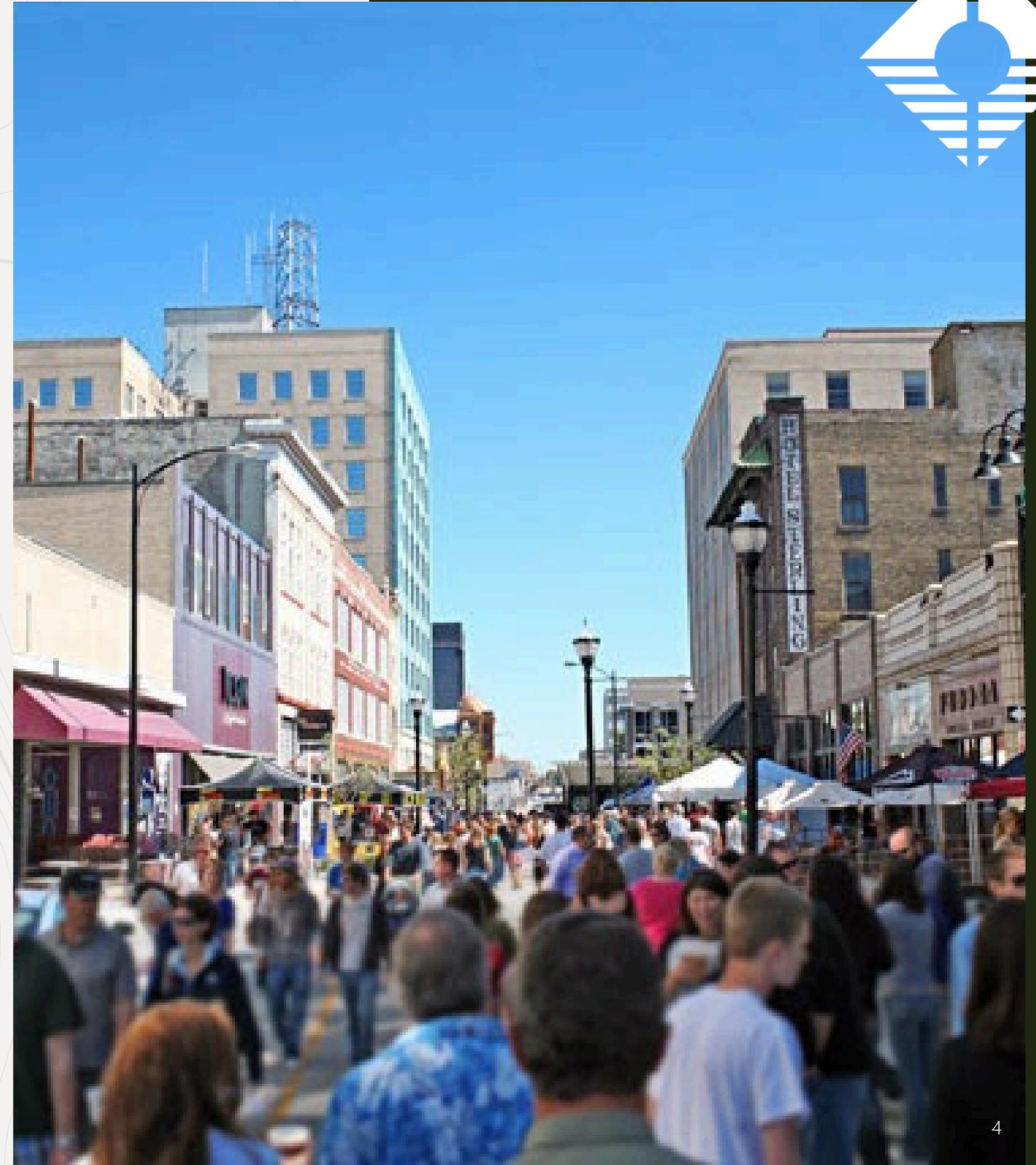
Springfield also takes pride in its sports and golf traditions. The city hosts the Springfield Cardinals, the Double-A affiliate of the St. Louis Cardinals, and Highland Springs Country Club has been home to the PGA Korn Ferry Tour’s Price Cutter Charity Championship, a signature event supporting local children’s charities for over 30 years.





Premier Gated Golf Community with Strong Demographics

- Southwest Missouri's Only Private Gated Golf Community – Exclusive 600-acre master-planned community founded in 1989 by John Q. Hammons with over 270 high-end homes surrounding the championship course
- Highland Springs Country Club has been home to the PGA Korn Ferry Tour's Price Cutter Charity Championship for over 30 years
- Highly Affluent Immediate Market – Within 15 minutes: 398 homes valued at \$1M+, 2,593 homes valued at \$500K-\$999K, and over 6,600 households earning \$150K+ annually
- Strong Population Growth Trajectory – 10-minute drive population projected to grow 19% from 17,845 (2025) to 21,227 (2030), significantly outpacing regional averages
- Above-Average Household Income – \$106,816 average household income within 10 minutes, 48% above U.S. national median, supporting premium membership pricing
- Captive Member Pipeline – As the only private gated golf community in Southwest Missouri, Highland Springs enjoys unique market positioning with over 270 homeowners in the exclusive residential community





Property Facts

Location

5400 S Highland Springs Boulevard
Springfield, Missouri 65809

Course Architect

Robert Trent Jones II

Par

72

Rating

74.4 (gold)

Acres

200

Zoning

Private, members-only golf & social club

Irrigation System

Rain Bird and Toro

Bunkers

71

Cart Paths

Asphalt / Concrete end-to-end cart paths

Website

www.highlandsprings.com

Year Opened

1989 by developer John Q. Hammons

Number of Holes

18

Yards

7,115

Slope

133 (blue), 122 (white), 117 (gold), 105 (red)

Parking

250+ spaces

Turf Grass

Zoysia Fairways, Fescue Rough,
and A1/A4 Bentgrass Greens

Water Source

Drawn from on-site lakes and wells
(course does not pay for water)



Facility Facts

Clubhouse

42,000 square feet of facilities and services for its members, including private meeting rooms, banquet spaces, and lounge and dining areas with golf course views.

Golf Carts

60 Club Car Templion Electric Gas Carts Leased
Lease expires 11/30/2026. \$2,968.50 per month.

Club Fitting Center

Launch Monitor

Golf Simulators

The addition of simulators in the clubhouse will increase usage, engagement, and F&B revenues during non-peak periods.

Maintenance Building

11,840 square feet

Golf Range, Tee and Chipping Area

10.6 acres, with the tee and chipping area making up 1.3 additional acres

The large driving range features a zoysia tee and an A1A4 bent grass chipping green. The driving range tee was completely leveled and resodded at the end of the 2024 season. Multiple target areas are set at varying yardages, and new Turfhound hitting mats were installed during fall 2024.



Aerial photo taken prior to pickleball conversion - (1 court into 4 pickle courts)

Premier Racquet Sports Facilities

- **Eight Premium Racquet Courts** – Four lighted tennis courts and four dedicated pickleball courts provide extensive racquet sport options for members throughout the day and evening
- **Recently Resurfaced Tennis Courts** – Fresh court surfaces demonstrate ownership's commitment to maintaining high-quality, tournament-ready facilities
- **Competitive Market Advantage** – More courts than most regional competitors, positioning Highland Springs as the premier racquet sports destination in Southwest Missouri
- **Meeting Surging Pickleball Demand** – Four dedicated pickleball courts capitalize on the fastest-growing sport in America, attracting younger demographics and social players
- **Extended Playing Hours** – Lighted courts enable evening play during Missouri's hot summer months, maximizing facility utilization and member satisfaction year-round
 - Opportunity to capture additional tennis demand with addition of a bubble-covering in the Winter



Comprehensive Aquatics Facility with Resort-Style Upside

- **Olympic-Sized Swimming Pool** – Full-size competitive pool with six lap lanes providing exceptional aquatic facilities for member fitness, swim teams, and recreational use
- **Complete Family-Friendly Experience** – Dedicated children's splash pad and wading pool create a multi-generational amenity that drives family membership engagement and retention
- **Full-Service Pool Complex** – Separate entry area, poolside snack bar, and dedicated locker rooms provide convenient, self-contained aquatic facilities
- **Championship Barracuda Swim Team** – Competitive youth swim program (late May through mid-July) has won 1st Place at local Club Championships for 5 consecutive years, competing against area clubs and neighborhood teams
- **Enhancement Opportunities** – Opportunity for investors to upgrade to modern "resort-style" amenities (cabanas, shade structures, enhanced bar area) to attract next-generation members
- **Recent Playground Renovation** – Children's playground has been renovated, demonstrating ongoing commitment to family-oriented facilities that complement the aquatic amenities



High-End Events and Catering Excellence

- **Up to 400-Guest Capacity Across Multiple Venues** – Entire clubhouse accommodates up to 400 guests, with formal banquet room seating up to 250, multiple smaller private spaces (14-100 capacity), and dedicated catering director providing turnkey event coordination
- **Award-Winning Executive Chef** – Chef Stephanie Holmes brings international pedigree from training in England (cooking for Queen Camilla) and 14 years at Big Cedar Lodge (serving celebrities and President George W. Bush), with recognition in 417 Magazine and Kansas City Restaurant Warrior Award
- **Comprehensive & Upscale Menu Offerings** – Tiered buffet options from \$22-\$60 per person, premium enhancements including prime rib and beef tenderloin, chef-attended action stations, and customizable menus demonstrate sophistication and versatility for high-end clientele
- **Separated Member & Event Spaces** – Thoughtful layout with dedicated banquet areas separate from daily member spaces allows simultaneous events without disrupting member experience, maximizing revenue opportunities and operational efficiency
- **Beautiful Outdoor Ceremony Settings** – Championship golf course provides stunning backdrop for outdoor wedding ceremonies, with formal banquet patio and "Patio on the Hill" (80 capacity) for cocktail receptions overlooking picturesque fairways
- **Recently Renovated Banquet Facilities (2023-2024)** – Fresh upgrades to banquet hall and formal dining areas create contemporary, elegant spaces that appeal to discerning clients seeking high-end wedding and corporate event venues
- **Full-Service Bar Program & Premium Amenities** – Complete liquor, wine, and beer offerings (house, call, and premium selections), temperature-controlled wine cellar, grand piano, dance floor, and A/V equipment provide comprehensive event services
- **Established Operations & Professional Systems** – Dedicated Director of Catering & Events and proven coordination systems provide seamless transition for new ownership



2025 Winner: Chandler Blanchet

Championship Course Validated by 36-Year Korn Ferry Tour Legacy

- **36-Year Korn Ferry Tour Legacy (1990-2025)** – Highland Springs hosted the Price Cutter Charity Championship annually since the tournament's inception in 1990, demonstrating consistent operational excellence and championship-caliber course conditions
- **PGA Tour Pathway Validation** – The Korn Ferry Tour serves as the official developmental tour for the PGA Tour, featuring future PGA Tour champions and established professionals, validating Highland Springs' layout, conditioning standards, and operational capabilities at the highest level
- **Championship Course Design & Conditioning** – The Robert Trent Jones II design receives "rave reviews" from professional golfers and requires tournament-level maintenance standards, positioning Highland Springs as the premier championship course in the Springfield market
- **Professional-Grade Infrastructure** – 7,115 yards from championship tees, 74.4 course rating, 133 slope rating, and dramatic terrain variations with water features demonstrate a true championship test of golf that challenges professionals while remaining player-friendly for members
- **Operational Reliability & Prestige** – Hosting a professional tour event annually for 36 consecutive years reflects Highland Springs' consistent excellence, operational infrastructure, and reputation within the professional golf community as a proven stage for high-level competition
- **Tournament-Ready Facilities** – The expansive 42,000 SF clubhouse and championship course infrastructure provide turnkey capability for corporate outings, member tournaments, and potential future high-profile events





Significant Recent Investment in Club Facilities

- **\$630,000+ Property Investment (Past 12 Months)** – Substantial capital expenditures maintaining championship-level playing conditions, ensuring Highland Springs remains the premier golf course in the Springfield market
 - Includes: Splash Pad Resurface, Playground Equipment with Shade Structure, Men’s Grill Renovation, Lounge 19 Renovation, Turfhound Driving Range Mat System, Circle Drive & Entrance Concrete
- **\$250,000 Clubhouse Modernization (2023-2024)** – Comprehensive upgrades including third-floor lobby remodel, second-floor dining room renovation, banquet facility improvements, and facilities enhancements creating a fresh, contemporary member experience
- **Tennis Courts Resurfaced & Pickleball Expansion** – With recent resurfacings and strategic conversion of one tennis court into four dedicated pickleball courts, capitalizing on the fastest-growing sport in America while maintaining four high-quality tennis courts
- **Renovated Children's Playground** – Updated playground facilities demonstrate commitment to family-friendly amenities and multi-generational member engagement
- **Frank Lloyd Wright-Inspired Architecture** – The timeless clubhouse design features classic architecture that has been exceptionally well-maintained, with member spaces and banquet areas remaining relevant and appealing to both current and prospective members

Exceptional Member Loyalty Significantly Exceeding Industry Standards

- **Approximately 80% of homeowners within Highland Springs are members**, creating an embedded revenue base with the strongest possible residential integration
- **~270 developed homes and an additional 74 platted lots remaining (of which 53 are newly platted lots - see next slide)** provide clear growth pathway for additional residential membership expansion
- **Member tenure significantly exceeds industry benchmarks**, with approximately half of all members maintaining 10+ years of membership
- **2,325 individuals across 741 member families** (3.14 people per family) reflect strong multi-generational family participation and deep integration into the club's comprehensive amenities
 - 741 Total Members: 365 Golf Members / 262 Social Members / 86 Junior Members / 28 Non-Resident
- **Active retention programming targeting younger members** through strategic "micro-events" and family-focused activities positions the club for sustained generational succession and long-term membership stability
- **Low attrition rate of approximately 3-4% annually** compares favorably to industry benchmarks of 6-8%, reflecting high member satisfaction and the retention benefits of residential community integration
- **Healthy new member pipeline with 26.6% in their first three years** demonstrates sustained market demand while maintaining balance with established, engaged membership base



Highland Springs is the hub of community life where neighbors gather, friendships flourish, and traditions are celebrated.



Embedded Membership Growth

53 privately gated lots, with golf cart access to the club house, were recently platted near the Northeast corner of the property and are currently available for sale. 14 lots have already sold.

There are an additional 3 development parcels totaling approximately 131 acres:

- 16 acres North side of property on E Stan Musial Drive
- 41 acres West of E Castlebay Ct
- 74 acres East of S Dunrobin Dr

All three parcels can be developed which will add a pipeline of future memberships going forward.

These lots and parcels are not part of the sale package but will likely add memberships as they are sold.



Club Comparison · Full Golf Membership

	Highland Springs eff. 4/1/2025	Hickory Hills eff. 4/1/2025	Twin Oaks eff. 11/1/2024
Initiation Fee	\$10,000	\$25,000	\$8,000
Capital Reserve Fee Upon Joining	\$10,000	\$0	\$0
Monthly Dues	\$678	\$764	\$515
Hospitality Fee	\$0	\$25	\$0
Monthly Food Minimum	\$55	\$0	\$45
Capital Fee	\$0	\$200	\$85
Total Monthly	\$733	\$989	\$645

Club Comparison · Social Membership

	Highland Springs eff. 4/1/2025	Hickory Hills eff. 4/1/2025	Twin Oaks eff. 11/1/2024
Initiation Fee	\$2,500	\$8,750	\$3,000
Capital Reserve Fee Upon Joining	\$5,000	\$0	\$0
Monthly Dues	\$334	\$460	\$300
Hospitality Fee	\$0	\$25	\$0
Monthly Food Minimum	\$55	\$0	\$45
Capital Fee	\$0	\$120	\$25
Total Monthly	\$389	\$605	\$370

Holes 1-9



Hole 1



Hole 2



Hole 3



Hole 4



Hole 5



Hole 6



Hole 7



Hole 8



Hole 9





Hole 10



Hole 11



Hole 12



Hole 13



Hole 14



Hole 15



Hole 16



Hole 17



Hole 18

Holes 10-18



Scorecard 1-9



	Front 9			Back 9			Slopes & Rating			
HOLE	1	2	3	4	5	6	7	8	9	OUT
Gold	547	395	403	211	439	176	422	544	424	3561
Blue	520	363	375	187	424	140	396	511	396	3312
Highland	520	363	375	157	368	140	370	511	370	3174
White	476	337	342	157	368	116	370	474	370	3010
Scottish	476	312	320	136	329	116	329	474	329	2821
Green	434	312	320	136	329	101	329	443	329	2733
Fern	356	312	220	136	329	101	329	443	237	2463
JQ Course	356	215	220	115	251	90	233	360	237	2077
PAR	5	4	4	3	4	3	4	5	4	36
Men's Handicap	11	13	3	17	9	15	1	5	7	
Women's Handicap	5	13	9	15	17	3	7	1	11	

	Front 9			Back 9			Slopes & Rating				
HOLE	10	11	12	13	14	15	16	17	18	IN	TOTAL
Gold	394	535	440	174	427	151	431	460	542	3554	7115
Blue	370	510	397	159	395	137	399	413	522	3302	6614
Highland	370	510	328	147	366	137	357	366	522	3103	6277
White	337	492	328	147	366	109	357	366	505	3007	6017
Scottish	337	492	303	125	335	109	320	343	505	2872	5693
Green	305	451	303	125	338	92	320	343	447	2724	5457
Fern	305	383	303	125	338	92	241	273	447	2507	4970
JQ Course	216	383	227	107	245	92	241	273	315	2100	4177
PAR	4	5	4	3	4	3	4	4	5	36	72
Men's Handicap	14	6	4	12	2	18	16	8	10		
Women's Handicap	16	10	8	14	2	18	12	4	6		

Scorecard

10-18

Location

Highland Springs Country Club enjoys a highly convenient location in Springfield, Missouri, offering members easy access to both the city's amenities and the tranquility of a private, gated community. Situated within the Highland Springs Subdivision, the Club is close to major highways,





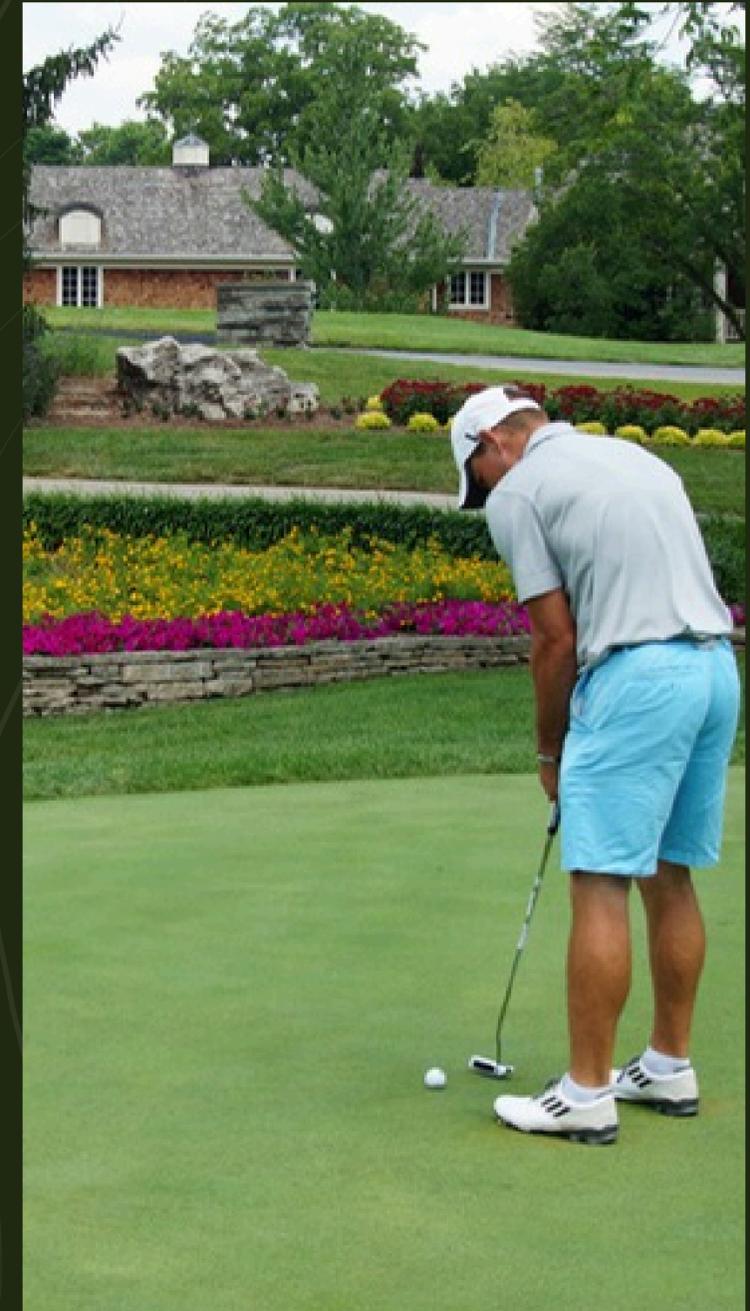
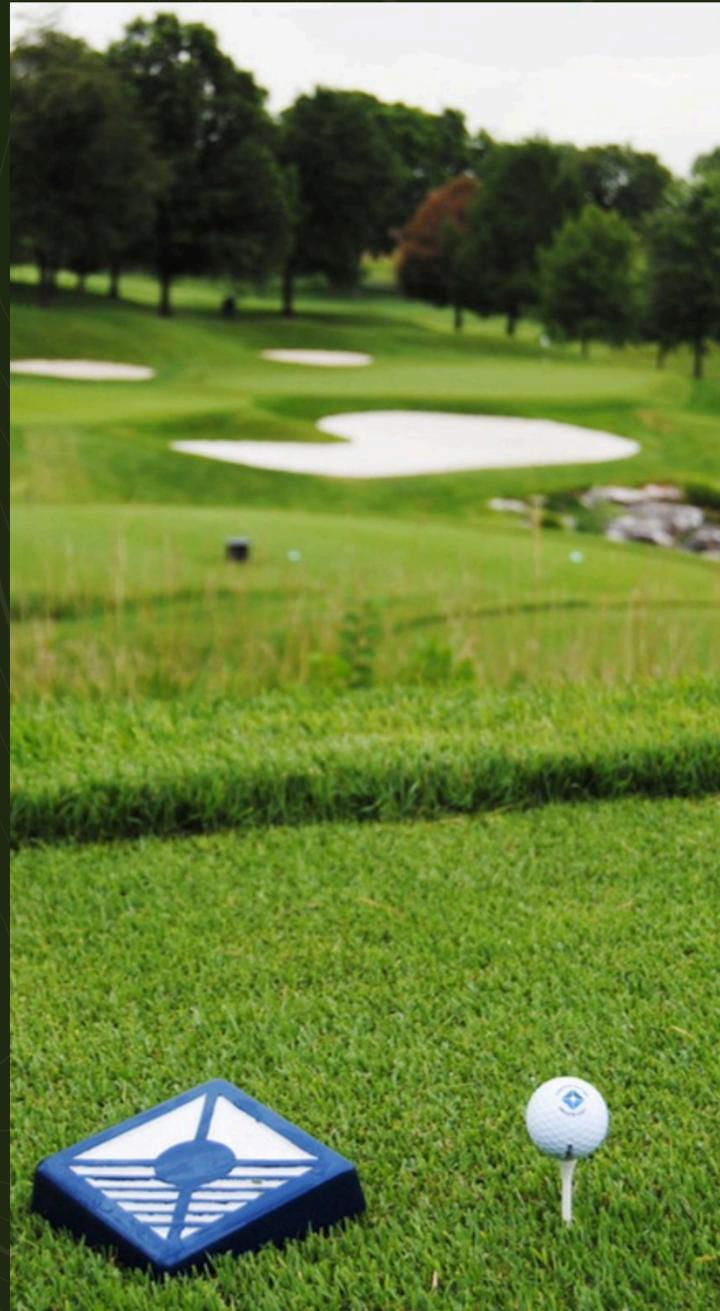
Location

shopping, dining, and entertainment options, yet maintains a peaceful and scenic environment surrounded by lush fairways and natural beauty. This balance of accessibility and seclusion makes Highland Springs an ideal retreat for members seeking both convenience and an exclusive country club lifestyle.



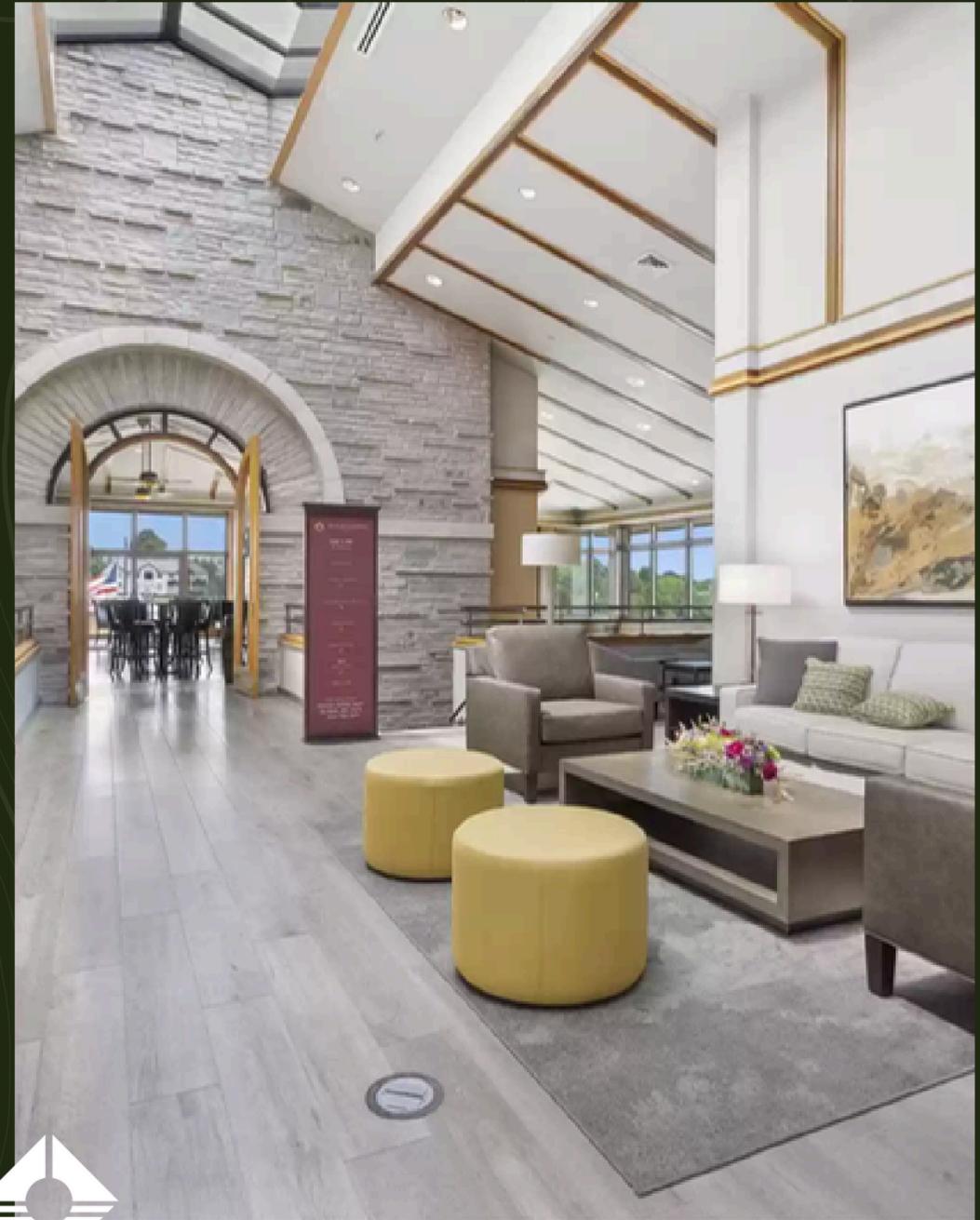


Gallery





Aerial photo taken prior to pickleball conversion
(1 court into 4 pickle courts)





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