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Markus Gaebel · Feb 11

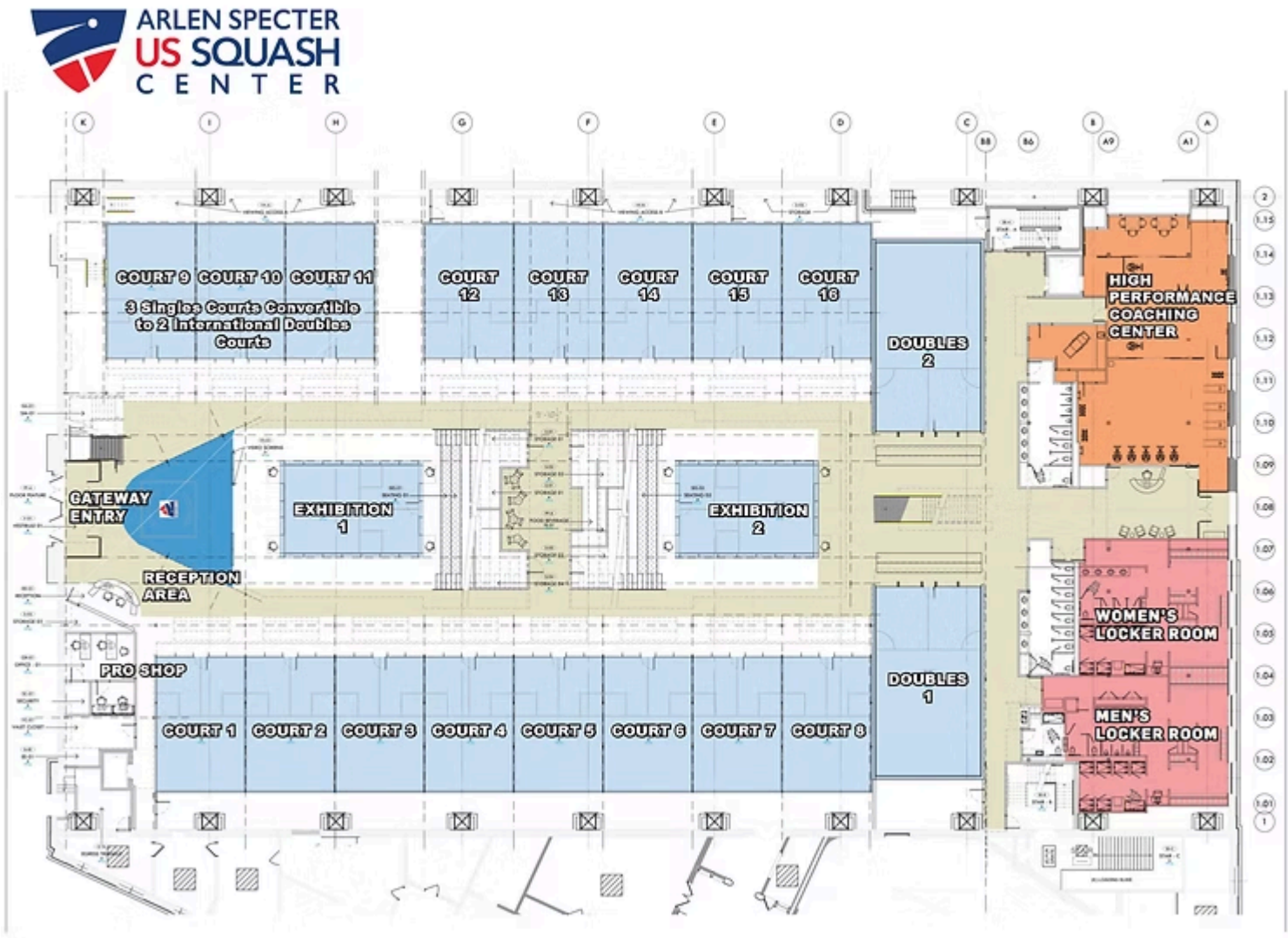
Squash in the USA: Market Overview and Facilities

The United States currently leads global squash in terms of growth rate and overall investment in squash. With squash now included in the 2028 Los Angeles Olympic Games, the momentum behind US squash is expected to accelerate further. Below, the SFN examine the main drivers, highlight the different types of squash facilities, and present insights into what it takes to build and manage a private squash club successfully.

Quick Facts & Figures

- **Approx. 1000 total known squash facilities** in the USA, hosting an estimated more than **3000 courts**.
- **Estimated 2200** of these are international (softball) courts.
- **30** are glass show courts
- **132** are hardball doubles courts.
- **Estimated 700** are hardball single squash or converted racquetball courts built before the 1990s.

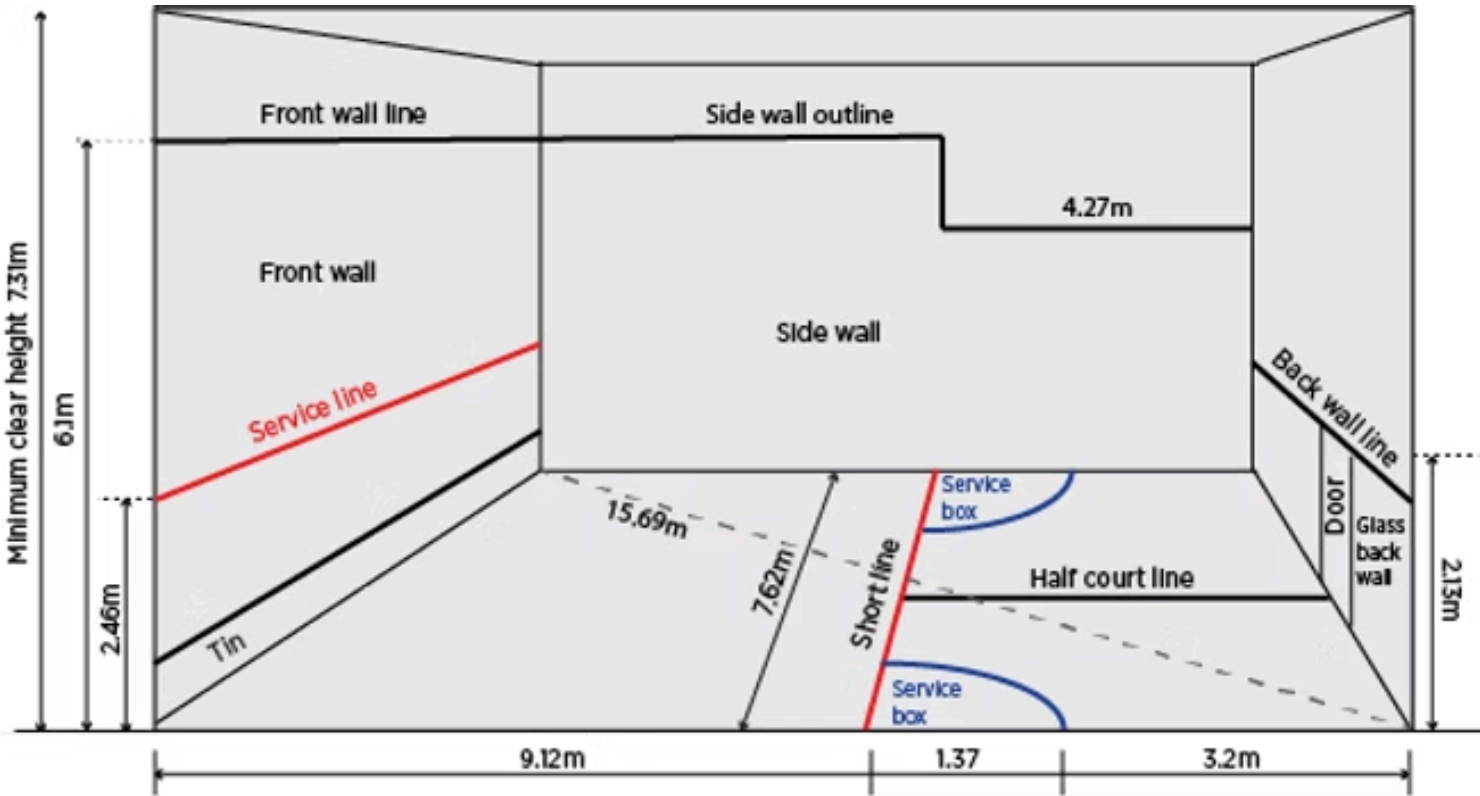
Seventy-three facilities in the US feature eight or more courts, placing some of the world's largest squash complexes on American soil. A flagship example is the Arlen Specter US Squash Center in Philadelphia, which houses 20 courts (including 2 glass show courts and 2 hardball doubles courts).



Floor Plan of the Arlen Specter US Squash Center

The Unique US Story – From Hardball to Softball Squash

Historically, the US had its own squash variant called “hardball squash,” played on narrower courts with a faster ball. In the 1990s, the transition to the international “softball” game gained momentum to keep US players competitive globally. Although most hardball courts have since been converted to international specifications, hardball doubles remains a cherished part of the culture.



Section of a Harball Single Court

Unique to the US and Canada, hardball doubles is popular among older, typically well-off players. Courts are larger, the game is somewhat less physically demanding, and the social component is strong. Clubs featuring hardball doubles can attract an older demographic that often spends generously on memberships and events.

Understanding the Types of Squash Facilities in the US

The SFN classifies squash facilities into five categories (though many hybrids exist). Each has its own functions and operational needs, so recognizing these differences is crucial for choosing the right management strategies.

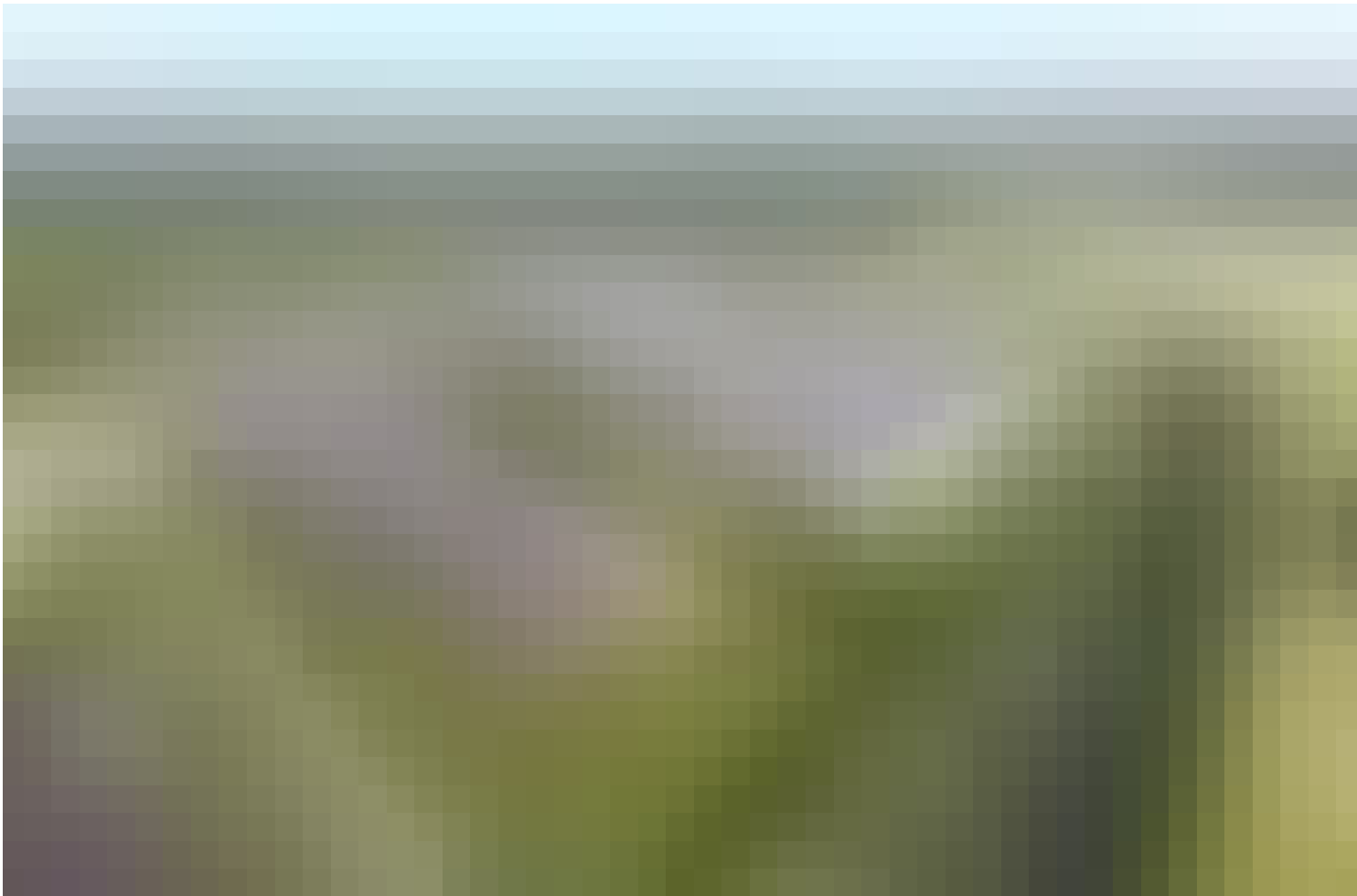


Education Facilities (schools, colleges, universities)

181 Facilities, 1022 Int. Single Courts, 11 Glass Show Courts, 13 Hardball Doubles Courts

About 35% of all courts in the US are found in colleges, universities, and prep schools. Robust junior programs drive participation, and institutions continue to invest in squash.

The College Squash Association (CSA) is the governing body for all intercollegiate squash teams in the US. It is a subsidiary of U.S. Squash, a non-profit organization. The CSA organizes both men’s and women’s teams and currently has more than 115 varsity and club teams. Prominent conferences supporting squash include the Ivy League and the New England Small College Athletic Conference (NESCAC). The top teams in these conferences compete annually in the College National Team Championships.



Racquet and Recreational Center is a vibrant community hub for Princeton’s varsity squash and tennis teams

Some member institutions include Harvard University, Yale University, Princeton University, Stanford University, the University of Pennsylvania, Cornell University, Dartmouth College, Brown University, Amherst College, and Williams College. The CSA aims to boost the popularity of college squash and expand the number of varsity programs to 40 men’s and 40 women’s teams.

Non-Profit Community Facilities

36 Facilities, 167 Int. Single Courts, 4 Glass Show Courts, 9 Hardball Doubles Courts

Among the many non-profit organizations active in US squash, the **Squash and Education Alliance (SEA)** stands out. Collectively, these groups receive USD 20–30 million donation annually. Many serve under-resourced youth and partner with local schools.

The SEA is an umbrella organization that unites 20 US affiliates and five international partners. These programs combine squash, academics, mentoring, travel, college support, and career preparation for students from underserved communities. SEA provides intensive, year-round programs for over 2,500 elementary, middle, and high school students, with 94% of US participants moving on to college.

Some of these programs and international partners include Capitol Squash (Washington, D.C.), StreetSquash (Newark, NJ), Urban Squash Cleveland (Cleveland, OH), Squash Haven (New Haven, CT), Cincinnati Squash Academy (Cincinnati, OH), Portland Squash Community (Portland, OH).

For-Profit Facilities

158 Facilities, 570 Int. Single Courts, 12 Glass Show Courts, 24 Hardball Doubles Courts

Private, for-profit squash clubs in the United States occupy a relatively small slice of the overall market, yet they have **enormous growth potential**. Globally, commercial squash clubs often account for up to 80% of the market, driving participation and investment. In the US, only about 20% of courts sit within for-profit facilities.

This gap suggests a significant opportunity—especially given the boom in other racket sports like pickleball and padel. **Multi-racket facilities**, offering more than one racket sport, are increasingly popular; many new complexes adopt this multi-sport format for its advantages over single-sport venues.

Member Clubs

125 Facilities, 426 Int. Single Courts, 3 Glass Show Courts, 86 Hardball Doubles Courts

Often exclusive social clubs that rely on members. The focus is on coaching, social events, and well-maintained courts. These clubs emphasize community engagement, premium amenities, and a welcoming exclusive atmosphere.

Add-On

Estimated. 500facilities with approx. 700 courts

Courts serve as secondary amenities (e.g., in hotels, apartment complexes, or private houses). Many older hardball single courts in the US fall under this category.

Revenue Models and Pricing

Most commercial squash facilities in the US operate under a membership-based model, with monthly fees as their main revenue stream. Pay-and-play setups are the exception. The range of hourly rentals are from USD 45 to 75 USD during peak times —rates rarely seen in other parts of the world. Notably, **Squash on Fire** in Washington, DC. With 7 standard and one glass show court sets a benchmark for pay and play. With 14 different revenue streams, including event hosting, academy programs, and café services, it projects an annual revenue of \$2.4 million for 2024.



Squash on Fire, Washington DC

Monthly membership fees in US for-profit clubs also tend to be higher than in other regions of the world. However, there are some differences between the type of facilities

- **Commercial facilities:** average membership fee **USD 139/month**
- **Non-profit facilities:** average membership fee **USD 118/month**
- **University-based fcilities** (open to the public): average membership fee **USD 84/month**

Annual revenue per court in the US remains among the highest worldwide, starting around USD 100,000 and reaching as high as USD 400,000–500,000 in top-tier operations. One major revenue driver is **extensive programming**.

Foundations for Success: Facility Design and Programming

Through conversations with various US operators, the SFN identified key factors to consider when planning or running a squash facility:

Smart Architectural Design Aligned with Business Strategy

As with any club worldwide, the most crucial step is translating your business concept into the architectural layout. Effective design reduces operational costs and creates a professional environment for events, diverse programs, and both competitive and casual players.

Programming for Youth



Youth clinics, school partnerships, and after-school programs help fill daytime court slots that would otherwise remain empty, and casual play peak on evenings and weekends. Summer camps also provide additional revenue during school breaks.

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Facility Size

The US is home to some of the world’s largest squash complexes; 73 have eight or more courts. Once a club reaches this size, economies of scale support bigger tournaments, camps, and robust coaching staffs that serve both competitive and recreational players.

Building Community and Club Culture

A state-of-the-art facility alone isn’t enough if there’s no sense of community. Regular social nights, mini-tournaments, and open-play sessions create a welcoming atmosphere and boost retention. In the US, where players often expect top-tier amenities, the best clubs go beyond the courts—adding lounges, meeting spaces, and social events to transform squash facilities into vibrant community hubs.

An US Specialty – Partnerships with Educational Institutions an “unfair advantage”

Many universities and schools have high-quality squash courts that remain idle for much of the day. Partnerships between private academies or clubs and these institutions can be a win-win:

- Schools benefit from increased court usage beyond their programs, plus professional management of the courts and coaching.
- Academies or clubs gain access to state-of-the-art facilities at minimal lease fees, often only covering basic utilities.

Conclusion

The US squash landscape offers exceptional promise for those ready to bring fresh investment, thoughtful design, and well-structured programming. Educational and non-profit programs set a strong community tone, and for-profit facilities—with well-planned courts, membership

models, and vibrant club cultures—are poised to thrive. As interest in racket sports continues to rise, the opportunity to launch or grow a private squash operation has never been greater. Those who pair quality amenities with smart partnerships and clear goals will be best positioned to reap the rewards of America’s rapidly expanding squash market.

*This article is part of the **Squash Facilities Network (SFN)** resource library, designed to help investors, owners, and managers identify key opportunities. For more insights or to share your own squash facility experiences, please [**get in touch**](#).*