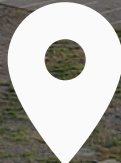




South Johnson Street

South Curtis Street

South 3rd Street West



Boundaries Are Approximate



SterlingCRE
ADVISORS

Centrally Located Development Site

2010 South 3rd Street West
Missoula, Montana
±2.5 acres | Commercial Land

Exclusively listed by:
Matt Mellott, CCIOM | SIOR
Matt@SterlingCREadvisors.com
406.203.3950



SterlingCRE
ADVISORS

Contents

(click to jump to section)

[Executive Summary](#)

[Property Details](#)

[Demographics](#)

[Market Overview](#)

[Brokerage Team](#)

[Limiting Conditions](#)

Opportunity Overview

In the heart of Missoula, Montana, 2010 South 3rd St. West is a ±2.5 acre parcel prime for development. Flexible zoning, a convenient location, and easy access make this a fantastic location for mixed-use development. It is also ideal for a medical facility, with easy proximity to both Providence St. Patrick Hospital and Community Medical Center. There is opportunity for a build-to-suit option.

A mixed-use plan has been developed for the site. This plan conveys with the sale of the property. See pages 4 & 5 for renderings and site plan. The buyer is not obligated to develop the proposed plan.

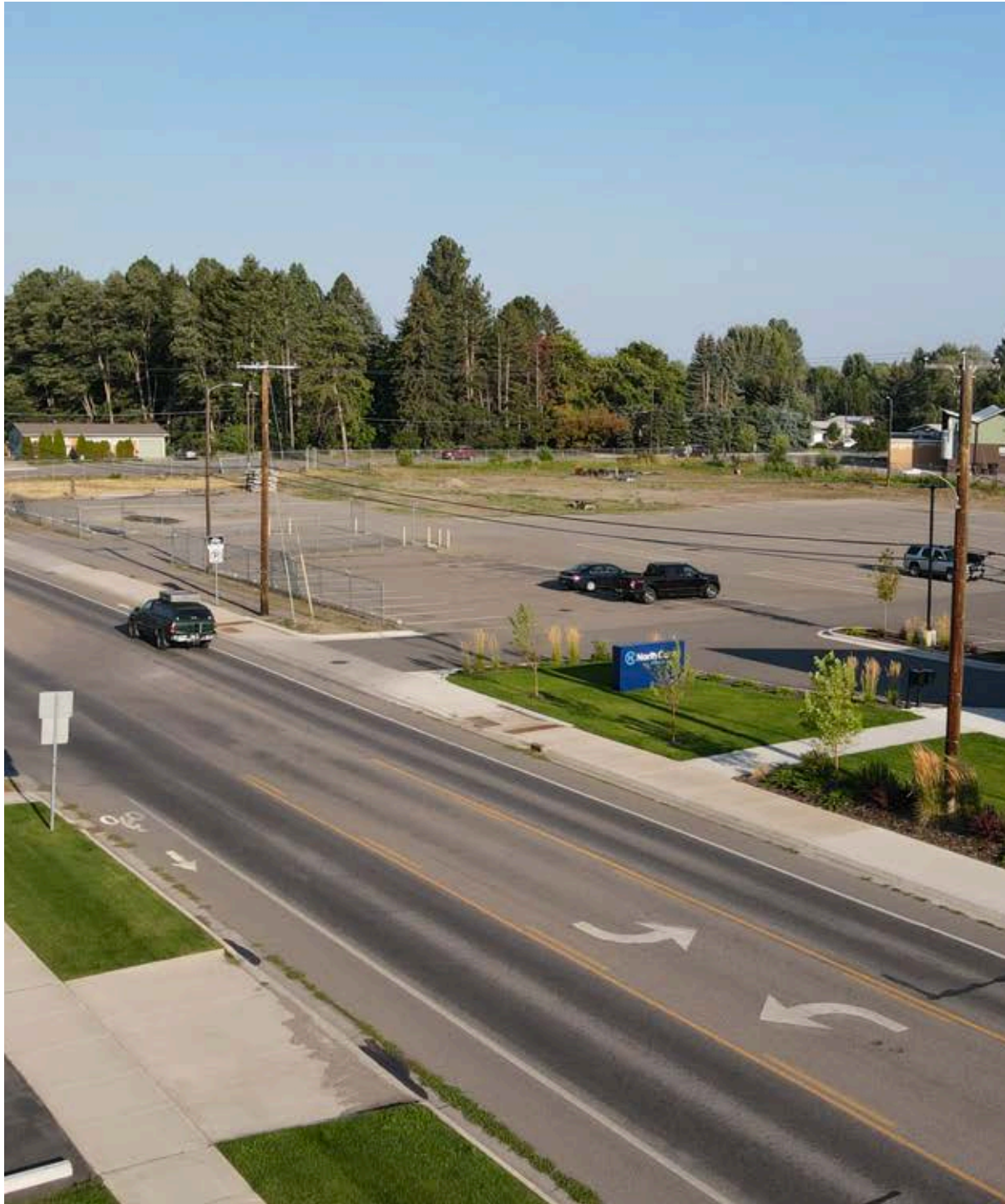
Note that the owner is in the process of boundary line relocation for the site; inquire for timeline.

Interactive Links

 [Link to Listing](#)

 [Street View](#)

Address	2010 South 3rd Street West
Purchase Price	\$3,150,000
Property Type	Commercial Land
Total Acreage	Acreage: ±2.5 Acres (±108,900 SF)
Price Per Square Foot	\$28.93/SF



Centrally located in Missoula, with a suitable location for office, retail, residential or mixed-use



Permissive Missoula U-MU2 Zoning (Mixed Use)



A mixed-use site plan has been developed for the site to reduce development time. (No obligation to the plan)



Shovel-ready flat site, with build to suit options available



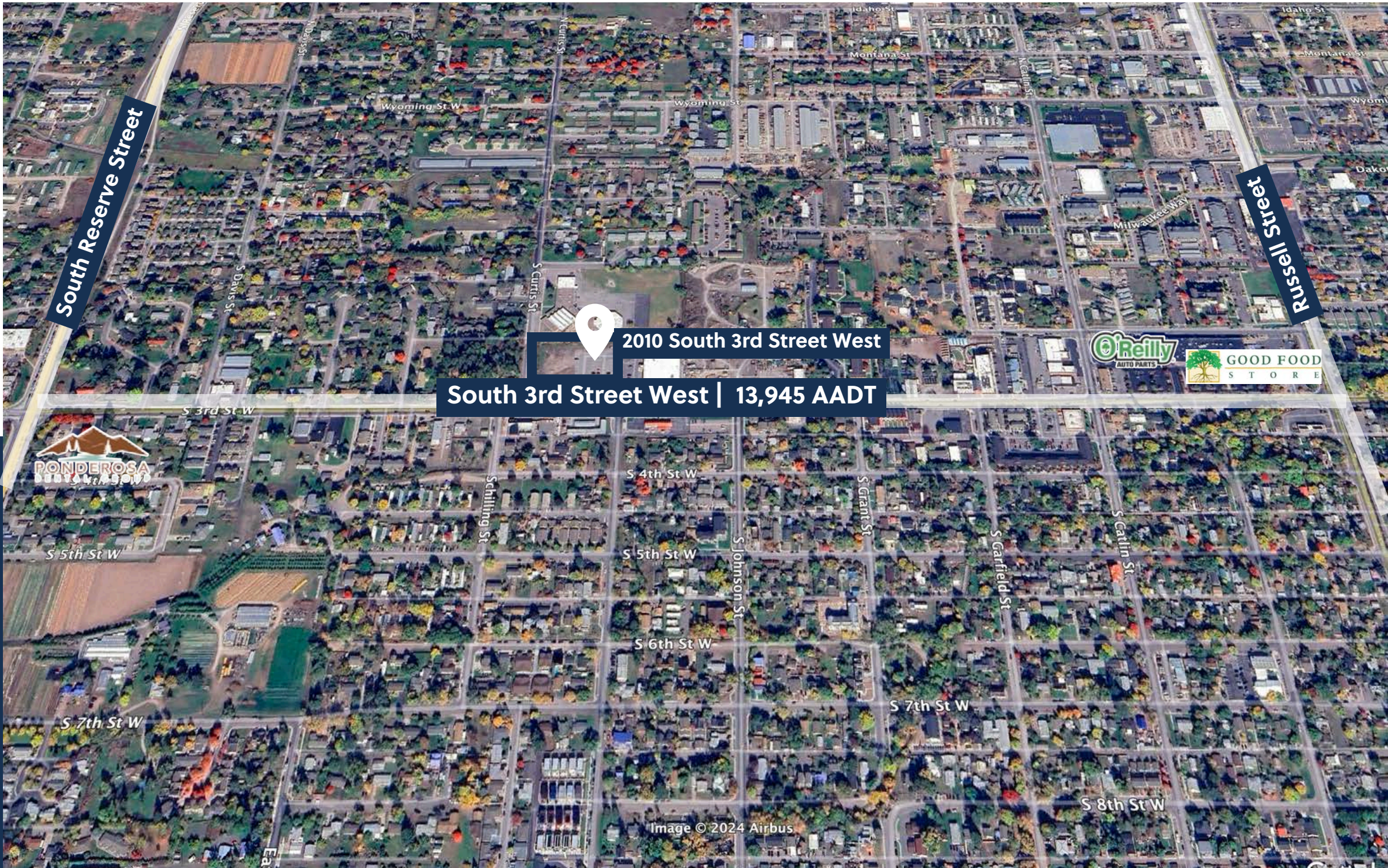
Area targeted for growth as urban mixed use by the new Missoula 2045 Land Use Plan

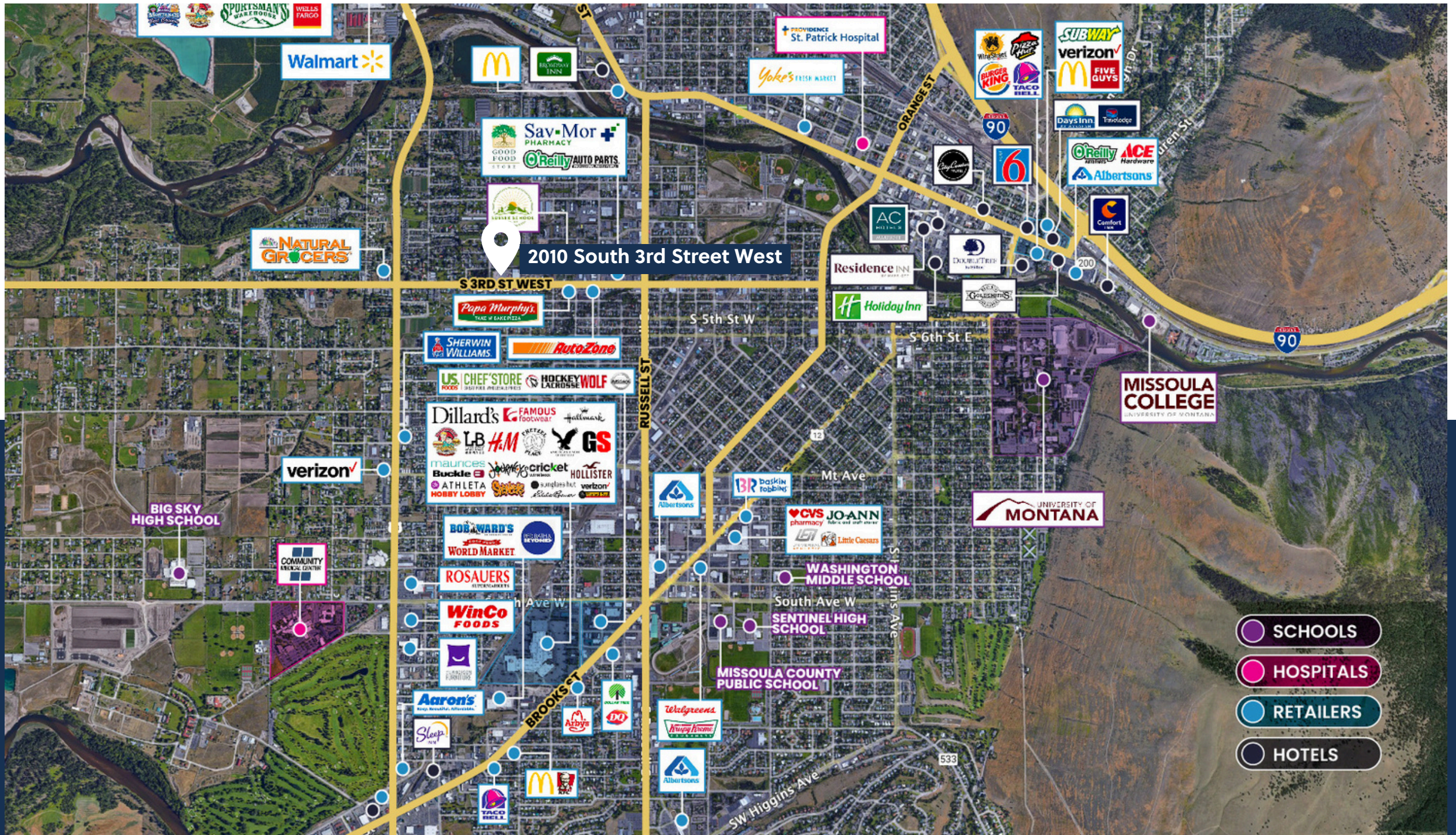
LOCATION



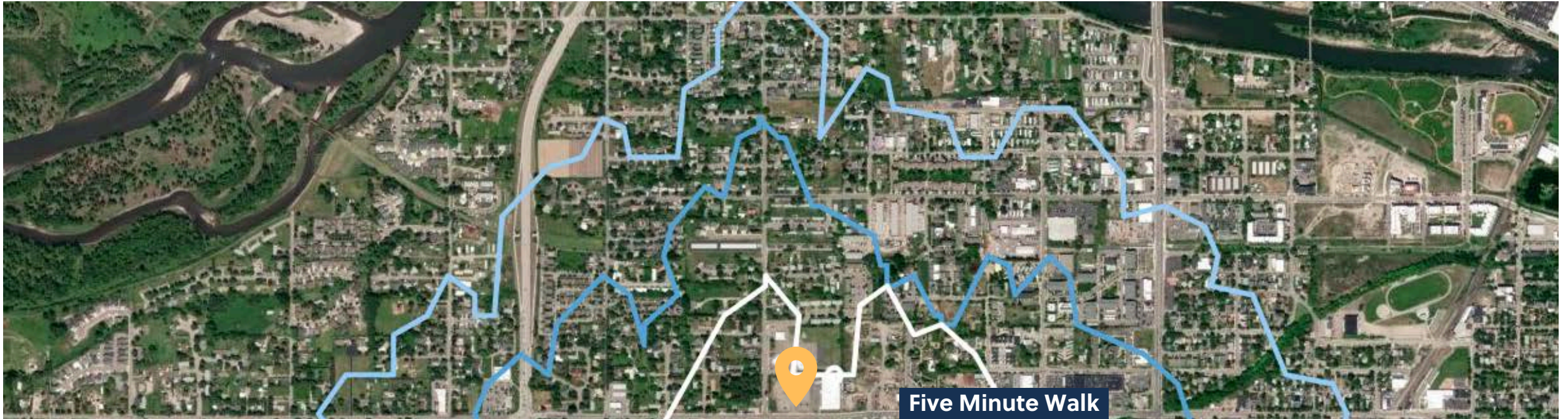
SterlingCRE
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Retailer Map



Five Minute Walk

Ten Minute Walk

15 Minute Walk

2010 South 3rd Street West

[Add scores to your site](#)

Emma Dickinson, Missoula, 59801

Commute to **Downtown Missoula**

7 min 19 min 12 min 39 min [View Routes](#)

- [Favorite](#)
- [Map](#)
- [Nearby Missoula Apartments on Redfin](#)

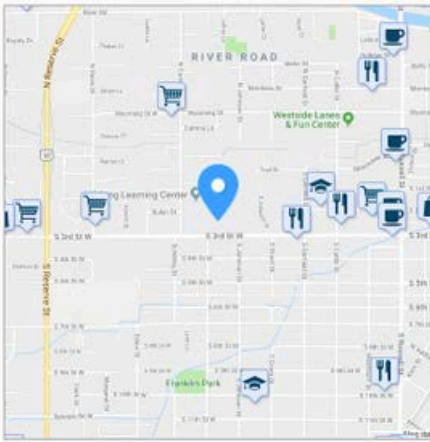
[More about 2010 South 3rd Street West](#)

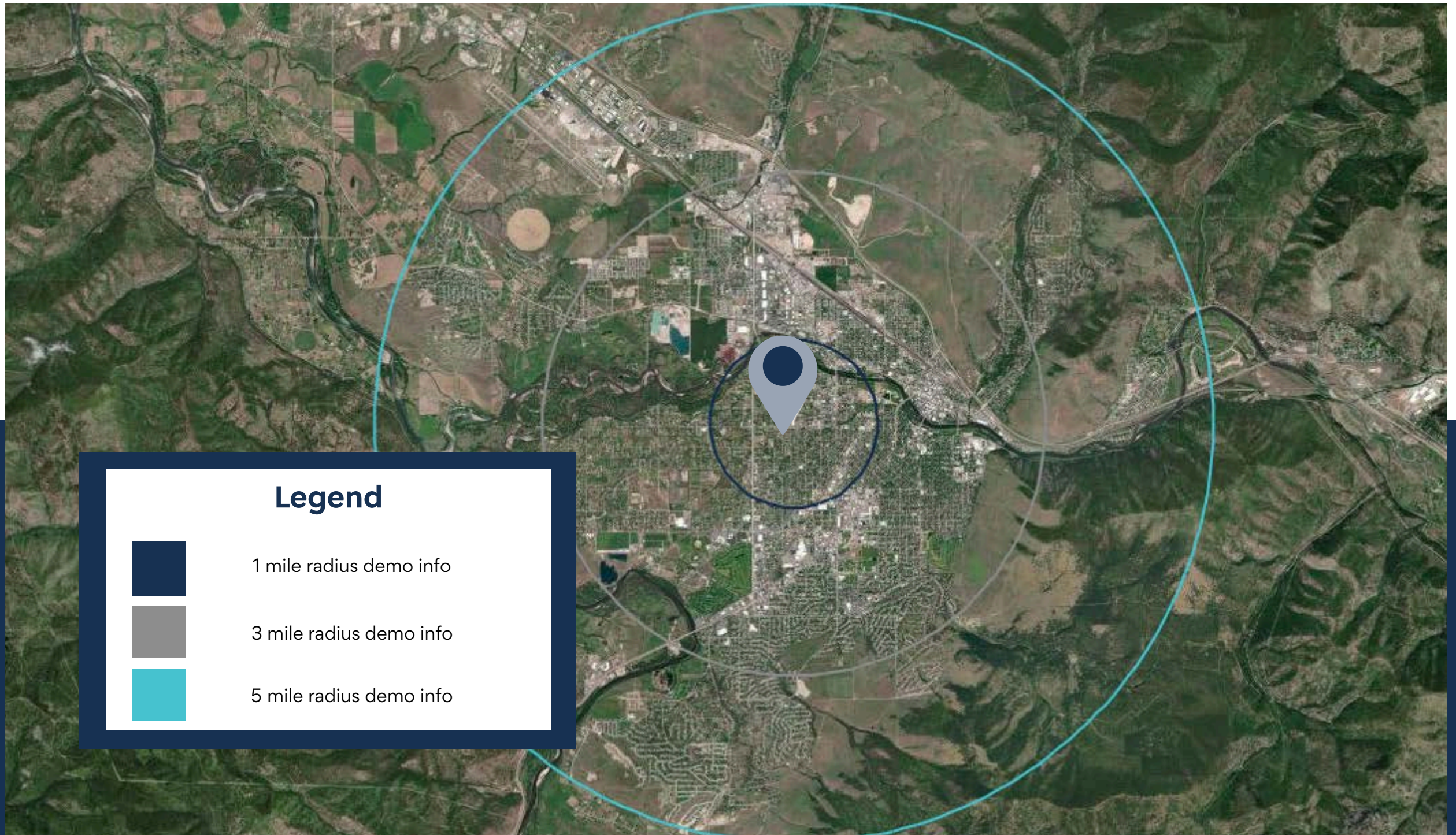
Walk Score
53
Somewhat Walkable
Some errands can be accomplished on foot.

Transit Score
36
Some Transit
A few nearby public transportation options.

Bike Score
86
Very Bikeable
Biking is convenient for most trips.

[About your score](#)





Legend



1 mile radius demo info



3 mile radius demo info



5 mile radius demo info

Key Facts

KEY FACTS

3 miles

66,149

Population



Median Age



Average Household Size

\$57,840

Median Household Income

13,153

2023 Owner Occupied Housing Units (Esri)

17,333

2023 Renter Occupied Housing Units (Esri)

BUSINESS

3 miles



4,879

Total Businesses



57,968

Total Employees

HOUSING STATS

3 miles



\$452,005

Median Home Value



\$8,395

Average Spent on Mortgage & Basics



\$943

Median Contract Rent

2024 Households by income (Esri)

The largest group: \$35,000 - \$49,999 (17.3%)

The smallest group: \$150,000 - \$199,999 (5.3%)

3 miles

Indicator ▲	Value	Diff	
<\$15,000	9.7%	+2.5%	
\$15,000 - \$24,999	8.3%	+1.4%	
\$25,000 - \$34,999	8.5%	+1.9%	
\$35,000 - \$49,999	17.3%	+2.2%	
\$50,000 - \$74,999	15.7%	+0.2%	
\$75,000 - \$99,999	15.6%	-1.2%	
\$100,000 - \$149,999	13.7%	-2.4%	
\$150,000 - \$199,999	5.3%	-1.5%	
\$200,000+	6.0%	-3.0%	

Bars show deviation from

Variables	1 mile	3 miles	5 miles
2022 Total Population	14,395	66,149	92,434
2022 Household Population	14,113	63,429	89,371
2022 Family Population	8,439	38,763	59,840
2027 Total Population	14,635	68,173	95,988
2027 Household Population	14,353	65,453	92,925
2027 Family Population	8,514	39,728	61,942

Variables	1 mile	3 miles	5 miles
2022 Per Capita Income	\$34,275	\$38,173	\$41,526
2022 Median Household Income	\$53,575	\$57,840	\$67,312
2022 Average Household Income	\$71,686	\$82,842	\$93,797
2027 Per Capita Income	\$40,848	\$45,794	\$49,629
2027 Median Household Income	\$65,402	\$73,113	\$80,493
2027 Average Household Income	\$84,732	\$98,585	\$111,202

Key Facts

KEY FACTS

3 miles

66,149

Population



Median Age



Average Household Size

\$57,840

Median Household Income

13,153

2023 Owner Occupied Housing Units (Esri)

17,333

2023 Renter Occupied Housing Units (Esri)

BUSINESS

3 miles



4,879

Total Businesses



57,968

Total Employees

HOUSING STATS

3 miles



\$452,005

Median Home Value



\$8,395

Average Spent on Mortgage & Basics



\$943

Median Contract Rent

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3 miles

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\$150,000 - \$199,999	5.3%	-1.5%
\$200,000+	6.0%	-3.0%

Bars show deviation from Missoula County

Variables	1 mile	3 miles	5 miles
2022 Total Population	14,395	66,149	92,434
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2022 Family Population	8,439	38,763	59,840
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Key Facts

KEY FACTS

5 miles

92,434

Population



Median Age



Average Household Size

\$67,312

Median Household Income

20,824

2023 Owner Occupied Housing Units (Esri)

20,050

2023 Renter Occupied Housing Units (Esri)

BUSINESS

5 miles



5,470

Total Businesses



65,895

Total Employees

HOUSING STATS

5 miles



\$479,985

Median Home Value



\$10,066

Average Spent on Mortgage & Basics



\$953

Median Contract Rent

2024 Households by income (Esri)

5 miles

The largest group: \$75,000 - \$99,999 (16.3%)

The smallest group: \$150,000 - \$199,999 (6.1%)

Indicator ▲	Value	Diff
<\$15,000	8.1%	+0.9%
\$15,000 - \$24,999	7.2%	+0.3%
\$25,000 - \$34,999	7.3%	+0.7%
\$35,000 - \$49,999	15.9%	+0.8%
\$50,000 - \$74,999	15.1%	-0.4%
\$75,000 - \$99,999	16.3%	-0.5%
\$100,000 - \$149,999	15.6%	-0.5%
\$150,000 - \$199,999	6.1%	-0.7%
\$200,000+	8.3%	-0.7%

Bars show deviation from Missoula County

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Area Employment Heat Map

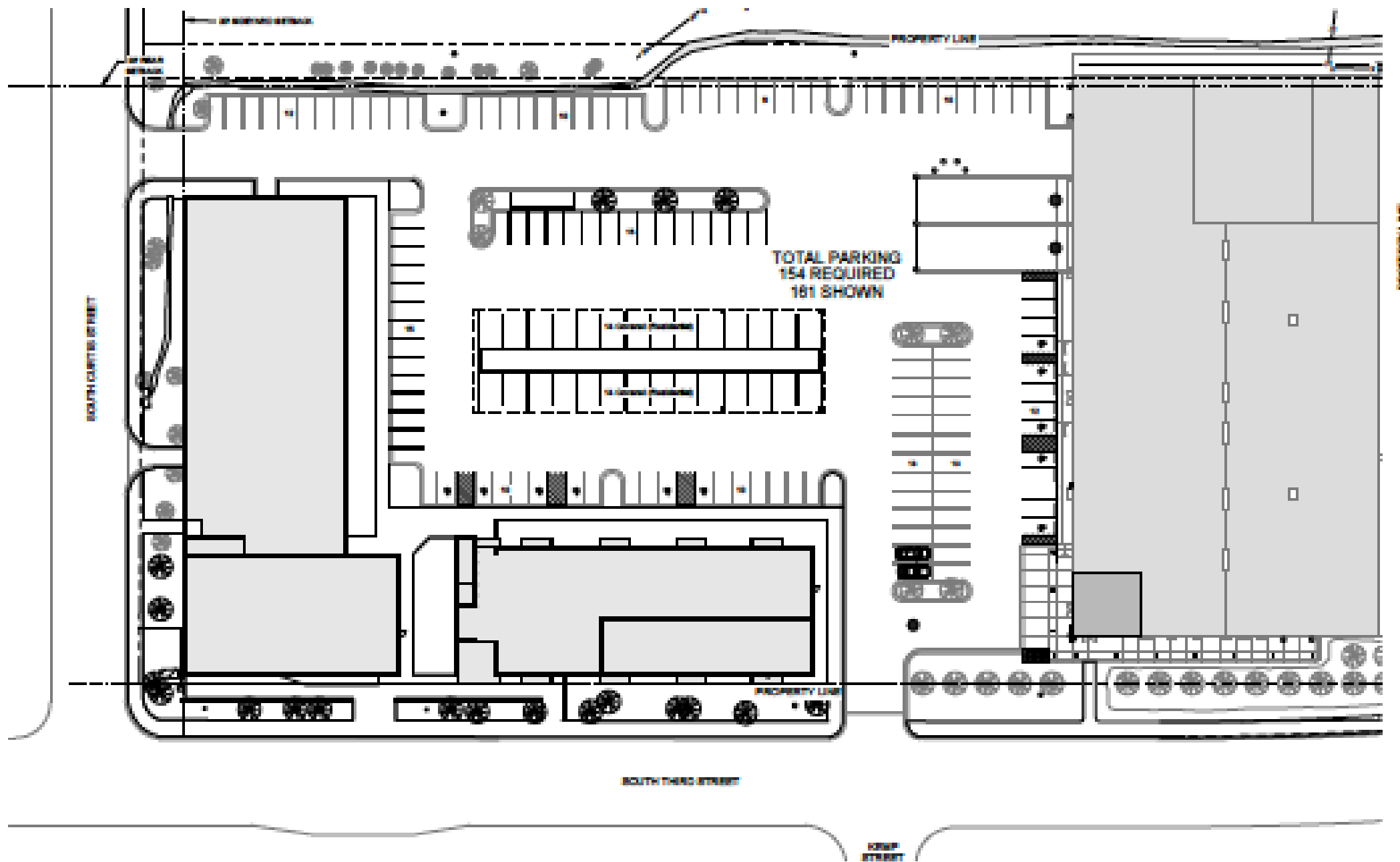
PROPERTY DETAILS



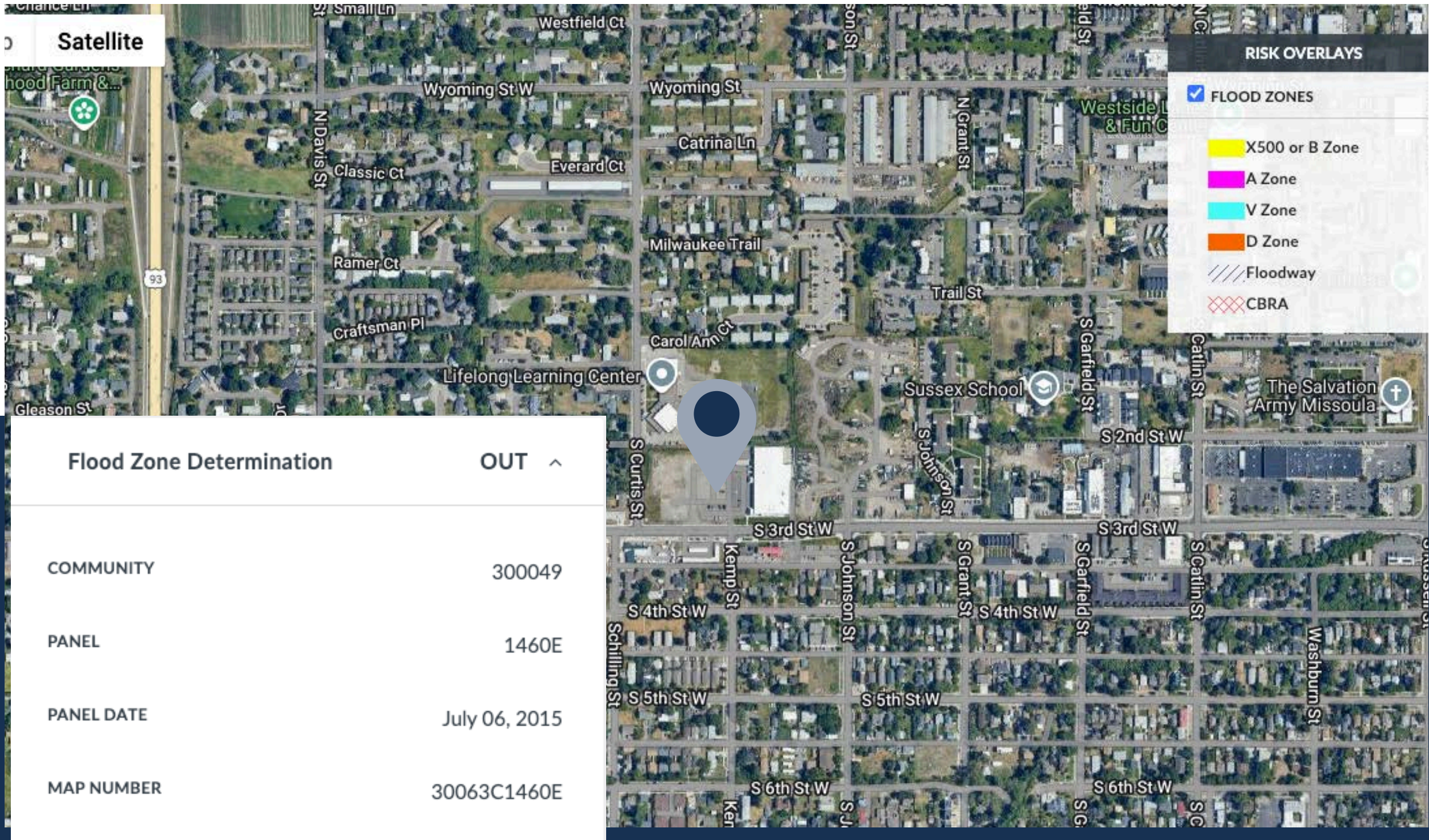
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ADVISORS



Renderings of Proposed Site Plan



Proposed Site Plan



Satellite

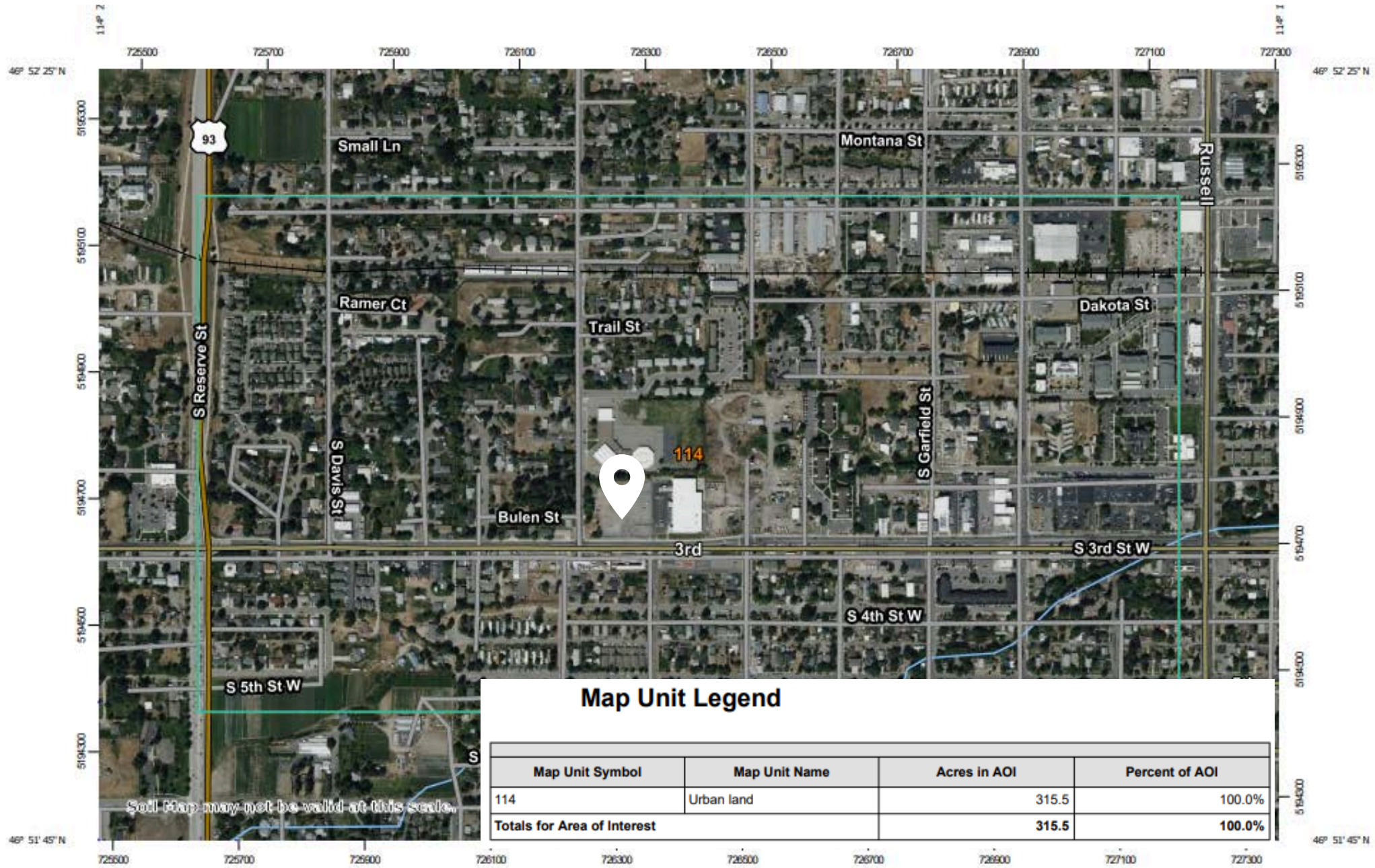
RISK OVERLAYS

- FLOOD ZONES
- X500 or B Zone
- A Zone
- V Zone
- D Zone
- Floodway
- CBRA

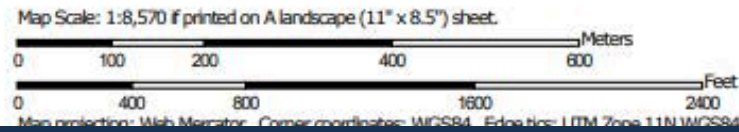
Flood Zone Determination

OUT ^

COMMUNITY	300049
PANEL	1460E
PANEL DATE	July 06, 2015
MAP NUMBER	30063C1460E



Soil Map may not be valid at this scale.



Augusta Drive

Augusta Drive

Parcel Address: 2010 S 3RD ST W

Owner: CJB PROPERTIES LLC

T22 Zoning: **U-MU2**

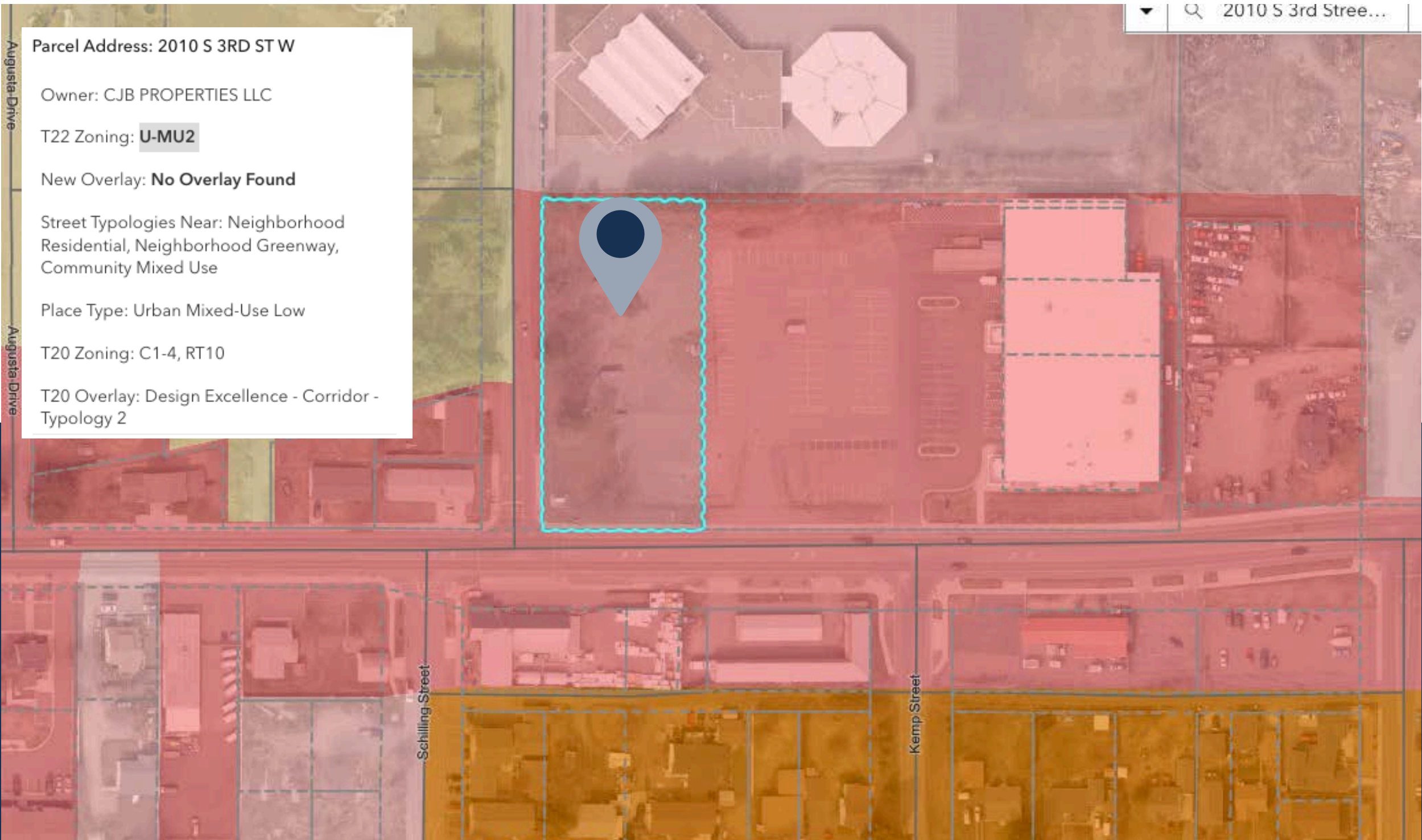
New Overlay: **No Overlay Found**

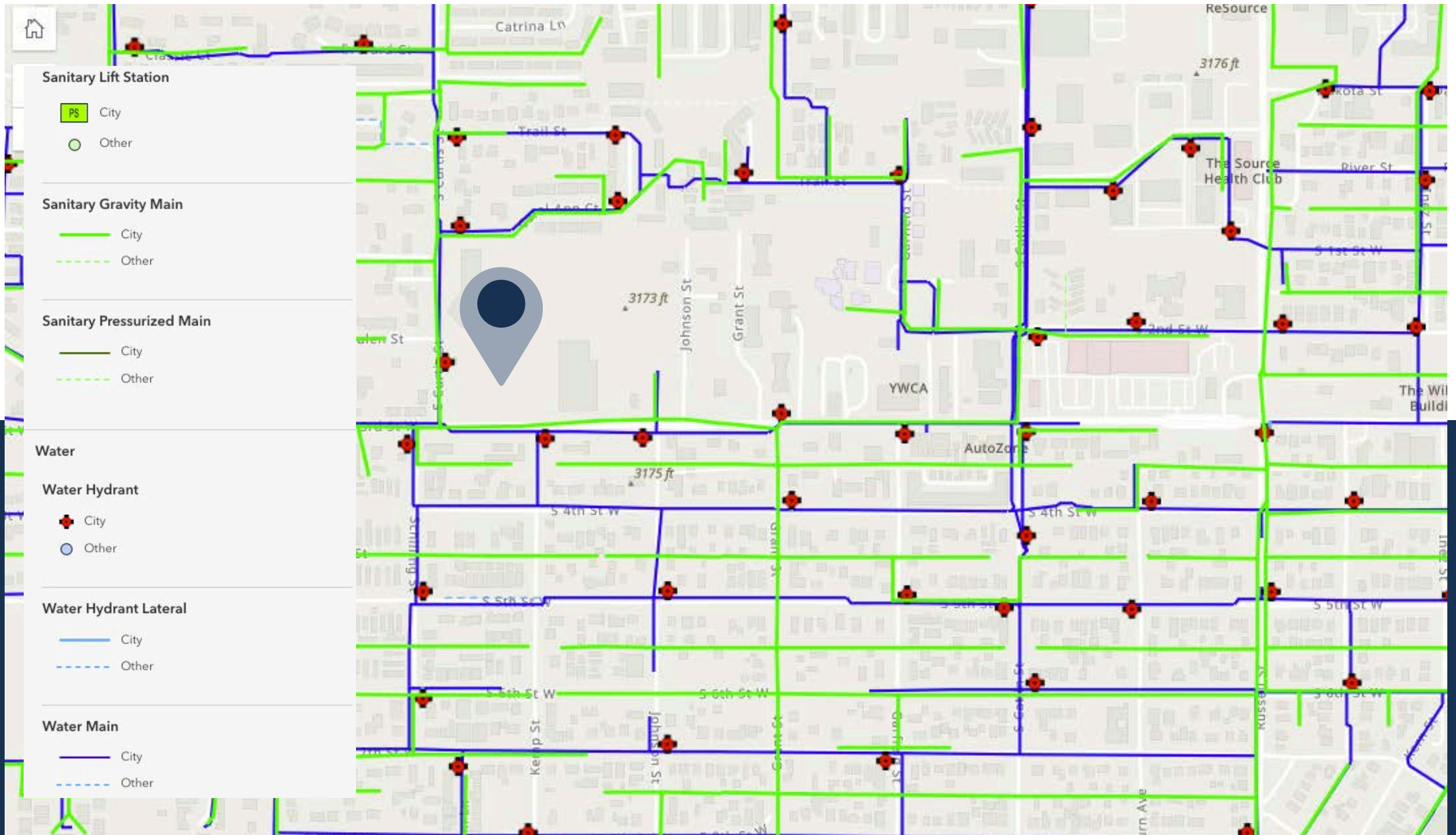
Street Typologies Near: Neighborhood Residential, Neighborhood Greenway, Community Mixed Use

Place Type: Urban Mixed-Use Low

T20 Zoning: C1-4, RT10

T20 Overlay: Design Excellence - Corridor - Typology 2





Utilities Map

Site Plan

Proposed Plan Overview

Building Types	Mixed-Use, Commercial & Residential
Proposed Building SF	±14,573 SF Commercial ±35 Residences
Stories	3 (Across two buildings)
Parking	161 spaces

Note: This plan transfers with the property; however, the buyer is not obligated to develop this plan



MARKET OVERVIEW



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Missoula Office Market Data | Q4 2025

LEASING ACTIVITY | OFFICE

	T12 Ending 12.31.2024	T12 Ending 12.31.2025	Change	
County Average Lease Rate	\$18.77	\$19.32	2.93%	↑
Downtown Average Lease Rate	\$20.64	\$20.10	-2.62%	↓
NNN Average	\$6.07	\$8.44	23.22%	↑
County Vacancy	7.54%	7.66%	0.12%	↑

SALES ACTIVITY | OFFICE

	T12 Ending 12.31.2024	T12 Ending 12.31.2025	Change	
County Average Sale Price PSF*	\$215.86	\$233.13	8.00%	↑
Condominium Average Sale Price PSF**	\$174.61	\$334.70	91.68%	↑
Freestanding Average Sale Price SF**	\$251.53	\$264.06	4.98%	↑

All data covers the trailing 12 months
 *Weighted Average **Non-weighted Average
 Lease data is based on NNN or NNN Equivalent

OFFICE DEVELOPMENT PIPELINE

Construction	±22,101 SF
Permitting	±5,000 SF
Planning	±48,000 SF
Completed 2025	±10,394 SF



Missoula Retail Market Data | Q4 2025

LEASING ACTIVITY | RETAIL

	T12 Ending 12.31.2024	T12 Ending 12.31.2025	Change
County Average Lease Rate	\$23.64	\$19.00	-19.63% ↓
Downtown Average Lease Rate	\$25.56	\$18.85	-26.25% ↓
NNN Average	\$6.54	\$6.87	5.05% ↑
County Vacancy	3.32%	3.87%	0.55% ↑

SALES ACTIVITY | RETAIL

	T12 Ending 12.31.2024	T12 Ending 12.31.2025	Change
County Average Sale Price PSF	\$356.87	\$294.58	-17.45% ↓
Condominium Average Sale Price PSF	\$402.03	NA	NA
Freestanding Average Sale Price SF	\$404.04	\$308.58	-23.63% ↓

All data covers the trailing 12 months
Lease data is based on NNN or NNN Equivalent

RETAIL DEVELOPMENT PIPELINE

Construction	±12,480 SF
Permitting	±8,500 SF
Planning	±78,880 SF
Completed YTD 2025	±21,253 SF



Missoula Multifamily Market Data | Q4 2025

RENTS & VACANCY RATES

	T12 Ending 1.1.2025	T12 Ending 1.1.2026	Change
Vacancy	4.80%	4.58%	-0.22% ↓
Average Rent	\$1,389.98	\$1,536.14	10.52% ↑
Average Rent PSF	\$1.89	\$1.95	3.17% ↑

All data covers the trailing 12 months

RENTS BY TYPE

	T12 Ending 1.1.2025	T12 Ending 1.1.2026	Change
Studio	\$998.97	\$1,010.84	1.19% ↑
One-Bedroom	\$1,242.80	\$1,293.88	4.11% ↑
Two-Bedroom One-Bath	\$1,469.67	\$1,473.05	0.23% ↑
Two-Bedroom Two-Bath	\$1,679.73	\$1,855.42	10.46% ↑
Three-Bedroom One-Bath	\$1,679.06	\$1,682.50	0.20% ↑
Three-Bedroom Two-Bath	\$1,900.31	\$2,159.77	13.65% ↑

MULTIFAMILY DEVELOPMENT PIPELINE

Construction	353
Permitting	437
Planning	850
Completed 2025	468



Missoula Air Service

Missoula International Airport offers **direct flights** to major cities on the west coast and midwest.

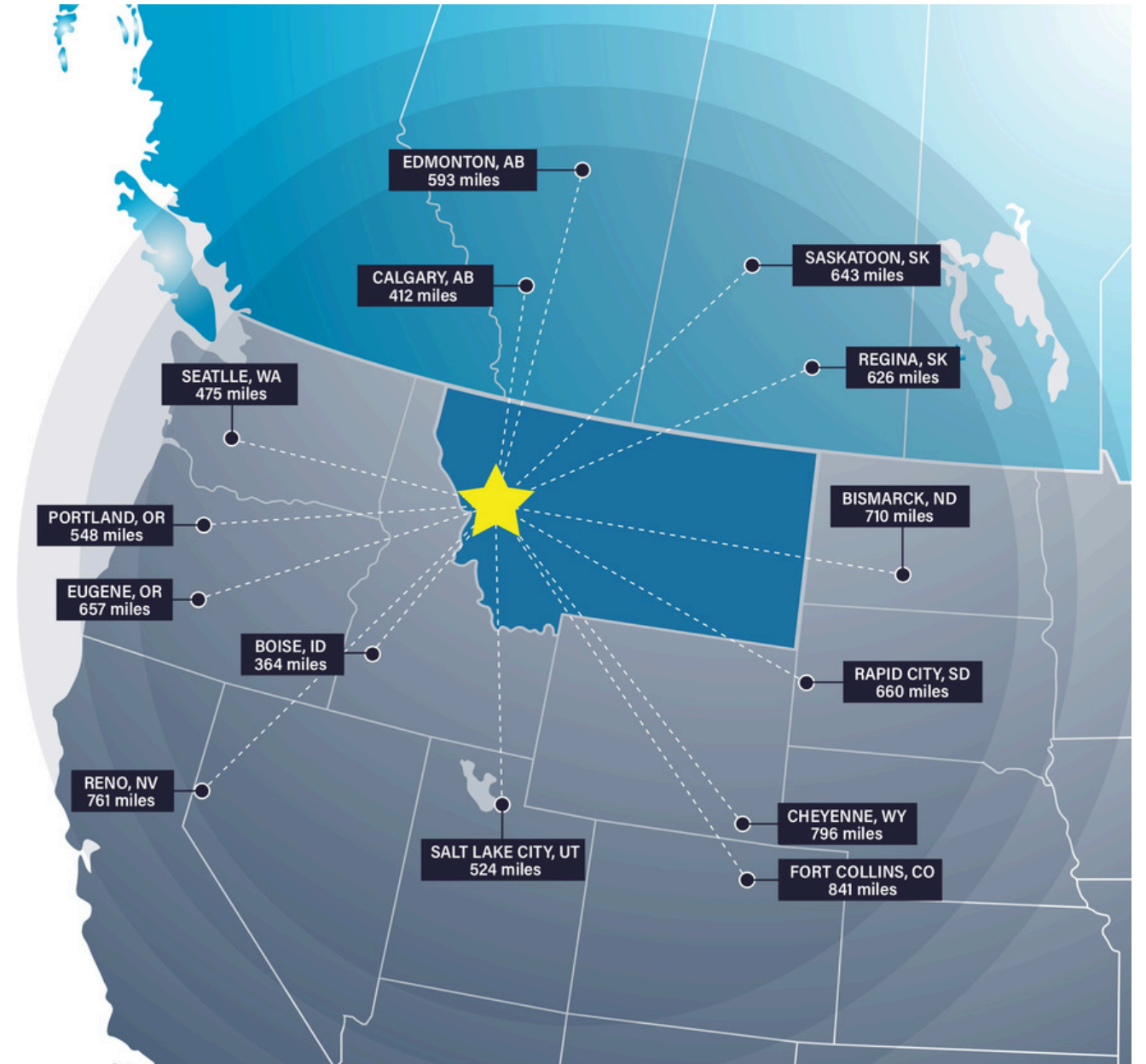


Missoula Access

Missoula offers strategic proximity to major cities in the Pacific Northwest, Midwest, and Canada.

Missoula is within a day's truck drive of cities across the Northwest, including major Canadian metros. Easy access to Interstate 90 and US Highway 93 means Montana's major cities including Billings, Bozeman, Butte, Helena, Great Falls, Kalispell and Missoula are within a half day's drive.

Access to rail and the Missoula International Airport round out the city's access to a multimodal transportation network.



Top Employers

University of Montana

3,000+ employees

Missoula County Public Schools

3,000+ employees

St. Patrick Hospital

1000+ employees

Montana Rail Link

1,000+r employees

Community Medical Center

1000+ employees

Missoula County

500+ employees

City of Missoula

500+ employees

Allegiance Benefits

500+ employees

Noteworthy

Submittable 



workiva



Pathlabs



Cognizant

PatientOne



Source: Montana Department of Labor & Industry | lmi.mt.gov & Zippia | zippia.com



ACCOLADES

#1 Most Fun City for Young People

Smart Assets

#2 Best Places to Live in the American West

Sunset Magazine

Top 10 Medium Cities for the Arts

2023 Southern Methodist University

#4 Best Small Cities in America to Start a Business

Verizon Wireless

#10 Best Small Metros to Launch a Business

CNN Money

#6 Best Cities for Fishing

Rent.com

#1 City for Yoga

Apartment Guide

Top 10 Cities for Beer Drinkers

2015, 2016, 2017, 2019, 2022

International Public Library of 2022

The International Federation of Library Associations World Congress

PEOPLE

12.5% Population Growth - 2012-2022

Missoula ranks among highest net migration cities in US

Median Age 34 Years Old

The median age in the US is 39

58.8% Degreed

Associates degree or higher, 18.7% have a graduate level degree

24.7% High Income Households

Incomes over \$100,000 a year

53.4% Renters

Top 5 Occupations

Office & Admin Support, Food Service, Sales, Transportation

ACCESS

16 Minutes

Average Commute Time

15.6% Multimodal Commuters

Walk or bike to work

81 Hours Saved

81 hours saved in commute yearly over national average

14 Non-Stop Air Destinations

With a recently upgraded terminal at the Missoula International Airport

62 Miles

Of bike lanes with a Gold rating from the League of American Bicyclists

12 Routes

Provided by a bus network across the City of Missoula

11 EV Charge Stations

Available to the public across Missoula

ECONOMY

Designated as a Tech Hub

Western Montana was one of 30 applicants out of 200 designated as a Tech Hub by the federal government and now eligible for millions of dollars in funding for research in smart, autonomous and remote sensing technologies.

Diversity Among Top Employers

University of Montana (education), Providence Health Services/St. Patrick's Hospital (medical), Community Medical Center (medical), Montana Rail Link (transportation), Neptune Aviation (aviation services)

High Labor Participation

Missoula consistently offers one of the highest labor force participation rates in the country.

Expanding Industries

Missoula has seen major growth in construction, professional, scientific, and manufacturing businesses over the past decade.

Growing Number of Technology Companies

Cognizant, onX, Submittable, and Lumenad are some leading tech firms in Missoula



Brokerage Advisors



MATT MELLOTT, CCIM | SIOR
Commercial Real Estate Advisor

Matt delivers results for his clients through superior market knowledge, data analysis and effective negotiating. His areas of expertise include property income and expense analysis, cash flow valuations and lease structuring for office and multifamily investments.



CLAIRE MATTEN, CCIM | SIOR
Commercial Real Estate Advisor

Claire has a long record of successfully guiding local, national, and multi-national clients with their commercial real estate acquisitions, lease obligations, asset reposition and dispositions. Claire specializes in industrial investment, commercial office, and self-storage properties.



RYAN SPRINGER, CCIM
Commercial Real Estate Advisor

Ryan Springer spent several years in the Marines, then transitioned to supply chain management roles around the Pacific Northwest. The complex world of commercial real estate was a natural step for Ryan as he returned to his hometown of Bozeman, Montana, where he has managed transactions for 15+ years.

Brokerage Advisors



CONNOR MCMAHON

Commercial Real Estate Advisor

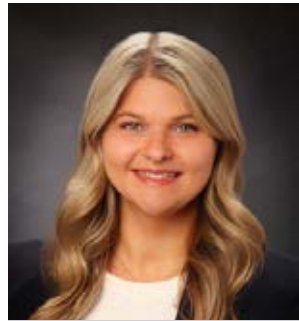
Connor McMahon, from his days as a commercial fishing deck boss to earning accolades like Power Broker of the Year and CREXI Platinum Broker, always goes all in. Moving from property management to the retail side of commercial real estate, he's handled over \$135 million in transactions, proving his thorough grasp of this complex sector.



CASEY ROSE, CCIM

Commercial Real Estate Advisor

A team captain at Rutgers University, a national champion in big-mountain skiing, and a commercial real estate specialist: Casey Rose is a well-rounded and dedicated member of the SterlingCRE Advisors team with a background in multifamily investment.



JANNA GOACHEE

Commercial Real Estate Advisor

Janna Goachee leverages her background in consulting and real estate investment to guide clients through strategic decisions. With a focus on tailored solutions and a deep understanding of the Flathead community, Janna ensures that businesses find the perfect fit for their real estate needs.

Operations & Data Team



CARLY CHENOWETH
Transaction Coordinator

Carly brings an affinity for details, organizational skills and a passion for real estate to the team. After spending several years in the busy world of residential real estate, she knows how to get the most complex deals to closing. Her goal is to make the process effortless for buyers and sellers



SARA TOWNSLEY
Research Director

Sara manages the extensive library of real estate data that provides the Sterling team accurate and up to date information on transactions and sales. Her attention to detail and organization allows for efficient valuations and pricing guidance. Sara is also the first to know about new developments and businesses in the community.



CHRIS BRISTOL
Transaction Coordinator

Chris leverages her project management, e-commerce, and mortgage banking experience to support seamless transactions. Her ability to position properties effectively and execute projects efficiently ensures a high-level of service to SterlingCRE's commercial real estate clients.



JUDY POWELL
Accounting Manager

Judy manages accounting for all transactions and is a stickler for details. With extensive public and private experience, she is adept at adhering to rigorous compliance and reporting standards. Judy also has experience in development financing.



DYLAN HARRINGTON
Transaction Coordinator

Dylan sees something different than most people when he tours a commercial building: he's thinking about the nuts, bolts, and guts of the space. With this wealth of knowledge, Dylan adds substantial value to every Sterling project.



BRIDGET BAXTER
Chief Operating Officer

Bridget is an integral part of the Sterling team, managing the Sterling family of companies to position them for future growth while keeping the day-to-day operations running smoothly. She has extensive real estate experience and has managed mixed-use development projects from construction through lease-up.

Marketing Team



MAGGIE COLLISTER
Marketing & Project Analyst

With a background in real estate development and graphic design, Maggie creates punchy and compelling marketing pieces for listings. Her understanding of real estate and economic trends and data create strong selling points for properties in Montana's growing markets.



JESSICA BALDWIN
Brand Marketing & PR Director

Jessica enhances property visibility through strategic marketing in print, digital, and PR. Drawing on her background in brand building and online lead generation, she effectively positions properties to attract the right audience, maximizing their market presence and investment potential.

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