



SterlingCRE
ADVISORS

Build-Ready Infill Parcel in Central Missoula

1945 Idaho Street
Missoula, Montana
±0.41 acres | Residential Infill Lots

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



SterlingCRE
ADVISORS

Contents

(click to jump to section)

[Executive Summary](#)

[Interactive Links](#)

[Property Details](#)

[Demographics](#)

[Market Overview](#)

[Brokerage Team](#)

[Limiting Conditions](#)



SterlingCRE
ADVISORS

Opportunity Overview

SterlingCRE Advisors is pleased to offer 1945 Idaho Street in Missoula, Montana—an infill development site totaling approximately ±0.41 acres across three city lots. With the City of Missoula’s recent zoning adoption, the property is now zoned LU-R1 (Low-Intensity Urban Residential), which supports a range of low-scale residential uses consistent with neighborhood-oriented infill development.

The LU-R1 designation allows for single-unit and small-scale multi-unit residential development, including options such as duplexes and attached housing, subject to City standards. All city services, including water and sewer, are available at the site, helping to minimize upfront infrastructure costs and streamline development.

Centrally located and supported by Missoula’s steady population growth and ongoing housing demand, 1945 Idaho Street presents a compelling opportunity to deliver new for-sale or rental housing in an established neighborhood setting. The site’s infill nature, walkability, and proximity to downtown amenities make it well-suited for builders focused on attainable housing.

As Missoula continues to implement its long-range land use vision, the LU-R1 zoning aligns with the City’s broader goal of encouraging incremental residential density in appropriate urban areas. With strong market fundamentals and limited infill supply, 1945 Idaho Street stands out as a well-positioned residential development opportunity in one of Montana’s most dynamic markets.

Asking Price: \$475,000

| | |
|----------------------------------|--------------------|
| Address | 1945 Idaho Street |
| Asset Type | Land / 3 City Lots |
| Square Footage (per CAMA) | Total SF: ±18,034 |
| Total Acreage | ±0.41 acres |



Interactive Links

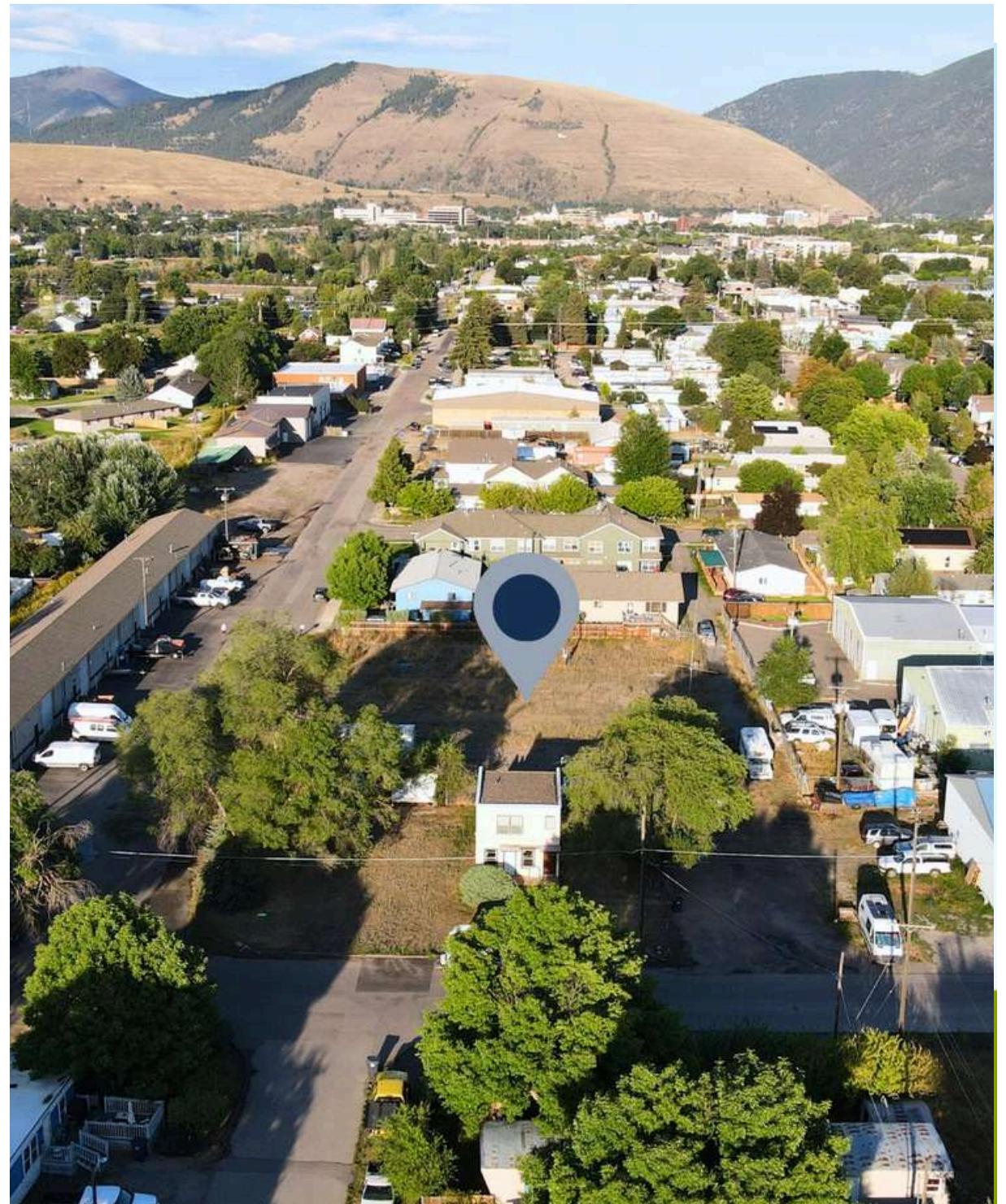


[Link to Listing](#)



[Street View](#)

Note: If there are issues with video launch, you may need to update your PDF software or use the links above



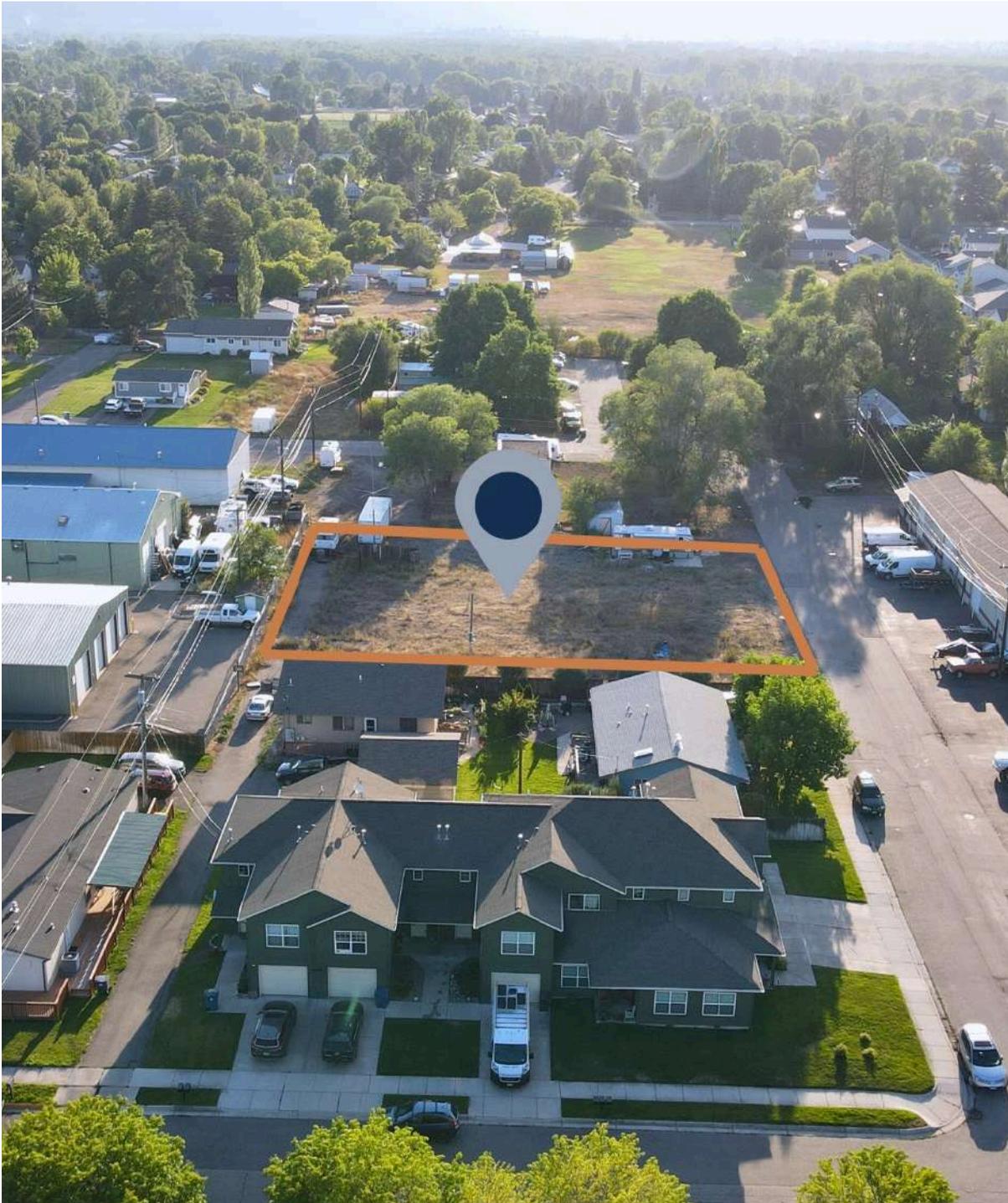
1945 Idaho Street

\$475,000

| | |
|------------------------------|---|
| Property Type | Residential Infill Land |
| Square Footage (CAMA) | ±18,034 SF |
| Total Acreage | ±.41 acres |
| Services | City water and sewer |
| Access | Idaho Street |
| Zoning | LU-R1 (Limited Urban Residential) |
| Geocode(s) | 04-2200-20-1-14-15-0000 04-2200-20-1-14-17-0000 04-2200-20-1-14-19-0000 |

Property Taxes \$4,843.72 (2025)
Combined*





Centrally located in Missoula
Positioned near downtown, services, and transit, with access to established infrastructure and amenities



City of Missoula water and sewer to the site



Zoned LU-R1 (Low-Intensity Urban Residential)



Zoning allows 5 units on the site



Flat, build-ready site

LOCATION



SterlingCRE
ADVISORS



Regional Map

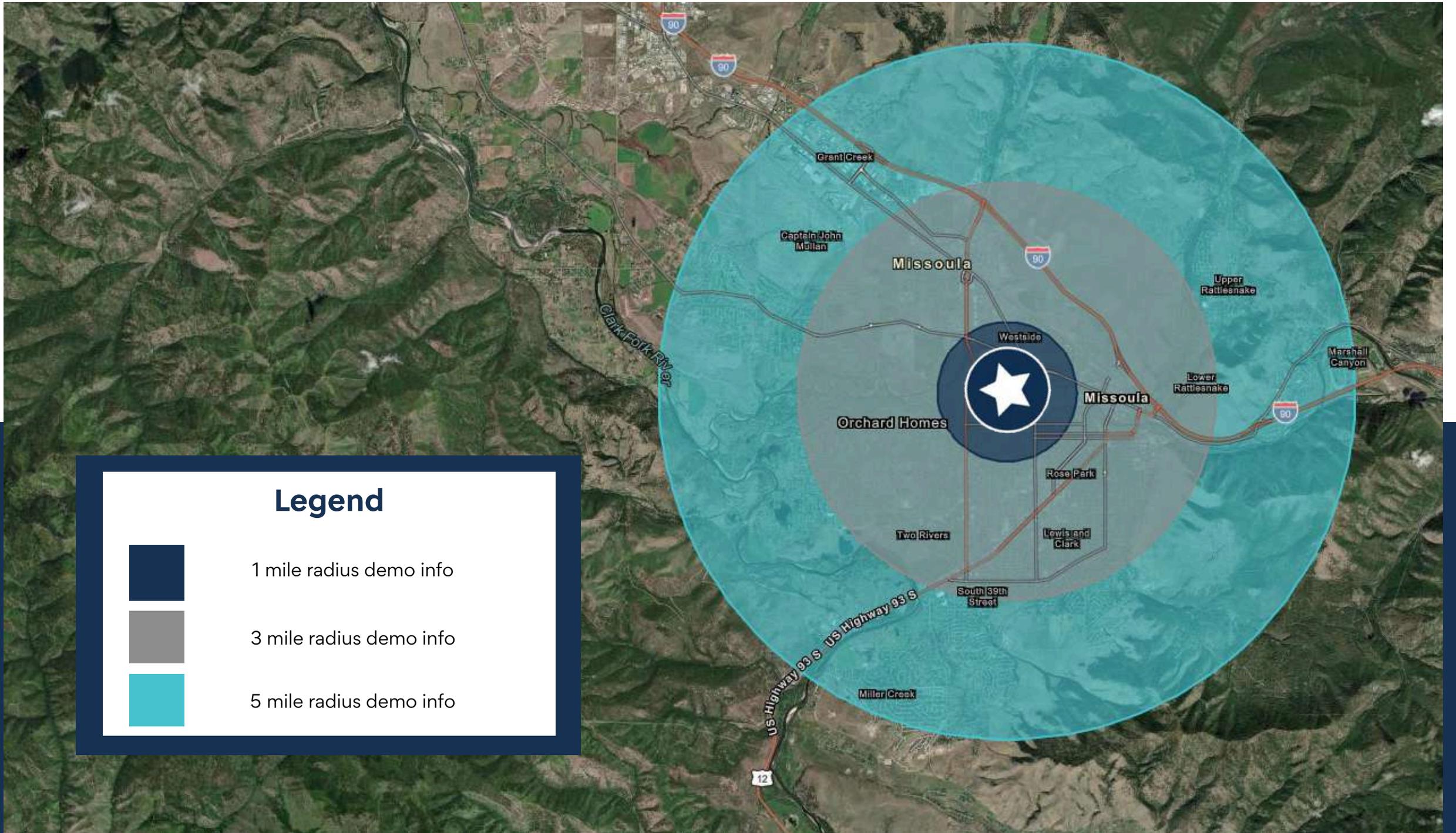


Reserve Street

Russell Street

Subject

Locator Map



Legend



1 mile radius demo info



3 mile radius demo info



5 mile radius demo info

Key Facts

KEY FACTS

1 mile

13,407

Population

35.4

Median Age

2.0

Average Household Size

\$57,581

Median Household Income

2,446

2023 Owner Occupied Housing Units (Esri)

4,070

2023 Renter Occupied Housing Units (Esri)



712

Total Businesses



7,297

Total Employees

BUSINESS

1 mile

HOUSING STATS

1 mile



\$373,096

Median Home Value



\$6,814

Average Spent on Mortgage & Basics



\$1,016

Median Contract Rent

2025 Households by income (Esri)

The largest group: \$50,000 - \$74,999 (21.3%)

The smallest group: \$200,000+ (2.7%)

1 mile

| Indicator ▲ | Value | Diff |
|-----------------------|-------|-------|
| <\$15,000 | 10.4% | +1.7% |
| \$15,000 - \$24,999 | 8.5% | +2.0% |
| \$25,000 - \$34,999 | 10.1% | +2.6% |
| \$35,000 - \$49,999 | 13.1% | +3.2% |
| \$50,000 - \$74,999 | 21.3% | +6.0% |
| \$75,000 - \$99,999 | 14.1% | -0.2% |
| \$100,000 - \$149,999 | 14.8% | -3.8% |
| \$150,000 - \$199,999 | 4.9% | -4.7% |
| \$200,000+ | 2.7% | -6.8% |

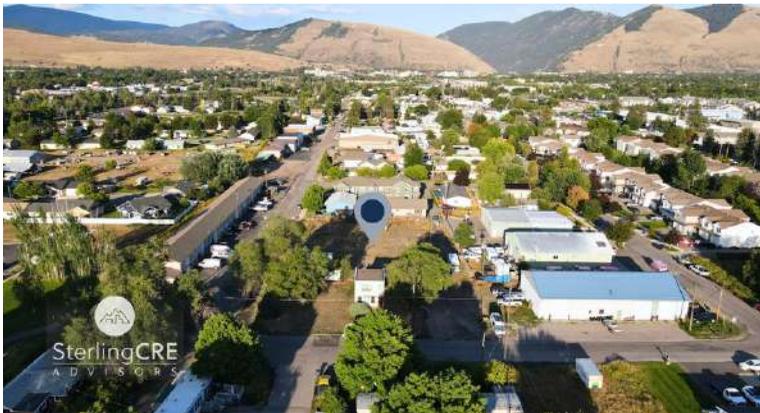
Bars show deviation from Missoula Co...

| Variables | 1 mile | 3 miles | 5 miles | Variables | 1 mile | 3 miles | 5 miles |
|---------------------------|--------|---------|---------|-------------------------------|----------|----------|-----------|
| 2022 Total Population | 13,407 | 65,609 | 91,992 | 2022 Per Capita Income | \$37,021 | \$40,674 | \$44,363 |
| 2022 Household Population | 12,933 | 62,968 | 88,936 | 2022 Median Household Income | \$57,581 | \$63,157 | \$74,220 |
| 2022 Family Population | 7,184 | 38,138 | 59,306 | 2022 Average Household Income | \$74,466 | \$87,598 | \$99,566 |
| 2027 Total Population | 13,676 | 68,050 | 95,811 | 2027 Per Capita Income | \$41,075 | \$45,926 | \$50,034 |
| 2027 Household Population | 13,202 | 65,410 | 92,755 | 2027 Median Household Income | \$64,334 | \$73,711 | \$83,250 |
| 2027 Family Population | 7,276 | 39,429 | 61,654 | 2027 Average Household Income | \$81,915 | \$98,319 | \$111,686 |

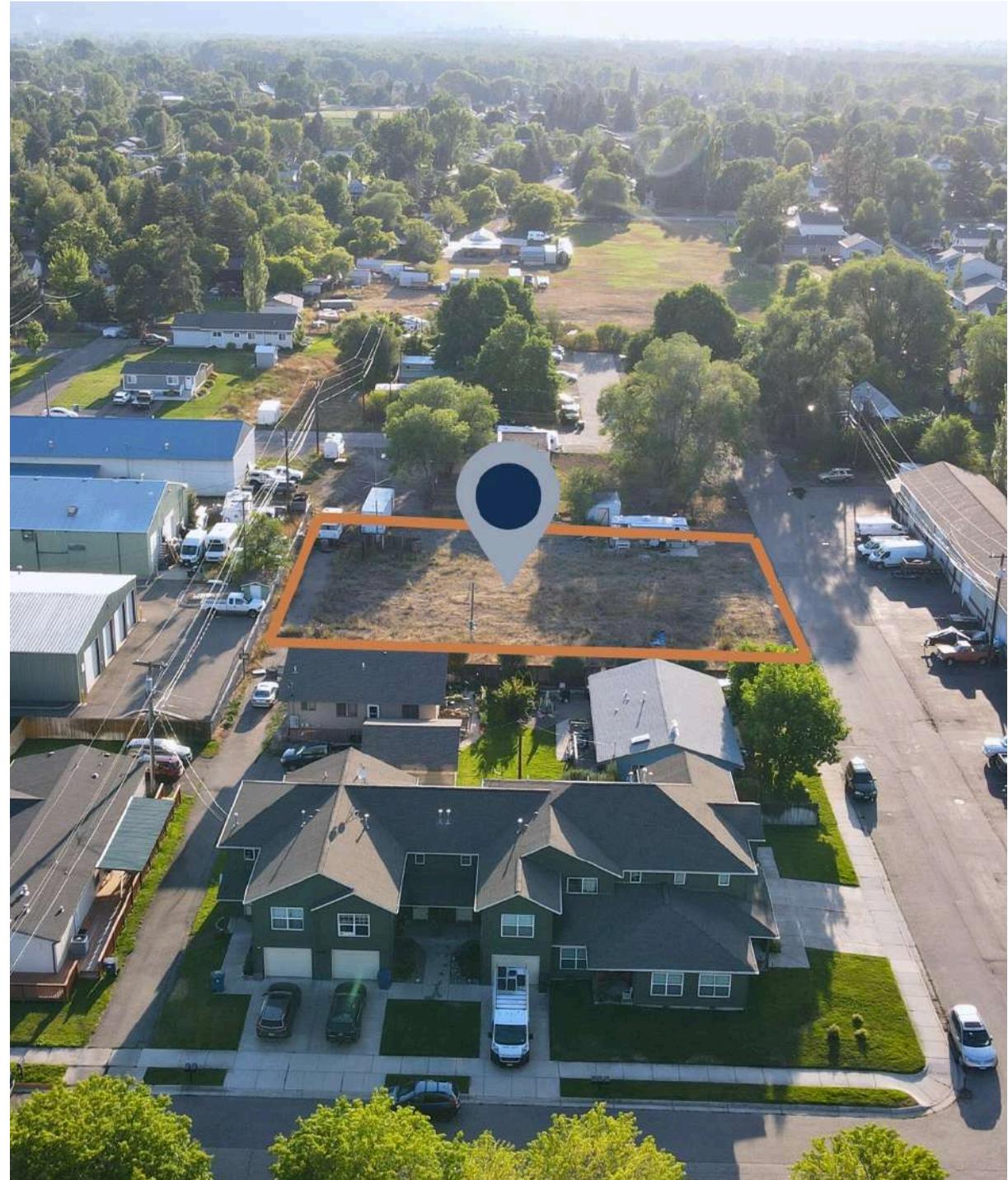
PROPERTY DETAILS



SterlingCRE
ADVISORS







PLAT
OF
RIVERSIDE ADDITION
TO
MISSOULA

Situated in the South 1/2 of the Section
16 of Section 20, T18N, R10W, N. Range
of Montana.

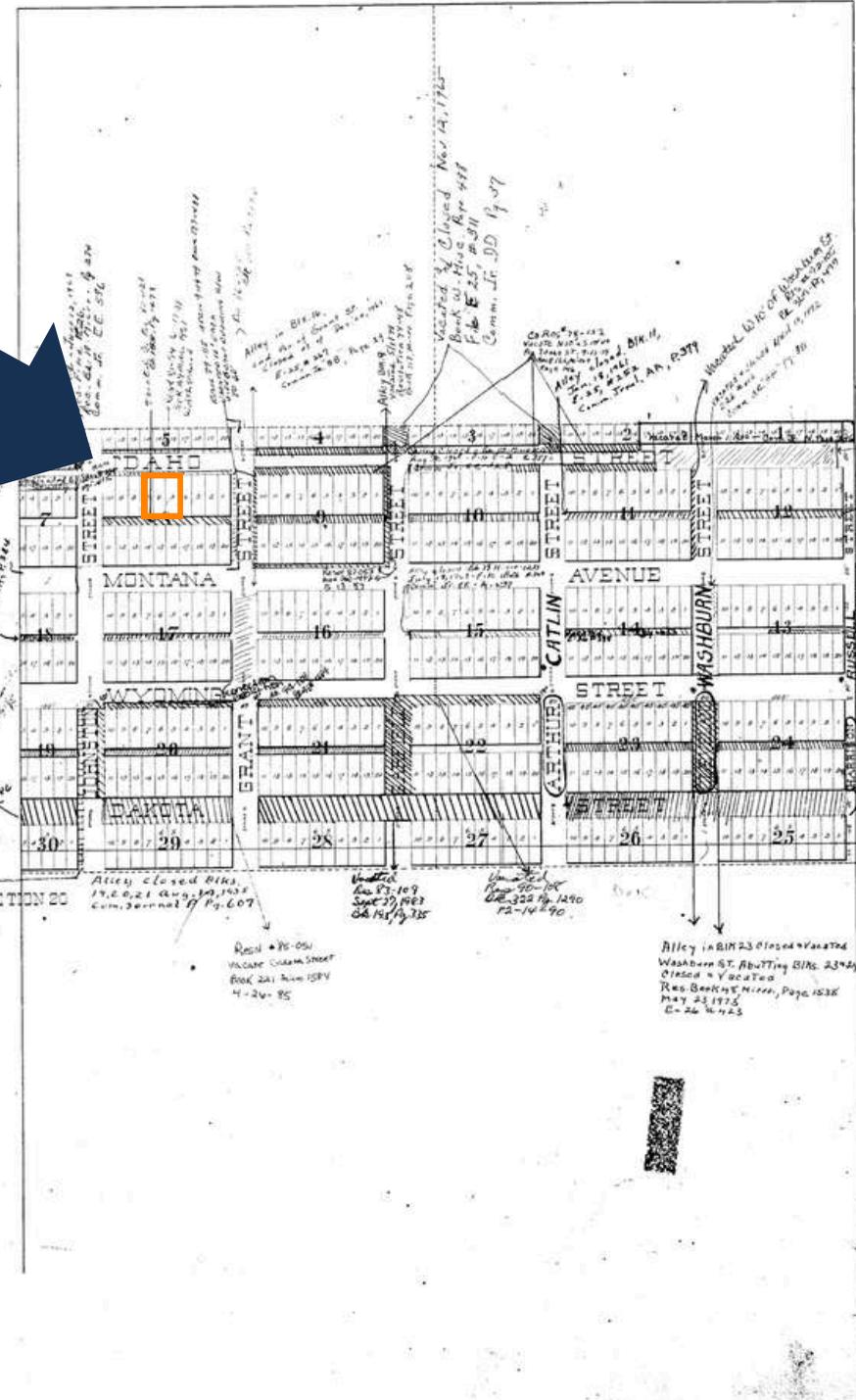
Scale 200ft. 1" =
Kennedy & Powell, Civil and Mining
Engineers, Missoula, Montana

State of Montana }
County of Missoula }
Know all men that we Joseph Des Champs and Frank P. Kern personally know to be the same persons described in and who executed the foregoing declaration and acknowledged to me that they executed the same freely and voluntarily and for the uses and purposes therein mentioned. In witness whereof I have hereunto set my hand and Notarial Seal the day and year first hereunto written.

Joseph Deschamps
Seal
Frank P. Kern

State of Montana }
County of Missoula }
On this the 2nd day of December 1889 before me undersigned a Notary Public in and for the State of Montana personally appeared Joseph Des Champs and Frank P. Kern personally known to me to be the same persons described in and who executed the foregoing declaration and acknowledged to me that they executed the same freely and voluntarily and for the uses and purposes therein mentioned. In witness whereof I have hereunto set my hand and Notarial Seal the day and year first hereunto written.

John M. Evans
Notary Public



Plat of Block 10
Classed Res. Book No. 1539
Res. Book No. 225 (Missoula, Mont.)
Comm. J. D. D. 1/27/87

State of Montana }
County of Missoula }
Lincoln O. Kennedy being duly sworn on oath says, I am a Civil Engineer, during the month of November 1889 I executed a survey of the blocks, lots, streets and alleys represented by this map and called Riverside Addition to Missoula. That said addition was surveyed and laid out according to this map. That all the alleys are 20 feet wide. That the alleys in said addition are 200 twenty feet wide.

Lincoln O. Kennedy

Subscribed and sworn to before me on this 2nd day of December 1889

John M. Evans
Notary Public

Closed & Vacated
Res. Book No. 1539
State of Montana }
County of Missoula }

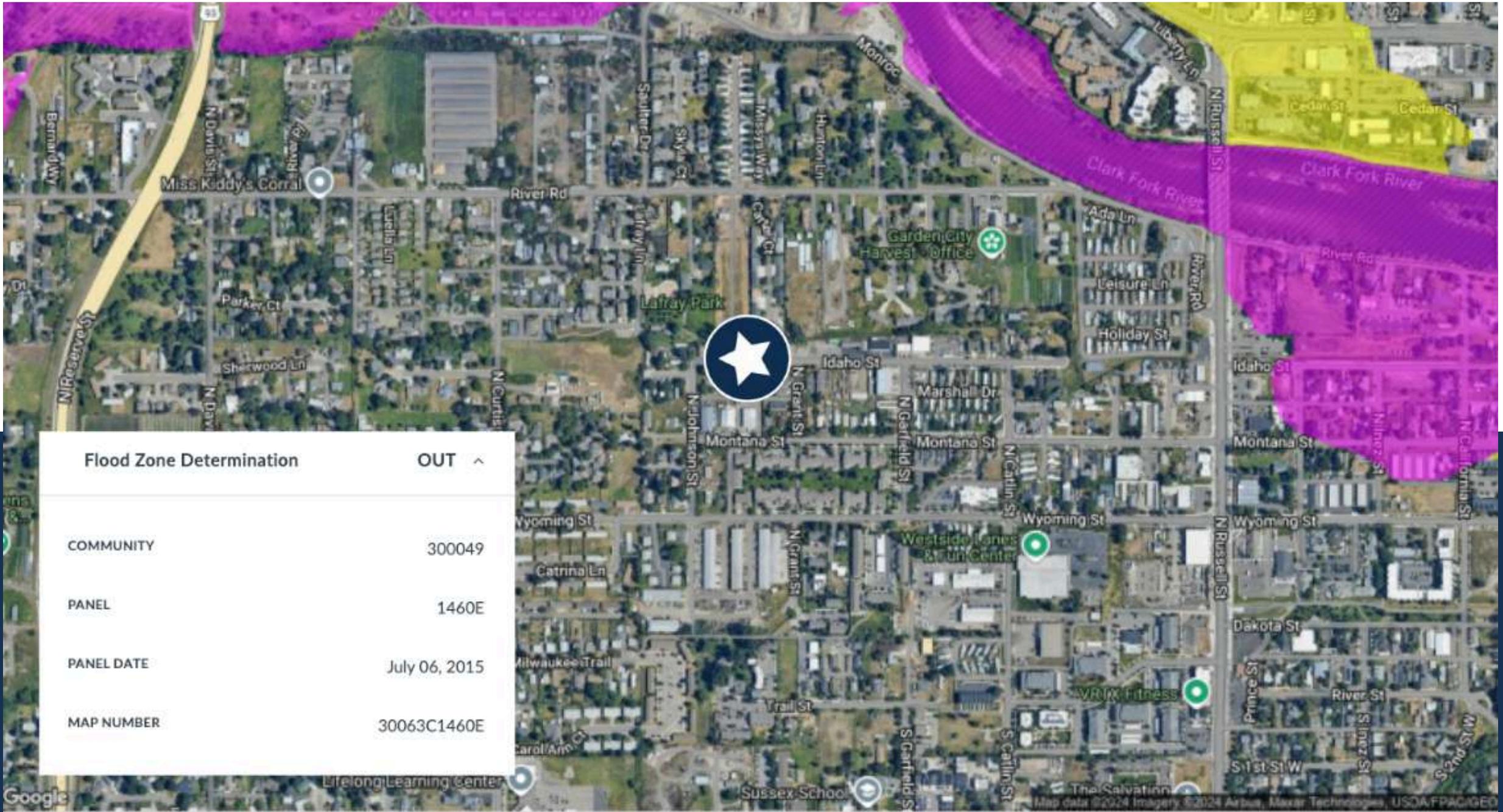
We J. E. Marion, A. Miltner and H. Theriault County Commissioners in and for the county and state aforesaid do hereby certify that this map or plat of Riverside Addition to Missoula was by us approved on this the 2nd day of December 1889. In witness whereof we have hereunto set our hands and the seal of Missoula County this 2nd day of December 1889.

J. E. Marion Chairman
A. Miltner
Henry Theriault Commissioners

Res. Book 265, Pg. 1224 miss
for City of Missoula
made by J. E. Marion
& others

STATE OF MONTANA }
County of Missoula }
I, J. E. Marion, Chairman of the Board of Commissioners of the County of Missoula, do hereby certify that the above plat was approved by the Board of Commissioners of the County of Missoula on this the 2nd day of December 1889.

ATTEST:
J. E. Marion
Chairman of the Board of Commissioners of the County of Missoula



| Flood Zone Determination | | OUT ^ |
|--------------------------|--|---------------|
| COMMUNITY | | 300049 |
| PANEL | | 1460E |
| PANEL DATE | | July 06, 2015 |
| MAP NUMBER | | 30063C1460E |

Flood Zones: X500 or B Zone A Zone V Zone D Zone Floodway CBRA



| Map Unit Symbol | Map Unit Name | Acres in AOI | Percent of AOI |
|------------------------------------|---------------|--------------|----------------|
| 114 | Urban land | 2.0 | 100.0% |
| Totals for Area of Interest | | 2.0 | 100.0% |

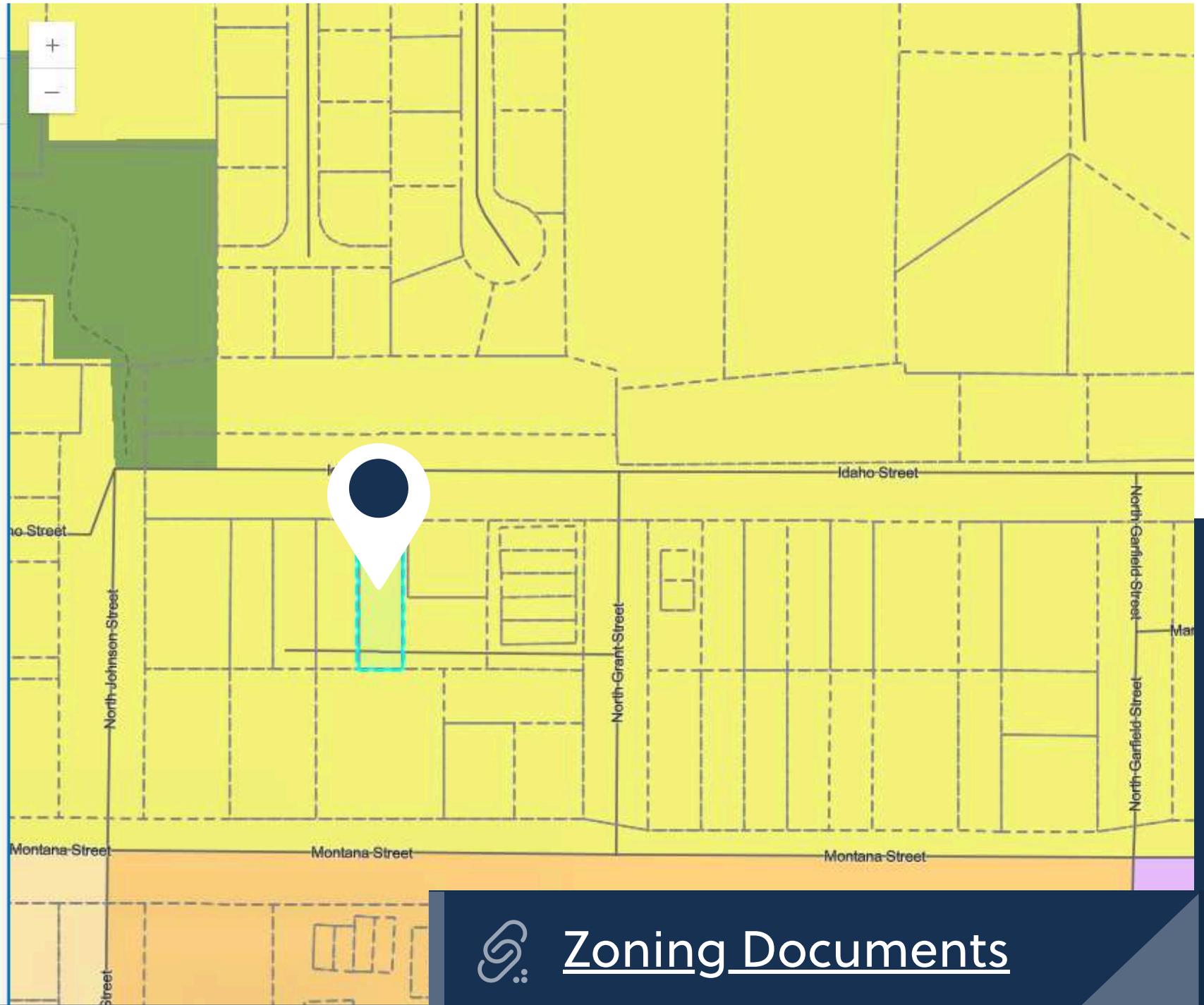
Legend



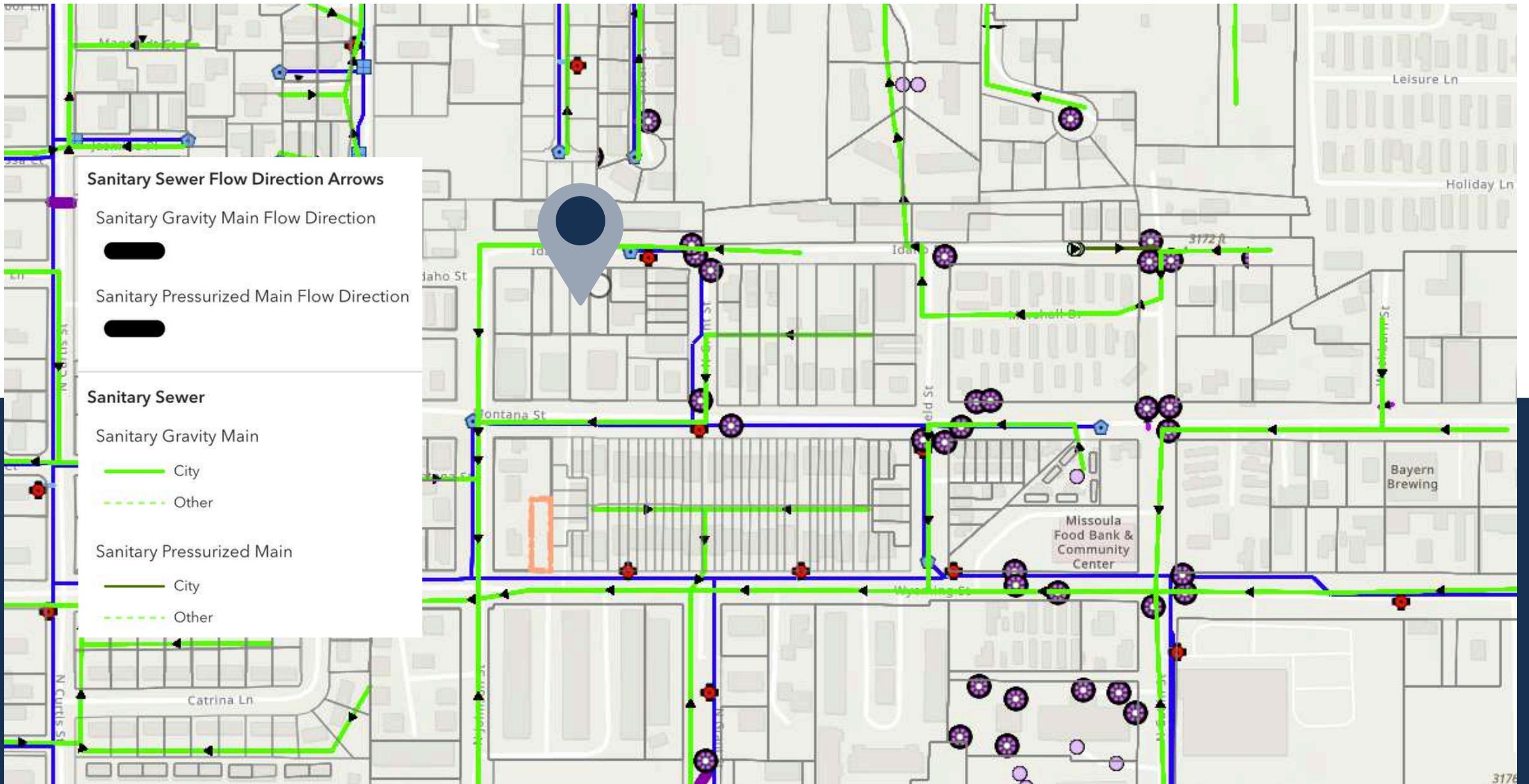
T22 Zoning

Zoning Abbreviation

- A
- CD-1
- CD-2
- D-C
- D-T
- I-1
- LU-MU
- LU-R1
- LU-R2
- OP-1
- OP-2
- R-R1
- T-MU
- U-MU1
- U-MU2
- U-MU3
- U-MU4
- U-R1



[Zoning Documents](#)



MARKET OVERVIEW



SterlingCRE
ADVISORS

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.

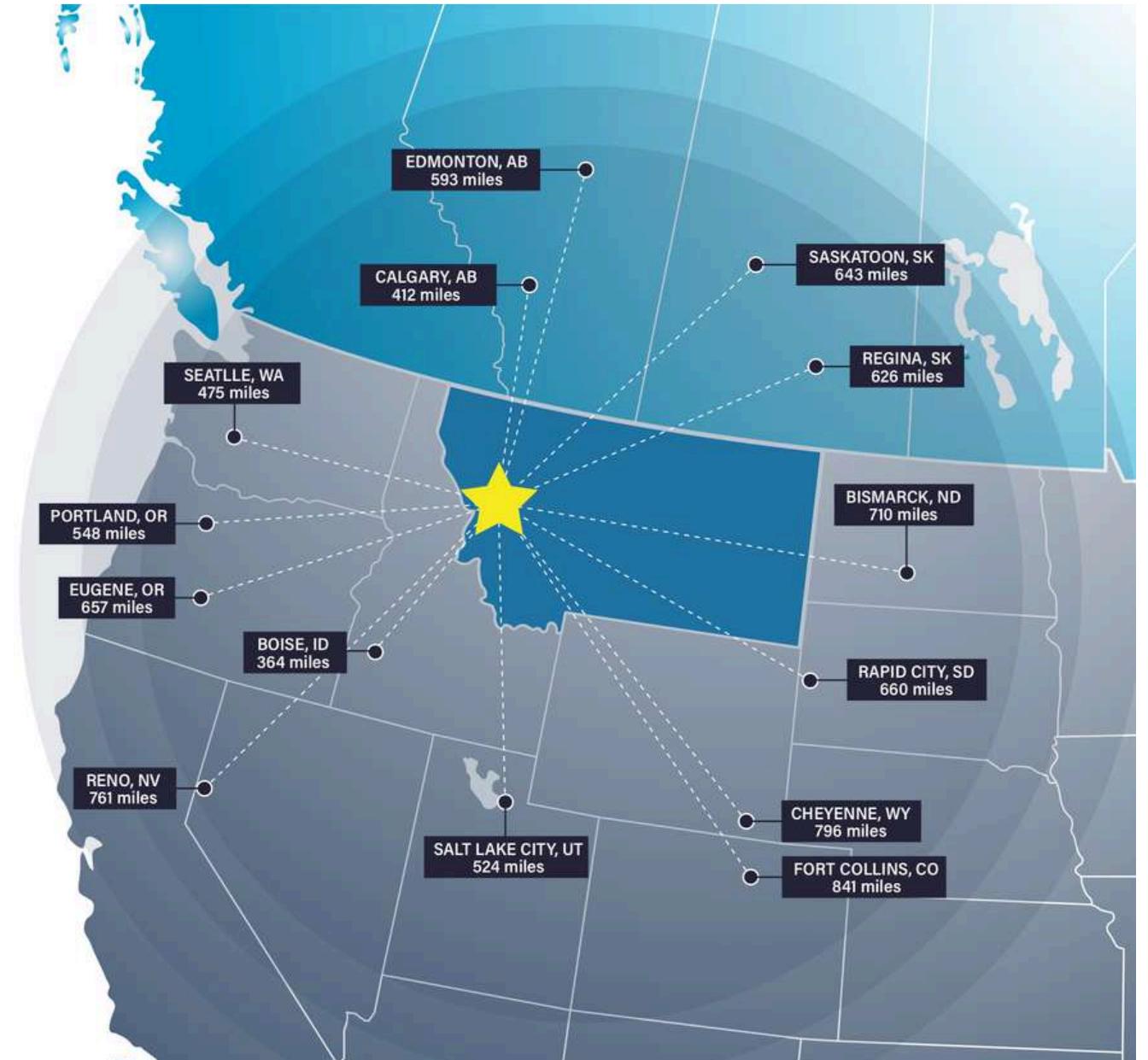


Missoula Access

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+ 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

#2 Best Places to Live in the American West

Sunset Magazine

Top 10 Medium Cities for the Arts

2023 Southern Methodist University

University of Montana Top Tier R1 Designation

This designation, based on high research and innovation spending, held by only 3.7% of US Universities, attracts top-tier faculty and students

#9 Best Performing US City

The Milken Institute- Smaller Metros under 275,000 Residents

#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

#1 Most Fun City for Young People

Smart Assets

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 Advisor & Team



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.



JOE TREDIK
Leasing Specialist & Commercial Real Estate Advisor

Joe brings a personal understanding of the local market, its trends, and its unique opportunities to the Sterling Team. He leverages his accounting background and leasing experience to provide clients with detailed financial analysis and strategic insights that enable clients to make well informed leasing decisions.



SIERRA PIERCE
Transaction Coordinator

Sierra has a sharp eye for detail with a background in client service and project coordination. With experience in marketing, small business ownership, and healthcare administration, Sierra has spent her career managing logistics, building strong relationships, and ensuring no task falls through the cracks.

Disclaimer & Limiting Conditions

CONFIDENTIALITY & DISCLAIMER All materials and information received or derived from SterlingCRE Advisors its directors, officers, agents, advisors, affiliates, and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, the financial performance of the property, the projected financial performance of the property for any party's intended use or any and all other matters. Neither SterlingCRE Advisors its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. SterlingCRE Advisors will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing. **EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.** Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. SterlingCRE Advisors makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. SterlingCRE Advisors does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors, and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by SterlingCRE Advisors in compliance with all applicable fair housing and equal opportunity laws.

Limiting Conditions Study outcomes are based on our analysis of the information available to us from our research as of the date of report creation. As such, we assume the client has offered correct and reliable information. Further, we assume the client has informed us about any issues that would affect project feasibility. The study is based on current and expected trends of the economy and real estate market. However, economic conditions change, as do real estate markets. As such, we insist that clients continuously track the economy and real estate market. We strongly encourage clients to revisit findings from the study continuously and to revisit key project assumptions periodically to ensure they are still justified. Given the changing market conditions and potential for shifting consumer preferences, projected and actual results will likely differ. Market conditions and projections frequently are different than expected. We do not express any form of assurance on the achievability of any pricing or absorption estimates of reasonableness of the underlying assumptions. The study assumes "normal" real estate market conditions and not conditions of an "up" or "down" market. Economic, employment, population & household growth and consumer confidence are assumed to occur more or less in accordance with current expectations. There are no assurances about the ability to secure needed project entitlements; in the cost of development or construction; in tax laws that favor or disfavor real estate markets; or in the availability and/or cost of capital and mortgage financing for real estate developers, owners and buyers. If any major change in market conditions occurs, this study analysis should be updated, with the conclusions and recommendations summarized herein reviewed and reevaluated. We have no responsibility to update our analysis for events and circumstances occurring after the date of our report. Clients are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this development.