SterlingCRE
ADVISORS

Indoor Shooting Range Retail/Warehouse on ±2.64 Acres

32 Western Village Lane
Columbia Falls, Montana

±19,000 SF | Specialty Industrial

Exclusively listed by:
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SterlingCRE ADVISORS

Contents

(click to jump to section)

Opportunity Overview

Sterling CRE Advisors proudly presents 32 Western Village Lane, a fully built out indoor shooting range and retail firearms business just outside Columbia Falls, Montana, on the Kalispell side of town along the route into Glacier National Park. The business operates as Northwest Shooter, Montana's premier indoor shooting range, and includes indoor pistol and rifle ranges, a tactical range, an on-site classroom, and a retail gun store. The building is well maintained and purpose built for the use, ready to operate on day one.

While the property itself is extremely versatile and allows for a number of uses, the current operation is set up for multiple revenue streams: range fees, retail sales of pistols, rifles, ammunition, optics and gear, firearm rentals, FFL transfer services, paid instruction, and memberships. Retail sales run through both the storefront and an online sales channel. Current hours are Tuesday through Saturday, 12:00 PM to 6:00 PM, leaving open capacity for a buyer who wants to extend the schedule.

The property sits on a ±2.64-acre lot, leaving room to expand. Its high visibility location on a well traveled corridor gives it access to a broad local population across the Flathead Valley, plus seasonal traffic heading toward Glacier National Park.

Montana consistently ranks among the top one or two states in the nation for household gun ownership, with roughly two out of every three adults living in a home with a firearm. That demand, paired with a growing Flathead Valley population, supports a strong customer base for a range business already built and ready to run.

Address	32 Western Village Lane Columbia Falls, MT 59912
Purchase Price	$2,995,000
Property Type	Industrial | Indoor Shooting Range
Building Size	±19,000 SF
Lot Size	±2.64 Acres
Zoning	Flathead County Scenic Corridor
Build Out	Indoor Gun Range with: 10-lane Pistol Range 50-yard Rifle Range Target Shooting Simulator Retail area with private office Built-out classrooms
Price Per Square Foot	$158.00/SF

Interactive Links

Link to Listing

Street View

3D Tour

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

32 Western Village Lane

$2,995,000

Property Type	Special-Purpose Flex/Retail/Industrial
Square Footage (per Cadastral)	±19,000 SF
Total Acreage	±2.64 acres
Services	Private Well; Private Sewer (septic)
Access	Direct frontage on US Hwy 2; secondary access via Western Village Ln (private road)
Zoning	Scenic Corridor
Geocode	07-4185-26-1-02-22-0000
Property Taxes	$17,436.54 (2025)
Traffic Count	±17,600 AADT (2025 est., US Hwy 2)
Parking	Ample paved surface parking
Year Built	2006/2013

- Convenient location off of US Highway 2 between Columbia Falls and Kalispell.
- Fully equipped indoor range with rifle and pistol ranges, target simulator, and finished classrooms.
- High visibility with signage on US Highway 2 with over 17,000 VPD.
- Large lot with potential for expansion and paved surface parking spaces.
- Zoning allows for the current use, with flexibility for other industrial uses.

Opportunity Highlights


LOCATION
SterlingCRE
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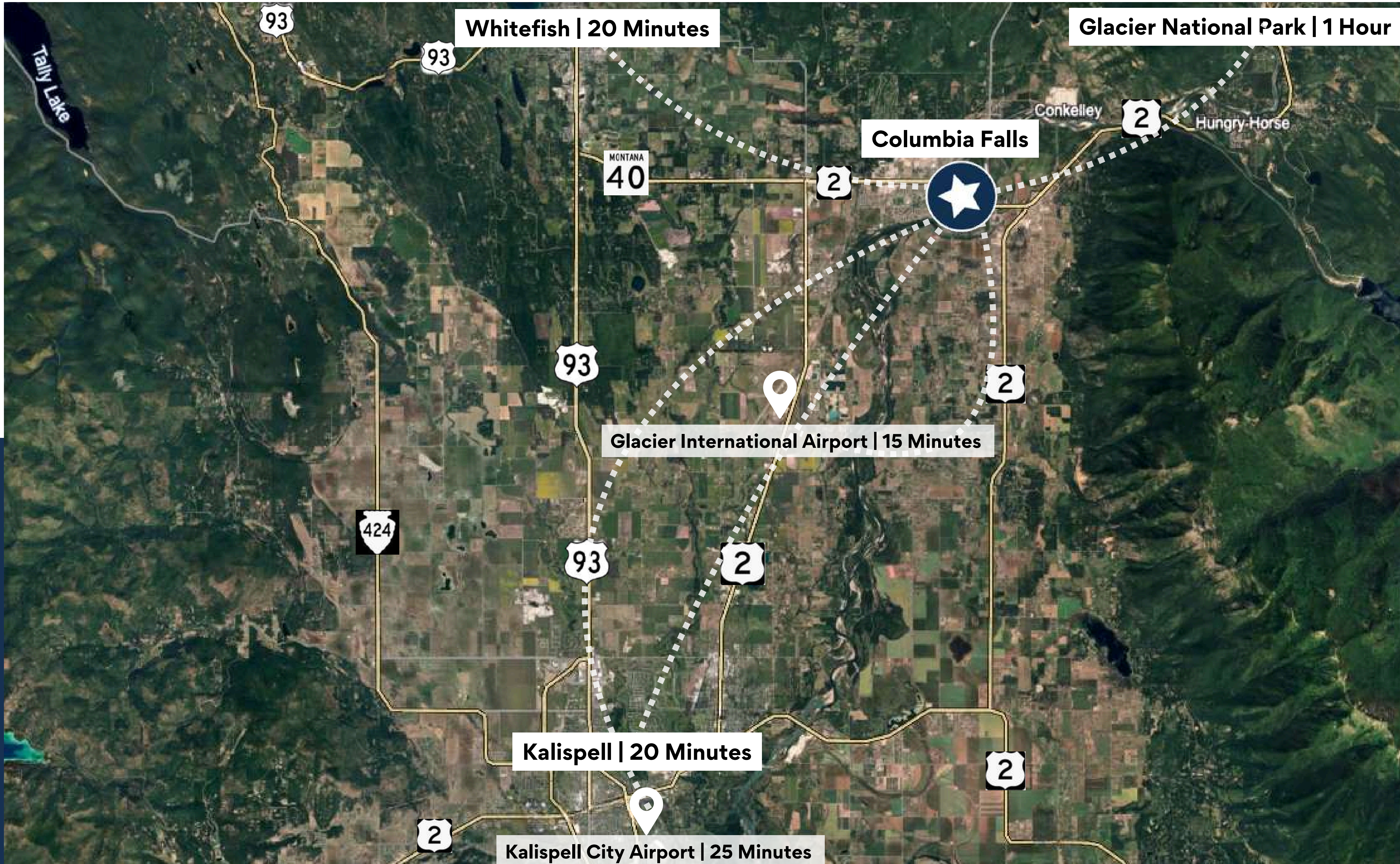
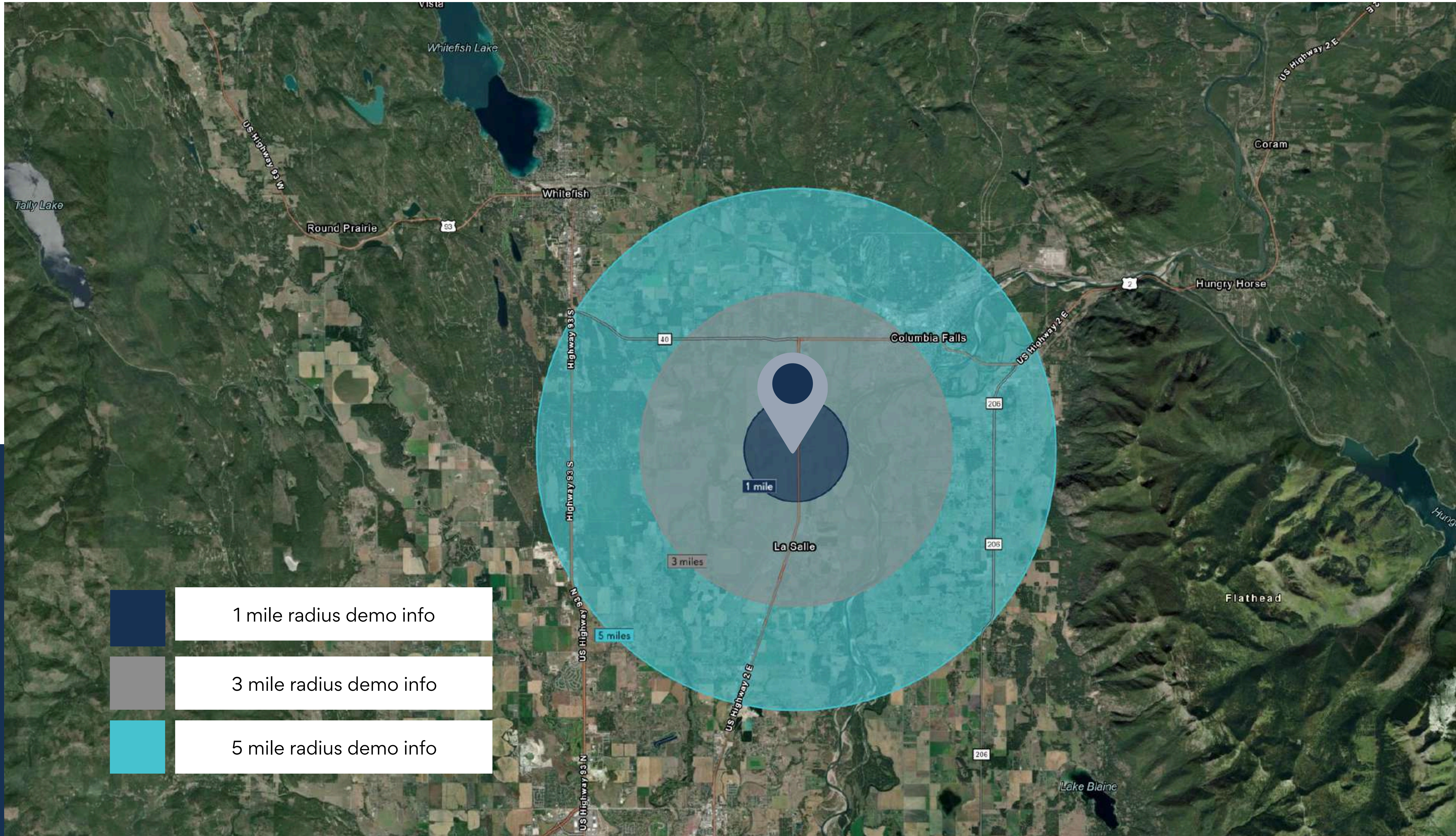


Regional Map


2
±1,821 AADT 2025
HODGSON ROAD
BRUNNER ROAD
32 WESTERN VILLAGE LANE
±17,600 AADT 2025
2
Trumbull Creek
Google Earth
Landsat / Copernicus

Locator Map


Whitefish Lake
Tally Lake
Round Prairie
Whitefish
Coram
Hungry Horse
Columbia Falls
La Salle
Flathead
Lake Blaine
1 mile
3 miles
5 miles
1 mile radius demo info
3 mile radius demo info
5 mile radius demo info

Radius Map

KEY FACTS

5 miles

19,718
Population

43.7
Median Age

2.4
Average Household Size

$82,517
Median Household Income

5,903
2023 Owner Occupied Housing Units (Esri)

2,116
2023 Renter Occupied Housing Units (Esri)

BUSINESS

5 miles

768
2026 Total Businesses (NAICS)

6,639
2026 Total Employees (NAICS)

Variables	1 mile	3 miles	5 miles	ZIP Codes 59912 (Columbia	Counties Flathead County	States Montana	National United States
2025Total Population	842	6,810	19,718	16,809	117,335	1,157,968	343,528,394
2025 Household Population	824	6,635	19,504	16,626	116,128	1,128,625	335,139,938
2025 Family Population	670	5,255	15,519	13,147	91,960	862,682	266,929,862
2030 Total Population	874	7,156	20,940	17,873	125,770	1,203,425	351,813,408
2030 Household Population	857	6,980	20,726	17,690	124,563	1,174,082	343,424,952
2030 Family Population	696	5,529	16,477	13,960	98,516	895,592	272,723,086

HOUSING STATS

5 miles

$612,312
Median Home Value

$14,439
Average Spent on Mortgage & Basics

$951
Median Contract Rent

2026 Households by income (Esri)

5 miles

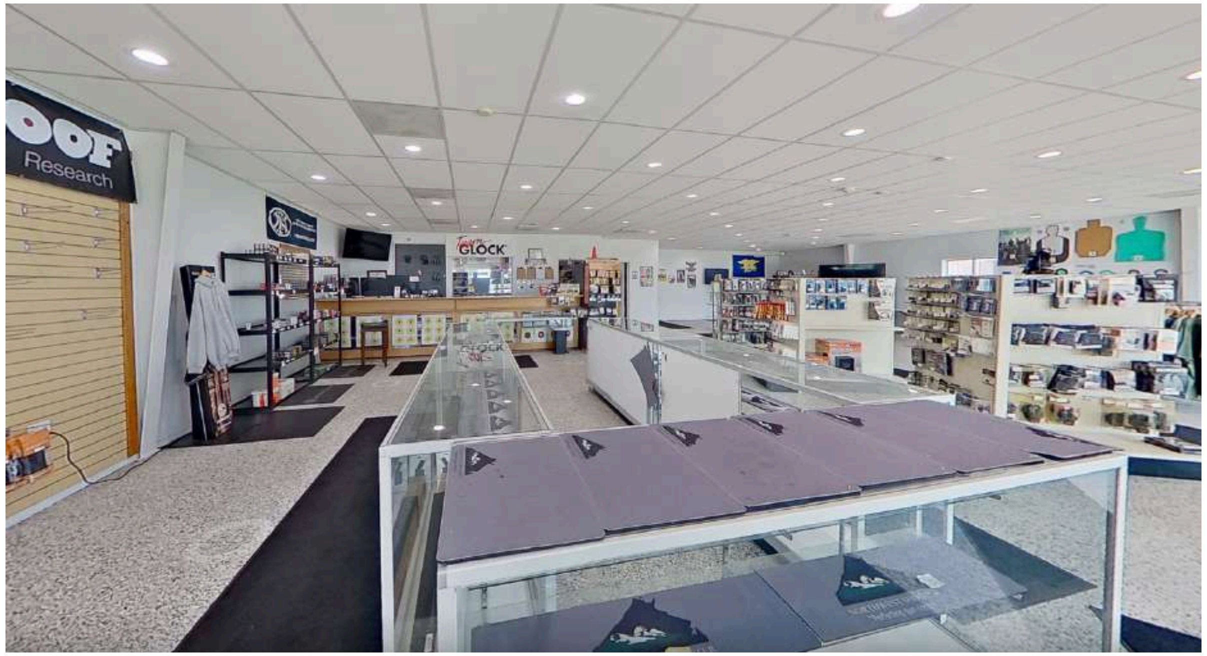
The largest group: $50,000 - $74,999 (21.0%)
The smallest group: <$15,000 (4.6%)

Indicator ▲	Value	Diff
<$15,000	4.6%	-1.3%
$15,000 - $24,999	4.9%	-0.6%
$25,000 - $34,999	6.4%	-1.5%
$35,000 - $49,999	8.7%	-0.3%
$50,000 - $74,999	21.0%	+0.5%
$75,000 - $99,999	12.1%	0
$100,000 - $149,999	16.2%	+1.0%
$150,000 - $199,999	11.9%	+0.2%
$200,000+	14.2%	+2.1%

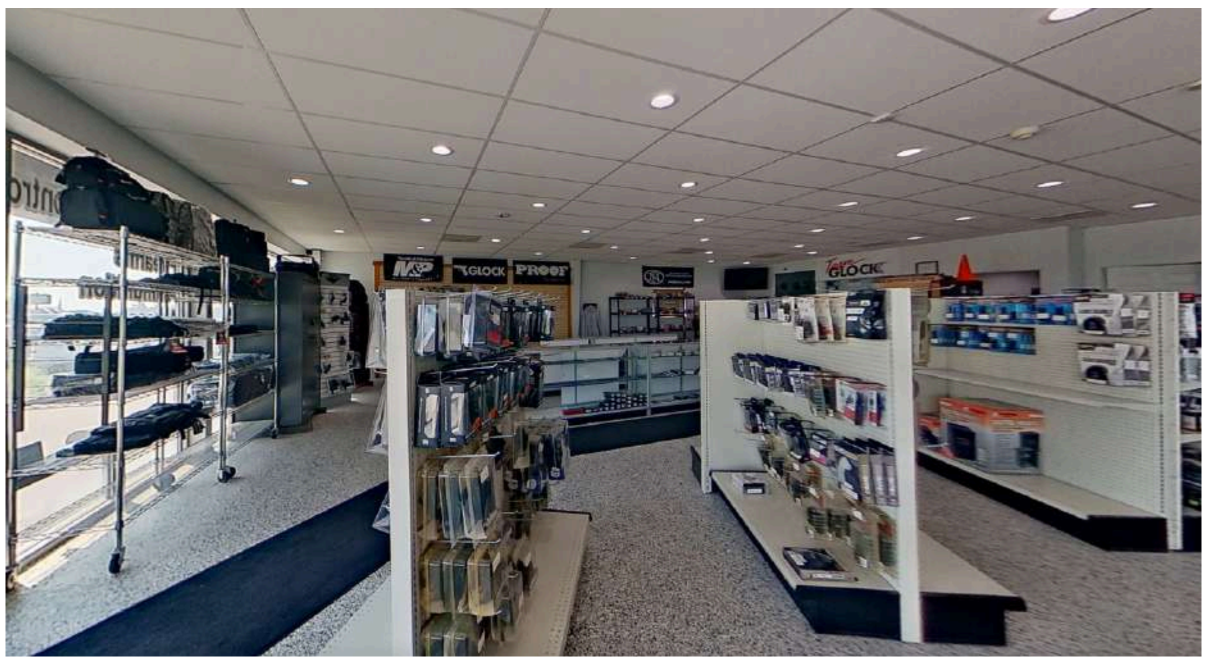
Bars show deviation from Flathead County

Variables	1 mile	3 miles	5 miles	ZIP Codes 59912 (Columbia	Counties Flathead County	States Montana	National United States
2025 Per Capita Income	$48,453	$45,470	$48,727	$44,904	$45,889	$44,322	$48,241
2025 Median Household Income	$87,010	$80,634	$82,517	$78,673	$76,875	$78,035	$85,893
2025 Average Household Income	$129,230	$115,852	$119,765	$111,958	$111,544	$105,776	$122,692
2030 Per Capita Income	$54,759	$51,498	$54,753	$50,881	$50,878	$50,939	$55,073
2030 Median Household Income	$93,662	$88,654	$93,472	$88,511	$84,652	$89,868	$100,053
2030 Average Household Income	$144,023	$130,363	$133,814	$126,252	$123,178	$121,053	$138,579

PROPERTY DETAILS

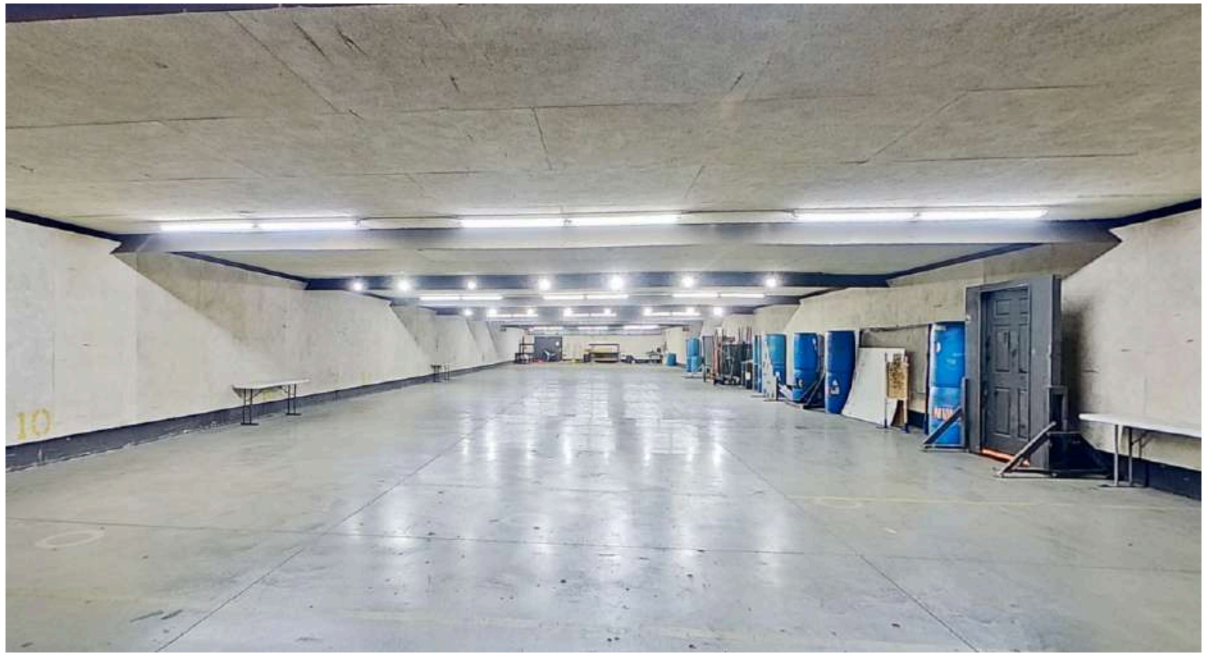

Research
GLOCK


MONTANA X-TREME
LIBER
SAFE

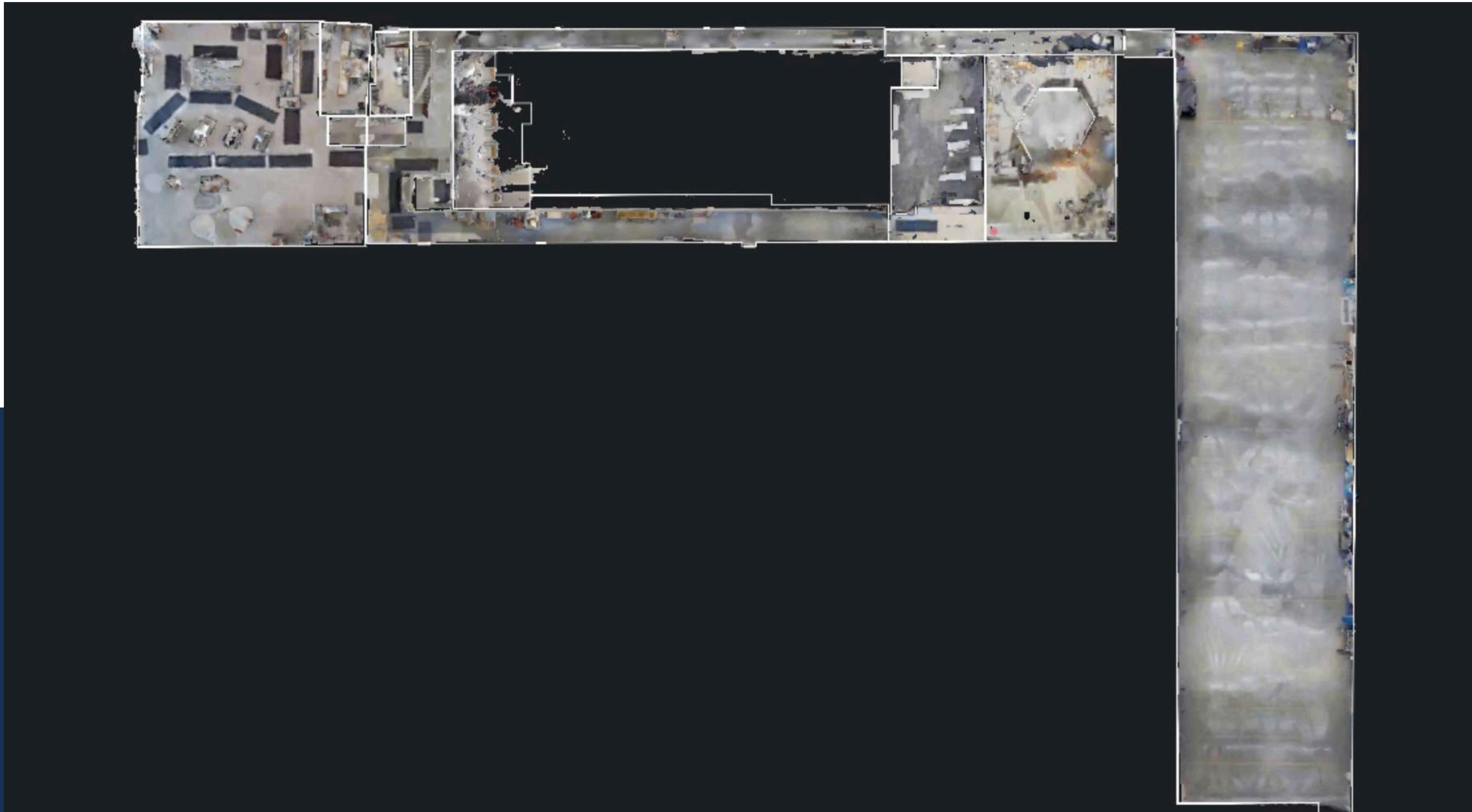

GLOCK
PROOF
GLOCK


LANE 4
LANE 3
LANE 2
CROSS THE FIRING LINE!!!
NO EXCEPTIONS!!!

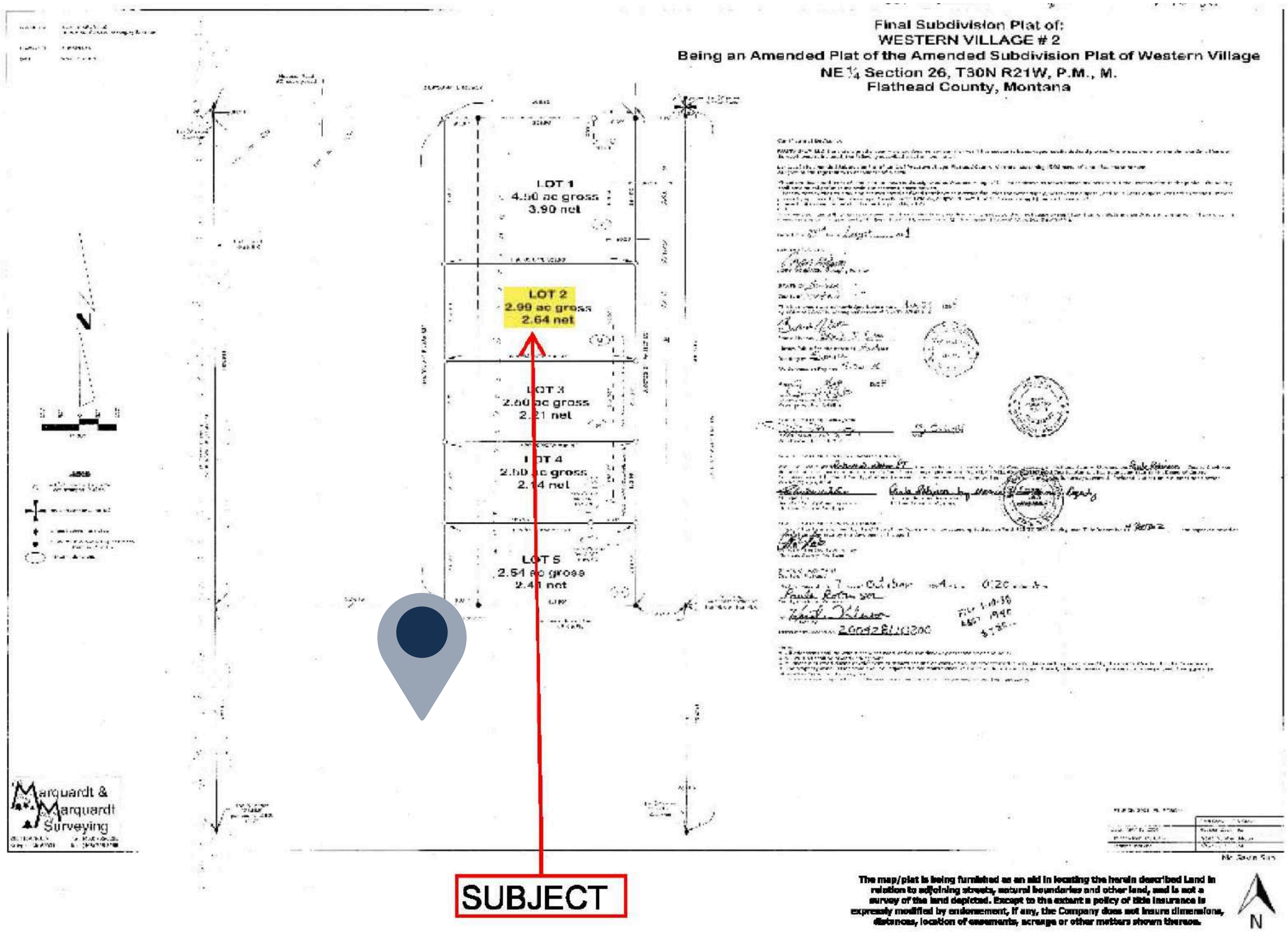
Photos



Photos



Floor Plans



Final Subdivision Plat of:
WESTERN VILLAGE # 2
Being an Amended Plat of the Amended Subdivision Plat of Western Village
NE ¼ Section 26, T30N R21W, P.M., M.
Flathead County, Montana
LOT 1
4.50 ac gross
3.90 net
LOT 2
2.99 ac gross
2.64 net
LOT 3
2.60 ac gross
2.21 net
LOT 4
2.50 ac gross
2.14 net
LOT 5
2.54 ac gross
2.41 net
Marquardt & Marquardt Surveying
SUBJECT
The map/plat is being furnished as an aid in locating the herein described Land in relation to adjoining streets, natural boundaries and other land, and is not a survey of the land depicted. Except to the extent a policy of title insurance is expressly modified by endorsement, if any, the Company does not insure dimensions, distances, location of easements, acreage or other matters shown thereon.
N


Map
Satellite
RISK OVERLAYS
FLOOD ZONES
X500 or B Zone
A Zone
V Zone
D Zone
Floodway
CBRA
Windmill Dr
Strong Ln
Hodgson Rd
Hodgson Rd
Hodgson Rd
Brunner Rd
Brunner Rd
Brunner Rd
Heron Ct
Apgar Ambulance
Cowboy Way
Trumbull Creek
Shadow Wood Dr
Dunwoody Ln
Jellison Rd
Dunwoody Ct
Rodeo Dr
LaSalle Rd
Rohrbach Ln
Trumbull Creek
Jellison Rd
Crossroads Church
2

Flood Plain

Flathead-creston loams, 0 to 3 percent slopes

3e
Capability

Susceptibility to erosion.
Subclass e

Soils have limitations that reduce the choice of plants and/or require special conservation practices. when used for cultivated crops the conservation practices are usually more difficult to apply and maintain. these soils may be used for cultivated crops, pasture, range, woodland, and wildlife.

Soils

FINANCIALS

Rent Roll

Suite	Tenant	Rentable SF	Leasable SF	Lease Rate ($/SF)	Annual Leas Rate	NNN	Annual NNN	Lease Start	Lease End	Escalations	Notes
			Totals								

[To include in Notes: exclusions, prohibitions, parking allocations, ROFRs on purchase, purchase options, early termination options]

Name of Company

Company	Name of company
Founded	2008
Locations	Missoula, Bozeman, Kalispell
Headquarter	Missoula
Lease Renewal Options	One, (5) year renewal option
Website	https://website.com

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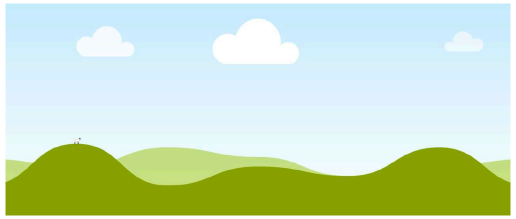
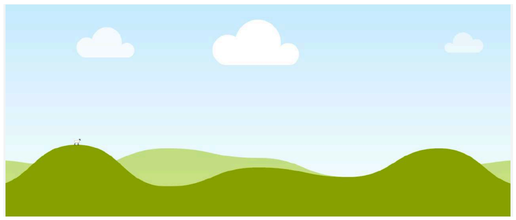
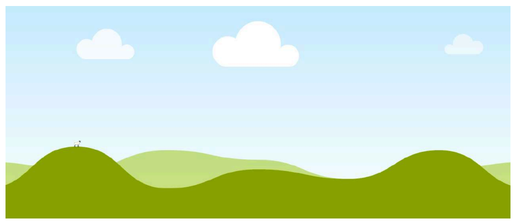
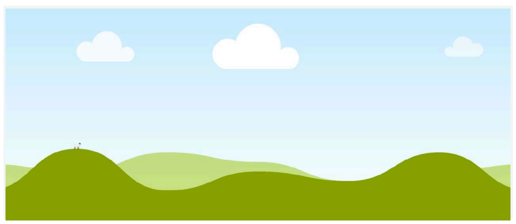
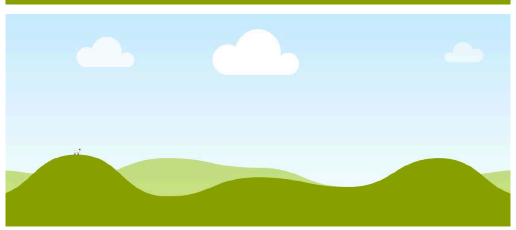
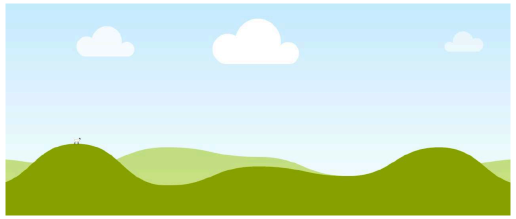
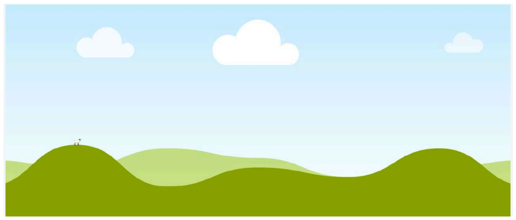
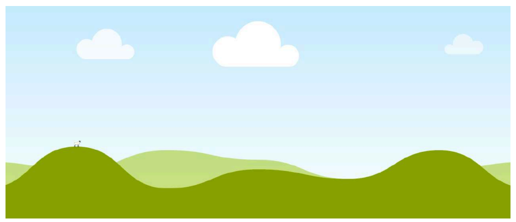
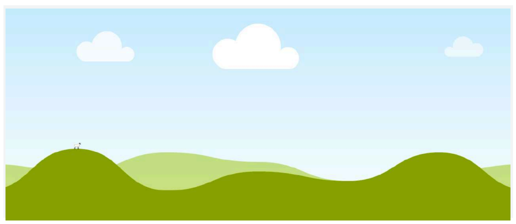
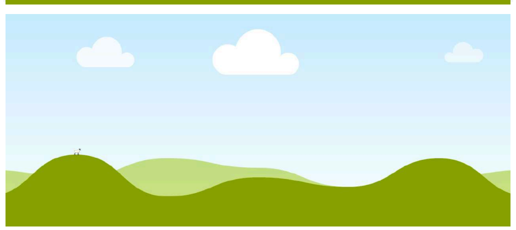
Sale Comparables

Map		Name	Address	Sale Price	Year Built	Price PSF	Lot Size	Building SF	Closed
1		Porter	4710 Expressway	$2,385,000	1982	$301.55	0.167 Acres	8,755 SF	08/08/2023
									
									
									
									

Lease Comparables

Map		Name	Address	Beds	Baths	Rent	Size	Rent PSF	Notes
1		Porter	4710 Expressway	1	1	$1,215	660	$1.70	Built in 2019, pet friendly
									
									
									
									

Pro Forma

Revenue	In-Place		Pro Forma	
Gross Potential Income				
Utility Billback				
Total Revenue	$460,855			
Vacancy (5%)				
Effective Gross Income	$460,855		**$508,440**	
Expenses				
Real Estate Taxes (Year)	$52,712	$1.75	$55,000	$1.82
Insurance (estimate)				
Utilities				
Cable				
Management				
Repairs & Maintenance				
Yard Care / Snow Removal				
Admin / Legal				
HOA Fees				
		Expenses as %		Expenses as %
Total Expenses	$167,036	36.24%	$155,260	30.54%
Net Operating Income	**$293,818**		**$353,180**	

MARKET OVERVIEW

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Flathead Valley Air Service

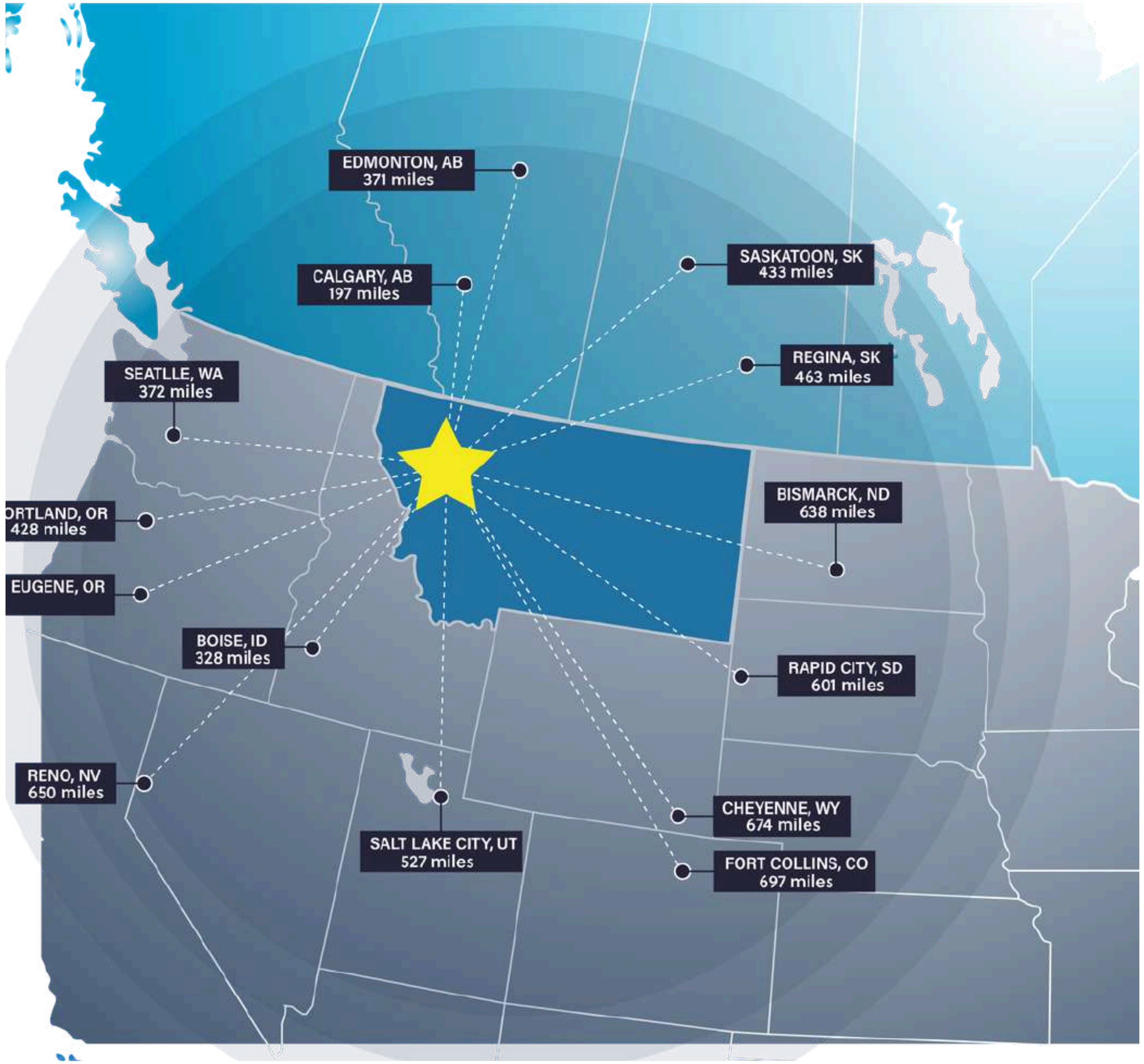
Glacier International Airport offers **direct flights** to fifteen major cities on the west coast and midwest.

Flathead Access

The Flathead Valley offers strategic proximity to major cities in the Pacific Northwest, Midwest, and Canada.

Kalispell is within a day's truck drive of cities across the Northwest, including major Canadian metros. US-93 provides access south to Interstate 90 and north into Canada.

Access to rail is available and runs north to an east/west route. For air service, the Glacier International Airport provides service to destinations across the US.



AMENITIES

Home to Glacier National Park
Serving over 3 million visitors yearly

World Class Skiing
Home of the Whitefish Mountain and Blacktail Mountain

Flathead Lake
One of the world's largest and cleanest freshwater lakes

Thriving Arts Scene
The region boasts several spots for live theater, multiple art museums, and is home to the Glacier Symphony and Chorale

Rich Native American Culture
Three tribes make up the Flathead Reservation, and established the Three Chief's Cultural Center to honor the Salish (Bitterroot Salish), Qlispe (Pend d'Oreilles) and Ksanka (Kootenai).

Year Round Outdoor Activities
The Flathead offers access to vast tracts of wilderness areas that can be enjoyed via hiking, skiing, horseback riding, hunting, fishing and more.

PEOPLE

22.2% Population Growth - 2012-2022
Flathead counties growth has outpaced the US and Montana consistently

Median Age 42.3 Years Old
The median age in the US is 39

34.9% Degreed
Bachelor's degree or higher

31.5% High Income Households
Incomes over $100,000 a year

25.7% Renters

Top 5 Occupations
Management, Office & Admin Support, Food Service, Sales, Construction

Source: US Census Bureau

ACCESS

19.7 Minutes
Average Commute Time

4.1% Self-Propelled Commuters
Walk or bike to work

60 Hours Saved
60 hours saved in commute yearly over national average

15 Non-Stop Air Destinations
From Glacier International Airport

Mountain Climber
Provides on demand public transportation throughout Kalispell, Whitefish and Columbia Falls

98 EV Charge Stations
Available to the public across Kalispell, with 12 free stations

ECONOMY

A Diverse Economy
The Flathead Valley has a diverse economy that includes tourism, healthcare, technology and manufacturing. Employment has grown at a pace of 2.3% per year over the past decade.

Growing Labor Force
The labor force in Flathead County has grown at a pace of 1.6%, outpacing the growth seen in Montana and counties including Missoula, Yellowstone (Billings), and Lewis & Clark (Helena).

Cost-Effective Utilities
Utilities in the Flathead Valley are 20% below the national average. The region also has multiple internet service providers and an expanding fiber network.

Growing Number of Technology Companies
The Flathead Valley has the third largest concentration of tech companies in the state, and includes the presence of venture capital firms, banks, software, biotech, and advanced manufacturing.

Source: Montana Department of Labor & Industry | lmi.mt.gov & Montana High Tech Alliance

SterlingCRE
ADVISORS

Brokerage Advisors

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.

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.

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Limiting ConditionsStudy outcomes are based on our analysis of the information available to us from our researchas 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 affectproject feasibility. The study is based on current and expected trends of the economy and realestate market. However, economic conditions change, as do real estate markets. As such, weinsist that clients continuously track the economy and real estate market. We stronglyencourage clients to revisit findings from the study continuously and to revisit key projectassumptions periodically to ensure they are still justified. Given the changing marketconditions and potential for shifting consumer preferences, projected and actual results willlikely differ. Market conditions and projections frequently are different than expected. We donot express any form of assurance on the achievability of any pricing or absorption estimatesof reasonableness of the underlying assumptions. The study assumes "normal" real estatemarket conditions and not conditions of an "up" or "down" market. Economic, employment,population & household growth and consumer confidence are assumed to occur more or lessin accordance with current expectations. There are no assurances about the ability to secureneeded project entitlements; in the cost of development or construction; in tax laws that favoror disfavor real estate markets; or in the availability and/or cost of capital and mortgagefinancing for real estate developers, owners and buyers. If any major change in marketconditions occurs, this study analysis should be updated, with the conclusions andrecommendations summarized herein reviewed and reevaluated. We have no responsibility toupdate 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 summariesand information contained herein, to consult with independent legal and financial advisors,and carefully investigate the economics of this development.