

FOR SALE/LEASE



MISSOULA  
BLACKFOOT  
COMMERCE CENTER

**Coming Soon  
For Sale/Lease**  
±1,250 - ±2,500+ SF flex units  
(yard space available)

**Lot 25**  
± 2.25 acres

**Lot 24**  
± 2.57 acres

**Lot 23**  
± 3.06 acres

**Lot 27**  
± 4.97 acres

FUTURE PHASES

**Lot 26**  
± 2.47 acres

NOT PART OF  
OFFERING

Future Access Road

INDUSTRIAL/COMMERCIAL LAND | BUILD TO SUIT | INDUSTRIAL/FLEX CONDOS | CONTRACTOR YARD STORAGE | LIVE-WORK UNITS

Boundaries are approximate, please see plat map with listing to verify easements and boundaries.

PHASE 1

# Missoula Blackfoot Commerce Center

Missoula County, Montana



**SterlingCRE**  
ADVISORS

Exclusively listed by:  
**Claire Matten, CCIM | SIOR**  
Claire@SterlingCREadvisors.com  
406.360.3102

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BLACKFOOT  
COMMERCE CENTER



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**SterlingCRE**  
ADVISORS

## **Contents**

(click to jump to section)

[Executive Summary](#)

[Location](#)

[Demographics](#)

[Property Details](#)

[Market Overview](#)

[Brokerage Team](#)

[Limiting Conditions](#)

# Opportunity Overview

SterlingCRE Advisors is pleased to present opportunities in the new Missoula Blackfoot Commerce Center. Strategically located just off I-90 and Highway 200, Phase 1 of this dynamic new development is now available and offers industrial/flex condominiums for sale and lease, build-to-suit opportunities, large-scale single—and multi-tenant commercial sale/lease options, and shovel-ready land acquisition opportunities.

Whether you're a visionary entrepreneur seeking a flagship location or an established business looking to expand, Missoula Blackfoot Commerce Center is the premier location for forward-thinking enterprises in the greater Missoula Valley.

Manufacturing and distribution uses will benefit from a location less than 1/4 mile from Interstate 90 and directly off Highway 200. Retail uses can thrive from the eastern sprawl of Downtown Missoula and expanding surrounding demographics. Office or institutional users can expand on the presence of the University of Montana and Montana College, located just five (5) miles west.

Join a commercial community along the picturesque Blackfoot River with surrounding mountain views near Missoula's urban core and the I-90 corridor.



## Interactive Links

[Link to Listing](#)

[Street View](#)

**\*\*Seller currently holds equitable title to subject properties. Some closings will be contingent and subject to receipt of fee simple title and final plat.**

<b>Address</b>	Missoula Blackfoot Commerce Center Bonner, Montana
<b>Price Range</b>	Varies
<b>Current Zoning</b>	ICH (Heavy Industrial) ICL (Light Industrial) Missoula County
<b>Proposed Zoning</b>	CC (Commercial Center) ICL (Light Industrial) Missoula County
<b>Property Type</b>	Industrial, Retail, Office, Mixed Use
<b>Lots Available</b>	Lot 1 Reserved Lot 23 ±3.06 Acres \$675,000 (\$5.06/SF) Lot 24 ±2.57 Acres \$620,000 (\$5.54/SF) Lot 25 ±2.25 Acres \$590,000 (\$6.02/SF) Lot 26 ±2.47 Acres \$595,000 (\$5.53/SF) Lot 27 ±4.97 Acres \$1,030,000 (\$4.75/SF)
<b>Road Frontage Lots</b>	MT Highway 200, Anaconda Street, 1st Street
<b>Traffic Counts</b>	MT Highway 200 ±8,302 (2023 AADT) Interstate 90 ±12,431 (2023 AADT)
<b>Proximity to I-90</b>	±0.22 Miles
<b>Access</b>	Cowboy Trail via Highway 200



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\$590,000 (\$6.02/SF)

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\$620,000 (\$5.54/SF)

**Lot 23**  
± 3.06 acres  
\$675,000 (\$5.06/SF)

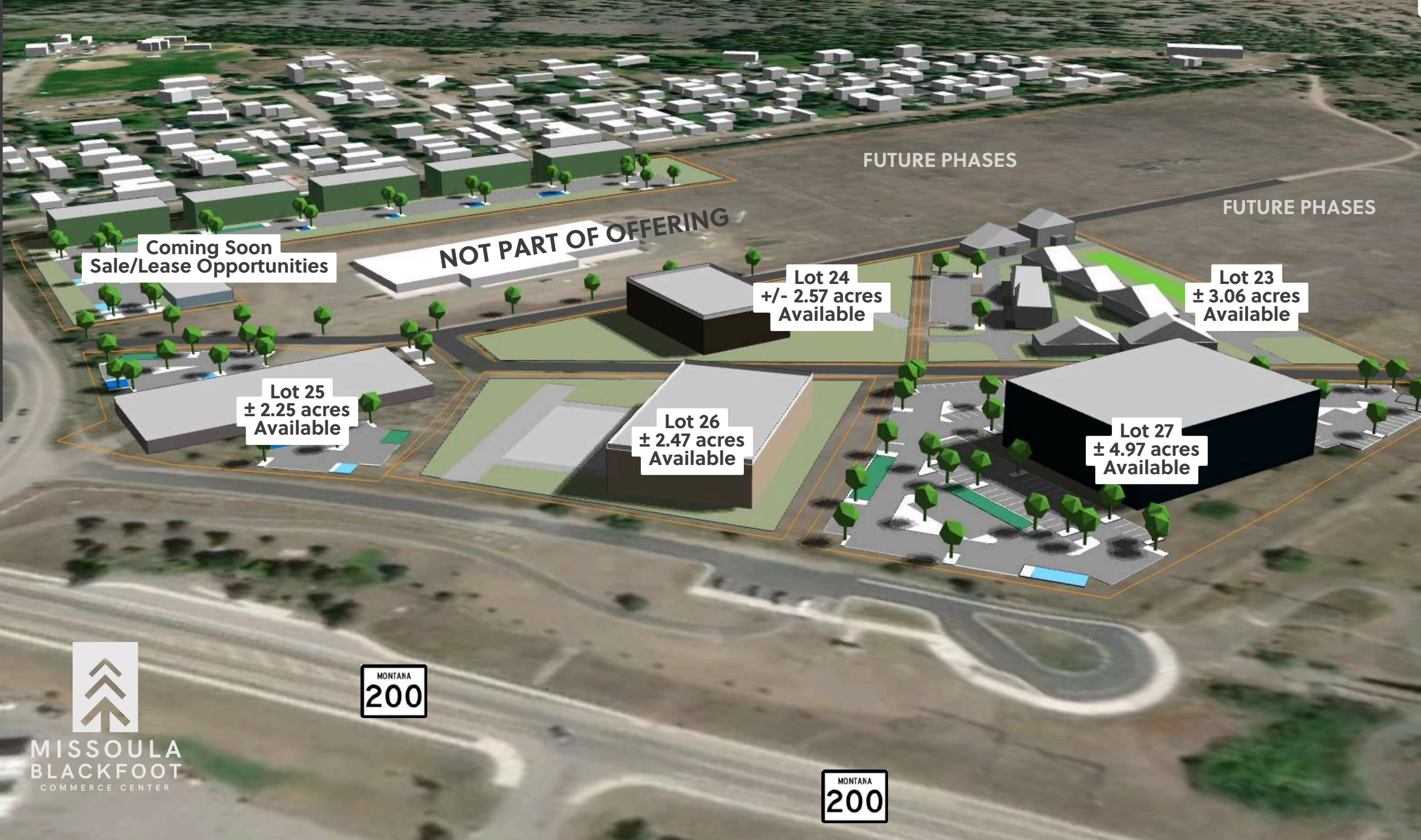
**Lot 27**  
± 4.97 acres  
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**Lot 26**  
± 2.47 acres  
\$595,000 (\$5.53/SF)

FUTURE PHASES

NOT PART OF OFFERING

**Future Access Road**



FUTURE PHASES

FUTURE PHASES

Coming Soon  
Sale/Lease Opportunities

NOT PART OF OFFERING

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+/- 2.57 acres  
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MISSOULA  
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Opportunity Highlights



**MISSOULA  
BLACKFOOT**  
COMMERCE CENTER



**Fire flow capacity provided per Missoula County standards**



**Large capacity septic system to accommodate most commercial uses with expansion capability**



**Northwestern Energy substation on-site provides for adequate power supply**



**10g Fiber Internet Available**



**Flexible zoning options provide for a wide range of commercial uses**

**Opportunity Highlights**



MISSOULA  
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# LOCATION

MILLTOWN

210

200

90



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**PHASE 1**

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**Future Access Road**

**1st Street**

**Lot 25**  
± 2.25 acres  
Available

**Lot 24**  
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Available

**COWBOY TRAIL**

**Lot 23**  
± 3.06 acres  
Available

**FUTURE PHASES**

**Lot 26**  
± 2.47 acres  
Available

**Lot 27**  
± 4.97 acres  
Available

**Anaconda Street**

±0.25 miles  
to  
**INTERSTATE  
90**

**Highway 200**

Boundaries are approximate, please see plat map with listing to verify easements and boundaries



Eastbound  
Ingress/Egress

Westbound  
Ingress/Egress

PHASE 1

FUTURE PHASES

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Ingress/Egress



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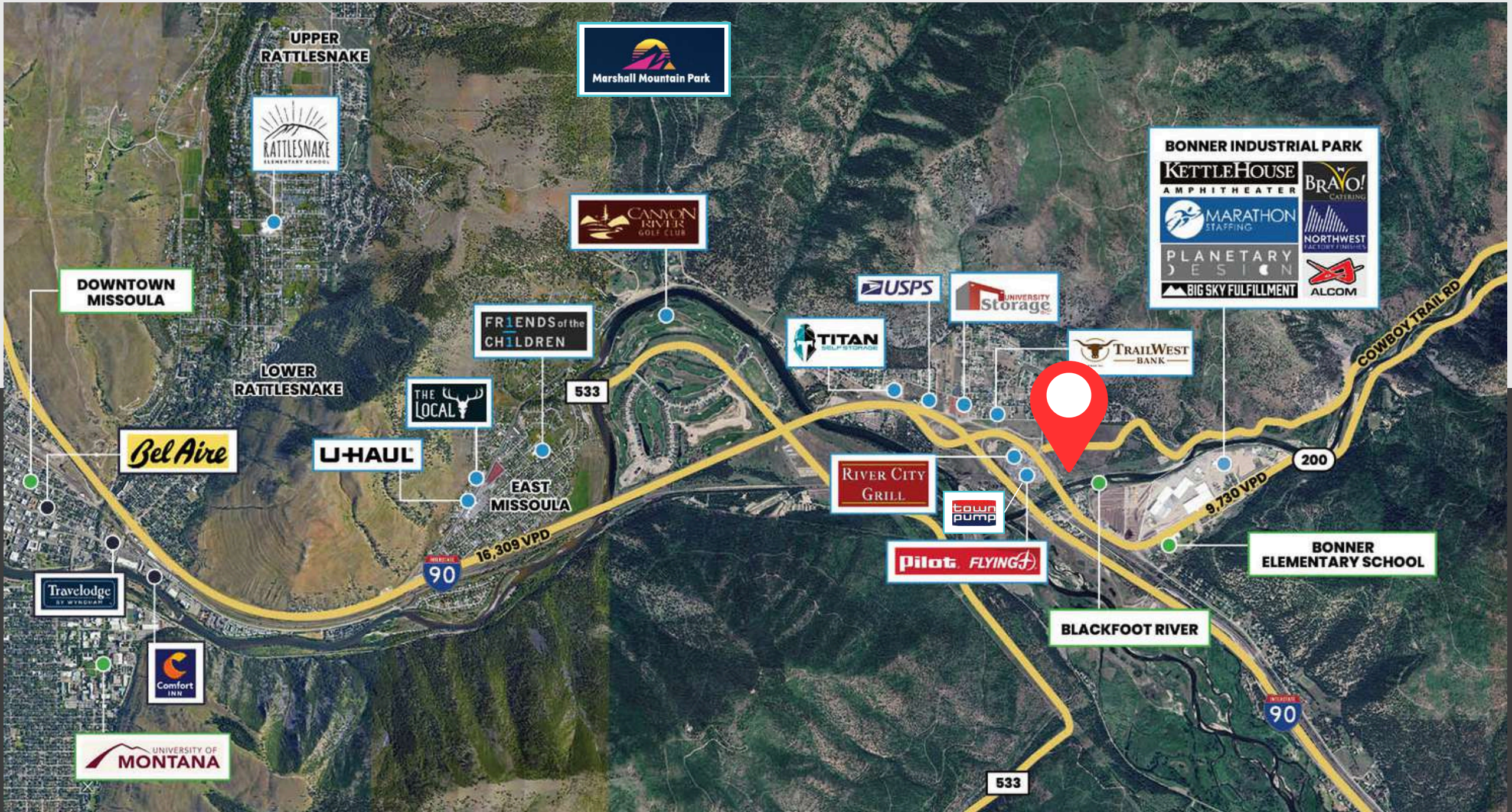
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BLACKFOOT RIVER



Retailer Map

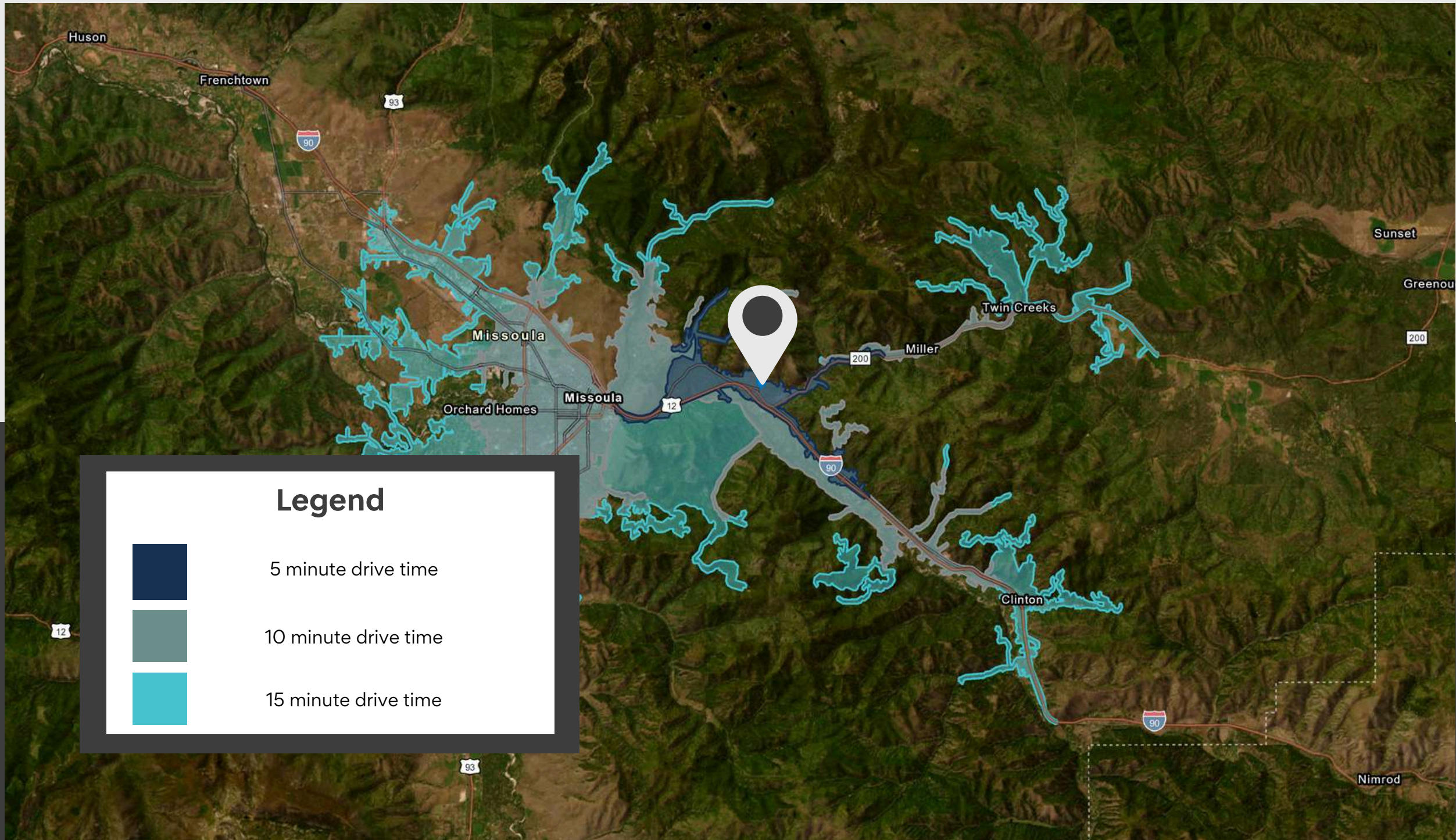


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# DEMOGRAPHICS



SterlingCRE  
ADVISORS



## Legend



5 minute drive time



10 minute drive time



15 minute drive time

## KEY FACTS

5 miles

6,512

Population



Median Age



Average Household Size

\$61,598

Median Household Income

1,635

2023 Owner Occupied Housing Units (Esri)

1,201

2023 Renter Occupied Housing Units (Esri)

## BUSINESS

5 miles



166

Total Businesses



1,590

Total Employees

## HOUSING STATS

5 miles



\$383,533

Median Home Value



\$10,113

Average Spent on Mortgage & Basics



\$962

Median Contract Rent

### 2024 Households by income (Esri)

5 miles

The largest group: \$50,000 - \$74,999 (19.8%)

The smallest group: \$150,000 - \$199,999 (4.2%)

Indicator ▲	Value	Diff
<\$15,000	8.9%	+1.7%
\$15,000 - \$24,999	9.2%	+2.3%
\$25,000 - \$34,999	6.6%	0
\$35,000 - \$49,999	14.1%	-1.0%
\$50,000 - \$74,999	19.8%	+4.3%
\$75,000 - \$99,999	19.3%	+2.5%
\$100,000 - \$149,999	9.1%	-7.0%
\$150,000 - \$199,999	4.2%	-2.6%
\$200,000+	8.7%	-0.3%

Bars show deviation from Missoula County

Variables	5 miles	10 miles	15 miles	Variables	5 miles	10 miles	15 miles
2022 Total Population	6,512	73,290	96,293	2022 Per Capita Income	\$38,401	\$39,457	\$41,387
2022 Household Population	6,424	70,583	93,281	2022 Median Household Income	\$61,598	\$59,861	\$67,585
2022 Family Population	4,335	43,910	62,727	2022 Average Household Income	\$89,802	\$85,896	\$93,651
2027 Total Population	6,691	75,223	99,897	2027 Per Capita Income	\$46,419	\$47,150	\$49,506
2027 Household Population	6,603	72,516	96,885	2027 Median Household Income	\$73,080	\$75,001	\$80,535



MISSOULA  
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# PROPERTY DETAILS

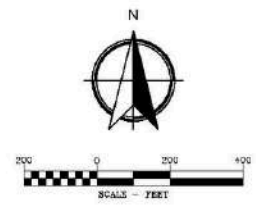
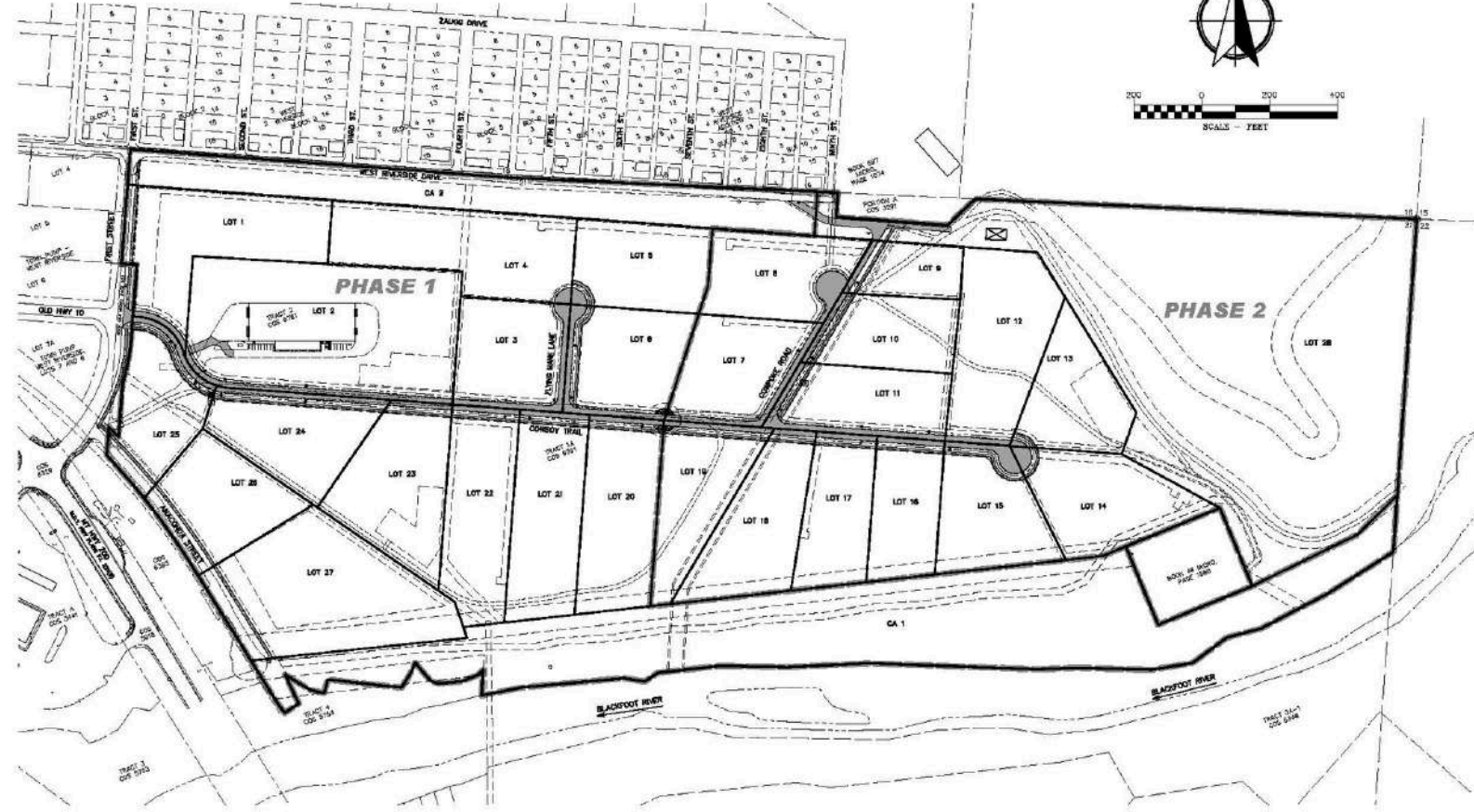


SterlingCRE  
ADVISORS



# PRELIMINARY PLAT OF WEST BONNER LOG YARD SUBDIVISION

A SUBDIVISION OF THE COUNTY OF MISSOULA, MONTANA  
 LOCATED IN THE N 1/2 OF SECTION 21,  
 T. 13 N., R. 18 W., PRINCIPAL MERIDIAN, MONTANA



- ### LEGEND-EXISTING
- SUBJECT PROPERTY BOUNDARY
  - LOT LINE
  - RIGHT OF WAY
  - EASEMENT LINE
  - EDGE OF ASPHALT
  - EDGE OF GRAVEL
  - CONCRETE
  - AREA OF SMALL TREES
  - CONTOUR (1 FOOT INTERVAL)
  - FENCE 2
  - EDGE OF WATER
  - CULVERT
  - AERIAL POWER
  - AERIAL COMMUNICATION LINE
  - BURIED POWER
  - BURIED COMMUNICATION LINE
  - BURIED FIBER OPTIC
  - BURIED CABLE TELEVISION
  - BURIED GAS
  - SEWER LINE
  - WATER LINE
  - ROOF DRAIN LINE
  - SEPTIC TANK
  - UTILITY POLE
  - GUY WIRE
  - ELECTRIC PEDESTAL
  - ELECTRIC METER
  - ELECTRIC TRANSFORMER
  - TELEPHONE PEDESTAL
  - GAS VALVE
  - GAS METER
  - FIRE HYDRANT
  - WELL
  - SLUMP
  - LIGHT POLE
  - SIGN
  - MAILBOX
  - EVERGREEN TREE
  - TREE
  - TREE DRIP LINE
  - BOLLARD
  - DRAINFIELD AND REPLACEMENT
  - 100-YEAR FLOODPLAIN (ZONE AE FLOODWAY, FEMA FIRM PANEL NOS. 30063C01480E AND 30063C01220E)
  - 100-YEAR FLOODPLAIN (ZONE X SHADED, FEMA FIRM PANEL NOS. 30063C01480E AND 30063C01220E)
  - 3260.7 FLOODPLAIN BASE FLOOD ELEVATION LINES WITH WATER SURFACE ELEVATION OF 100-YEAR FLOOD
  - L.U. LAND USE
  - RES. RESIDENTIAL
  - COMM. COMMERCIAL

- ### LEGEND-SANITARY
- PROPOSED WELL WITH 100' RADIUS WELL ISOLATION ZONE EASEMENT
  - EXISTING WELL WITH 100' RADIUS WELL ISOLATION ZONE EASEMENT
  - EXISTING SEPTIC TANK
  - PROPOSED INDIVIDUAL DRAINFIELD /REPLACEMENT AREA
  - PROPOSED MULTI-USER DRAINFIELD
  - PROPOSED MULTI-USER REPLACEMENT AREA

**AREAS**  
 LOT AREA = 96.33 ACRES  
 COMMON AREA = 20.16 ACRES  
 TOTAL AREA = 116.49 ACRES

**LEGAL DESCRIPTION**  
 TRACTS 1A AND 2 OF CERTIFICATE OF SURVEY NO. 8761

**BASIS OF BEARINGS**  
 CERTIFICATE OF SURVEY NO. 8761

**TYPE OF SUBDIVISION**  
 INDUSTRIAL

**ZONING**  
 C-11, C-12, AND C-1

**COMPREHENSIVE PLAN**  
 HEAVY INDUSTRIAL, 2 DWELLING UNITS PER ACRE, OPEN AND RESOURCE, AND PARKS AND OPEN SPACE

**HORIZONTAL DATUM**  
 MONTANA STATE PLANE COORDINATE SYSTEM NAD83 (2007) @ GROUND

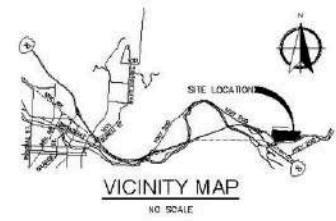
**VERTICAL DATUM**  
 NAVD88

**CERTIFICATE OF ENGINEER**  
 I HEREBY CERTIFY THAT THE STREET, STORM DRAINAGE, SEWER, AND WATER PLANS WERE PREPARED UNDER MY SUPERVISION.

**CERTIFICATE OF SURVEYOR**  
 I HEREBY CERTIFY THAT THE BOUNDARY AND LOT DESIGNS OF THIS PROPOSED SUBDIVISION WERE PREPARED UNDER MY SUPERVISION.

- ### LEGEND-PROPOSED (CONT.)
- CA COMMON AREA
  - PAE PRIVATE ACCESS EASEMENT AND UTILITY EASEMENT
  - UE UTILITY EASEMENT
  - NMAE NON-MOTORIZED ACCESS EASEMENT
  - HAAS NO ACCESS STRIP (ACCESS CONTROL LINE) (NOT DRAWN TO SCALE FOR CLARITY)
  - NEZSP NO BUILD ZONE - BERM PROTECTION
  - NEZGP NO BUILD ZONE - GAS PIPELINE (HIGH-PRESSURE GAS LINE HAZARD AREA)
  - POTENTIAL 2,000 SQ.FT. OF BUILDABLE LAND AREA (LOT 28)
  - PHASE LINE
  - TEMPORARY GRAVEL CULDESAC

- ### LEGEND-PROPOSED
- EDGE OF ASPHALT
  - ASPHALT
  - 4" THICK CONCRETE SIDEWALK
  - ROAD DITCH
  - DRY LAID WATER MAIN
  - WATER FIRE MAIN
  - DRY LAID SANITARY SEWER MAIN
  - BURIED ELECTRIC LINE
  - JOINT UTILITY TRENCH
  - WATER VALVE
  - FIRE HYDRANT
  - SANITARY SEWER MANHOLE
  - GRABINAGE SLUMP
  - NO BUILD/STEEP SLOPE AREA ZONE (AREAS WITH MORE THAN 25% SLOPE)
  - RIPARIAN RESOURCE PROTECTION AREA
  - RIPARIAN RESOURCE BUFFER (100')



**OWNERS**  
 TRACT 1A - BOB WOLFENDEN  
 TRACT 2 - FLYING COLORS GROUP LP

**DEVELOPER**  
 BOB WOLFENDEN

**STREET LENGTH TABLE**

STREET	LENGTH
COWBOY TRAIL	2709 LF.
FLYING MANE LANE	321 LF.
COWPOKE ROAD	462 LF.

THE FOLLOWING NOTE IS PLACED HEREIN AS REQUIRED BY THE CITY/COUNTY OF MISSOULA:  
 ACCEPTANCE OF A DEED FOR A LOT WITHIN THIS SUBDIVISION SHALL CONSTITUTE THE ASSENT OF THE OWNERS TO ANY FUTURE SD/RSB, BASED ON BENEFIT, FOR THE UPGRADE OF STREETS WITHIN THIS SUBDIVISION, INCLUDING BUT NOT LIMITED TO PAVING, CURBS AND OUTTERS, NON-MOTORIZED FACILITIES, STREET MARKING AND DRAINAGE FACILITIES, AND MAY BE USED IN LIEU OF THEIR SIGNATURES ON AN SD/RSB PETITION.



**PRELIMINARY**  
 PLOTTED: 3/23/23  
 SAVED: 3/10/23

1/4	SEC.	T.	R.
21	13N.	18W.	

SHEET 1 OF 4  
 DATE: MARCH 2023  
 DRAFT: CEG  
 PROJECT NO.: 21-10-09  
 FILE NO.: 211009\_PPLAT.DWG  
 LAYOUT TAB: SHT1

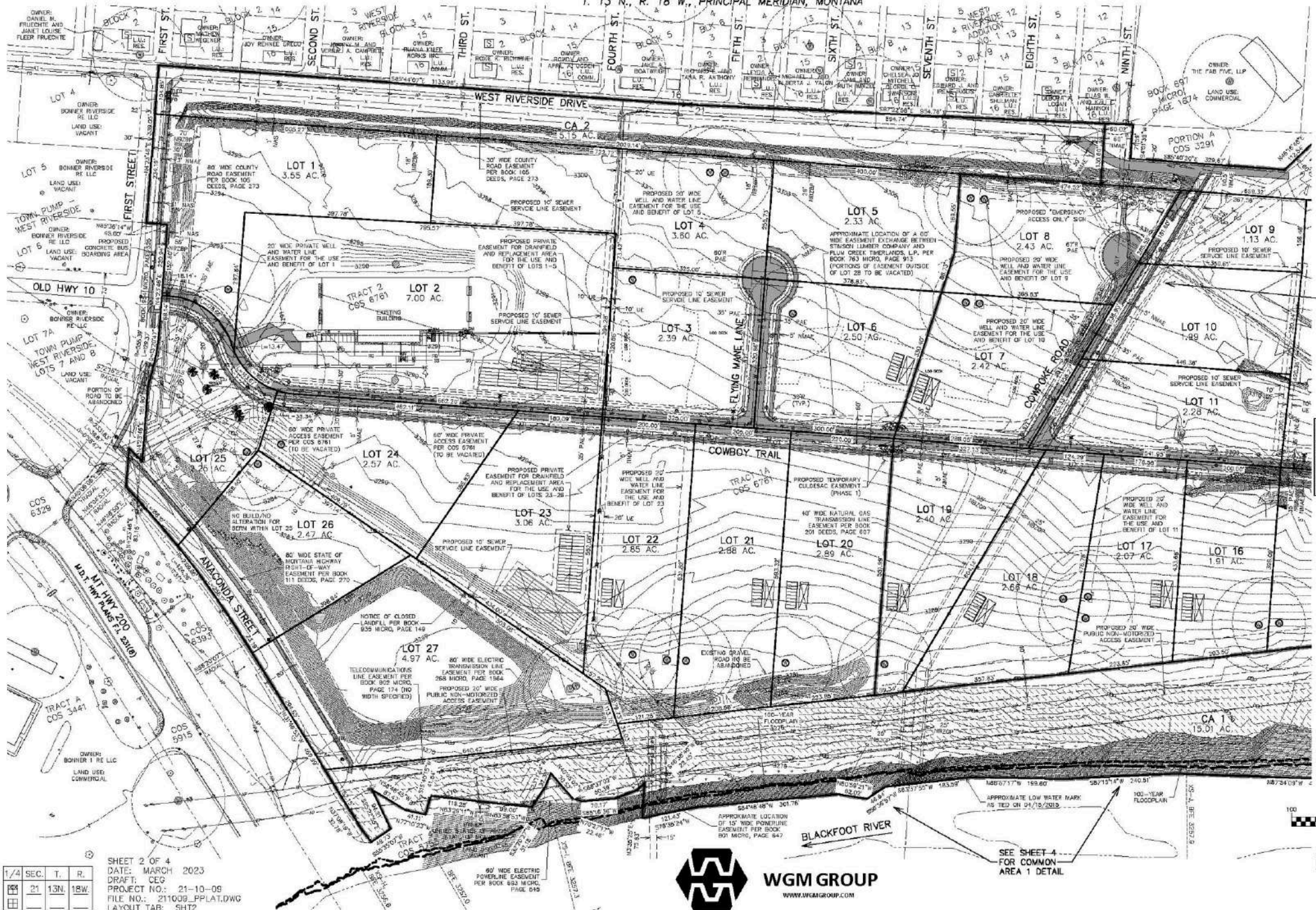
Approved Preliminary Plat

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LOCATED IN THE N 1/2 OF SECTION 21,

T. 13 N., R. 18 W., PRINCIPAL MERIDIAN, MONTANA



SEE SHEET 3 FOR COWPOKE ROAD DETAIL

SEE SHEET 3



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SAVED: 3/10/23

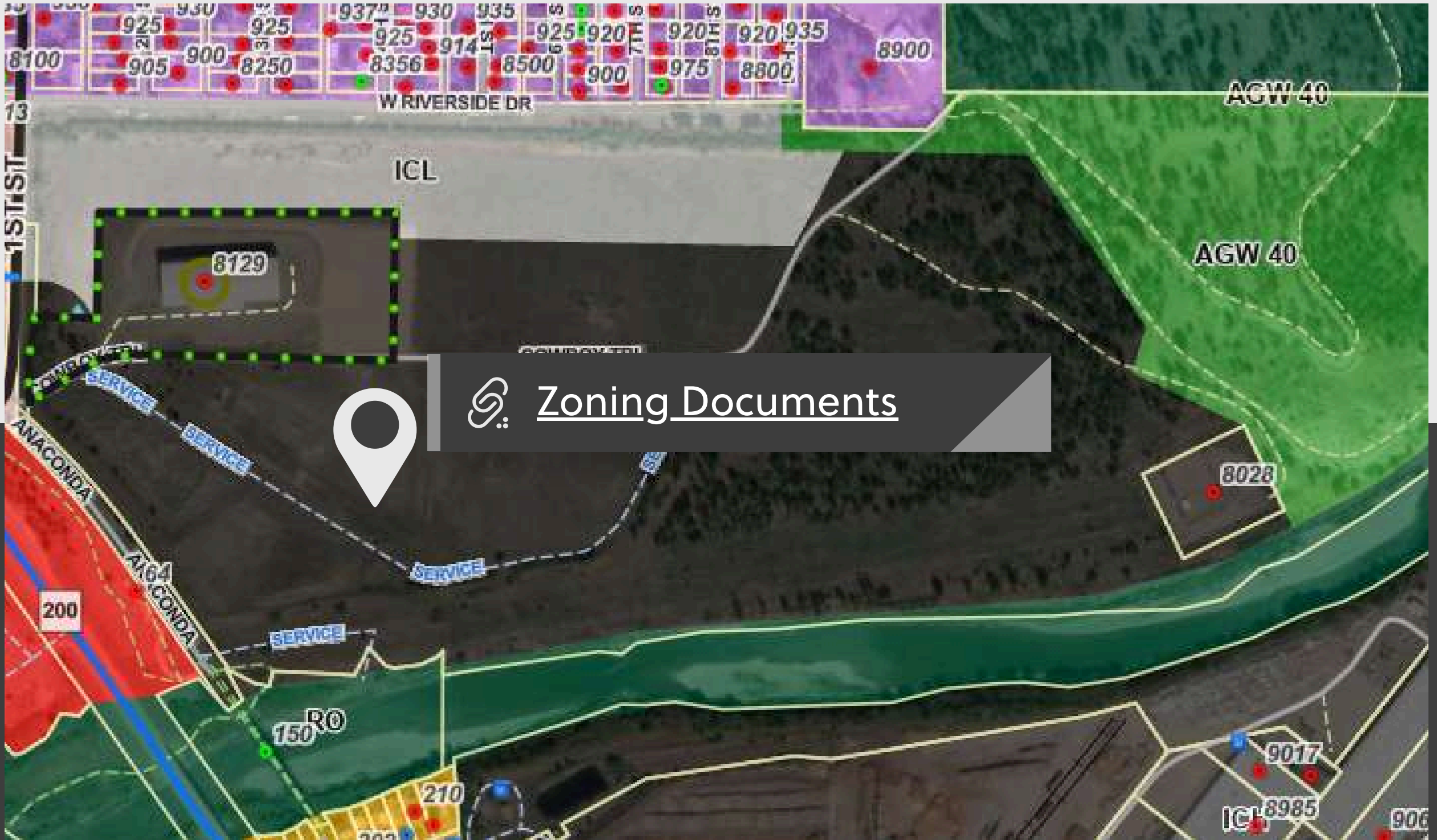
SEE SHEET 4 FOR COMMON AREA 1 DETAIL



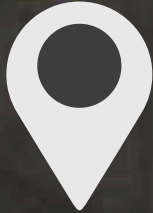
**WGM GROUP**  
WWW.WMGROUP.COM

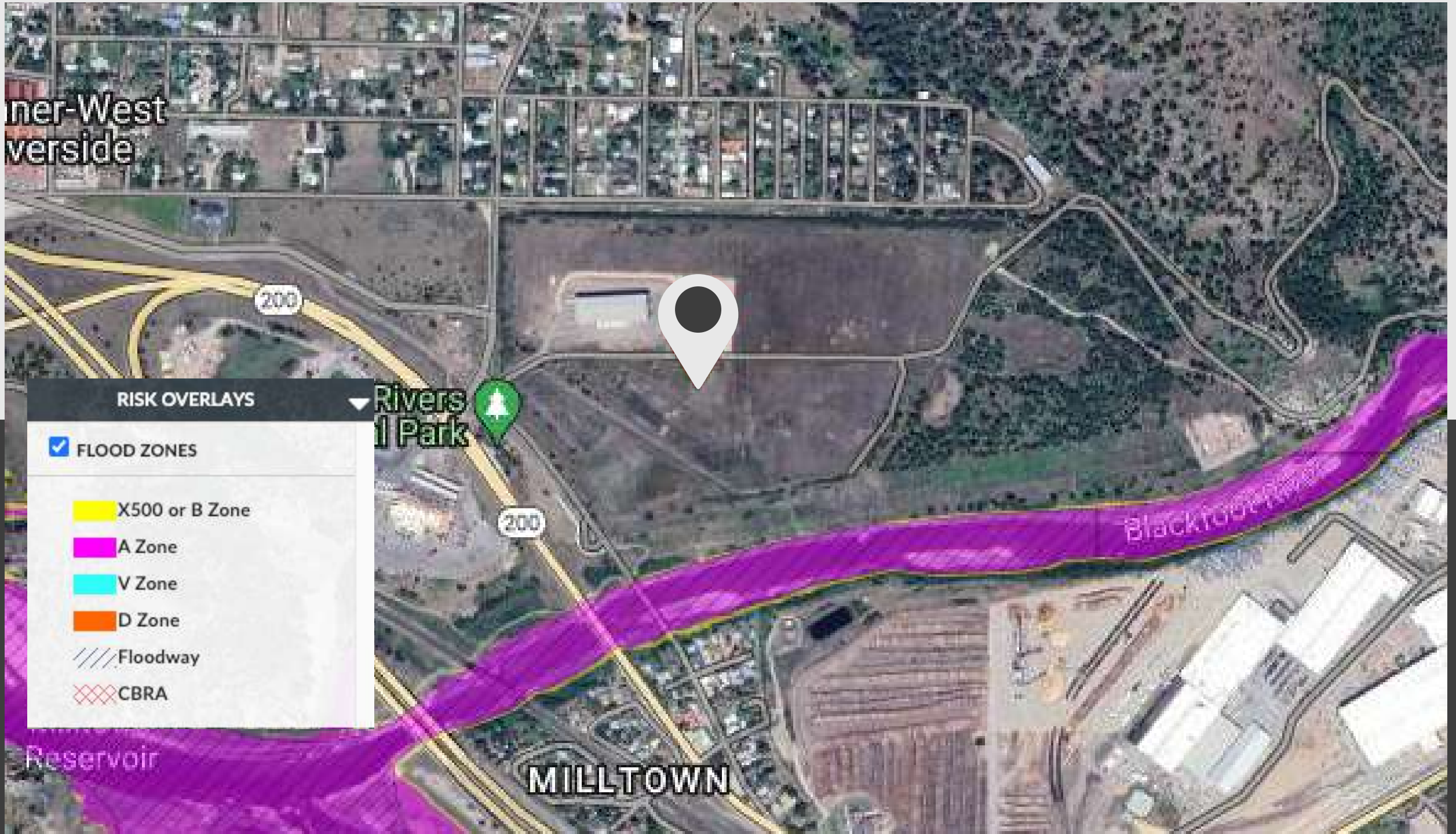
1/4 SEC. T. R.  
21 13N. 18W.  
SHEET 2 OF 4  
DATE: MARCH 2023  
DRAFT: CEG  
PROJECT NO.: 21-10-09  
FILE NO.: 211009\_PPLAT.DWG  
LAYOUT TAB: SHT2

Approved Preliminary Plat



[Zoning Documents](#)





Flood Plain



Map Unit Symbol	Map Unit Name	Acres in AOI	Percent of AOI
16	Bigam gravelly loam, 0 to 4 percent slopes	23.8	63.5%
105	Totelake gravelly loam, 2 to 8 percent slopes	13.7	36.5%
<b>Totals for Area of Interest</b>		<b>37.5</b>	<b>100.0%</b>



MISSOULA  
BLACKFOOT  
COMMERCE CENTER

# MARKET OVERVIEW



SterlingCRE  
ADVISORS

# Industrial Market Update | Missoula

	2023	2022	Percent Change from 2022
<b>Vacancy Rate (Avg Annual)</b>	2.87%	3.79%	-0.92%
<b>Average Lease Rate*</b>	\$12.28	\$11.93	+2.93%
<b>Sales Transactions</b>	21	22	-4.55%
<b>Average Sales Price**</b>	\$141.84	\$138.75	+2.23%

\*Price Per Square Foot, NNN Equivalent | \*\*Price Per Square Foot



There is a substantial shortage of big boxes in the Missoula market. Users of industrial space looking to relocate or expand will likely have a tough time in 2024. If a new build is the path of choice, there is good news to report as attractive industrial land options are on the way for Missoula County. That said, construction costs remain high making a new build unattainable for many users. This, in turn, has pushed values of existing buildings upwards as elevated pricing in many cases still allows an occupier to secure a location for less than the cost of a new build.

If you own an industrial property that has been vacant for quite a while, it may be time to consider a renovation or the wrecking ball. Spaces with inadequate loading, excess office and low clear heights are becoming more obsolete and can be costly to overhaul.

## Opportunities

- Build to suit for larger users
- Industrial condominiums (certain markets)
- Sale/leaseback
- Subleases

# Missoula Air Service

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



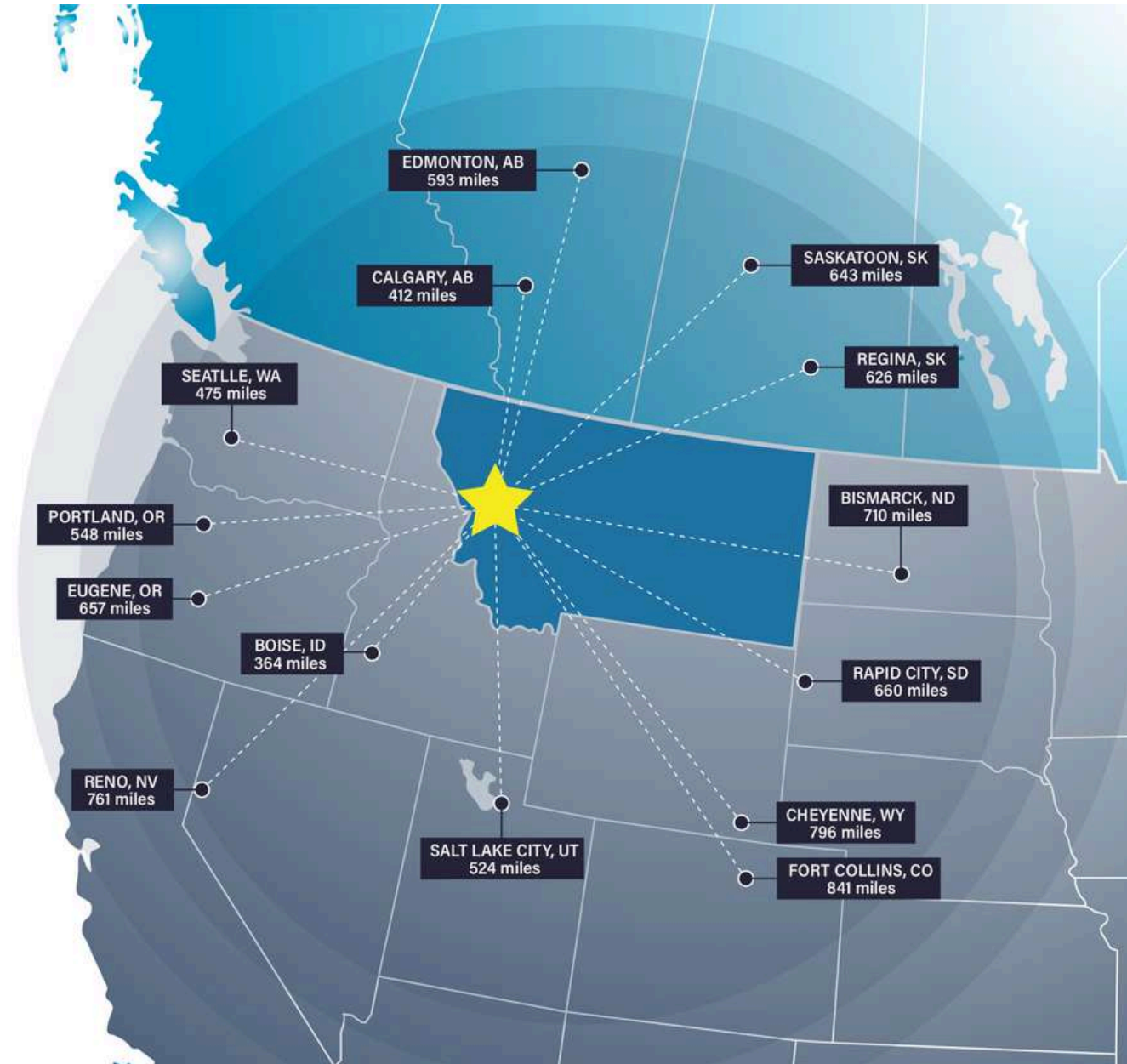


# Missoula Access

**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.



Access Across the Northwest

# 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 

ON 

workiva

  
ALCOM

Pathlabs



Cognizant

PatientOne

 atg  
advanced technology group

  
SUN MOUNTAIN

Source: Montana Department of Labor & Industry | [lmi.mt.gov](http://lmi.mt.gov) & Zippia | [zippia.com](http://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 and Marketing Team



**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.



**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.



**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.



**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.



**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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