



**SterlingCRE**  
ADVISORS

## Ground-Level Suite in Downtown Missoula

228 West Main Street  
Missoula, Montana  
±4,070 RSF | Retail/Office Space

Exclusively listed by:  
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# Opportunity Overview

228 West Main Street is a prominently positioned ground-level commercial space available for lease with occupancy starting July 1st. Located in the heart of downtown Missoula, this property benefits from exceptional visibility, easy access, and the vibrancy of the central business district.

The building’s ADA accessibility, available building signage, and the inclusion of up to five leased parking spaces enhance its appeal to both office and retail tenants.

Spanning approximately 4,070 square feet, this space includes a mix of private offices, open common areas, a kitchenette, and abundant natural light, making it an excellent fit for a variety of professional and customer-facing businesses.

Downtown Missoula continues to thrive as a commercial hub, offering a dynamic mix of dining, retail, and services that attract a steady flow of foot traffic and daily visitors. 228 West Main Street is surrounded by strong local demographics and benefits from the energy and amenities of one of Missoula’s most desirable areas.



Address	228 West Main Street
Property Type	Retail/Office
Lease Rate	\$26.50/SF NNN
Estimated NNN	\$9.66/SF
Rentable Square Feet (Matterport)	±4,070 SF
Usable Square Feet (Matterport)	±3,534 SF

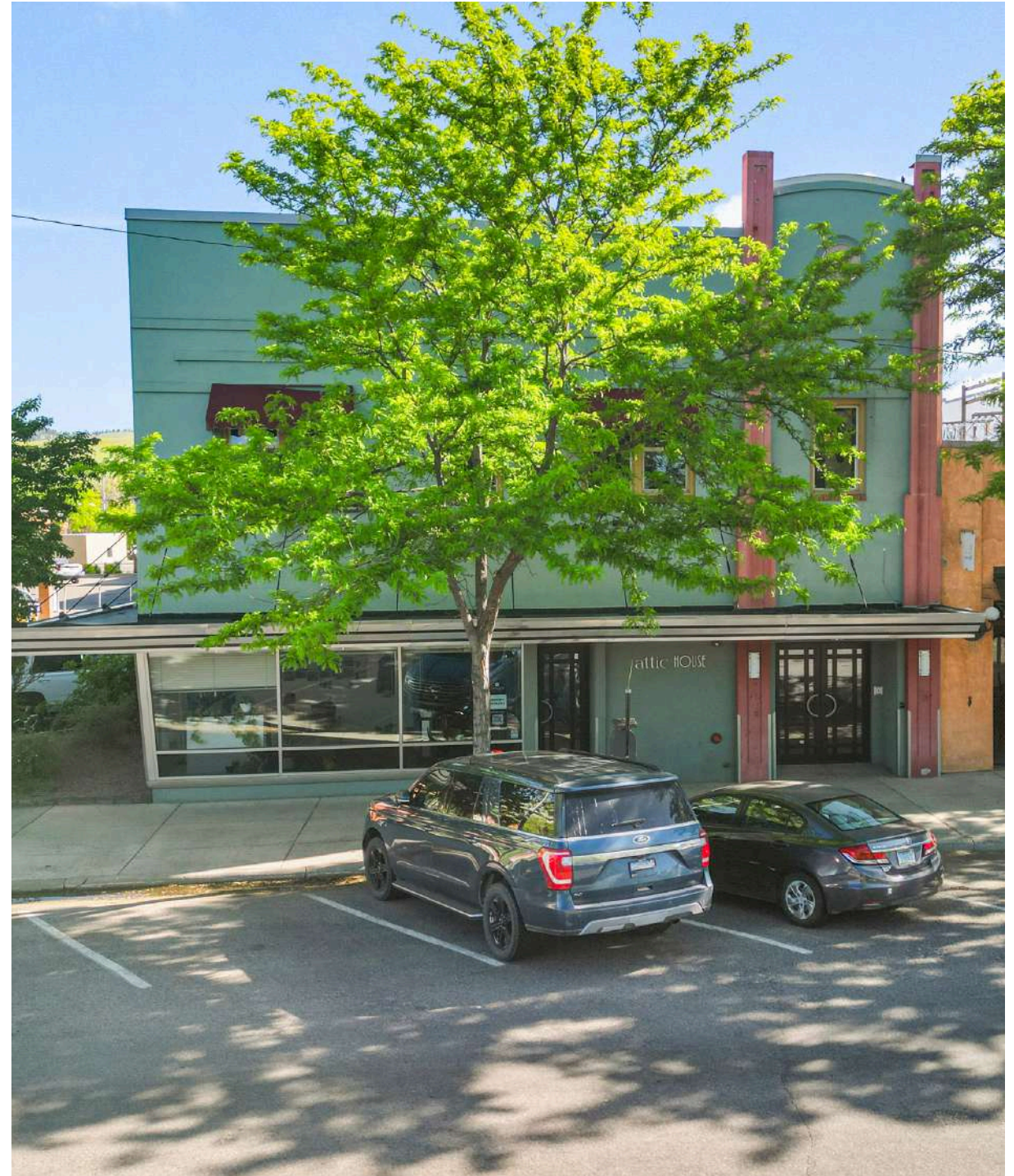


# Interactive Links

 [Link to Listing](#)

 [Street View](#)

 [3D Tour](#)



Interactive Links



# Property Details

Address	228 West Main Street Missoula, Montana 59802
Property Type	Retail/Office
Rentable Square Feet (Matterport)	Ground Floor: ±4,070 SF
Usable Square Feet (Matterport)	Ground Floor: ±3,534 SF
ADA Accessible	Yes
Access	West Main Street
Zoning	CBD-4
Geocode	04-2200-22-2-22-04-0000
Office Count	11
Traffic Count	3,607 VPD (2024 AADT)
Year Built	1905
Parking	5 Leased Spaces Available. (additional parking negotiable)







**Centrally located in downtown Missoula, with excellent walkability**



**Ground floor space with large storefront windows**



**ADA accessible for staff, customers and clients**



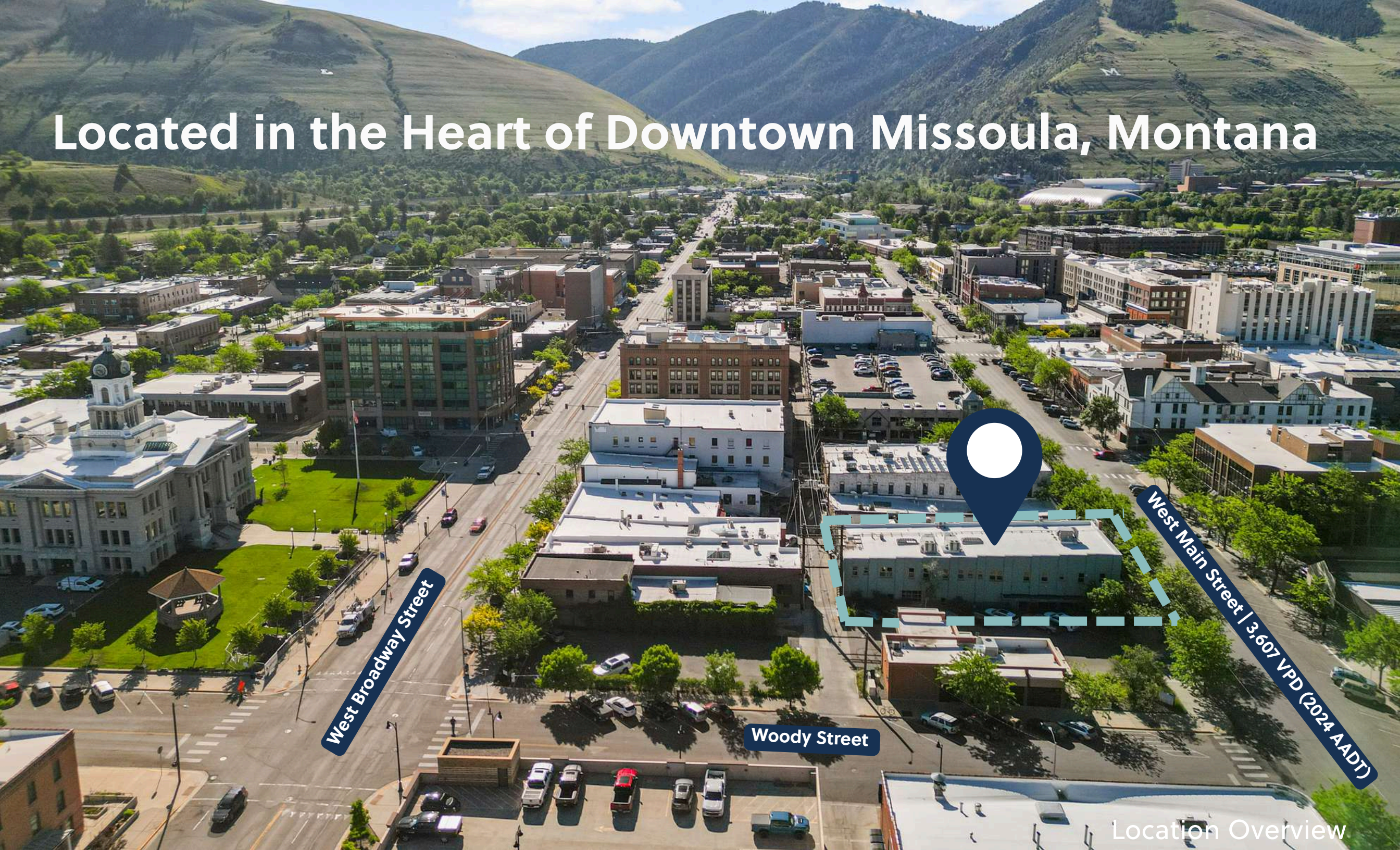
**Near on-street parking and parking decks with access to five (5) leased parking spaces. (additional parking spaces negotiable)**



**High-visibility building signage available**



# Located in the Heart of Downtown Missoula, Montana



West Broadway Street

Woody Street

West Main Street | 3,607 VPD (2024 AADT)

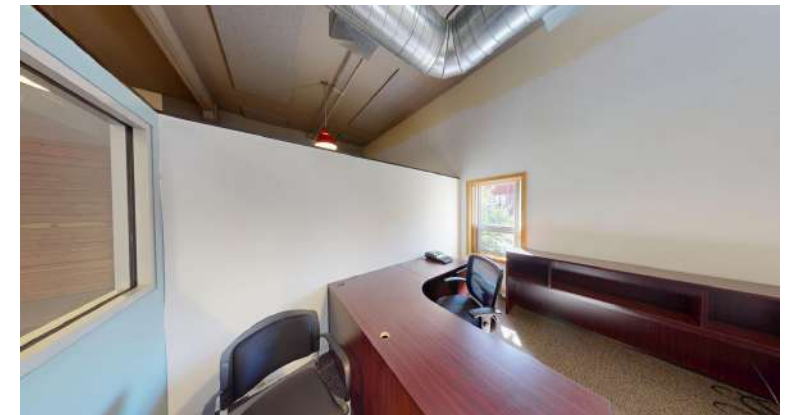
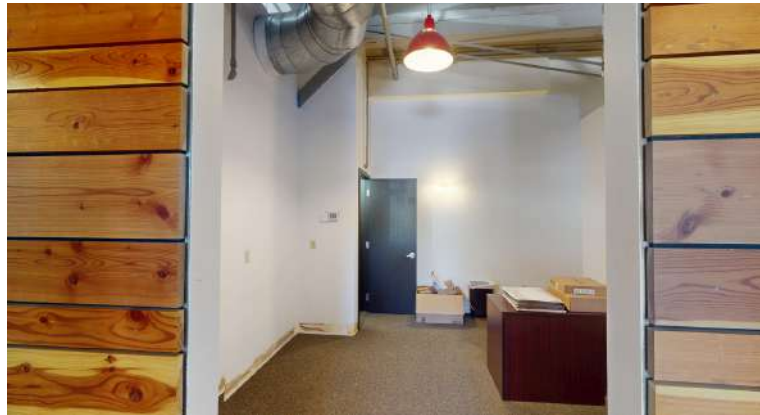
Location Overview





Retailer Map





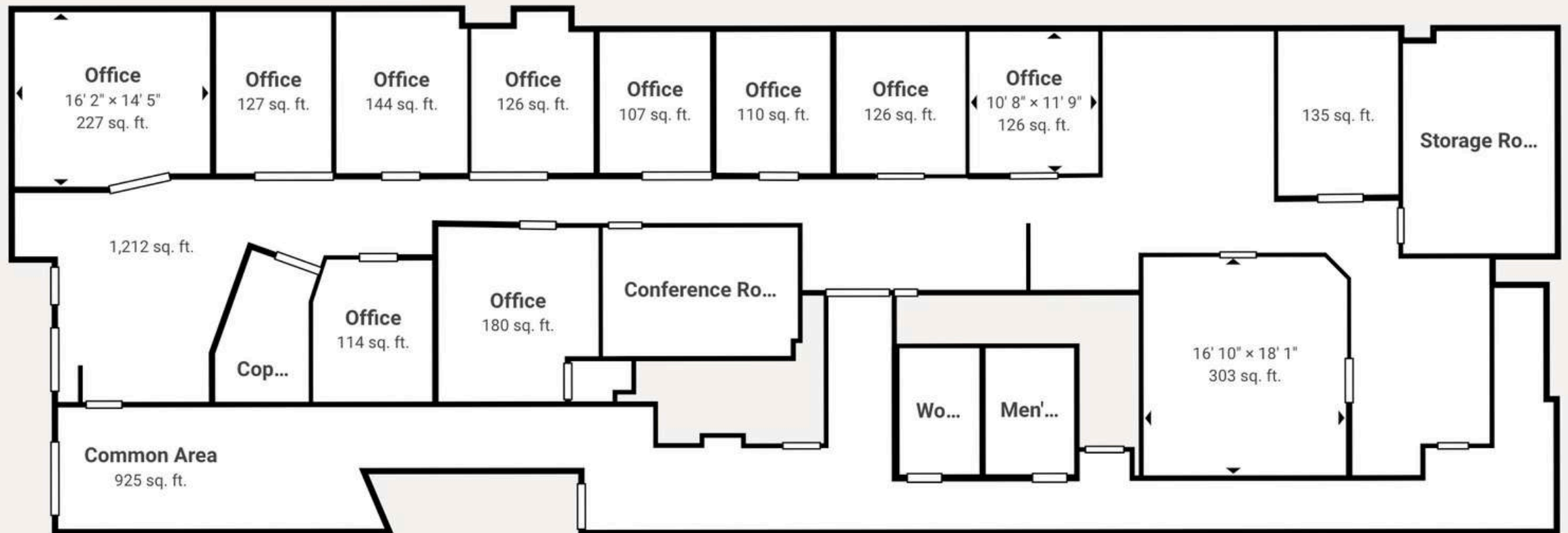
















### Legend



1 mile radius demo info



3 mile radius demo info




5 mile radius demo info



## KEY FACTS

1 mile ▾

13,304

 Explore for more  
Population

31.6

Median Age

1.9

Average Household Size

\$51,065

Median Household  
Income

1,880

2023 Owner Occupied  
Housing Units (Esri)

4,488

2023 Renter Occupied Housing  
Units (Esri)

## BUSINESS

1 mile ▾



1,584

Total Businesses



17,940

Total Employees

## HOUSING STATS

1 mile ▾



\$488,192

Median Home Value



\$6,358

Average Spent on  
Mortgage & Basics

\$878







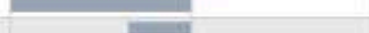


Median Contract Rent

## 2024 Households by income (Esri)

The largest group: \$75,000 - \$99,999 (18.2%)

The smallest group: \$150,000 - \$199,999 (4.3%)

1 mile ▾

Indicator ▲	Value	Diff	
<\$15,000	12.9%	+5.7%	
\$15,000 - \$24,999	10.1%	+3.2%	
\$25,000 - \$34,999	9.5%	+2.9%	
\$35,000 - \$49,999	16.6%	+1.5%	
\$50,000 - \$74,999	15.0%	-0.5%	
\$75,000 - \$99,999	18.2%	+1.4%	
\$100,000 - \$149,999	9.0%	-7.1%	
\$150,000 - \$199,999	4.3%	-2.5%	
\$200,000+	4.4%	-4.6%	

Bars show deviation from

Missoula County ▾

Variables	1 mile	3 miles	5 miles
2022 Total Population	13,304	62,691	85,813
2022 Household Population	11,913	60,042	82,890
2022 Family Population	5,613	35,812	54,048
2027 Total Population	13,614	64,049	89,163
2027 Household Population	12,223	61,400	86,240
2027 Family Population	5,702	36,267	55,991

Variables	1 mile	3 miles	5 miles
2022 Per Capita Income	\$35,108	\$38,779	\$40,899
2022 Median Household Income	\$51,065	\$57,054	\$64,369
2022 Average Household Income	\$72,438	\$83,026	\$91,021
2027 Per Capita Income	\$41,413	\$46,282	\$48,871
2027 Median Household Income	\$60,034	\$70,342	\$78,399
2027 Average Household Income	\$84,621	\$98,186	\$107,929



# Missoula Office Market Data | Q1 2025

## LEASING ACTIVITY | OFFICE

	T12 Ending3.1.2024	T12 Ending 3.1.2025	Change	
County Average Lease Rate	\$17.80	\$18.88	6.07%	↑
Downtown Average Lease Rate	\$19.74	\$19.41	-1.67%	↓
NNN Average	\$6.30	\$7.05	11.90%	↑
County Vacancy	5.08%*	7.66%	2.58%	↑

\*Vacancy is for 2023

## SALES ACTIVITY | OFFICE

	T12 Ending 3.1.2024	T12 Ending 3.1.2025	Change	
County Average Sale Price PSF	\$230.66	\$272.70	18.23%	↑
Condominium Average Sale Price PSF	\$138.71	\$249.17	79.63%	↑
Freestanding Average Sale Price SF	\$242.26	\$282.50	16.61%	↑

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

## OFFICE DEVELOPMENT PIPELINE

Construction	±21,000 SF
Permitting	±6,101 SF
Planning	±44,000 SF
Completed 2024	±0 SF





# Missoula Retail Market Data | Q1 2025

## LEASING ACTIVITY | RETAIL

	T12 Ending 3.1.2024	T12 Ending 3.1.2025	Change
County Average Lease Rate	\$22.54	\$22.51	-0.13% ↓
Downtown Average Lease Rate	\$25.25	\$21.00	-16.83% ↓
NNN Average	\$6.50	\$6.84	5.23% ↑
County Vacancy	2.61%*	3.14%	+0.53% ↑

\*Vacancy is for 2023

## SALES ACTIVITY | RETAIL

	T12 Ending 3.1.2024	T12 Ending 3.1.2025	Change
County Average Sale Price PSF	\$211.53	\$432.43	104.43% ↑
Condominium Average Sale Price PSF	\$389.79	\$402.03	3.14% ↑
Freestanding Average Sale Price SF	\$181.82	\$436.23	139.92% ↑

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

## RETAIL DEVELOPMENT PIPELINE

Construction	±8,000 SF
Permitting	±21,480 SF
Planning	±10,000 SF
Completed YTD 2025	±10,394 SF





# Missoula Air Service

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



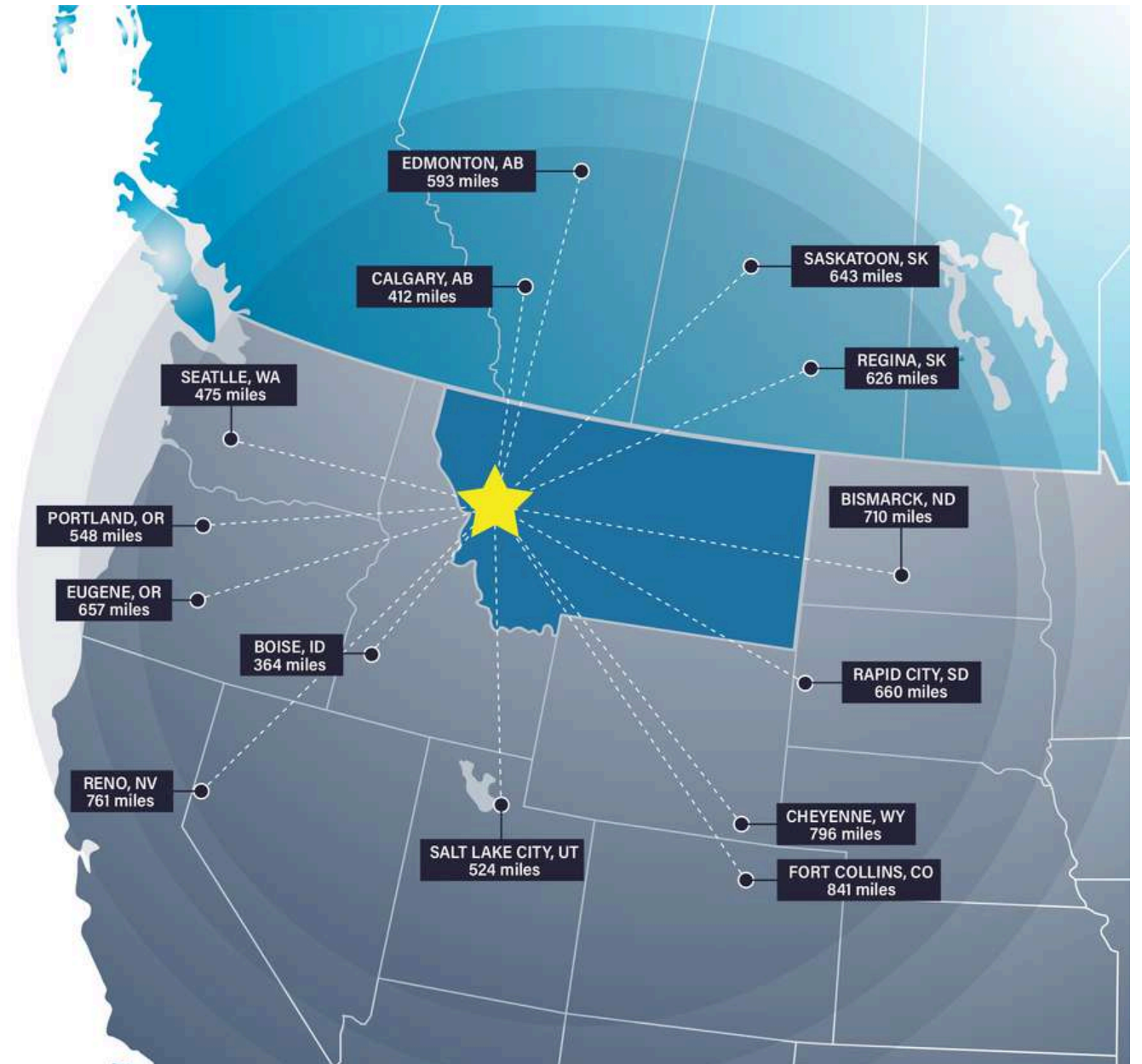


# Missoula Access

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



workiva



Pathlabs



Cognizant

PatientOne



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





**#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

**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



**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.



**JOE TREDIK**

**Leasing Specialist**

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.



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