

SALE

739 S 20TH ST W

739 S 20th St W Billings, MT 59102



SALE PRICE

\$3,500,000

Mike Bruschwein

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PROPERTY DESCRIPTION

FOR SALE | Sale-Leaseback Opportunity

Conlin's Furniture — 739 S 20th St W, Billings, MT

- Long-term operating history and brand equity in the market
- Corporate HQ location — high tenant retention likelihood
- NNN lease provides predictable, long-term income
- Family-owned operator with strong community ties and customer loyalty

OFFERING SUMMARY

Sale Price:	\$3,500,000
Lot Size:	2.91 Acres
Building Size:	44,266 SF

PROPERTY HIGHLIGHTS

- Sale-leaseback opportunity with Conlin's Furniture, an 88-year-old, family-owned regional retail brand headquartered in Billings, MT
- Priced at \$3,500,000
- 6.17% cap rate | \$216,000 annual base rent
- NNN lease to be negotiated prior closing
- Building size: 44,266 SF on 2.91 acres
- Located on S 20th St W next to Blacksmith Coffee, Perkins, Circle K, and adjacent to the King Ave W retail corridor
- Strong retail fundamentals: established, long-tenured local operator with deep community presence
- Corporate headquarters location — strategic and critical asset for tenant

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LOCATION DESCRIPTION

This offering presents a rare opportunity to acquire the Billings, Montana headquarters and flagship retail location of Conlin's Furniture, secured by a long-term sale-leaseback with the operating company. Conlin's has operated continuously in this market for decades as a cornerstone of the regional furniture retail landscape, and this property will remain a valued asset to their operations post-closing.

The 44,266 SF building sits on 2.91 acres at 739 S 20th St W, offering strong visibility and traffic counts (14,095 vpd – Current AADT). The sale-leaseback structure provides an investor with immediate, in-place income backed by a well-established regional operator, with minimal landlord responsibilities under a NNN lease structure.

Company Overview: Conlin's Furniture

Founded in 1937 in Williston, North Dakota, Conlin's Furniture is a private, family-owned regional furniture retail chain now headquartered in Billings, Montana. The company operates 10 stores across Montana, North Dakota, and Washington, offering furniture and bedding from national brands including La-Z-Boy, Flexsteel, Stanton, Sealy, and Simmons through its Conlin's Furniture, The Outlet by Conlin's, and The Sleep Center by Conlin's banners. With nearly nine decades of continuous operation and deep roots in the communities it serves, Conlin's represents a stable, long-tenured retail credit with a demonstrated commitment to its home markets.



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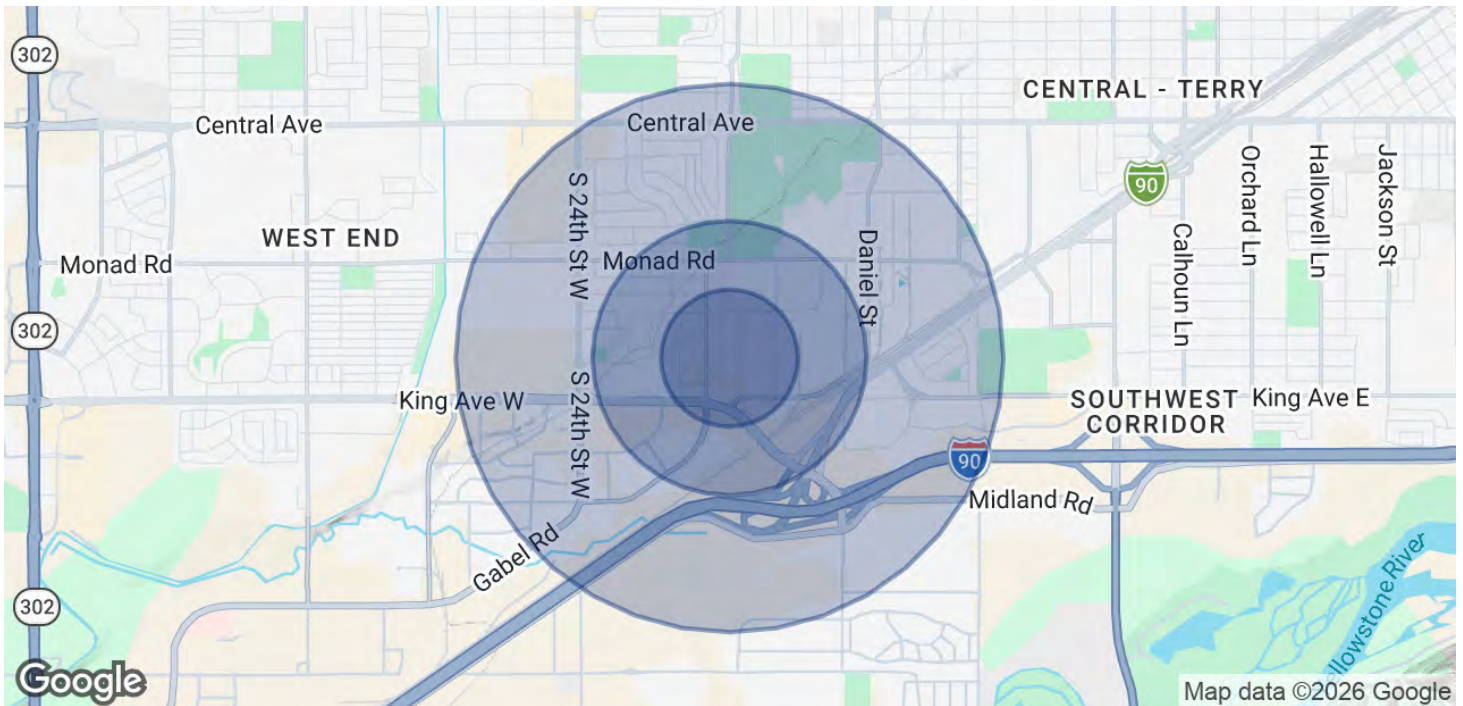


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POPULATION

0.25 MILES

0.5 MILES

1 MILE

Total Population	174	800	4,392
Average Age	38.5	36.3	36.7
Average Age (Male)	30.1	31.6	36.2
Average Age (Female)	54	46.4	40.4

HOUSEHOLDS & INCOME

0.25 MILES

0.5 MILES

1 MILE

Total Households	62	287	1,691
# of Persons per HH	2.8	2.8	2.6
Average HH Income	\$78,731	\$78,074	\$72,356
Average House Value	\$294,585	\$285,467	\$251,124

2023 American Community Survey (ACS)

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MIKE BRUSCHWEIN

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MT #RRE-RBS-LIC-92467

PROFESSIONAL BACKGROUND

Mike was born and raised in Billings, Montana and grew up in a large family with 3 brothers and 3 sisters. He attended Billings Central Catholic HS and later received a degree in Biology from the University of Portland. After college he moved to Bozeman and ran analytics in a research lab at Montana State University. He married his wife Madison in 2018 and they decided to move home to Billings. Mike accepted a job at Computers Unlimited where he excelled at customer service and enjoyed assisting and interacting with the company's industrial and medical customers. Mike has always been passionate about the growth of the Billings community and was a long-time member of the Big Brothers Big Sisters of America. In 2018 he received the "Big of the Year" award for his impact as a mentor. He attends church regularly with his family and participates frequently with the young adults group there. Mike loves reading, hiking, skiing, and golfing. His three young children keep him busy when he's not working, and he loves spending time outdoors with his family in all the beautiful seasons that Montana has to offer.

In 2020, Mike ventured into real estate investment, growing his portfolio from one to twelve doors in the first year. Mike specializes in helping clients buy and sell investment grade properties. He has a passion for diving into the intricate details and numbers of each transaction to guarantee his clients achieve exceptional returns. In addition to his expertise in investment properties, Mike specializes in retail and land development. He works with a diverse range of clients, from local businesses to regional and national companies relocating to Montana. Some notable clients that have trusted Mike with their real estate needs include McDonald's, Tractor Supply Co, Dollar General, Borealis Fuels & Logistics, Ziply Fiber, Montana Federal Defenders, and Billings Family Eyecare.

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