



South Johnson Street

South Curtis Street

South 3rd Street West

Boundaries Are Approximate



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Centrally Located Development Site

2010 South 3rd Street West
Missoula, Montana
±2.5 acres | Commercial Land

Exclusively listed by:
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Opportunity Overview

In the heart of Missoula, Montana, 2010 South 3rd St. West is a ±2.5 acre parcel prime for development. Flexible zoning, a convenient location, and easy access make this a fantastic location for mixed-use development. It is also ideal for a medical facility, with easy proximity to both Providence St. Patrick Hospital and Community Medical Center. There is opportunity for a build-to-suit option.

A mixed-use plan has been developed for the site. This plan conveys with the sale of the property. See pages 4 & 5 for renderings and site plan. The buyer is not obligated to develop the proposed plan.

Note that the owner is in the process of boundary line relocation for the site; inquire for timeline.

Interactive Links

 [Link to Listing](#)

 [Street View](#)

Address	2010 South 3rd Street West
Purchase Price	\$3,150,000
Property Type	Commercial Land
Total Acreage	Acreage: ±2.5 Acres (±108,900 SF)
Price Per Square Foot	\$28.93/SF

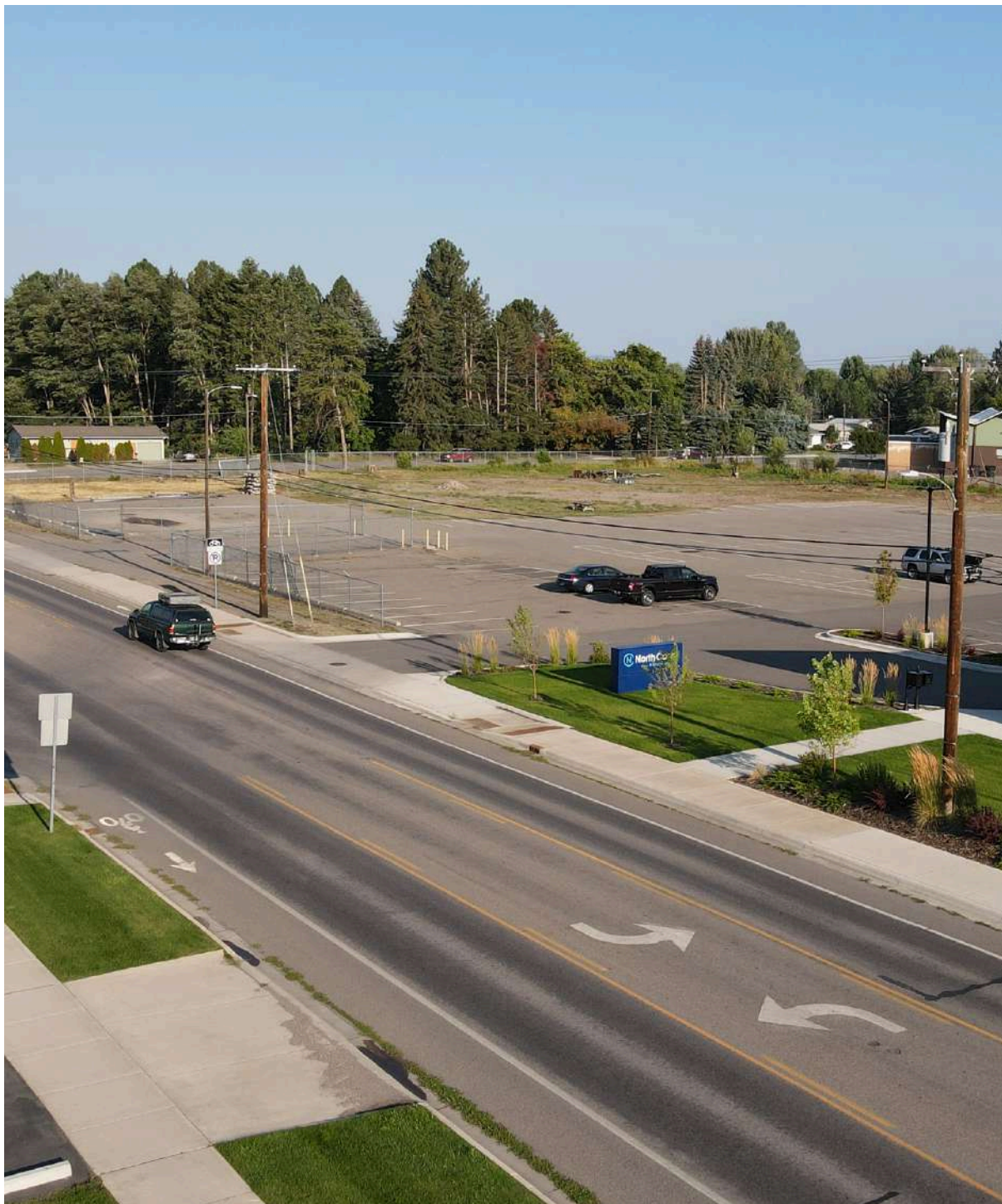
2010 South 3rd Street West

\$3,150,000

Geocode	04-2200-20-3-29-07-0000
Zoning	Missoula C1-4 Design Excellence
Access	South 3rd Street West & South Curtis Street
Services	City Water & Sewer
Taxes	\$20,423.46 (2025)
Traffic Count	13,954 AADT (South 3rd Street West)
Interstate Proximity	±7 Minutes to I-90



Property Details



Centrally located in Missoula, with a suitable location for office, retail, residential or mixed-use



Permissive Missoula C1-4 Zoning (Commercial)



A mixed-use site plan has been developed for the site to reduce development time. (No obligation to the plan)



Shovel-ready flat site, with build to suit options available



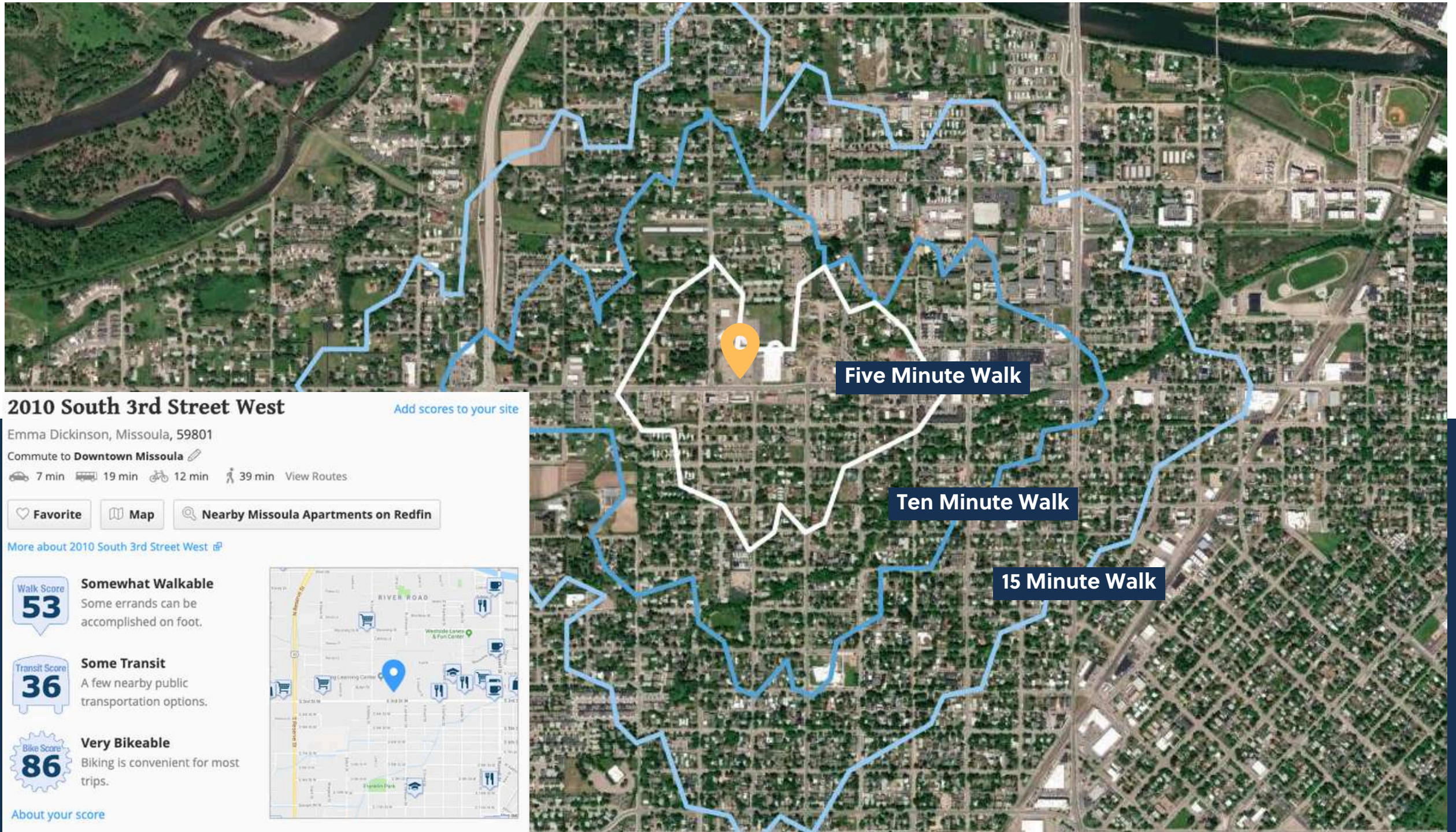
Area targeted for growth as urban mixed use by the new Missoula 2045 Land Use Plan

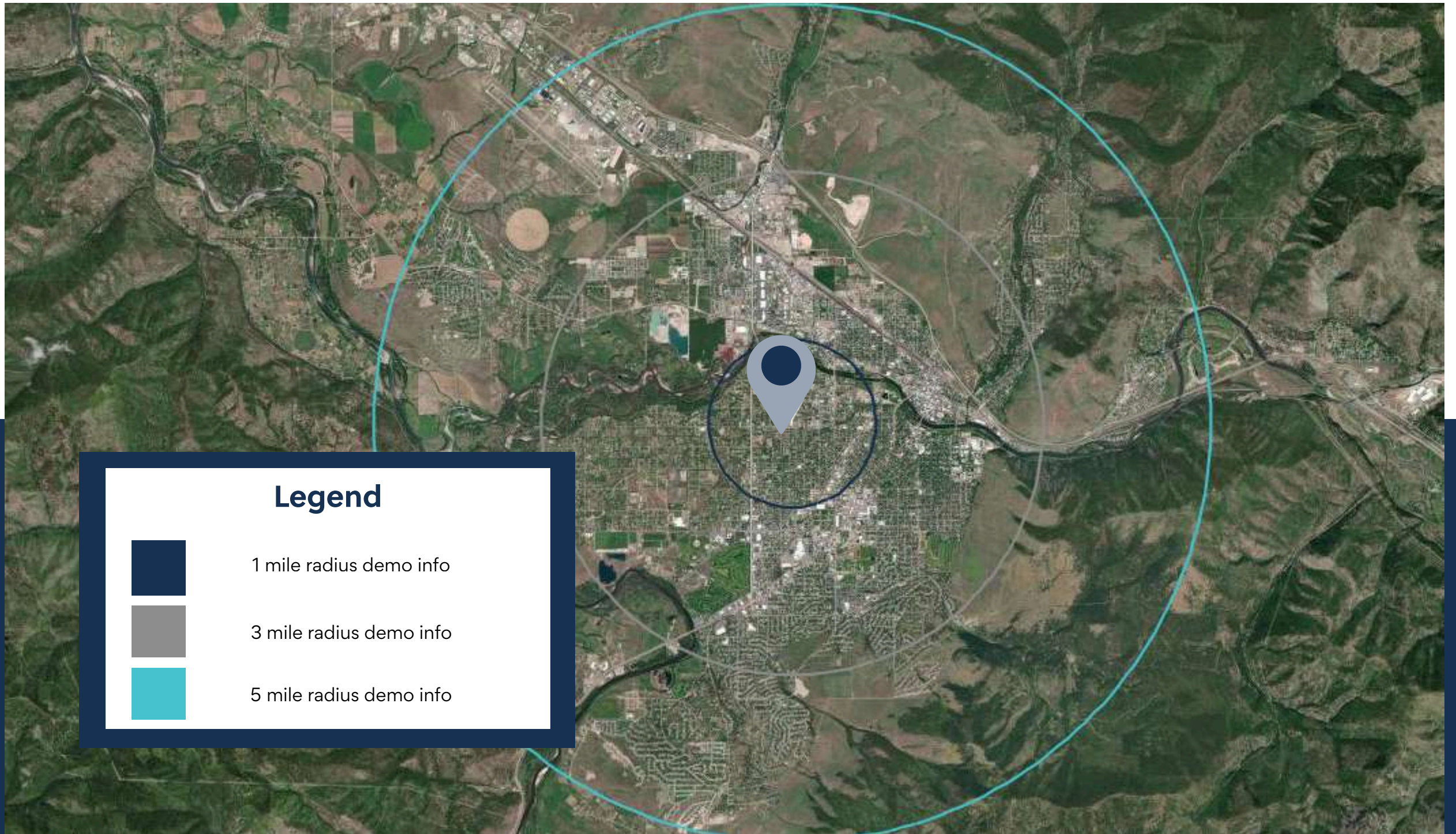
LOCATION



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Legend



1 mile radius demo info

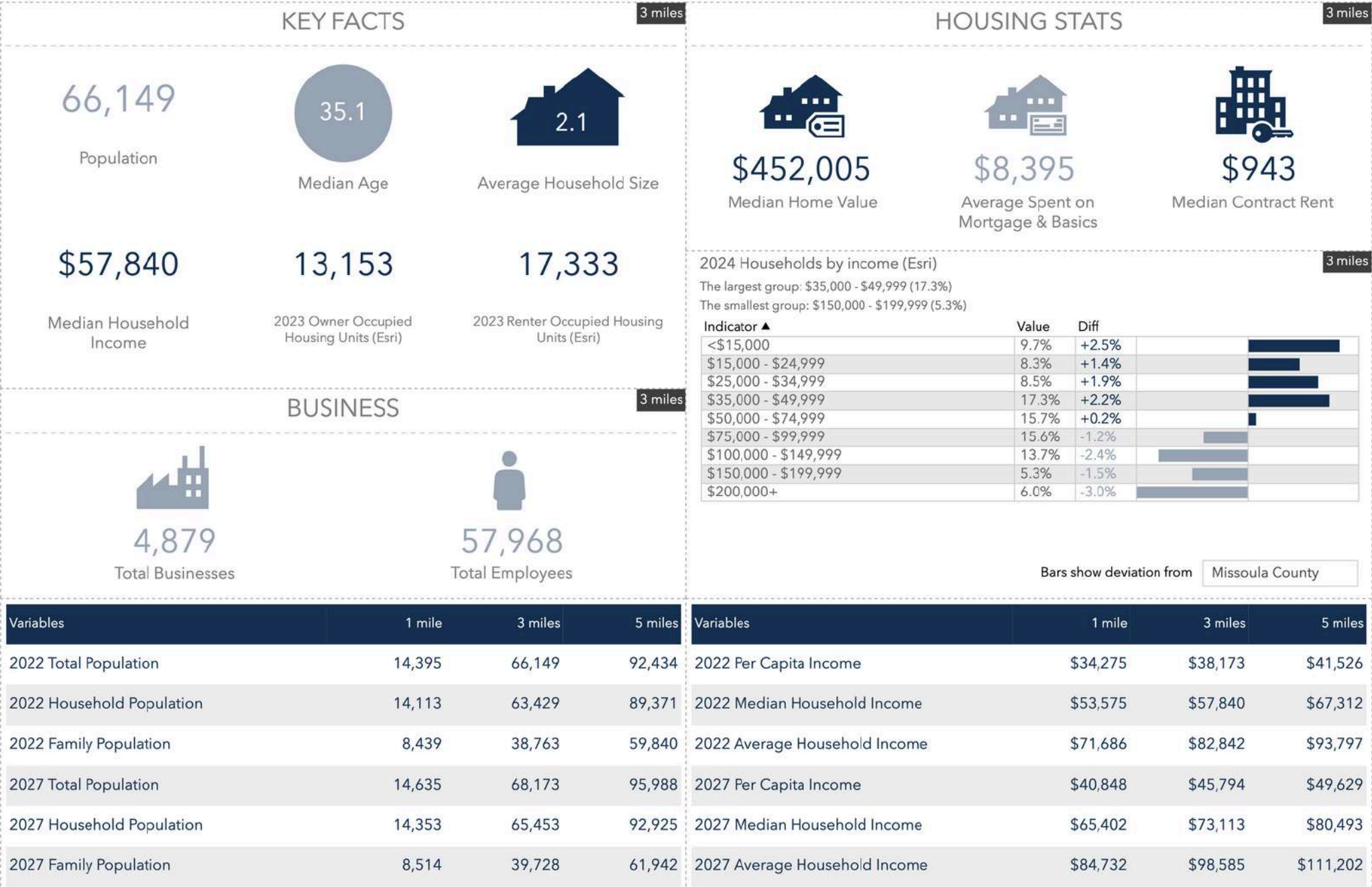


3 mile radius demo info

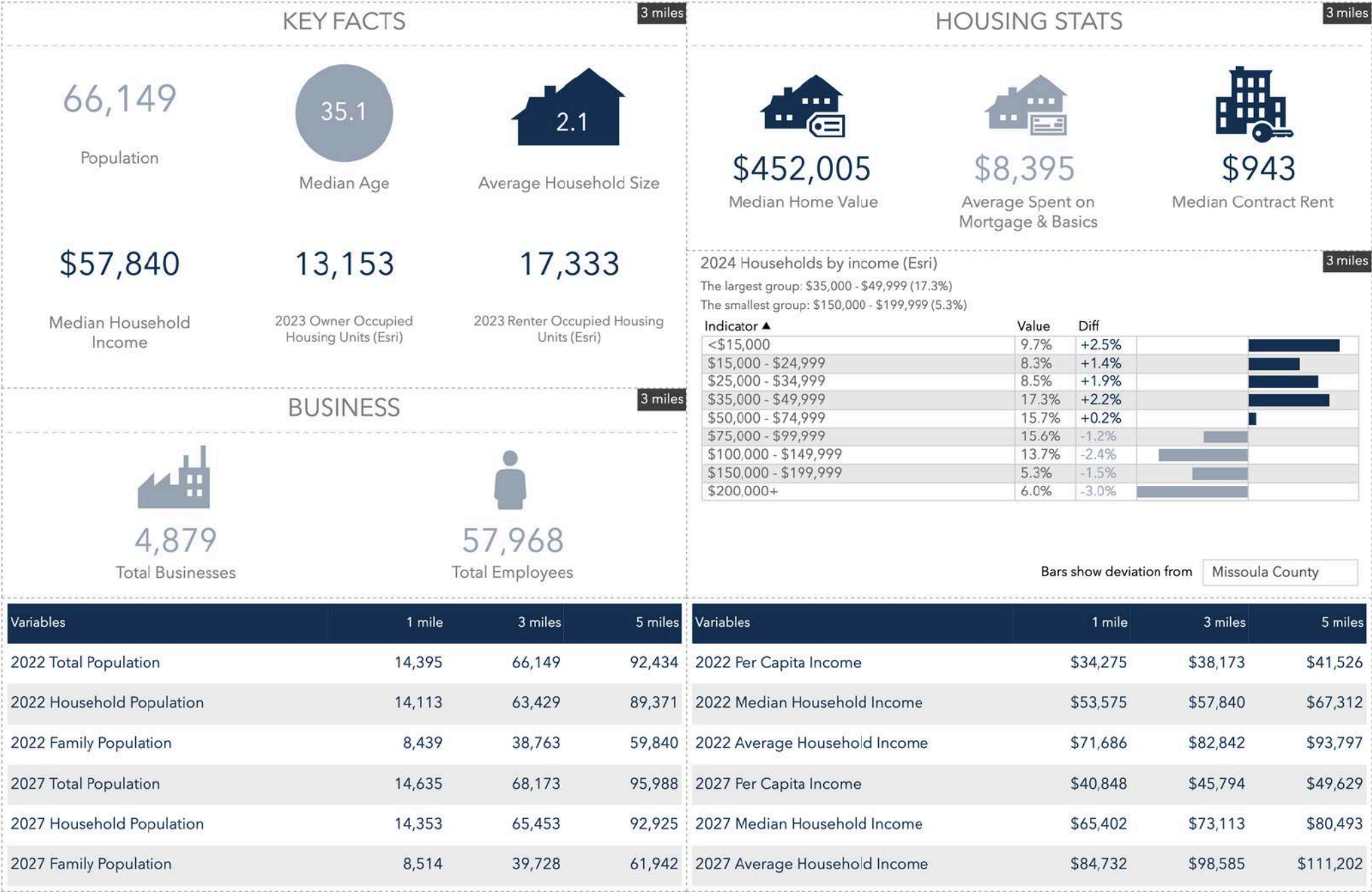


5 mile radius demo info

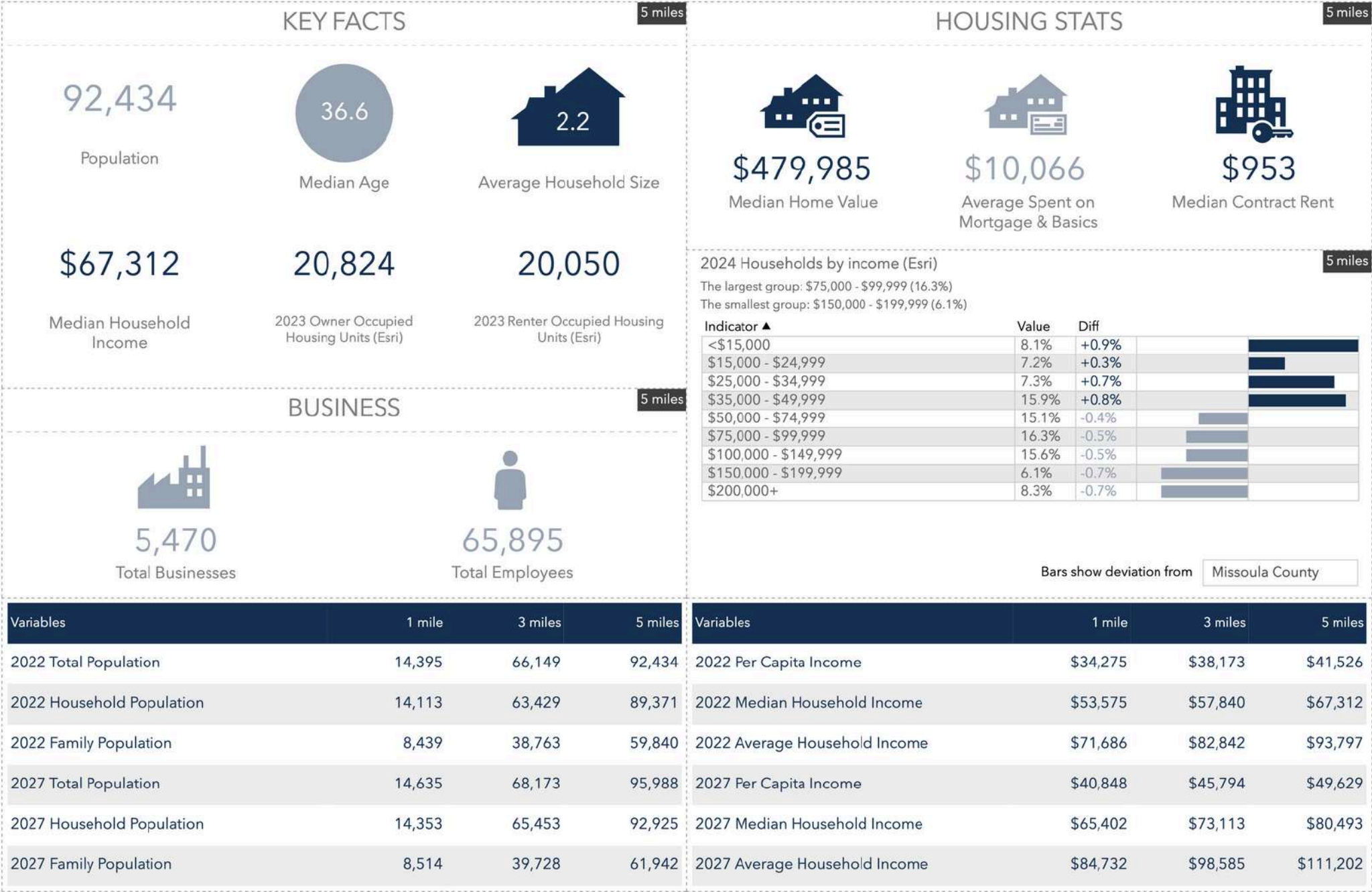
Key Facts



Key Facts



Key Facts





Area Employment Heat Map

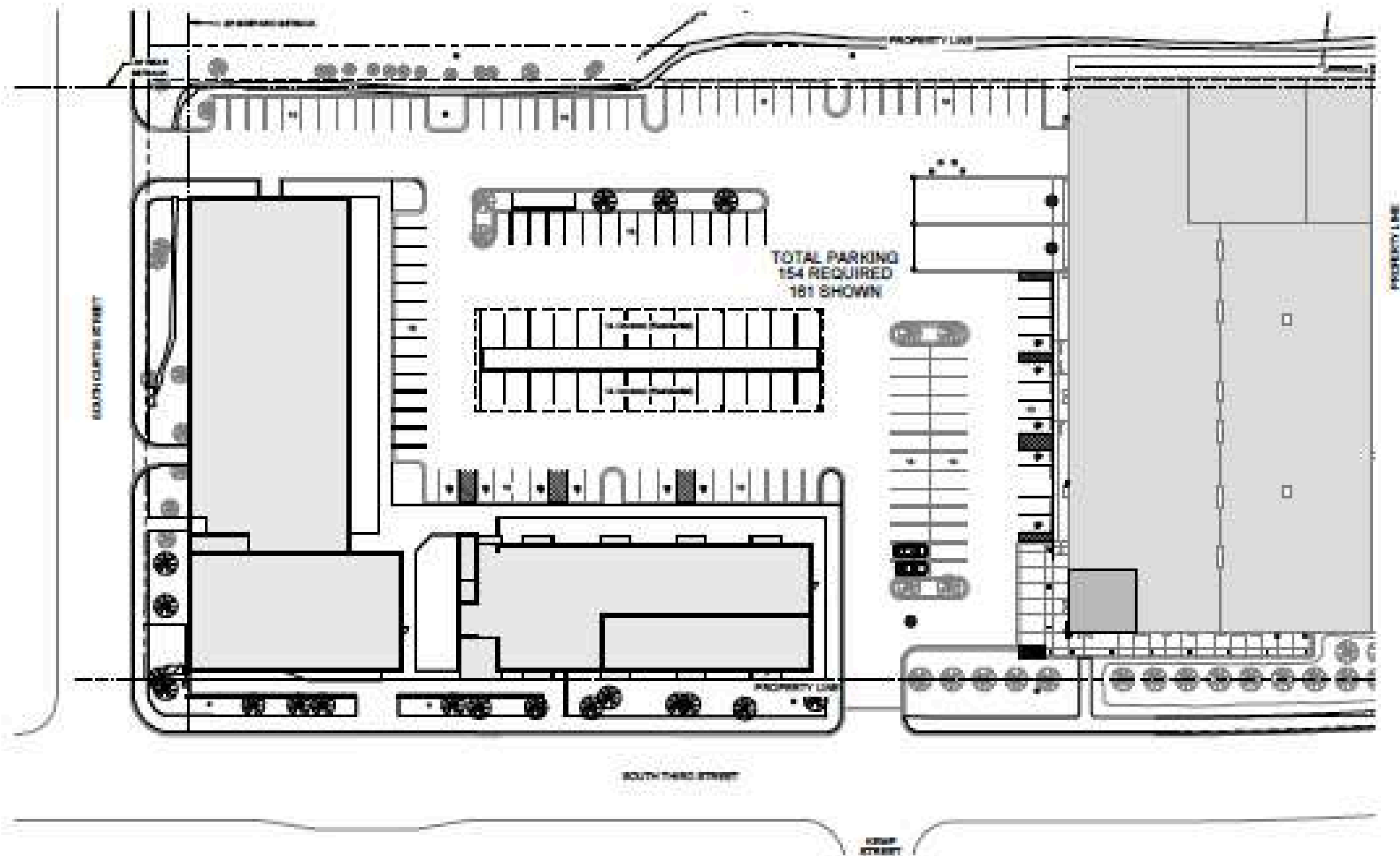
PROPERTY DETAILS



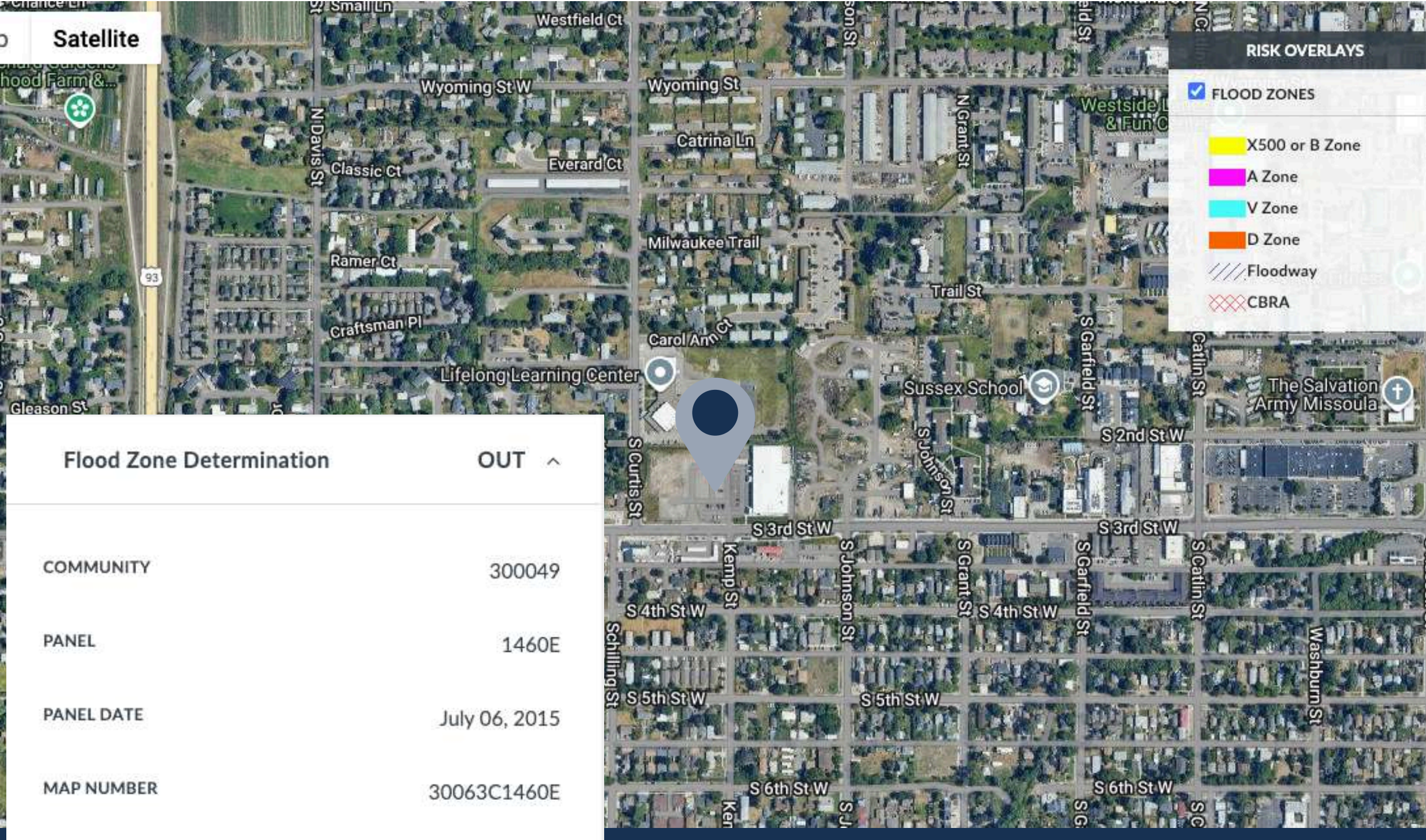
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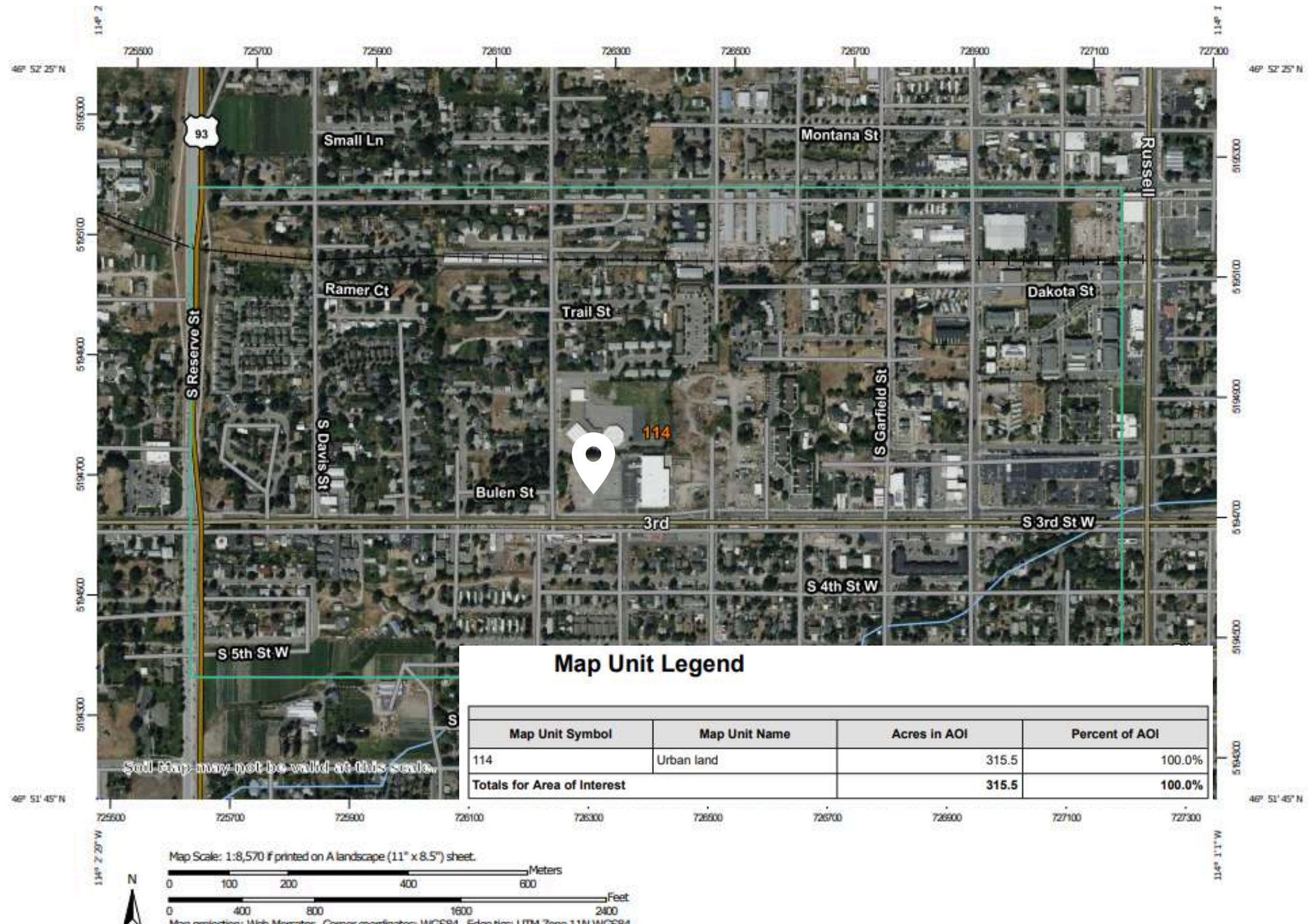
Renderings of Proposed Site Plan

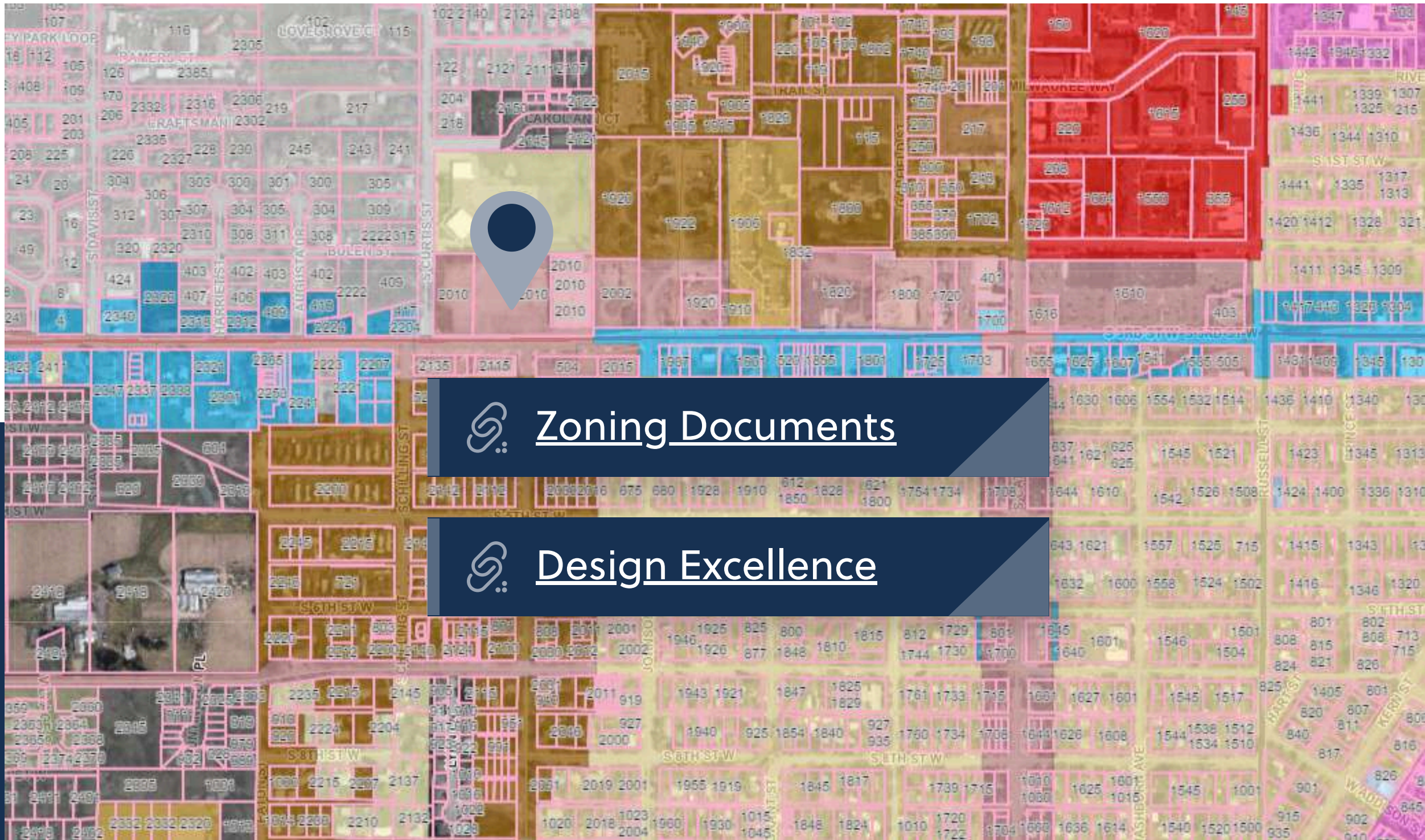


Proposed Site Plan



Flood Plain





Zoning Documents



Zoning

Site Plan

Proposed Plan Overview

Building Types	Mixed-Use, Commercial & Residential
Proposed Building SF	±14,573 SF Commercial ±35 Residences
Stories	3 (Across two buildings)
Parking	161 spaces

Note: This plan transfers with the property; however, the buyer is not obligated to develop this plan



Proposed Site Plan Overview

MARKET OVERVIEW



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Missoula Office Market Data | Q3 2024

LEASING ACTIVITY | OFFICE

	T12 Ending 9.30.23	T12 Ending 9.30.24	Change	
County Average Lease Rate	\$17.62	\$18.00	2.16%	↑
Downtown Average Lease Rate	\$22.25	\$19.51	-12.31%	↓
NNN Average	\$5.71	\$6.33	10.86%	↑
County Vacancy	*	7.25%	*	↑

*The average vacancy rate for 2023 was 5.08%

SALES ACTIVITY | OFFICE

	T12 Ending 9.30.23	T12 Ending 9.30.24	Change
County Average Sale Price PSF	\$261.94	\$207.06	-20.95% ↓
Condominium Average Sale Price PSF	\$246.30	\$174.61	-29.11% ↓
Freestanding Average Sale Price SF	\$265.85	\$228.70	-13.97% ↓

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

OFFICE DEVELOPMENT PIPELINE

Construction	±22,917 SF
Permitting	±0 SF
Planning	±44,000 SF
Completed YTD 2024	±29,426 SF



Missoula Retail Market Data | Q3 2024

LEASING ACTIVITY | RETAIL

	T12 Ending 9.30.23	T12 Ending 9.30.24	Change
County Average Lease Rate	\$21.34	\$23.17	8.58% ↑
Downtown Average Lease Rate	\$29.56	\$24.44	-17.32% ↓
NNN Average	\$4.33	\$6.70	54.73% ↑
County Vacancy	*	2.9%	* ↑

*The average vacancy rate for 2023 was 2.6%

SALES ACTIVITY | RETAIL

	T12 Ending 9.30.23	T12 Ending 9.30.24	Change
County Average Sale Price PSF	\$222.69	\$365.71	64.22% ↑
Condominium Average Sale Price PSF	-	\$395.91	-
Freestanding Average Sale Price SF	\$222.69	\$357.08	60.35% ↑

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

RETAIL DEVELOPMENT PIPELINE

Construction	±8,000 SF
Permitting	±0 SF
Planning	±50,815 SF
Completed YTD 2024	±13,614 SF





Missoula Industrial Market Data | Q3 2024

LEASING ACTIVITY | INDUSTRIAL

	T12 Ending 9.30.23	T12 Ending 9.30.24	Change
County Average Lease Rate	\$12.33	\$10.58	-14.19% 
NNN Average	\$4.01	\$3.24	-19.20% 
County Vacancy	-	4.06%	

*The average vacancy rate for 2023 was 2.87%

SALES ACTIVITY | INDUSTRIAL

	T12 Ending 9.30.23	T12 Ending 9.30.24	Change
County Average Sale Price PSF	\$145.19	\$148.09	2.00% 
Condominium Average Sale Price PSF	-	\$191.51	-
Freestanding Average Sale Price SF	\$145.19	\$126.39	-12.95% 

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

INDUSTRIAL DEVELOPMENT PIPELINE

Construction	±181,500 SF
Permitting	±8,207 SF
Planning	±20,950 SF
Completed YTD 2024	±89,135 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 & Zippia | 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 Advisors



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.



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.



RYAN SPRINGER, CCIM
Commercial Real Estate Advisor

Ryan Springer spent several years in the Marines, then transitioned to supply chain management roles around the Pacific Northwest. The complex world of commercial real estate was a natural step for Ryan as he returned to his hometown of Bozeman, Montana, where he has managed transactions for 15+ years.

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.



CASEY ROSE, CCIM

Commercial Real Estate Advisor

A team captain at Rutgers University, a national champion in big-mountain skiing, and a commercial real estate specialist: Casey Rose is a well-rounded and dedicated member of the SterlingCRE Advisors team with a background in multifamily investment.



JANNA GOACHEE

Commercial Real Estate Advisor

Janna Goachee leverages her background in consulting and real estate investment to guide clients through strategic decisions. With a focus on tailored solutions and a deep understanding of the Flathead community, Janna ensures that businesses find the perfect fit for their real estate needs.

Operations & Data Team



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



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.



CHRIS BRISTOL
Transaction Coordinator

Chris leverages her project management, e-commerce, and mortgage banking experience to support seamless transactions. Her ability to position properties effectively and execute projects efficiently ensures a high-level of service to SterlingCRE's commercial real estate clients.



JUDY POWELL
Accounting Manager

Judy manages accounting for all transactions and is a stickler for details. With extensive public and private experience, she is adept at adhering to rigorous compliance and reporting standards. Judy also has experience in development financing.



DYLAN HARRINGTON
Transaction Coordinator

Dylan sees something different than most people when he tours a commercial building: he's thinking about the nuts, bolts, and guts of the space. With this wealth of knowledge, Dylan adds substantial value to every Sterling project.



BRIDGET BAXTER
Chief Operating Officer

Bridget is an integral part of the Sterling team, managing the Sterling family of companies to position them for future growth while keeping the day-to-day operations running smoothly. She has extensive real estate experience and has managed mixed-use development projects from construction through lease-up.

Marketing Team



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.



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.

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