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Turnkey Downtown Retail Building

218 West Main Street
Missoula, Montana

±3,900 SF | Commercial Building

Exclusively listed by:
Connor McMahon
Connor@SterlingCREadvisors.com
406.370.6424

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Contents

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Opportunity Overview

218 West Main Street offers ±3,900 SF of ground floor retail space in bustling downtown Missoula.

The building sits on a busy stretch of Main Street among shops, restaurants, and galleries, a short walk from a public parking deck and with ample on-street parking nearby. Caras Park and the rest of downtown's retail and restaurant corridor are within easy walking distance, and the location is well served by both car and foot traffic.

The space offers a flexible layout suited to soft goods, fitness, professional office, or entertainment uses. The storefront has strong window coverage and room for signage, giving any tenant good street visibility.

Retail space in Missoula's central business district is in short supply. For an owner-occupier, the property qualifies for SBA financing, offering a path to fixed occupancy costs and long-term equity instead of continued rent payments. For an investor, it is a desirable downtown retail asset in an area seeing continued investment in walkability and connectivity.

Address	218 West Main Street, Missoula, Montana 59802
Purchase Price	**$1,300,000**
Property Type	Retail Building
Building Size	±3,900 SF
Lot Size	±0.09 Acres
Zoning	D-C Downtown Core
Price Per Square Foot	$333.33

Interactive Links

Link to Listing

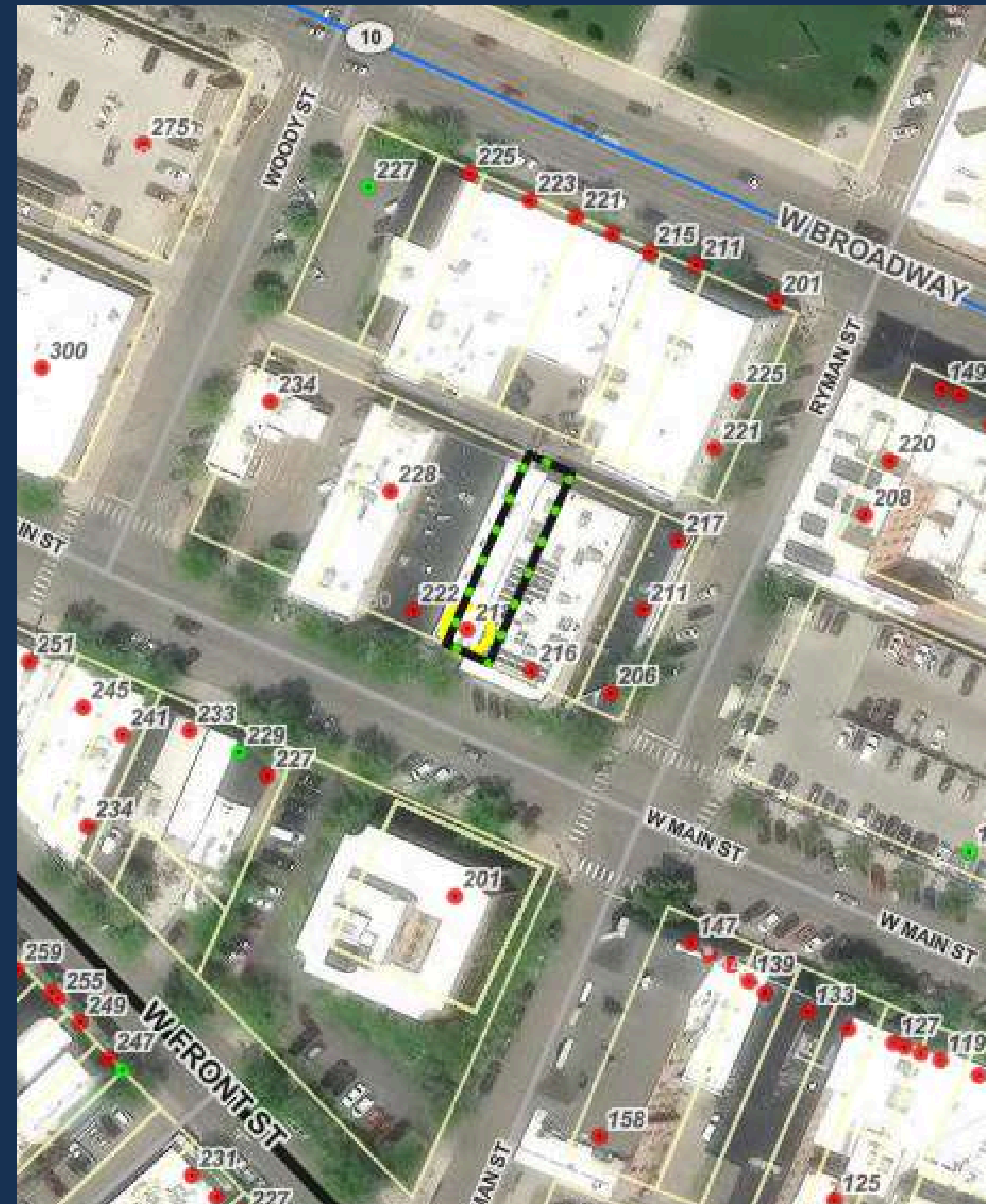
Street View

3D Tour

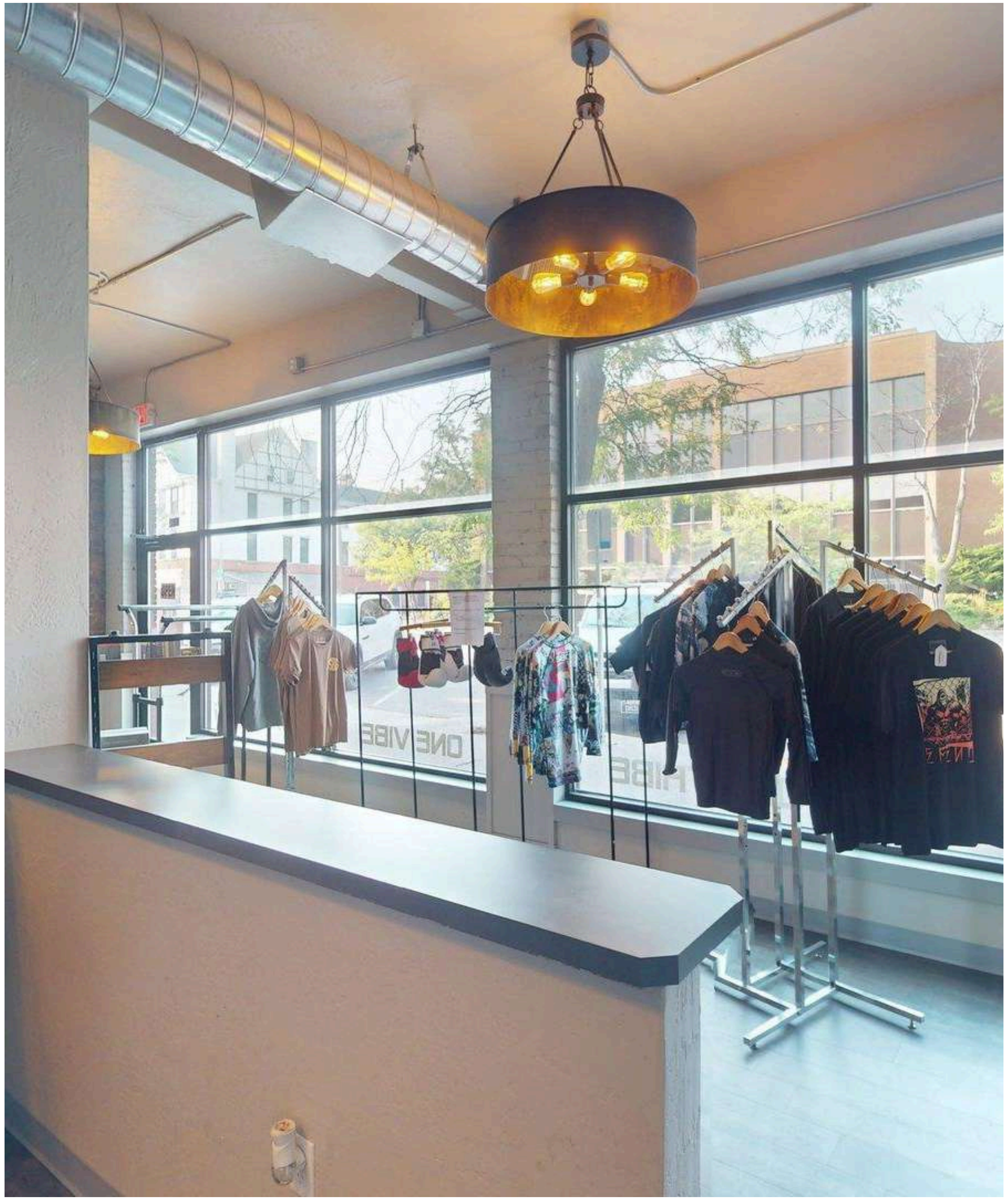
218 West Main Street

$1,300,000

Building SF	±3,900 SF
Geocode	04-2200-22-2-22-06-0000
Year Built/Renovated	1905, Remodeled 2017
Zoning	Missoula D-C (Downtown Core)
Access	Via Main Street
Services	City Water & Sewer
Taxes	$18,784.69 (2025)
Parking	Public On-Street and Deck
Traffic Count	±3,607 VPD (2024 AADT)
Interstate Proximity	4 Minutes to I-90 via Orange Street



Property Details



Located in the heart of downtown Missoula, a premier location for retail and services.

Features large storefront windows for an inviting retail experience.

Plan offers a versatile layout with restrooms, open spaces, a storefront and storage, all on one level.

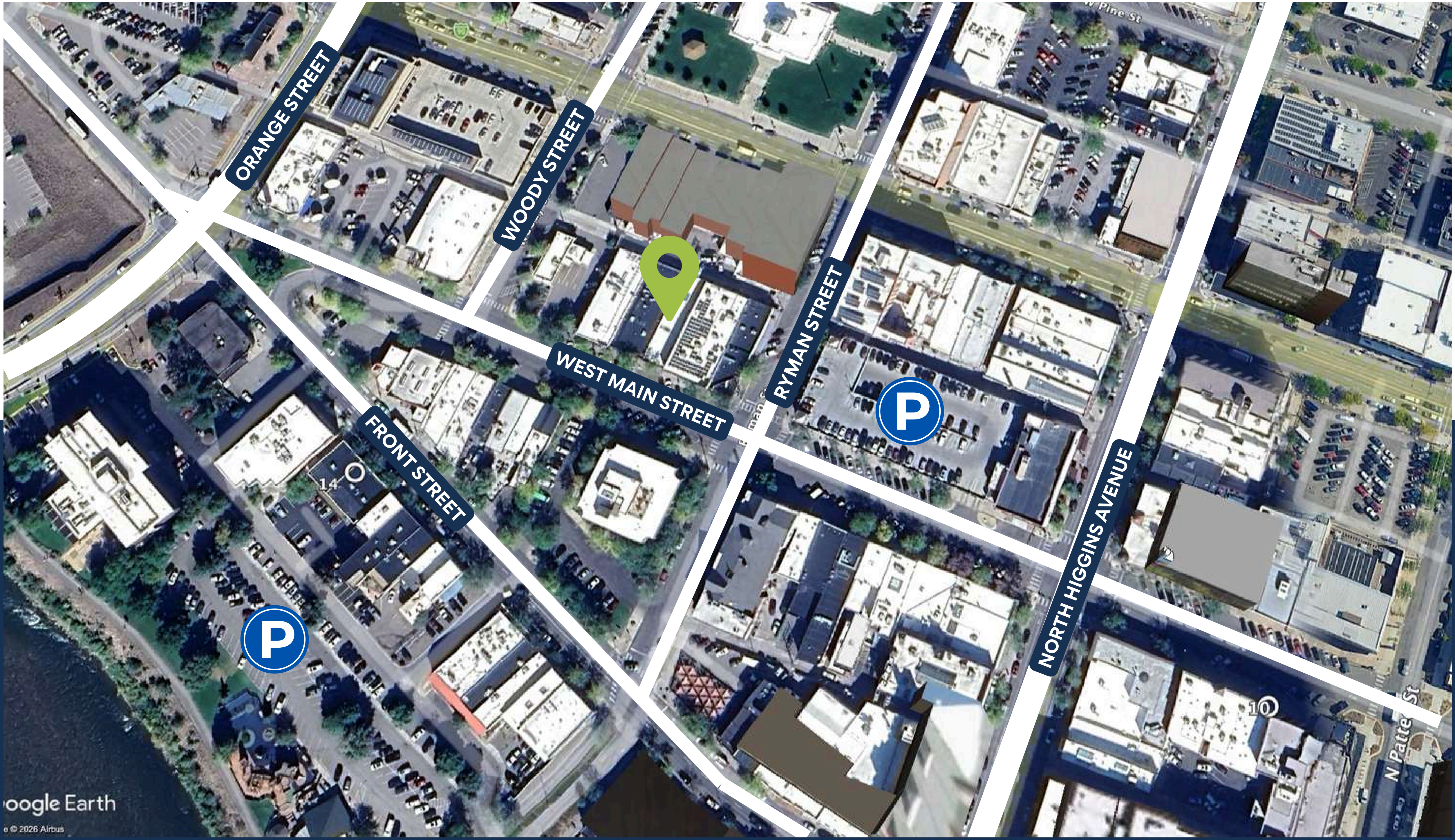
Ample on-street parking and the building is steps away from a public parking deck.

Permissive Downtown Core zoning allows for a wide range of retail, service and office uses.

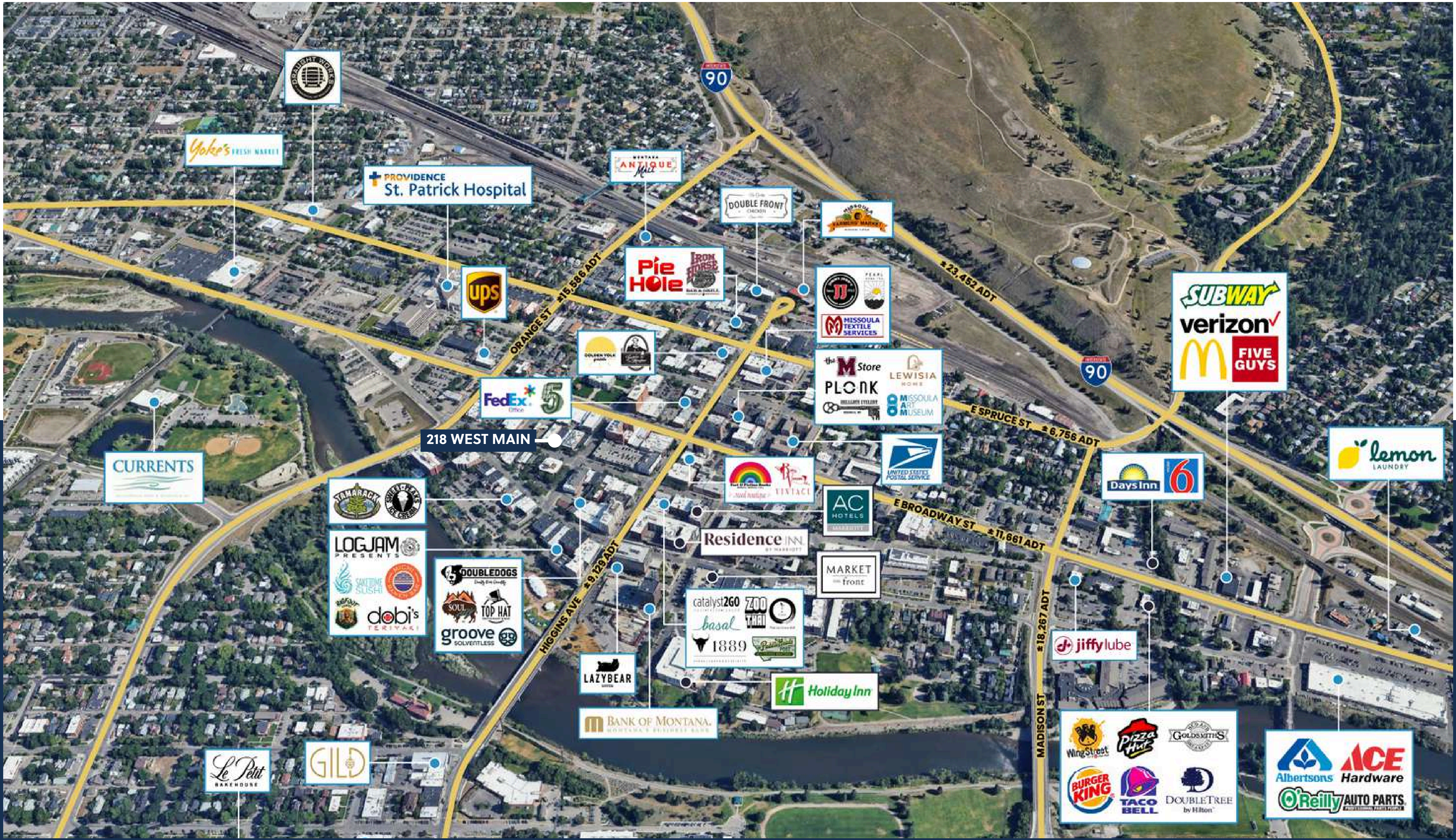
Opportunity Highlights

LOCATION

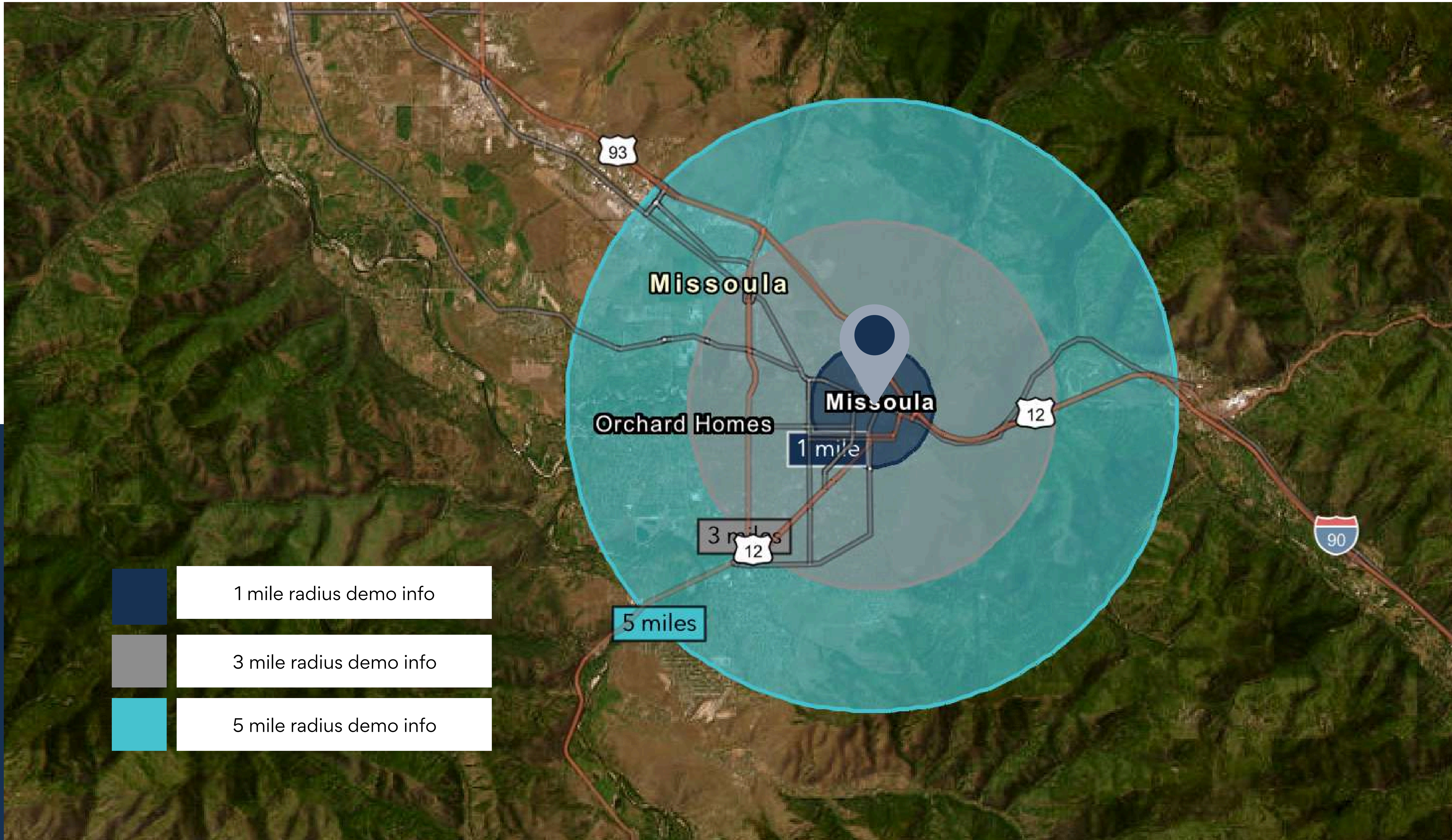
Regional Map


ORANGE STREET
WOODY STREET
RYMAN STREET
WEST MAIN STREET
FRONT STREET
NORTH HIGGINS AVENUE
P
P
oogle Earth
e © 2026 Airbus

Locator Map



Retailer Map



93
Missoula
Missoula
Orchard Homes
1 mile
12
3 miles
12
90
5 miles
1 mile radius demo info
3 mile radius demo info
5 mile radius demo info

Radius Map

Key Facts

KEY FACTS

1 mile

13,325
Population

31.9
Median Age

1.9
Average Household Size

$55,480
Median Household Income

1,971
2023 Owner Occupied Housing Units (Esri)

4,431
2023 Renter Occupied Housing Units (Esri)

HOUSING STATS

1 mile

$541,857
Median Home Value

$6,236
Average Spent on Mortgage & Basics

$892
Median Contract Rent

2025 Households by income (Esri)

The largest group: $75,000 - $99,999 (16.3%)

The smallest group: $200,000+ (3.6%)

1 mile

Indicator ▲	Value	Diff
<$15,000	14.7%	+6.0%
$15,000 - $24,999	9.3%	+2.8%
$25,000 - $34,999	10.7%	+3.2%
$35,000 - $49,999	11.0%	+1.1%
$50,000 - $74,999	15.3%	0
$75,000 - $99,999	16.3%	+2.0%
$100,000 - $149,999	11.8%	-6.8%
$150,000 - $199,999	7.3%	-2.3%
$200,000+	3.6%	-5.9%

Bars show deviation from Missoula County

BUSINESS

1 mile

1,540
Total Businesses

17,840
Total Employees

Variables	1 mile	3 miles	5 miles	ZIP Codes 59802 (Missoula)	Counties Missoula County	States Montana	United States of America United States
2022 Total Population	13,325	62,498	86,160	21,739	123,770	1,144,799	339,887,819
2022 Household Population	11,916	59,846	83,235	21,460	120,643	1,115,471	331,671,159
2022 Family Population	5,618	35,544	54,198	13,017	85,153	851,883	264,093,561
2027 Total Population	13,662	63,972	89,681	22,577	128,306	1,205,657	347,149,422
2027 Household Population	12,253	61,321	86,756	22,298	125,179	1,176,329	338,932,762
2027 Family Population	5,749	36,125	56,303	13,423	88,019	895,113	269,093,856

Variables	1 mile	3 miles	5 miles
2022 Per Capita Income	$36,520	$41,359	$43,626
2022 Median Household Income	$55,480	$63,023	$71,150
2022 Average Household Income	$75,322	$88,169	$96,691
2027 Per Capita Income	$40,191	$46,343	$49,115
2027 Median Household Income	$63,354	$72,230	$80,744
2027 Average Household Income	$82,279	$98,039	$108,290

This infographic contains data provided by Esri, Esri-U.S. BLS, ACS, Esri-Data Axle. The vintage of the data is 2025, 2030, 2019-2023.

Key Facts

PROPERTY DETAILS

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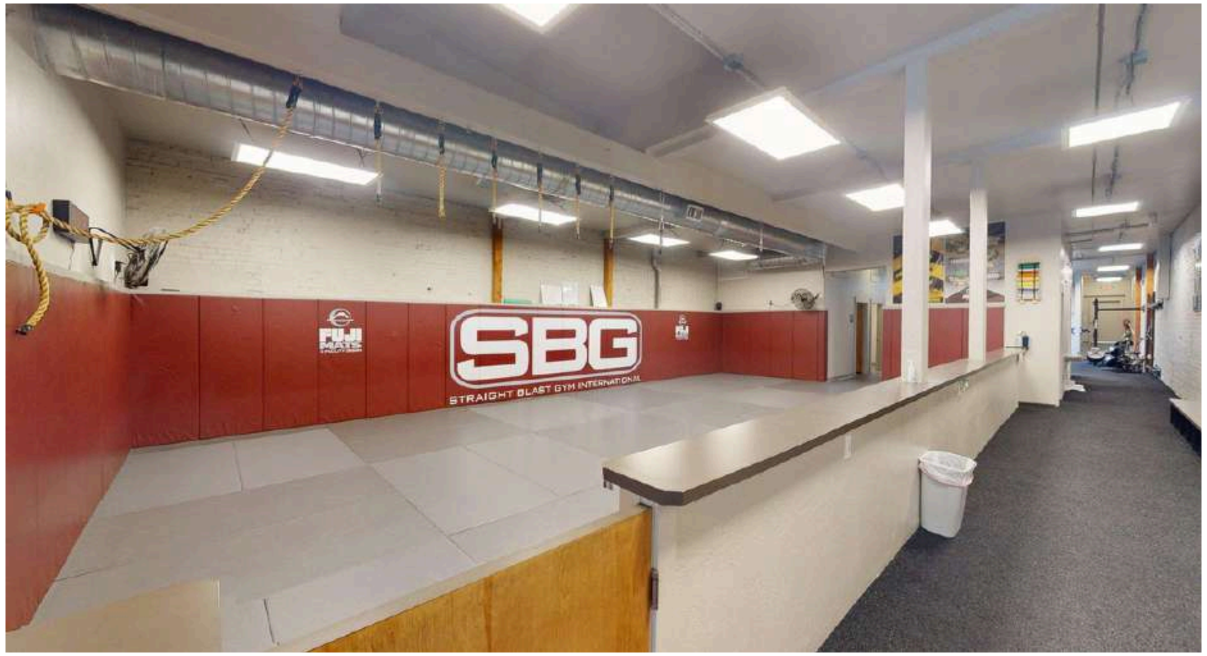
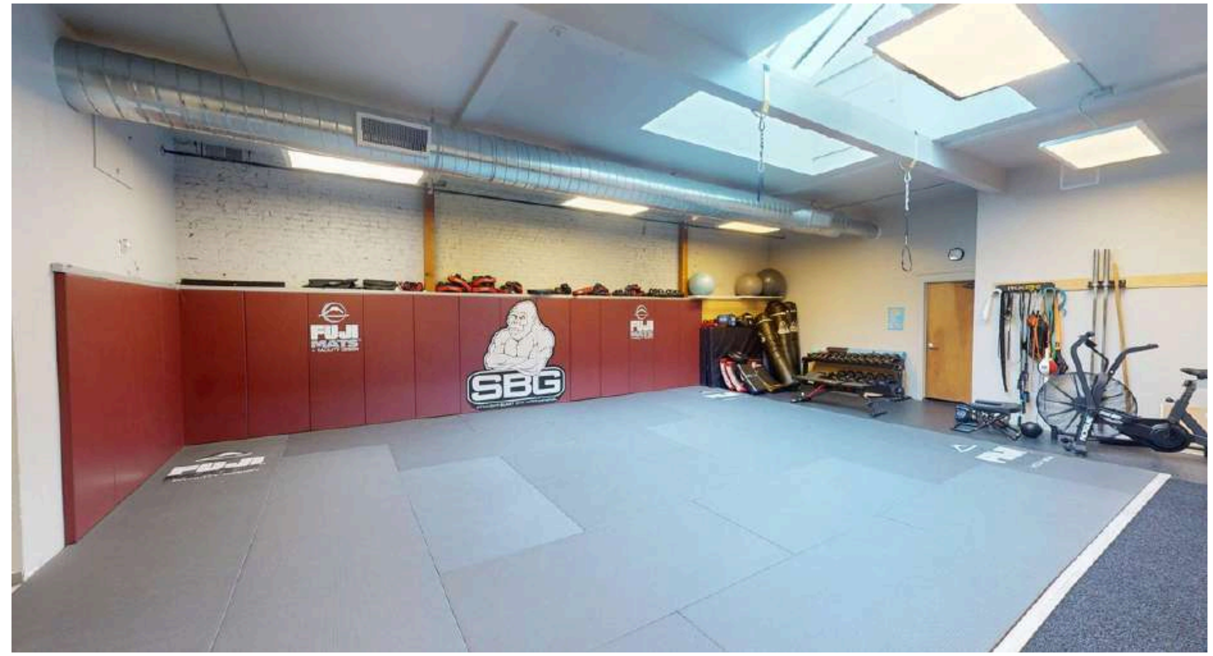
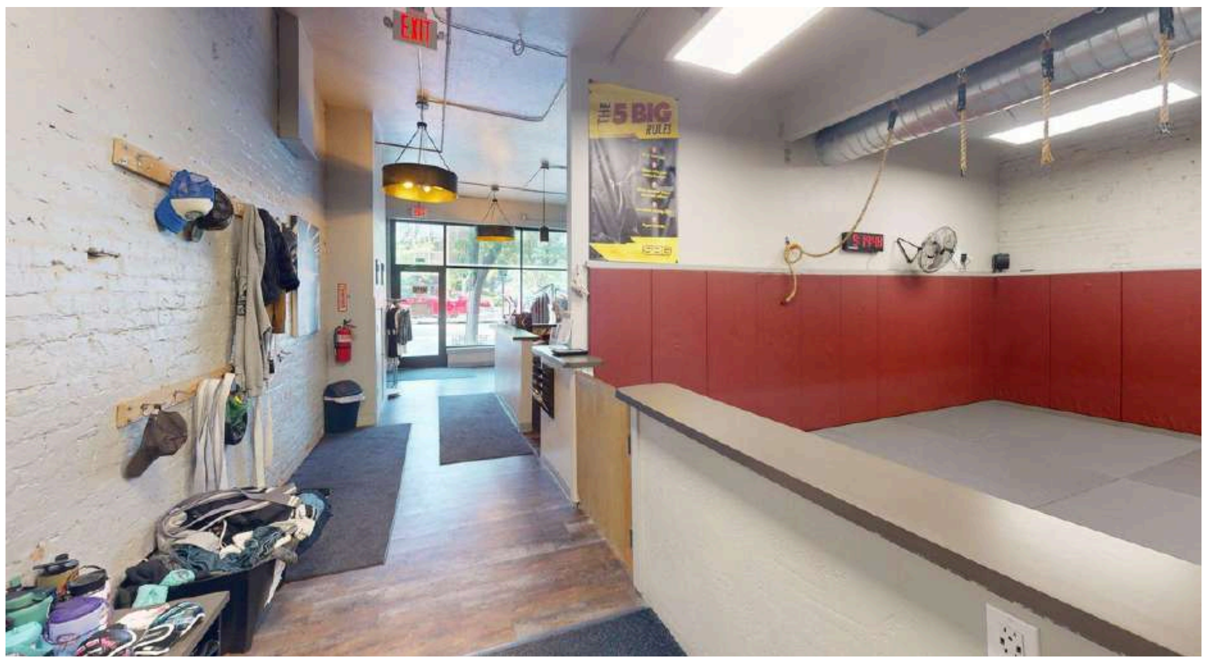

FUJI MATS
SBG
STRAIGHT BLAST GYM INTERNATIONAL


FUJI MATS
SBG


EXIT
THE 5 BIG RULES

Photos


ZOOTOWN
SBGMONTANA.COM
ONE TRIBE
ONE VIBE

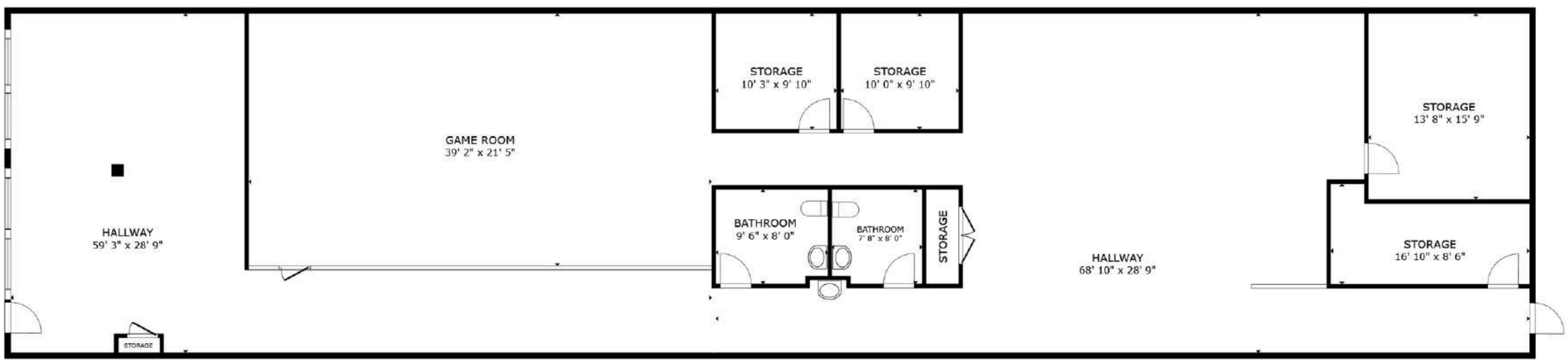

SBG
218
ONE VIBE
(406) 721 SBGi


SBG
SBGMONTANA.COM
ONE TRIBE
ONE VIBE
(406) 721 SBG

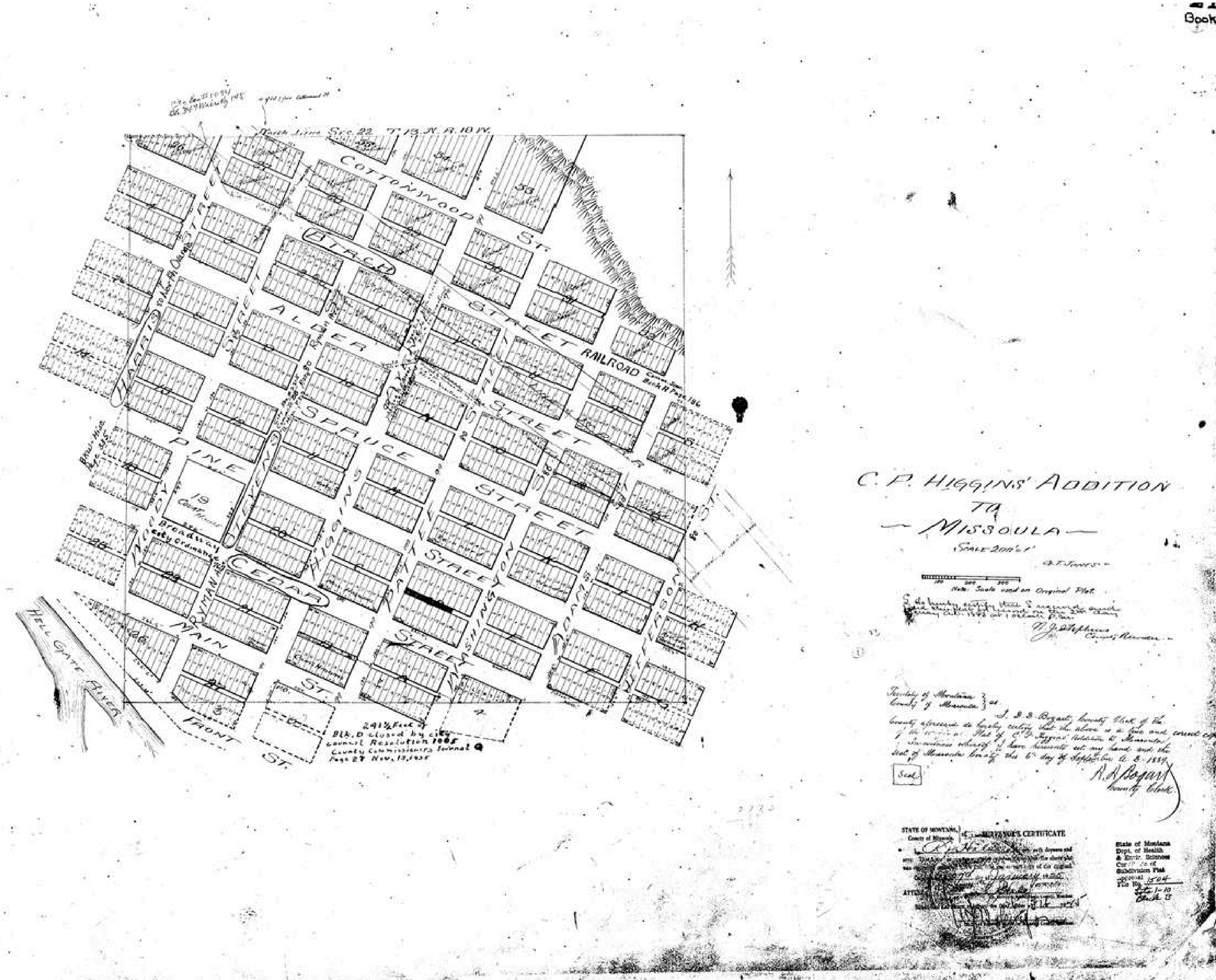
Photos

Photos

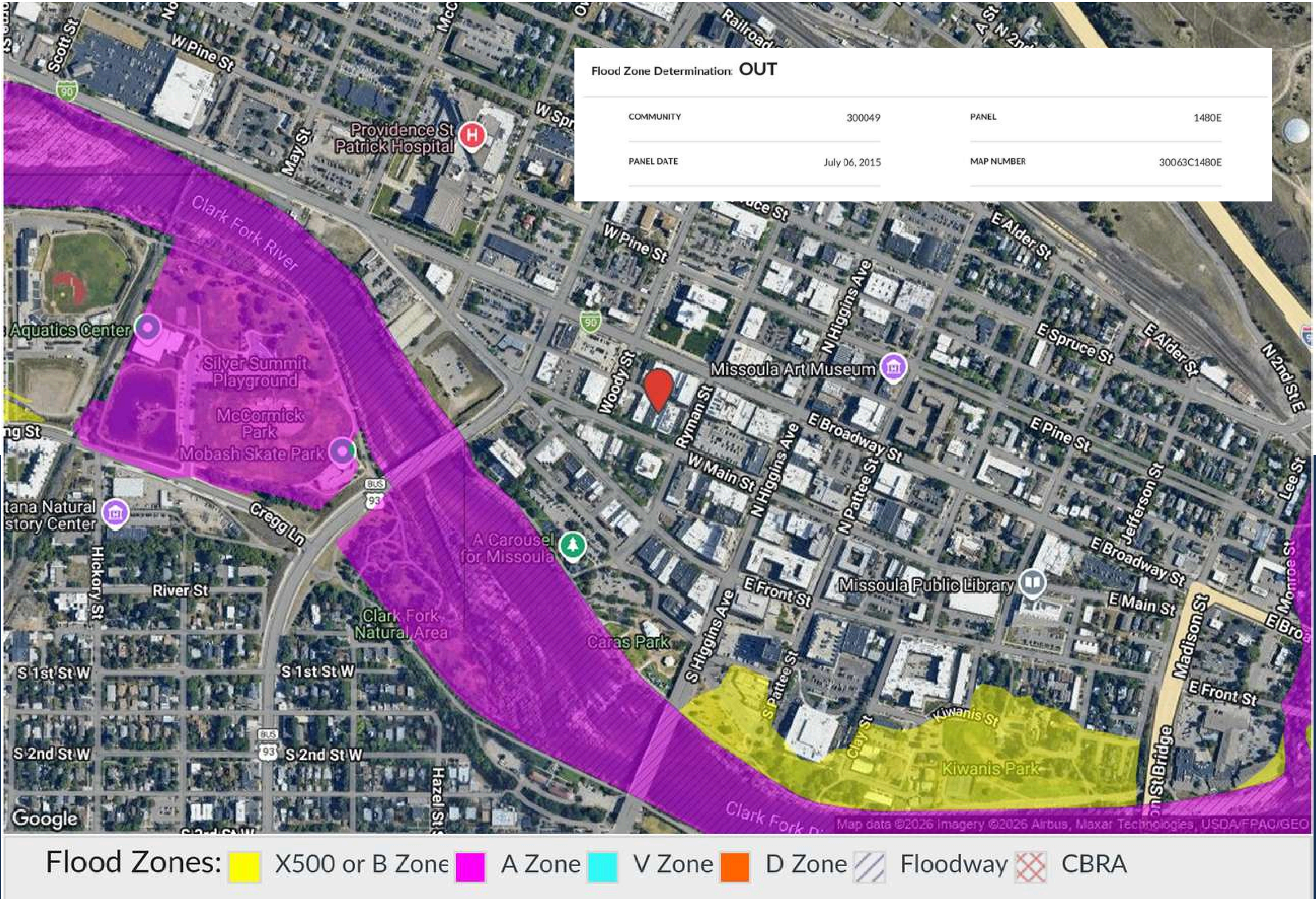
Photos


STORAGE
10' 3" x 9' 10"
STORAGE
10' 0" x 9' 10"
STORAGE
13' 8" x 15' 9"
GAME ROOM
39' 2" x 21' 5"
HALLWAY
59' 3" x 28' 9"
BATHROOM
9' 6" x 8' 0"
BATHROOM
7' 8" x 8' 0"
STORAGE
HALLWAY
68' 10" x 28' 9"
STORAGE
16' 10" x 8' 6"
STORAGE

FLOOR PLAN


C. P. HIGGINS' ADDITION
TO
MISSOULA
Note: Scale used on Original Plat.
COTTONWOOD ST.
BIRCH
ALDER
STREET
RAILROAD
SPRUCE
PINE
CEDAR
MAIN
ST.
FRONT
ST.
HIGGINS
STEVENS
PATTEE
WASHINGTON
ADAMS
STREET
HELL GATE RIVER
Broadway
19
Court House
241½ Feet of
Blk. D closed by city
council Resolution 1065
County Commissioners Journal Q
Page 27 Nov. 17, 1935
SURVEYOR'S CERTIFICATE
STATE OF MONTANA
Seal

Plat Map



Flood Zone Determination: OUT
COMMUNITY 300049
PANEL 1480E
PANEL DATE July 06, 2015
MAP NUMBER 30063C1480E
Providence St Patrick Hospital
Clark Fork River
Aquatics Center
Silver Summit Playground
McCormick Park
Mobash Skate Park
Missoula Art Museum
A Carousel for Missoula
Clark Fork Natural Area
Caras Park
Missoula Public Library
Kiwanis Park
W Pine St
W Main St
E Broadway St
E Front St
E Main St
E Pine St
E Spruce St
Woody St
Ryman St
N Higgins Ave
S Higgins Ave
N Pattee St
S Pattee St
Madison St
River St
S 1st St W
S 2nd St W
Cregg Ln
Hickory St
Kiwanis St
Clay St
Jefferson St
Google
Map data ©2026 Imagery ©2026 Airbus, Maxar Technologies, USDA/FPAC/GEO
Flood Zones: X500 or B Zone A Zone V Zone D Zone Floodway CBRA

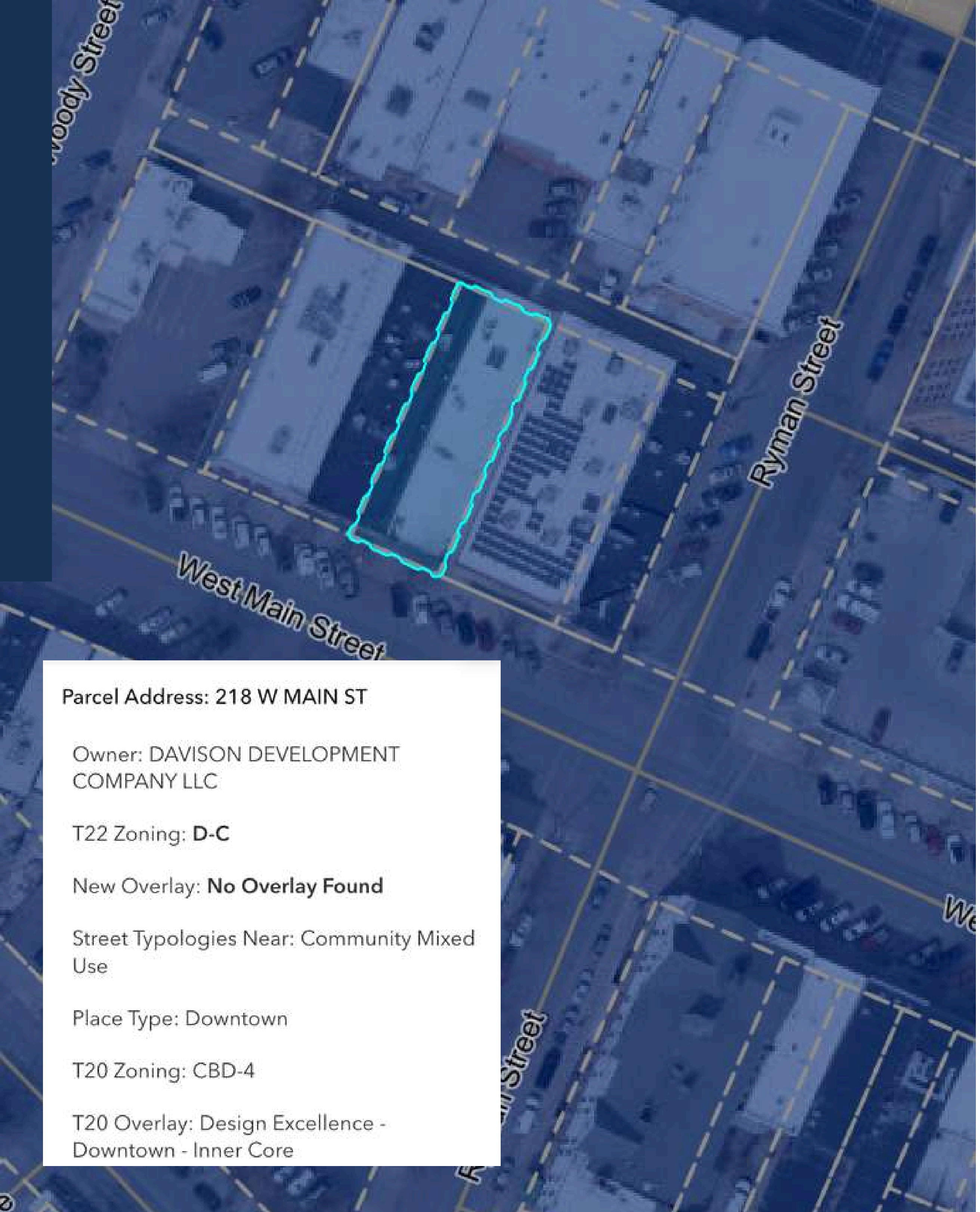
Flood Plain


114
W Main St
Ryman St
Soil Map may not be valid at this scale.
46° 52' 20" N
46° 52' 18" N

Soils

Map Unit Legend

Map Unit Symbol	Map Unit Name	Acres in AOI	Percent of AOI
114	Urban land	1.5	100.0%
Totals for Area of Interest		**1.5**	**100.0%**

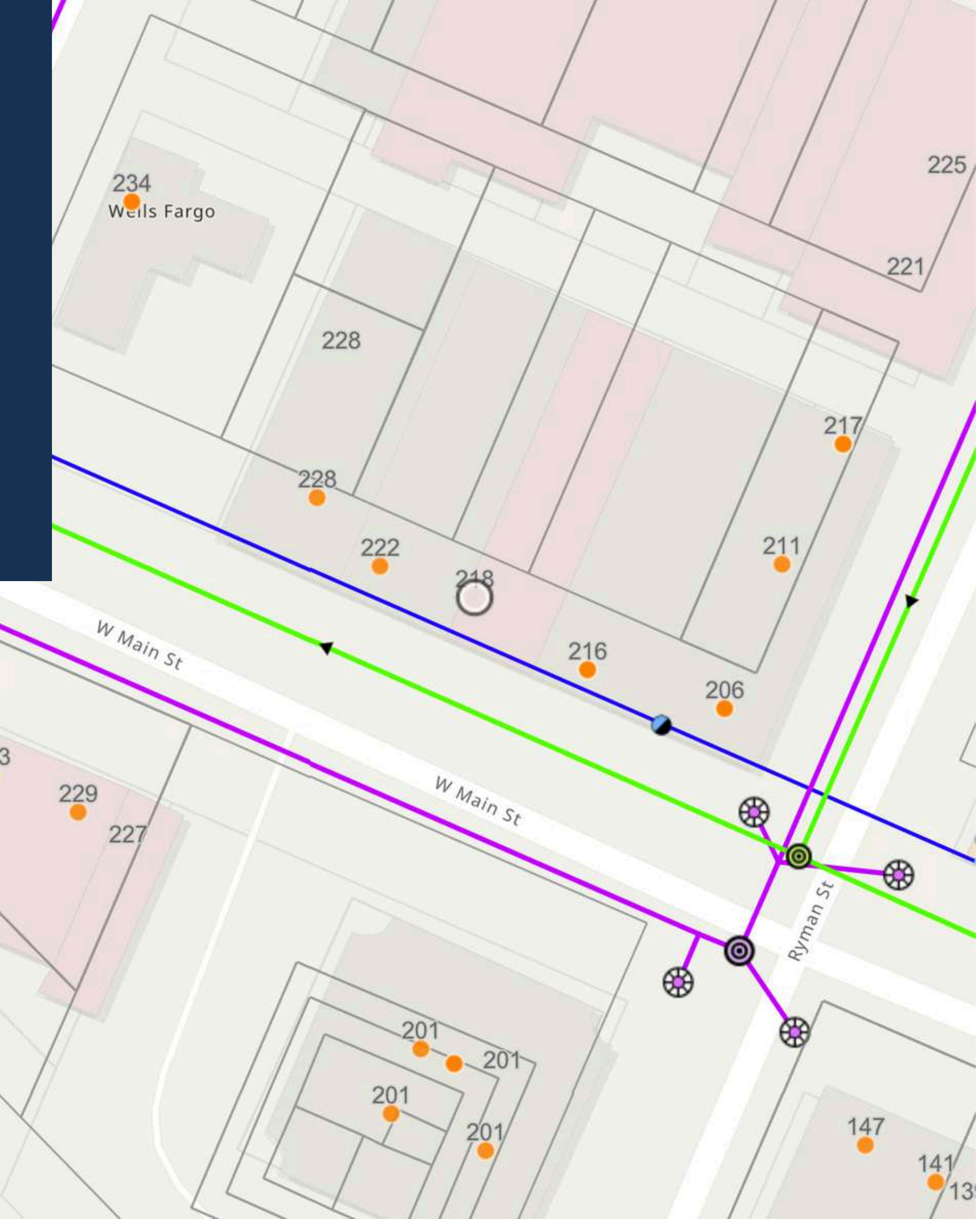


Zoning

City of Missoula

D-C (Downtown Core)

Link to Zoning Code



	Utilities
Water	City of Missoula
Wastewater	City of Missoula
Broadband	Blackfoot Communications (DSL; Fiber); CenturyLink; Grizzly Broadband; Spectrum; T-Mobile 5G Home Internet


MARKET OVERVIEW
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Missoula Retail Market Data | Q2 2026

LEASING ACTIVITY | RETAIL

	T12 Ending 6.30.25	T12 Ending 6.30.26	Change
County Average Lease Rate	$20.77	$20.05	-3.47%
Downtown Average Lease Rate	$21.33	$19.49	-8.63%
NNN Average	$6.42	$8.41	31.00%
County Vacancy	3.40%	3.48%	0.08%

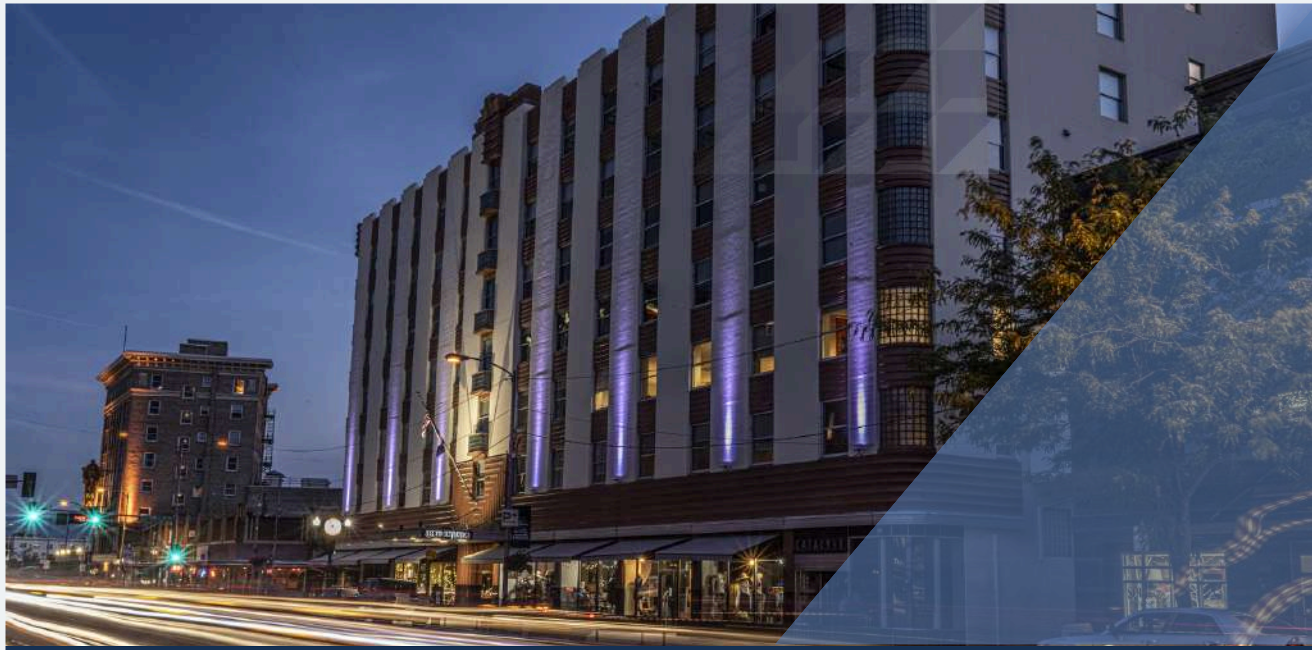
All data covers the trailing 12 months
*Weighted Average **Non-weighted Average
Lease data is based on NNN or NNN Equivalent

SALES ACTIVITY | RETAIL

	T12 Ending 6.30.25	T12 Ending 6.30.26	Change
County Average Sale Price PSF*	$376.46	$198.18	-47.36%
Condominium Average Sale Price PSF**	NA	$207.02	NA
Freestanding Average Sale Price PSF**	$405.46	$315.74	-22.13%
Days on Market	333	351	5.41%

RETAIL DEVELOPMENT PIPELINE

Construction	0 SF
Permitting	±22,093 SF
Planning	±254,000 SF
Completed YTD 2026	±16,214 SF



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Market Intel

Missoula Office Market Data | Q2 2026

LEASING ACTIVITY | OFFICE

	T12 Ending 6.30.25	T12 Ending 6.30.26	Change
County Average Lease Rate	$20.15	$17.27	-14.29%
Downtown Average Lease Rate	$20.99	$18.29	-12.86%
NNN Average	$7.50	$8.42	12.27%
County Vacancy	7.81%	8.41%	0.60%

SALES ACTIVITY | OFFICE

	T12 Ending 6.30.25	T12 Ending 6.30.26	Change
County Average Sale Price PSF*	$236.66	$243.23	2.78%
Condominium Average Sale Price PSF**	$331.91	$246.35	-25.78%
Freestanding Average Sale Price PSF**	$280.96	$252.07	-10.28%
Average Days on Market	170	267	+57%

All data covers the trailing 12 months
*Weighted Average **Non-weighted Average
Lease data is based on NNN or NNN Equivalent

OFFICE DEVELOPMENT PIPELINE

Construction	±1,101 SF
Permitting	±12,939 SF
Planning	±308,000 SF
Completed YTD 2026	±21,000 SF

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Market Intel

Missoula Air Service

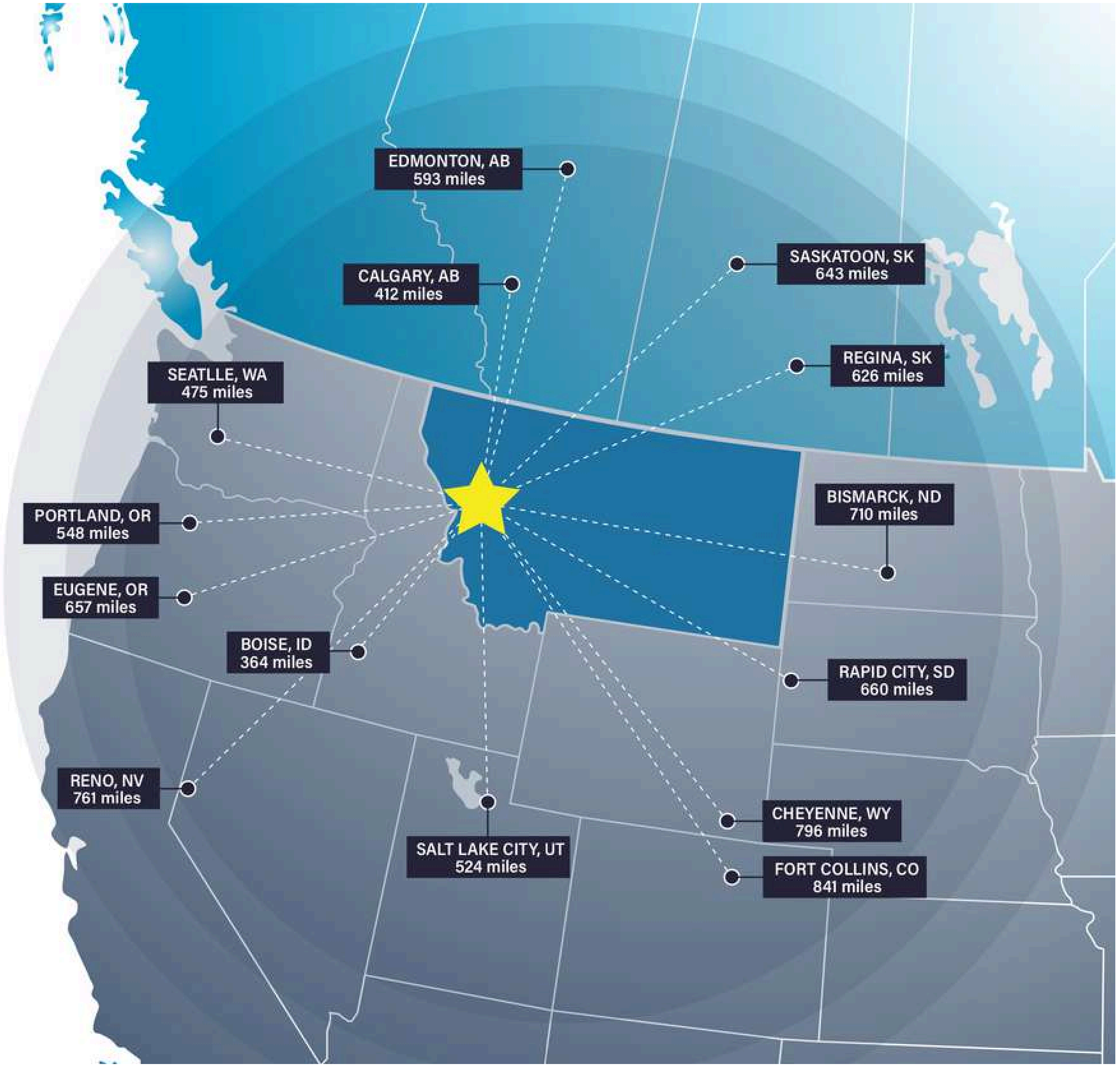
Missoula International Airport offers **direct flights** to major cities on the west coast and midwest.

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.



Top Employers

University of Montana
2,500+ employees

Missoula County Public Schools
1,200+ employees

Providence St. Patrick Hospital
1000+ employees

BNSF Railway
300+ employees

Community Medical Center
1000+ employees

Missoula County
500+ employees

City of Missoula
500+ employees

Allegiance Benefits
500+ employees

Noteworthy

Sun Mountain
Consumer Direct Care Network
Workiva
Alcom
MKC Montana Knife Co.
Pathlabs
ON X
Cognizant
atg advanced technology group
Submittable

Source: Montana Department of Labor & Industry | lmi.mt.gov & Zippia | zippia.com

ACCOLADES

#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
SmartAsset

PEOPLE

12.5% Population Growth - 2012-2022
Missoula ranks among highest net migration cities in the 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

Fast Growing GDP
The state of Montana had the 5th fastest growing GDP in the US from 2021 to 2025, ranking with power house states like Texas and Florida

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Brokerage Advisors

CONNOR MCMAHON

Commercial Real Estate Advisor

Connor McMahon specializes in retail transactions, market penetration strategies, and complex lease negotiations. With a transaction volume exceeding $150 million, Connor has successfully represented a diverse range of clients, from small businesses to Fortune 500 companies.

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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.