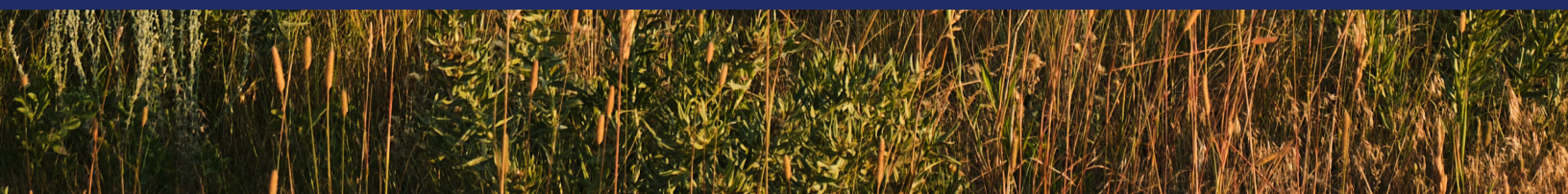




**COLDWELL BANKER
COMMERCIAL**
GREEN & GREEN

2023 Q3

REAL ESTATE
NEWSLETTER





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STOP BY OUR OFFICE
800 N. Last Chance Gulch



**COLDWELL BANKER
COMMERCIAL**
GREEN & GREEN

REAL ESTATE NEWSLETTER

Our one time boutique brokerage has strategically combined with Coldwell Banker Commercial, a national brand with much farther reach yet we maintain the local knowledge. Coldwell Banker Commercial Green and Green has the resources and insight to understand our market and the expertise to convert this knowledge into tangible value for each client. Our Professionals stand ready to help clients discover untapped Commercial real Estate market opportunities and to deliver a range of services designed to contribute value to their businesses. We service a number of businesses, investors, sellers and buyers. We also sell and help broker businesses and assist start-ups find their spaces. For more information or to see how we can help you give us a call.

Q3 HELENA AREA MARKET STATS

	MULTIFAMILY	LAND	OFFICE AND INDUSTRIAL	BUSINESSES	LEASE
ACTIVE LISTINGS	13	125	34	8	34
AVERAGE PRICE	\$798,608	\$525,076	\$1,391,407	\$934,375	\$1,121/mo
SOLD PROPERTIES	12	37	6	0	8

Helena Area MLS Stats. Between 07/01/2023 and 10/15/2023

MARKET UPDATE

As inflation slows, there appears to be a small amount of cooling in the demand for goods across the nation, however, we continued to have one of the best years in our local market. This is not uncommon for Montana to lag the national trends, but there still appears to be many people that are still looking to commercial real estate as an investment vehicle. The non-traditional lending and opportunities are doing the lion share of the getting the most done in the market and there continues to be additional support and signs that the Federal Reserve may slow on their aggressive increase in interest rates.

YEAR OVER YEAR COMPARISON

	MULTIFAMILY	LAND	OFFICE AND INDUSTRIAL	BUSINESSES	LEASE
2022 Q1-Q3					
AVERAGE DOM	31-60	31-60	365+	0	61-90
SOLD PROPERTIES	18	111	17	0	16
AVERAGE SALE PRICE	\$576,578	\$253,917	\$964,059	\$0	\$1,263/mo
2023 Q1-Q3					
AVERAGE DOM	31-60	0-30	365+	0	31-60
PENDING PROPERTIES	1	7	1	1	1
SOLD PROPERTIES	17	76	14	0	24
AVERAGE SALE PRICE	\$511,897	\$330,860	\$1,106,893	\$0	\$1,666/mo

Helena Area MLS Stats. Between 01/01/2022 and 10/15/2022, and 01/01/2023 and 10/15/2023



CONSUMER PRICE INDEX (CPI) GROWTH

Over the one-year period from September 2022 to September 2023, the Consumer Price Index, which measures the average change over time in the prices paid by urban consumers for a market basket of consumer goods and services, increased by 3.7%. This percentage indicates a notable rise in the general price level of goods and services, reflecting inflationary trends in the economy. But this is far lower than from 2021 to 2022 and indicates a slowing of growth.

RESILIENCE OF HELENA, MONTANA

Despite these inflationary pressures, Helena, Montana, has demonstrated economic resilience. This resilience could be attributed to various factors like the government as the primary employer, effective fiscal policies and slow to appreciate market and other regional economic strengths like the migration rate continues to help Helena withstand the broader economic challenges better than some other areas.

INCREASE IN CAPITALIZATION RATES (CAP RATES)

In response to the rising cost of money, which refers to the increased interest rates or borrowing costs, there has been a necessity to increase capitalization rates. The rise in these rates is due to the higher cost of borrowing and like kind investments producing higher returns.



TRENDS IN CONSTRUCTION

Helena is still seeing increases to the demand and construction that continues. There are several large projects that are currently being started and 4 new national credit restaurants that are moving to the area.

*Jersey Mike's | Chick Fil A | Chipotle
And another that I am not sure if I can disclose yet...*

HOUSING MARKET

The housing market also remains stable with the trailing 12 month data showing strong growth in prices below the median home price and slowing growth for the prices above the median home prices.

[READ FULL ARTICLE](#)

BRIGHTER DAYS AHEAD FOR RETAIL

In other news; we are seeing more and more of the local business owners look to retirement. This is now including the Restaurant 'Steve's Café' and many others. If you are interested in owning a small business we may have the one for you and we can assist in the process.

[READ FULL ARTICLE](#)



**COLDWELL BANKER
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2023 Q3

COMMERCIAL FOR SALE

LAND



Lot 27 S Alice St, Helena

12.7 acres
\$6,085,332

LAND



Lot 28 Alice St, Helena

9.1 acres
\$4,360,356

INDUSTRIAL



1805 Prospect Ave, Helena

18,640 sqft
\$2,990,000

BUSINESS



Fence Company for Sale

Includes inventory and equipment.
\$2,850,000

MULTIFAMILY



228 N. Davis St, Helena

17 fully furnished, remodeled units
\$2,599,000

BUSINESS



1225 Custer Ave E, Helena

Two turnkey locations
\$1,800,000

OFFICE



910 Helena Ave, Helena

15,684 sqft
\$1,700,000

MIXED USE



3196 Us 12, Helena

5.5 acre
\$1,600,000

OFFICE



608 N Last Chance Gulch, Helena

2,400 sqft
\$1,550,000



**COLDWELL BANKER
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2023 Q3

COMMERCIAL FOR SALE

INDUSTRIAL



1200 Bozeman St, Helena

24,000 sqft
\$1,449,000

MULTIFAMILY



3213 Cabernet Dr, Helena

4 condominiums
\$1,299,000

INDUSTRIAL



6 Virginia Rd, Montana City

6,720 sqft 1.31 acres
\$1,199,000

OFFICE



790 Colleen St, Helena

5,600 sqft
\$925,000

OFFICE



1720 9th Ave, Helena

17,424 sqft
\$775,000

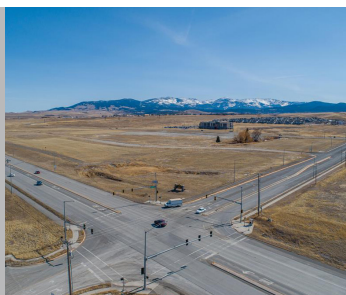
MULTIFAMILY



319 N. Rodney, Helena

Historic four-plex
\$675,000

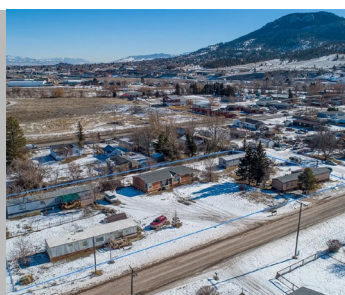
LAND



Lot 16 Jean Baucus St, Helena

1.29 acre
\$674,304

MIXED USE



1403 Spring St, Helena

1.15 acres, 5 manufactured homes
\$584,000

LAND



Lot 1 Queen Anns St, Helena

1.15 acres
\$576,425



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2023 Q3

SPACE FOR LEASE

MIXED USE



608 N Last Chance Gulch, Helena

5,150 sqft garage/storage space
\$5/sqft/yr

MIXED USE



240 E Lyndale Ave, Helena

Lower main floor space for lease
\$1,100/mo

OFFICE



2910 Prospect Ave, Helena

2,810 sqft medical suite for rent
Price Upon Request

LAND



East Helena

1.5 acres
\$1,500/mo

OFFICE



805 N Last Chance Gulch 1, Helena

803 sqft
\$950/mo

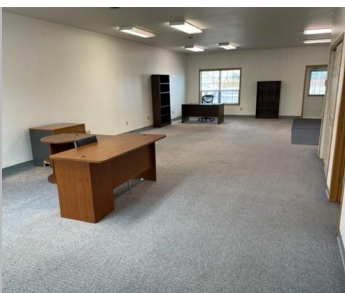
MIXED USE



3012 L Drive, Helena

2,350 sqft 20.36 acres
\$4,500/mo

OFFICE



4185 N Montana Unit 3, Helena

1,012 sqft
\$1,200/mo

OFFICE



2735 Colonial C, Helena

3,863 sqft
Price Upon Request

OFFICE



2620 Shodair Dr, Helena

6,800 sqft
Price Upon Request



**COLDWELL BANKER
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2023 Q3

SPACE FOR LEASE

INDUSTRIAL



250 Mill Rd, Helena

4,320 sqft greenhouse
\$1,200/mo

OFFICE



2 N Last Chance Gulch #11, Helena

737sqft
\$2,175/mo

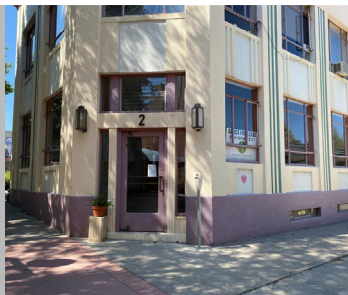
RETAIL



2024 Cromwell Dixon Ln, Helena

5,000 sqft
Price Upon Request

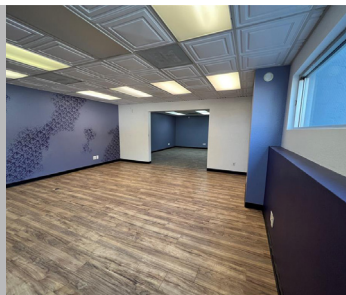
OFFICE



2 N Last Chance Gulch #1, Helena

9,465 sqft
\$3,475/mo

OFFICE



1900 N Last Chance Gulch #7

Large open concept office space
\$1,495/mo

OFFICE



1900 N Last Chance Gulch #9

11,712 sqft Bldg Total
\$1,100/mo

OFFICE



1900 N Last Chance Gulch #10

Upstairs office space
\$600/mo



COMMERCIAL REAL ESTATE EXPERTISE

In 2022 Green & Green franchised with Coldwell Banker Commercial. We can now give clients resources from a worldwide brokerage, while keeping our local feel and local expertise. In addition we have retained regional relationships that could only be fostered by two decades of hard work and trust.

LOCAL EXPERTISE WITH WORLDWIDE RESOURCES

Our brokerage has many of the brightest minds with expertise in Montana's commercial market – expertise that our clients demand to exceed their needs, and would not come across anywhere else. This competence shows in the sales, purchases, leases, analysis, and consulting we provide to create prolific outcomes for our clients.

REPRESENTING COMMERCIAL PROPERTY TYPES

Coldwell Banker Commercial® Green and Green pairs local expertise with global reach to offer intelligent solutions that help turn your goals into maximized returns. Our agents are extensively trained to recognize every economic opportunity and potential pitfall, ensuring that you're matched with the property that best suits your needs.

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