

NAR Commercial Real Estate Metro Market Report | 2022.Q1 Billings, MT

Core-Based Statistical Area Code: 13740

The Billings, MT commercial real estate market is not as strong compared to the overall U.S. market.
NAR Commercial Real Estate Market Conditions Index* 41.7

Overall economic conditions are stronger than nationally.
The apartment property market is not as strong than nationally.
The office property market is stronger than nationally.
The industrial property market is not as strong than nationally.
The retail property market is about the same than nationally.
The hotel/lodging property market is not as strong than nationally.

I. Economic and Demographic

Economic	Billings, MT			U.S.			
	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Total non-farm employment ('000)	88	89	85	149,912	150,352	143,308	
Y/Y chg.in nonfarm payroll employment ('000)	3	4	(1)	6,604	6,747	(6,644)	
Y/Y % chg. in nonfarm payroll employment	3.5%	4.3%	-0.6%	4.6%	4.7%	-4.4%	Job creation is weaker than nationally
Unemployment rate (%)	2.3%	2.7%	3.6%	3.6%	3.9%	6.0%	Unemployment rate is lower than nationally
Average weekly wages	\$805	\$850	\$848	\$1,099	\$1,092	\$1,049	
Wage growth, year-over-year	-5.0%	-2.7%	-3.6%	4.7%	5.2%	6.9%	Wages are rising at a slower pace than nationally
	2020	2019	2018	2020	2019	2018	
GDP growth (%)	-1.6%	-4.5%	1.0%	-3.4%	2.3%	2.9%	
	2020	2019	2018	2020	2019	2018	
Demographic							
Net domestic migration ('000)	1.7	1.0	0.5	0	0	0	Area is experiencing net domestic in-migration
Population ('000)	185	182	180	331,501	328,330	326,838	
Population growth (%)	1.57%	0.81%	0.42%	0.97%	0.46%	0.53%	Population is growing faster than nationally

II. Multifamily

Demand indicators	2022 Q1			2021 Q4			2021 Q1			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	2.4%	2.2%	2.3%	4.9%	4.8%	6.0%	5.8%	5.8%	6.0%	The area has a lower vacancy rate than nationally
Absorption of units over the quarter	(9)	(14)	18	58,097	61,951	187,113	58,097	61,951	187,113	
Absorption of units in past 12 months	(6)	21	130	568,362	697,378	498,721	568,362	697,378	498,721	
Absorption in past 12 months as % of inventory	-0.1%	0.4%	2.6%	3.3%	4.1%	3.0%	3.3%	4.1%	3.0%	The area has lower absorption than nationally
Market asking rent per unit	\$1,168	\$1,143	\$1,068	\$1,587	\$1,553	\$1,425	\$1,587	\$1,553	\$1,425	
Market asking rent per unit, y/y % chg	9.4%	9.9%	8.2%	11.4%	11.3%	2.4%	11.4%	11.3%	2.4%	
Effective rent per unit	\$1,164	\$1,140	\$1,066	\$1,578	\$1,543	\$1,406	\$1,578	\$1,543	\$1,406	
Effective rent per unit, y/y % chg	9.3%	10.0%	8.4%	12.2%	12.2%	1.8%	12.2%	12.2%	1.8%	Rents are rising more slowly than nationally
Rent as a percent of 2-person annual wage income	16.6%	15.4%	14.5%	16.5%	16.3%	15.4%	16.5%	16.3%	15.4%	Renting is less affordable than nationally
	2020	2019	2018	2020	2019	2018	2020	2019	2018	
Supply indicators										
Inventory	4,960	4,969	4,966	17,251,546	17,194,020	16,685,925	17,251,546	17,194,020	16,685,925	
Net delivered units in past 12 months	-	-	-	387,022	391,271	417,342	387,022	391,271	417,342	
Net delivered units, as % of inventory	-	-	-	2.2%	2.3%	2.5%	2.2%	2.3%	2.5%	
Units under construction	102	102	102	774,864	744,997	732,144	774,864	744,997	732,144	
Units under construction, as % of inventory	2.1%	2.1%	2.1%	4.5%	4.3%	4.4%	4.5%	4.3%	4.4%	Construction is weaker than nationally
Ratio of jobs created to net delivered units (as of latest available month of the quarter)	-	-	-	17.1	17.2	(15.9)	17.1	17.2	(15.9)	
	2020	2019	2018	2020	2019	2018	2020	2019	2018	
Sales transactions										
Total investment acquisitions (in million \$)	-	-	-	\$50,395	\$113,844	\$30,199	\$50,395	\$113,844	\$30,199	
Transaction sales price per unit	-	-	-	\$220,078	\$227,367	\$157,676	\$220,078	\$227,367	\$157,676	
Market cap rate	6.3%	6.3%	6.4%	5.1%	5.1%	5.2%	5.1%	5.1%	5.2%	Cap rates are higher than nationally

III. Office

Demand indicators	2022 Q1			2021 Q4			2021 Q1			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	5.1%	4.7%	5.4%	12.2%	12.1%	11.7%	12.2%	12.1%	11.7%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	(20,154)	153,070	(55,709)	3,410,230	11,127,334	(43,926,356)	3,410,230	11,127,334	(43,926,356)	
Absorption in sq.ft. over 12 months	20,540	(15,015)	(65,384)	5,610,472	(41,726,112)	(119,807,672)	5,610,472	(41,726,112)	(119,807,672)	The area has stronger absorption than nationally
Absorption in past 12 months as % of inventory	0.4%	-0.3%	-1.2%	0.1%	-0.6%	-1.7%	0.1%	-0.6%	-1.7%	
Market rent per sq.ft.	\$19.0	\$18.9	\$18.6	\$34.7	\$34.6	\$34.4	\$34.7	\$34.6	\$34.4	
Market rent growth, y/y % chg.	1.8%	1.6%	0.4%	0.8%	0.4%	-2.1%	0.8%	0.4%	-2.1%	Rents are rising faster than nationally
Y/Y chg.in professional/business services jobs ('000) (as of latest available month of the quarter)	(0.2)	0.4	0.5	1,153	1,161	(283)	1,153	1,161	(283)	Stronger office job creation than nationally
	2020	2019	2018	2020	2019	2018	2020	2019	2018	
Supply indicators										
Inventory in sq. ft.	5,649,658	5,669,812	5,629,118	7,256,351,232	7,252,931,072	7,250,434,560	7,256,351,232	7,252,931,072	7,250,434,560	
Net delivered over 12 months, in sq.ft.	5,000	5,000	-	54,741,303	57,123,296	47,997,877	54,741,303	57,123,296	47,997,877	
Net delivered units, as % of inventory	0.1%	0.1%	-	0.8%	0.8%	0.7%	0.8%	0.8%	0.7%	More delivered space relative to inventory than nationally
Under construction in sq.ft.	-	-	5,000	143,665,184	143,194,512	153,944,000	143,665,184	143,194,512	153,944,000	
Under construction, as % of inventory	-	-	0.1%	2.0%	2.0%	2.1%	2.0%	2.0%	2.1%	
	2020	2019	2018	2020	2019	2018	2020	2019	2018	
Sales transactions										
Total investment acquisitions (in million \$)	\$1	\$0	\$0	\$26,711	\$35,335	\$17,487	\$26,711	\$35,335	\$17,487	Sales transactions are rising faster than nationally
Transaction sale price per sq.ft.	\$179	\$349	\$310	\$324	\$295	\$325	\$324	\$295	\$325	Prices are not rising as fast than nationally
Market cap rate	8.9%	8.8%	8.9%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	Cap rates are higher than nationally

- Some data may not be available for the quarter

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Billings, MT

Core-Based Statistical Area Code:

13740

IV. Industrial

	Billings, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Demand indicators							
Vacancy rate	0.4%	1.4%	1.4%	4.1%	4.2%	5.3%	The area has lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	101,005	38,113	29,147	98,463,552	139,649,760	92,218,864	
Absorption in sq.ft. over 12 months	110,535	38,677	31,834	521,957,216	515,712,512	267,819,536	
Absorption in past 12 months as % of inventory	1.1%	0.4%	0.3%	3.1%	3.1%	1.6%	The area has lower absorption than nationally
Market rent per sq.ft.	\$7.4	\$7.3	\$7.0	\$10.2	\$9.9	\$9.2	
Market rent growth, y/y % chg.	6.6%	5.2%	3.3%	11.0%	9.3%	5.5%	Rent growth is slower than nationally
Supply indicators							
Inventory in sq. ft.	10,016,800	9,915,795	9,906,265	16,970,607,616	16,872,123,392	16,448,452,608	
Net delivered over 12 months, in sq.ft.	11,260	5,630	24,400	316,015,277	299,570,240	290,668,397	
Net delivered units, as % of inventory	0.1%	0.1%	0.2%	1.9%	1.8%	1.8%	Less deliveries relative to inventory than nationally
Under construction in sq.ft.	16,863	22,493	11,260	591,536,384	531,512,224	391,175,904	
Under construction, as % of inventory	0.2%	0.2%	0.1%	3.5%	3.2%	2.4%	Less delivered space relative to inventory than nationally
Sales transactions							
Total investment acquisitions (in million \$)	-	\$1	\$1	\$21,817	\$51,629	\$16,323	
Transaction sale price per sq.ft.	-	\$88	\$62	\$140	\$136	\$105	
Market cap rate	8.4%	8.3%	8.1%	6.3%	6.3%	6.3%	Cap rates are higher than nationally

V. Retail

	Billings, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Demand indicators							
Vacancy rate	0.8%	0.9%	2.1%	4.5%	4.7%	5.1%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	19,988	43,951	30,843	24,405,304	24,416,072	3,996,477	
Absorption in sq.ft. over 12 months	185,532	196,387	39,996	94,035,968	73,627,144	(22,757,808)	The area has stronger absorption than nationally
Absorption in past 12 months as % of inventory	1.6%	1.7%	0.4%	0.8%	0.7%	-0.2%	
Market rent per sq.ft.	\$13.4	\$13.2	\$13.0	\$22.9	\$22.6	\$22.0	
Market rent growth, y/y % chg.	3.0%	0.6%	-0.7%	3.9%	3.1%	1.1%	Rent growth is slower than nationally
Y/Y chg.in retail trade payroll employment ('000) (as of latest available month of the quarter)	-	-	-	570.90	382.90	(187.70)	
Supply indicators							
Inventory in sq. ft.	11,350,497	11,330,509	11,164,965	11,256,099,840	11,231,675,392	11,161,937,920	
Net delivered over 12 months, in sq.ft.	30,146	41,309	11,163	19,624,738	21,905,704	37,703,262	Relatively more units delivered than nationally
Net delivered units, as % of inventory	0.3%	0.4%	0.1%	0.2%	0.2%	0.3%	More delivered space relative to inventory than nationally
Under construction in sq.ft.	8,000	8,000	24,946	54,194,816	56,052,512	54,297,696	
Under construction, as % of inventory	0.1%	0.1%	0.2%	0.5%	0.5%	0.5%	Construction activity is slower than nationally
Sales transactions							
Total investment acquisitions (in million \$)	\$10	\$7	\$4	\$22,755	\$33,245	\$12,773	Sales transactions are rising faster than nationally
Transaction sale price per sq.ft.	\$169	\$128	\$39	\$219	\$226	\$182	Prices are rising faster nationally
Market cap rate	7.5%	7.7%	7.9%	6.8%	6.8%	6.8%	Cap rates are higher than nationally

VI. Hotel/Lodging

	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Leisure and hospitality payroll workers ('000)	12.7	12.2	11.2	14,939	14,804	12,876	
Y/Y change ('000)	1.5	1.4	(0.8)	2,063.0	2,337.0	(2,869.0)	Job creation in the leisure industry is weaker than nationally
% share to nonfarm payroll employment	14.4%	13.7%	13.2%	10.0%	9.8%	9.0%	Higher fraction of workers in leisure industry than nationally

- Some data may not be available for the quarter

Sources of data used: CoStar®, US Census Bureau, US Bureau of Labor Statistics, and US Bureau of Economic Analysis.

*An index below 50 means local market conditions are weaker than nationally, above 50 means local market conditions are stronger, and 50 means local market conditions are about the same as nationally.

NAR derived the index by assigning 1 point for each indicator where local market conditions are better than the national (US) condition.

The total points for each local market are divided by the number of variables that are available at the local area, with 25 indicators if all the data are available. The fraction is multiplied by 100 to get the index.

Economic data may not be available for all markets. In some submarkets or metropolitan divisions (e.g., Long Island) reported by CoStar®, the economic data that is reported (e.g. employment) is of the metropolitan area

(New York-Newark-Jersey City). The 390 markets in this report are based on the CoStar® market areas.

NAR reserves the right to add new variables or drop variables that comprise the index based on its analysis of variables that impact market trends.

Market cap rate is based on CoStar proprietary model that is based on both sales transaction cap rates and modeled cap rates based on characteristics of comparable properties in the geographic area.

Data may not be available for some markets or property types.

For information about this report, email data@nar.realtor.

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NAR Commercial Real Estate Metro Market Report | 2022.Q1

Great Falls, MT

Core-Based Statistical Area Code:

24500

The Great Falls, MT commercial real estate market is not as strong compared to the overall U.S. market.

NAR Commercial Real Estate Market Conditions Index*

37.5

Overall economic conditions are stronger than nationally.
 The apartment property market is not as strong than nationally.
 The office property market is stronger than nationally.
 The industrial property market is about the same than nationally.
 The retail property market is not as strong than nationally.
 The hotel/lodging property market is not as strong than nationally.

I. Economic and Demographic

Economic	Great Falls, MT			U.S.			
	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Total non-farm employment ('000)	35	36	35	149,912	150,352	143,308	
Y/Y chg.in nonfarm payroll employment ('000)	1	1	(1)	6,604	6,747	(6,644)	
Y/Y % chg. in nonfarm payroll employment	1.4%	3.4%	-1.7%	4.6%	4.7%	-4.4%	Job creation is weaker than nationally
Unemployment rate (%)	2.4%	2.8%	3.7%	3.6%	3.9%	6.0%	Unemployment rate is lower than nationally
Average weekly wages	\$945	\$947	\$831	\$1,099	\$1,092	\$1,049	
Wage growth, year-over-year	13.7%	9.2%	10.0%	4.7%	5.2%	6.9%	Wages are rising faster than nationally
	2020	2019	2018	2020	2019	2018	
GDP growth (%)	-2.9%	-2.4%	0.5%	-3.4%	2.3%	2.9%	
	2020	2019	2018	2020	2019	2018	
Demographic							
Net domestic migration ('000)	(0.3)	(0.6)	(0.1)	0	0	0	Area is experiencing net domestic out-migration
Population ('000)	84	81	82	331,501	328,330	326,838	
Population growth (%)	3.61%	-0.44%	0.03%	0.97%	0.46%	0.53%	Population is growing faster than nationally

II. Multifamily

Demand indicators	Great Falls, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	1.2%	1.5%	1.7%	4.9%	4.8%	6.0%	The area has a lower vacancy rate than nationally
Absorption of units over the quarter	4	2	7	58,097	61,951	187,113	
Absorption of units in past 12 months	7	10	22	568,362	697,378	498,721	
Absorption in past 12 months as % of inventory	0.4%	0.6%	1.3%	3.3%	4.1%	3.0%	The area has lower absorption than nationally
Market asking rent per unit	\$854	\$834	\$812	\$1,587	\$1,553	\$1,425	
Market asking rent per unit, y/y % chg	5.2%	4.6%	3.6%	11.4%	11.3%	2.4%	
Effective rent per unit	\$851	\$832	\$810	\$1,578	\$1,543	\$1,406	
Effective rent per unit, y/y % chg	5.1%	4.5%	3.9%	12.2%	12.2%	1.8%	Rents are rising more slowly than nationally
Rent as a percent of 2-person annual wage income	10.4%	10.1%	11.2%	16.5%	16.3%	15.4%	Renting is more affordable than nationally
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Supply indicators							
Inventory	1,684	1,680	1,676	17,251,546	17,194,020	16,685,925	
Net delivered units in past 12 months	-	-	-	387,022	391,271	417,342	
Net delivered units, as % of inventory	-	-	-	2.2%	2.3%	2.5%	
Units under construction	-	-	-	774,864	744,997	732,144	
Units under construction, as % of inventory	-	-	-	4.5%	4.3%	4.4%	
Ratio of jobs created to net delivered units (as of latest available month of the quarter)	-	-	-	17.1	17.2	(15.9)	
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Sales transactions							
Total investment acquisitions (in million \$)	\$1	-	-	\$50,395	\$113,844	\$30,199	
Transaction sales price per unit	\$130,000	-	-	\$220,078	\$227,367	\$137,676	
Market cap rate	6.9%	6.9%	6.9%	5.1%	5.1%	5.2%	Cap rates are higher than nationally

III. Office

Demand indicators	Great Falls, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	10.4%	11.4%	10.2%	12.2%	12.1%	11.7%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	26,533	(3,192)	2,152	3,410,230	11,127,334	(43,926,356)	
Absorption in sq.ft. over 12 months	9,338	(15,043)	(46,037)	5,610,472	(41,726,112)	(119,807,672)	
Absorption in past 12 months as % of inventory	0.4%	-0.7%	-2.0%	0.1%	-0.6%	-1.7%	The area has stronger absorption than nationally
Market rent per sq.ft.	\$16.2	\$16.1	\$15.9	\$34.7	\$34.6	\$34.4	
Market rent growth, y/y % chg.	1.7%	1.5%	0.8%	0.8%	0.4%	-2.1%	Rents are rising faster than nationally
Y/Y chg.in professional/business services jobs ('000) (as of latest available month of the quarter)	(0.1)	0.0	(0.2)	1,153	1,161	(283)	Stronger office job creation than nationally
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Supply indicators							
Inventory in sq. ft.	2,336,709	2,310,176	2,327,371	7,256,351,232	7,252,931,072	7,250,434,560	
Net delivered over 12 months, in sq.ft.	17,146	17,146	-	54,741,303	57,123,296	47,997,877	
Net delivered units, as % of inventory	0.7%	0.7%	-	0.8%	0.8%	0.7%	More delivered space relative to inventory than nationally
Under construction in sq.ft.	-	-	17,146	143,665,184	143,194,512	153,944,000	
Under construction, as % of inventory	-	-	0.7%	2.0%	2.0%	2.1%	
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Sales transactions							
Total investment acquisitions (in million \$)	\$0	\$0	\$0	\$26,711	\$35,335	\$17,487	
Transaction sale price per sq.ft.	\$0	\$0	\$0	\$324	\$295	\$325	
Market cap rate	9.0%	9.0%	9.1%	7.0%	7.0%	7.0%	Cap rates are higher than nationally

- Some data may not be available for the quarter

NAR Commercial Real Estate Metro Market Report | 2022.Q1

Great Falls, MT

Core-Based Statistical Area Code:

24500

IV. Industrial

	Great Falls, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Demand indicators							
Vacancy rate	2.6%	2.6%	7.2%	4.1%	4.2%	5.3%	The area has lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	0	56,692	(27,112)	98,463,552	139,649,760	92,218,864	
Absorption in sq.ft. over 12 months	83,921	56,809	(46,519)	521,957,216	515,712,512	267,819,536	
Absorption in past 12 months as % of inventory	4.7%	3.2%	-2.8%	3.1%	3.1%	1.6%	The area has stronger absorption than nationally
Market rent per sq.ft.	\$7.9	\$7.8	\$7.4	\$10.2	\$9.9	\$9.2	
Market rent growth, y/y % chg.	7.1%	5.7%	3.2%	11.0%	9.3%	5.5%	Rent growth is slower than nationally
Supply indicators							
Inventory in sq. ft.	1,771,401	1,771,401	1,687,480	16,970,607,616	16,872,123,392	16,448,452,608	
Net delivered over 12 months, in sq.ft.	-	-	9,000	316,015,277	299,570,240	290,668,397	
Net delivered units, as % of inventory	-	-	0.5%	1.9%	1.8%	1.8%	
Under construction in sq.ft.	-	-	-	591,536,384	531,512,224	391,175,904	
Under construction, as % of inventory	-	-	-	3.5%	3.2%	2.4%	
Sales transactions							
Total investment acquisitions (in million \$)	\$1	\$3	-	\$21,817	\$51,629	\$16,323	
Transaction sale price per sq.ft.	\$44	\$48	-	\$140	\$136	\$105	
Market cap rate	8.5%	8.4%	8.2%	6.3%	6.3%	6.3%	Cap rates are higher than nationally

V. Retail

	Great Falls, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Demand indicators							
Vacancy rate	7.1%	7.2%	5.8%	4.5%	4.7%	5.1%	The area has a higher vacancy rate than nationally
Absorption in sq.ft. over the quarter	1,368	(15,334)	(64,062)	24,405,304	24,416,072	3,996,477	
Absorption in sq.ft. over 12 months	(64,114)	(129,544)	(63,839)	94,035,968	73,627,144	(22,757,808)	The area has lower absorption than nationally
Absorption in past 12 months as % of inventory	-1.4%	-2.9%	-1.4%	0.8%	0.7%	-0.2%	
Market rent per sq.ft.	\$12.4	\$12.2	\$12.0	\$22.9	\$22.6	\$22.0	
Market rent growth, y/y % chg.	2.9%	2.0%	0.3%	3.9%	3.1%	1.1%	Rent growth is slower than nationally
Y/Y chg.in retail trade payroll employment ('000) (as of latest available month of the quarter)	-	-	-	570.90	382.90	(187.70)	
Supply indicators							
Inventory in sq. ft.	4,522,715	4,521,347	4,586,829	11,256,099,840	11,231,675,392	11,161,937,920	
Net delivered over 12 months, in sq.ft.	-	-	-	19,624,738	21,905,704	37,703,262	
Net delivered units, as % of inventory	-	-	-	0.2%	0.2%	0.3%	
Under construction in sq.ft.	-	-	-	54,194,816	56,052,512	54,297,696	
Under construction, as % of inventory	-	-	-	0.5%	0.5%	0.5%	
Sales transactions							
Total investment acquisitions (in million \$)	\$10	\$0	\$1	\$22,755	\$33,245	\$12,773	Sales transactions are rising faster than nationally
Transaction sale price per sq.ft.	\$139	\$185	\$89	\$219	\$226	\$182	Prices are rising faster nationally
Market cap rate	7.4%	7.4%	7.3%	6.8%	6.8%	6.8%	Cap rates are higher than nationally

VI. Hotel/Lodging

	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Leisure and hospitality payroll workers ('000)	4.7	4.7	4.3	14,939	14,804	12,876	
Y/Y change ('000)	0.4	0.4	(0.4)	2,063.0	2,337.0	(2,869.0)	Job creation in the leisure industry is weaker than nationally
% share to nonfarm payroll employment	13.3%	12.9%	12.3%	10.0%	9.8%	9.0%	Higher fraction of workers in leisure industry than nationally

- Some data may not be available for the quarter

Sources of data used: CoStar®, US Census Bureau, US Bureau of Labor Statistics, and US Bureau of Economic Analysis.

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NAR reserves the right to add new variables or drop variables that comprise the index based on its analysis of variables that impact market trends.

Market cap rate is based on CoStar proprietary model that is based on both sales transaction cap rates and modeled cap rates based on characteristics of comparable properties in the geographic area.

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For information about this report, email data@nar.realtor.

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NAR Commercial Real Estate Metro Market Report | 2022.Q1

Missoula, MT

Core-Based Statistical Area Code:

33540

The Missoula, MT commercial real estate market is not as strong compared to the overall U.S. market.

NAR Commercial Real Estate Market Conditions Index*

41.7

Overall economic conditions are not as strong than nationally.
 The apartment property market is not as strong than nationally.
 The office property market is stronger than nationally.
 The industrial property market is not as strong than nationally.
 The retail property market is about the same than nationally.
 The hotel/lodging property market is about the same than nationally.

I. Economic and Demographic

Economic	Missoula, MT			U.S.			
	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Total non-farm employment ('000)	64	65	62	149,912	150,352	143,308	
Y/Y chg.in nonfarm payroll employment ('000)	2	3	(1)	6,604	6,747	(6,644)	
Y/Y % chg. in nonfarm payroll employment	3.6%	5.0%	-1.9%	4.6%	4.7%	-4.4%	Job creation is weaker than nationally
Unemployment rate (%)	2.5%	2.9%	3.7%	3.6%	3.9%	6.0%	Unemployment rate is lower than nationally
Average weekly wages	\$826	\$861	\$830	\$1,099	\$1,092	\$1,049	
Wage growth, year-over-year	-0.4%	3.0%	8.1%	4.7%	5.2%	6.9%	Wages are rising at a slower pace than nationally
	2020	2019	2018	2020	2019	2018	
GDP growth (%)	-2.1%	2.5%	0.9%	-3.4%	2.3%	2.9%	
	2020	2019	2018	2020	2019	2018	
Demographic							
Net domestic migration ('000)	1.2	0.6	0.6	0	0	0	Area is experiencing net domestic in-migration
Population ('000)	118	120	119	331,501	328,330	326,838	
Population growth (%)	-1.52%	0.93%	0.75%	0.97%	0.46%	0.53%	Population growth is slower than nationally

II. Multifamily

Demand indicators	Missoula, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	3.9%	3.5%	3.7%	4.9%	4.8%	6.0%	The area has a lower vacancy rate than nationally
Absorption of units over the quarter	(18)	(1)	12	58,097	61,951	187,113	
Absorption of units in past 12 months	(9)	21	161	568,362	697,378	498,721	
Absorption in past 12 months as % of inventory	-0.2%	0.6%	4.4%	3.3%	4.1%	3.0%	The area has lower absorption than nationally
Market asking rent per unit	\$1,218	\$1,205	\$1,107	\$1,587	\$1,553	\$1,425	
Market asking rent per unit, y/y % chg	10.1%	11.2%	11.4%	11.4%	11.3%	2.4%	
Effective rent per unit	\$1,214	\$1,200	\$1,103	\$1,578	\$1,543	\$1,406	
Effective rent per unit, y/y % chg	10.0%	11.1%	11.7%	12.2%	12.2%	1.8%	Rents are rising more slowly than nationally
Rent as a percent of 2-person annual wage income	16.9%	16.0%	15.3%	16.5%	16.3%	15.4%	Renting is less affordable than nationally
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Supply indicators							
Inventory	3,688	3,706	3,697	17,251,546	17,194,020	16,685,925	
Net delivered units in past 12 months	-	-	87	387,022	391,271	417,342	
Net delivered units, as % of inventory	-	-	2.4%	2.2%	2.3%	2.5%	
Units under construction	102	102	102	774,864	744,997	732,144	
Units under construction, as % of inventory	2.8%	2.8%	2.8%	4.5%	4.3%	4.4%	Construction is weaker than nationally
Ratio of jobs created to net delivered units (as of latest available month of the quarter)	-	-	(13.8)	17.1	17.2	(15.9)	
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Sales transactions							
Total investment acquisitions (in million \$)	\$1	\$18	\$0	\$50,395	\$113,844	\$30,199	Sales transactions are rising faster than nationally
Transaction sales price per unit	\$230,000	\$255,737	\$56,856	\$220,078	\$227,367	\$157,676	Prices are rising faster nationally
Market cap rate	5.9%	5.9%	6.2%	5.1%	5.1%	5.2%	Cap rates are higher than nationally

III. Office

Demand indicators	Missoula, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	4.3%	4.7%	4.8%	12.2%	12.1%	11.7%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	17,518	26,605	18,041	3,410,230	11,127,334	(43,926,356)	
Absorption in sq.ft. over 12 months	18,929	19,452	33,368	5,610,472	(41,726,112)	(119,807,672)	
Absorption in past 12 months as % of inventory	0.5%	0.5%	0.9%	0.1%	-0.6%	-1.7%	The area has stronger absorption than nationally
Market rent per sq.ft.	\$24.0	\$23.9	\$23.5	\$34.7	\$34.6	\$34.4	
Market rent growth, y/y % chg.	1.9%	1.8%	0.8%	0.8%	0.4%	-2.1%	Rents are rising faster than nationally
Y/Y chg.in professional/business services jobs ('000) (as of latest available month of the quarter)	0.1	0.7	(0.1)	1,153	1,161	(283)	Stronger office job creation than nationally
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Supply indicators							
Inventory in sq. ft.	3,673,221	3,655,703	3,654,292	7,256,351,232	7,252,931,072	7,250,434,560	
Net delivered over 12 months, in sq.ft.	-	-	49,600	54,741,303	57,123,296	47,997,877	
Net delivered units, as % of inventory	-	-	1.4%	0.8%	0.8%	0.7%	
Under construction in sq.ft.	-	-	-	143,665,184	143,194,512	153,944,000	
Under construction, as % of inventory	-	-	-	2.0%	2.0%	2.1%	
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Sales transactions							
Total investment acquisitions (in million \$)	\$1	\$9	\$0	\$26,711	\$35,335	\$17,487	
Transaction sale price per sq.ft.	\$238	\$153	\$0	\$324	\$295	\$325	
Market cap rate	8.4%	8.4%	8.6%	7.0%	7.0%	7.0%	Cap rates are higher than nationally

- Some data may not be available for the quarter

NAR Commercial Real Estate Metro Market Report | 2022.Q1

Missoula, MT

Core-Based Statistical Area Code:

33540

IV. Industrial

	Missoula, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Demand indicators							
Vacancy rate	0.7%	0.5%	2.0%	4.1%	4.2%	5.3%	The area has lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	(5,400)	(5,100)	98,794	98,463,552	139,649,760	92,218,864	
Absorption in sq.ft. over 12 months	59,666	163,860	136,110	521,957,216	515,712,512	267,819,536	
Absorption in past 12 months as % of inventory	1.7%	4.7%	4.0%	3.1%	3.1%	1.6%	The area has lower absorption than nationally
Market rent per sq.ft.	\$8.7	\$8.5	\$8.1	\$10.2	\$9.9	\$9.2	
Market rent growth, y/y % chg.	6.8%	5.5%	3.1%	11.0%	9.3%	5.5%	Rent growth is slower than nationally
Supply indicators							
Inventory in sq. ft.	3,483,376	3,488,776	3,423,710	16,970,607,616	16,872,123,392	16,448,452,608	
Net delivered over 12 months, in sq.ft.	14,040	14,040	42,000	316,015,277	299,570,240	290,668,397	
Net delivered units, as % of inventory	0.4%	0.4%	1.2%	1.9%	1.8%	1.8%	Less deliveries relative to inventory than nationally
Under construction in sq.ft.	10,000	10,000	14,040	591,536,384	531,512,224	391,175,904	
Under construction, as % of inventory	0.3%	0.3%	0.4%	3.5%	3.2%	2.4%	Less delivered space relative to inventory than nationally
Sales transactions							
Total investment acquisitions (in million \$)	\$8	\$2	-	\$21,817	\$51,629	\$16,323	
Transaction sale price per sq.ft.	\$75	\$158	-	\$140	\$136	\$105	
Market cap rate	8.3%	8.2%	8.0%	6.3%	6.3%	6.3%	Cap rates are higher than nationally

V. Retail

	Missoula, MT			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Demand indicators							
Vacancy rate	2.1%	2.3%	2.1%	4.5%	4.7%	5.1%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	24,019	11,275	(2,159)	24,405,304	24,416,072	3,996,477	
Absorption in sq.ft. over 12 months	15,050	(11,128)	(27,908)	94,035,968	73,627,144	(22,757,808)	
Absorption in past 12 months as % of inventory	0.2%	-0.2%	-0.4%	0.8%	0.7%	-0.2%	The area has lower absorption than nationally
Market rent per sq.ft.	\$15.2	\$15.1	\$14.7	\$22.9	\$22.6	\$22.0	
Market rent growth, y/y % chg.	3.4%	2.8%	1.2%	3.9%	3.1%	1.1%	Rent growth is slower than nationally
Y/Y chg.in retail trade payroll employment ('000) (as of latest available month of the quarter)	-	-	-	570.90	382.90	(187.70)	
Supply indicators							
Inventory in sq. ft.	6,560,417	6,536,398	6,545,367	11,256,099,840	11,231,675,392	11,161,937,920	
Net delivered over 12 months, in sq.ft.	10,000	-	-	19,624,738	21,905,704	37,703,262	
Net delivered units, as % of inventory	0.2%	-	-	0.2%	0.2%	0.3%	Less delivered space relative to inventory than nationally
Under construction in sq.ft.	-	10,000	-	54,194,816	56,052,512	54,297,696	
Under construction, as % of inventory	-	0.2%	-	0.5%	0.5%	0.5%	
Sales transactions							
Total investment acquisitions (in million \$)	\$1	\$2	-	\$22,755	\$33,245	\$12,773	
Transaction sale price per sq.ft.	\$311	\$237	-	\$219	\$226	\$182	
Market cap rate	6.6%	6.6%	6.6%	6.8%	6.8%	6.8%	Cap rates are lower than nationally
VI. Hotel/Lodging							
Leisure and hospitality payroll workers ('000)	7.3	7.3	7.1	14,939	14,804	12,876	
Y/Y change ('000)	0.2	0.4	(0.8)	2,063.0	2,337.0	(2,869.0)	Job creation in the leisure industry is stronger than nationally
% share to nonfarm payroll employment	11.5%	11.3%	11.5%	10.0%	9.8%	9.0%	Higher fraction of workers in leisure industry than nationally

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