

SALE

10011 GATEWAY ROAD | LOLO, MT 59847

Mobile Home & RV Park + Commercial Development Parcel with Highway Frontage



TOTAL SALE PRICE \$7,500,000 (Both Lots)

Kelsey Ward
(406) 544-7772
kelsey@cbcmt.com

J. Michael Joki
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mike@cbcmt.com

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**DREW WARD
WARNE**



OFFERING SUMMARY*

SALE PRICE	\$7,500,000
ADDRESS:	10011 Gateway Rd Lolo, MT 59847
SIZE:	12.17-acres
ZONING:	UnZoned

TRACT C

PRICE:	\$7,000,000
SIZE:	11.17-acres

LOT 8C

PRICE:	\$500,000
SIZE:	1-acre

STABLE CASH FLOW MEETS FUTURE DEVELOPMENT OPPORTUNITY

Positioned along the highly traveled US Highway 93 corridor in Lolo, Montana, this rare investment opportunity combines an established (Tract C) 11.17-acre mobile home and RV park with a separate (Lot 8C) 1-acre commercial parcel offering outstanding highway frontage/exposure and long-term development potential. Located just 10 minutes south of Missoula at the gateway to the rapidly growing Bitterroot Valley, the property benefits from one of Western Montana's busiest transportation corridors and provides diversified income with future upside.

Family-owned and maintained for approximately 44 years, the offering consists of two contiguous parcels totaling 12.17 acres. The mobile home community includes 29 individually metered mobile-home sites, a 900 SF, 2-bedroom/1-bath single-family residence, and 23 year-round full-hookup RV sites. Occupancy remains 98%, with the only vacancy intentional for maintenance of pump house. All tenants are currently on month-to-month leases, providing immediate value-add potential through future rent adjustments to market rates.

The property's commercial frontage offers exceptional visibility for retail, office, service, or mixed-use development, while the established mobile home/RV park provides stable rental income and addresses the region's ongoing demand for affordable housing. The combination of commercial development potential and residential income creates a diversified investment with multiple revenue streams.

**Available to purchase together or individually.*

**For more details on each individual lot, see pages 6-8 (Tract C) & pages 8-11 (Lot 8C).*

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2 PARCELS OFFERED TOGETHER OR INDIVIDUALLY

The mobile/RV park (Tract C) features generously sized sites with dedicated parking, excess irrigated open green space, shop, pump house with shower/restroom facilities, an additional RV pump house, and private utility infrastructure served by two wells producing approximately 150 gallons per minute, offering capacity for future site reconfiguration or expansion, subject to applicable approvals.

The separate (Lot 8C) 1-acre commercial parcel offers approximately 320 feet of frontage on US Highway 93, with exposure to approximately 19,545 vehicles per day (AADT 2026). The parcel currently generates passive income through a billboard lease and storage shed ground lease while offering exceptional potential for future commercial development, owner-user occupancy, or build-to-suit opportunities. Public water (1) hook-up is available, providing additional flexibility for future improvements.

This is a rare opportunity to acquire a well-established, income-producing asset with multiple revenue streams, exceptional highway exposure, and significant long-term upside in one of Western Montana's strongest growth markets.

INVESTMENT HIGHLIGHTS

- Month-to-month leases across 52 sites allow immediate mark-to-market rent adjustments
- 1-AC commercial lot with excellent exposure of $\pm 19,545$ VPD
- Billboard and storage shed ground leases provide passive income with renegotiation potential
- Two wells at ± 150 GPM support site reconfiguration or added density, subject to approvals
- ± 1.36 -AC of open green space offers infill expansion potential
- Affordable housing demand in the Bitterroot Valley supports sustained occupancy and rent floor
- Highway 93 frontage positions the commercial parcel for build-to-suit or owner-user premium

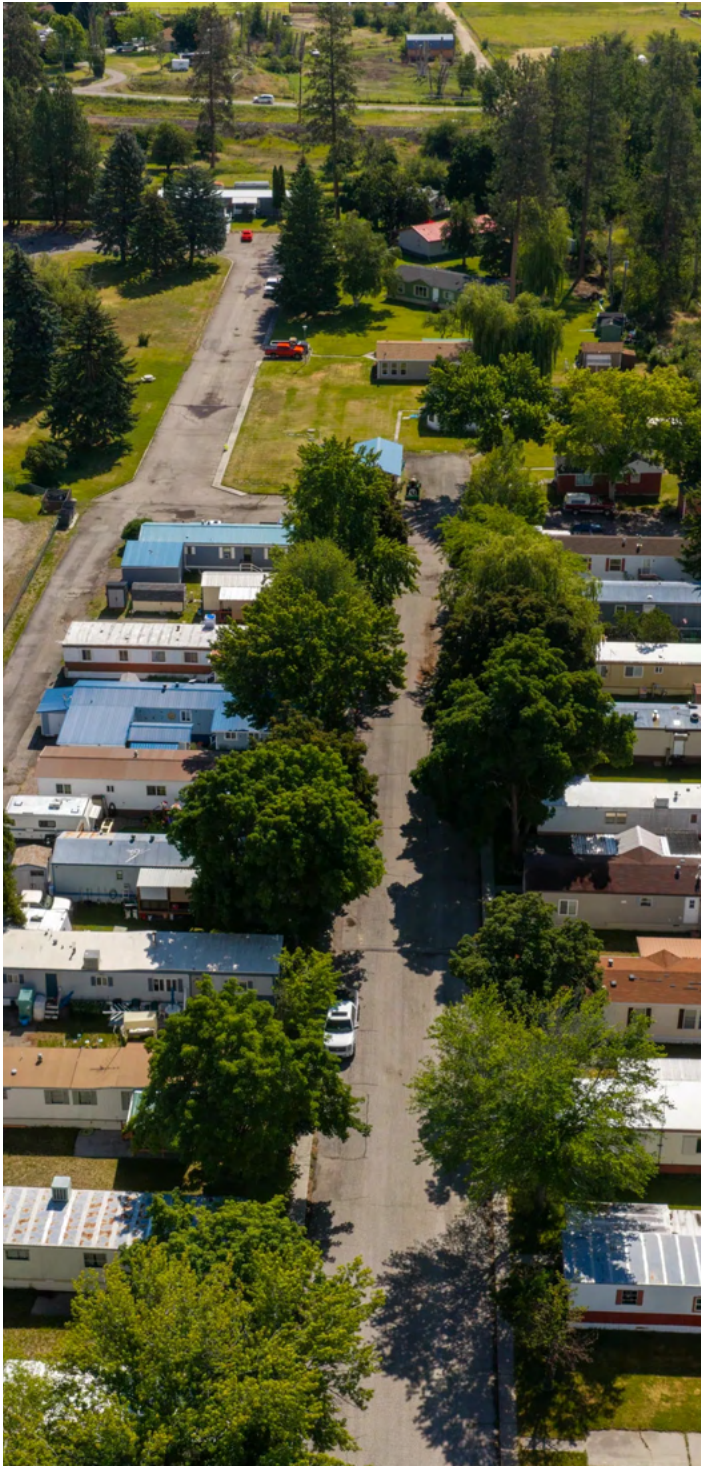


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INVESTMENT OVERVIEW

Sale Price (both lots)	\$7,500,000
CAP Rate	4.46%

OPERATING DATA

Gross Income	\$479,926
Operating Expenses	\$145,776
Net Operating Income (NOI)	\$334,150

This is a high-performing park with income generated from 29 mobile home spaces, 23 RV spaces, 1 residence, lot rent from the 1-acre commercial site on Hwy 93, and from the off-premise sign pad area on the commercial site.

With operating expenses at 30% of the effective gross income your net operating income remains strong over the life of this investment.

**All detailed financial, rent roll, & lease documents are available upon request with a signed non-disclosure agreement (NDA), see attached.*

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LOCATION

10011 GATEWAY ROAD

Lolo, MT 59847



Located just 10 minutes south of Missoula, Lolo serves as the primary gateway between Missoula and the rapidly growing Bitterroot Valley, exposing the property to consistent commuter, tourism, and commercial traffic. US Highway 93 is the region's main north-south transportation corridor connecting Missoula, Lolo, Florence, Stevensville, Hamilton, and beyond, making this an ideal location for businesses seeking maximum exposure and convenience.

Surrounding the property are a variety of established businesses and services, including Lolo Hardware, Tractor Supply Co., Sport Land Trailer & RV Sales, Lolo Peak Storage, fuel stations, restaurants, and neighborhood retail, reinforcing the area's strong commercial presence and steady customer base.

With continued population growth throughout Missoula County and the Bitterroot Valley, limited highway commercial inventory, and increasing demand for workforce housing, this property offers investors a compelling opportunity to own a strategically located asset with existing cash flow and future development upside.

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TRACT C

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MOBILE HOME / RV PARK

- 98% occupancy; all tenants on month-to-month leases, providing immediate upside through future rent adjustments
- Generously sized mobile home sites are complete with dedicated parking. (20 sites: approx. 0.08–0.12 acres & 9 sites: approx. 0.25–0.50 acres)
- 1.36-acre fully irrigated community green space
- Existing pump house with shower/restroom facilities, provides flexibility for future short-term camping operations
- Private well & septic with (2) wells producing approx. 150 GPM, offering infrastructure capacity for potential future reconfiguration or expansion, subject to applicable approvals

OFFERING SUMMARY

PRICE: **\$7,000,000**

LOT SIZE: 11.17 Acres

GEOCODE: 04-2092-35-2-03-01-0000

TAXES (2025): \$22,482.24

MOBILE HOME LOTS: 29 (individually metered)

RV LOTS (YEAR-ROUND): 23 (single meter)

IMPROVEMENTS: 2-bd/ 1-ba Home (900 SF)
Shop (420 SF)
Pump/Shower House (240 SF)
& Dedicated RV Pump House

WATER/SEWER: (2) Private Wells & Septic

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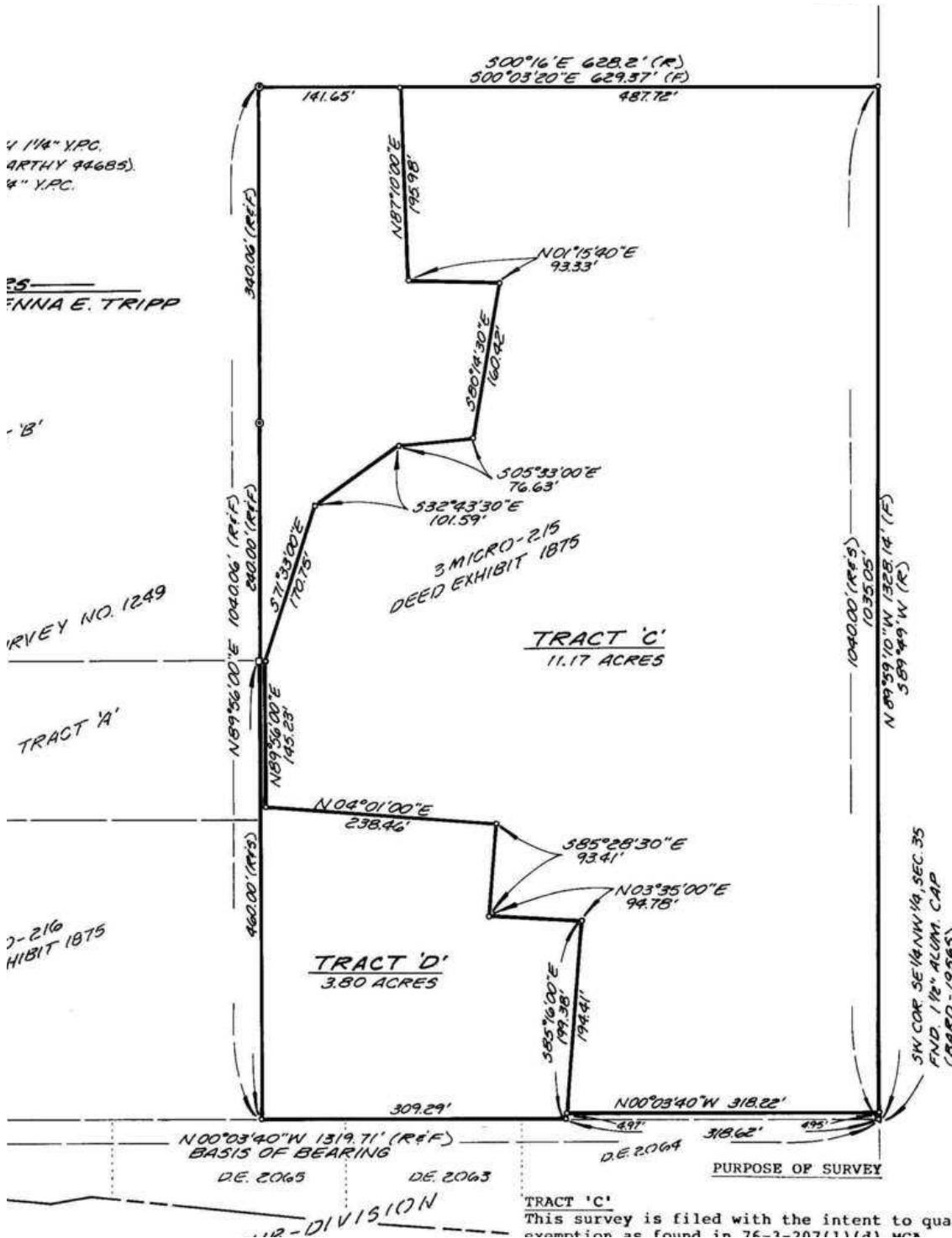


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TRACT C

10011 GATEWAY ROAD

Lolo, MT 59847



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N 32°43'30" W, 101.59 FEET
S 89°56'00" W, 145.23 FEET
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N 85°16'00" W, 199.38 FEET
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TRACT 'C'

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Donald Tripp
DONALD TRIPP

ACKNOWLEDGEMENT

STATE OF MONTANA
COUNTY OF MISSOULA

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1986.

Thomas P. McCarthy
THOMAS P. MCCARTHY, L.S.
MONTANA REGISTRATION NO. 4

CERTIFIC

Tom
MISSOULA

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HIGHWAY COMMERCIAL PARCEL

- Prime build-to-suit commercial opportunity
- Approx. 320 feet of US Highway 93 frontage
- Exposure to approximately 19,545 vehicles per day (AADT 2026)
- Existing income from billboard & storage shed ground leases
- Adjacent to Tractor Supply Co., close proximity to Town Pump, Lolo Super Stop Conoco, Lolo Hardware, Sport Land RV, grocery, fast-food and dining, the site sits in a proven commercial corridor

OFFERING SUMMARY

PRICE:	\$500,000
LOT SIZE:	1 Acre
GEOCODE:	04-2092-35-2-02-05-0000
TAXES (2025):	\$6,708.93
WATER:	Public ((1 Hook-Up)) Available Lolo Water & Sewer District
SEWER:	Septic System Required

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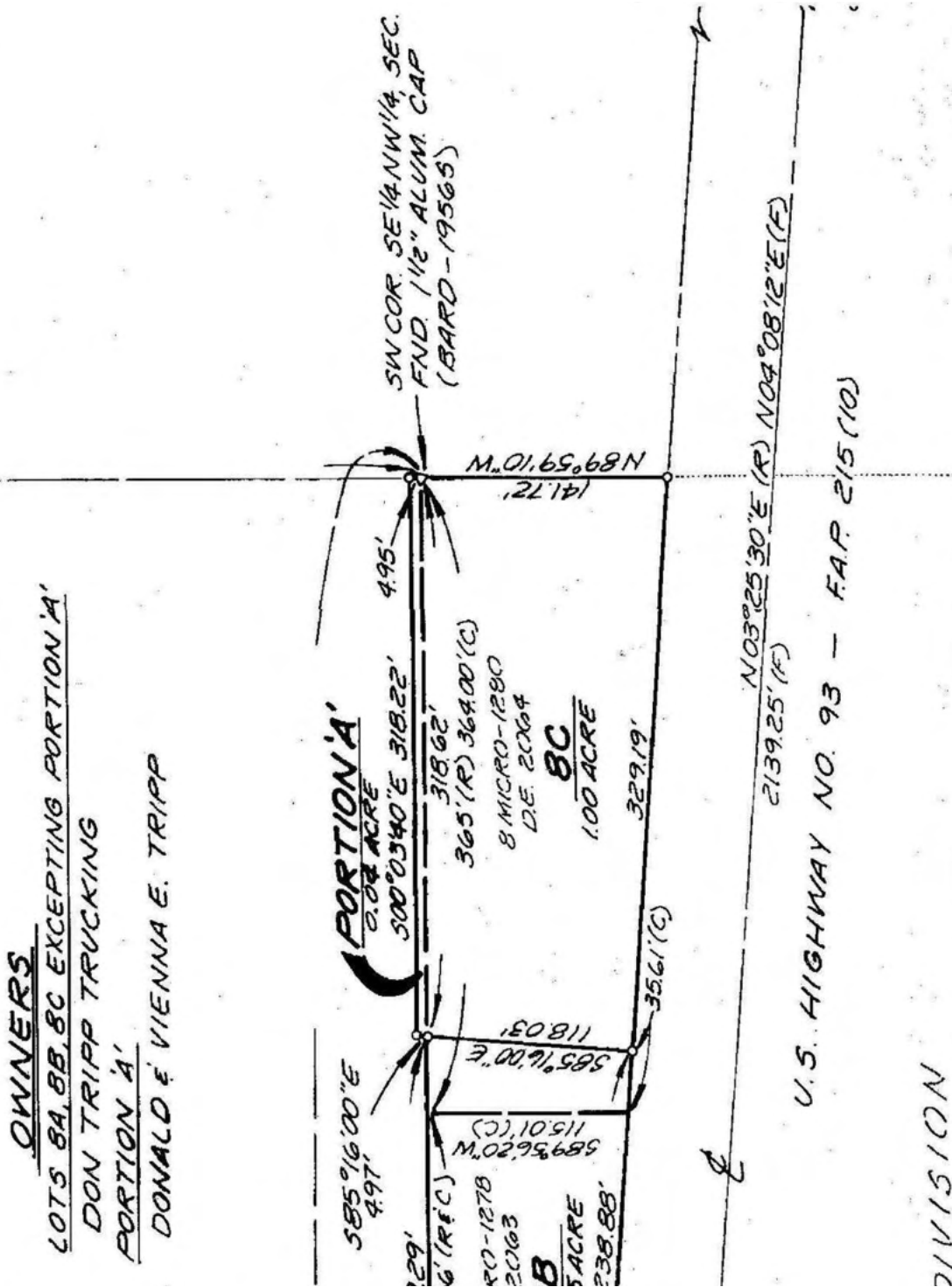


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LOT 8C

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Lolo, MT 59847



without charge, for your information. It is not intended to show all matters related to the property including, dimensions, easements, encroachments, or location of boundaries. It is not a part of, nor does it modify, the which it is attached. The company assumes NO LIABILITY for any matter related to this sketch.

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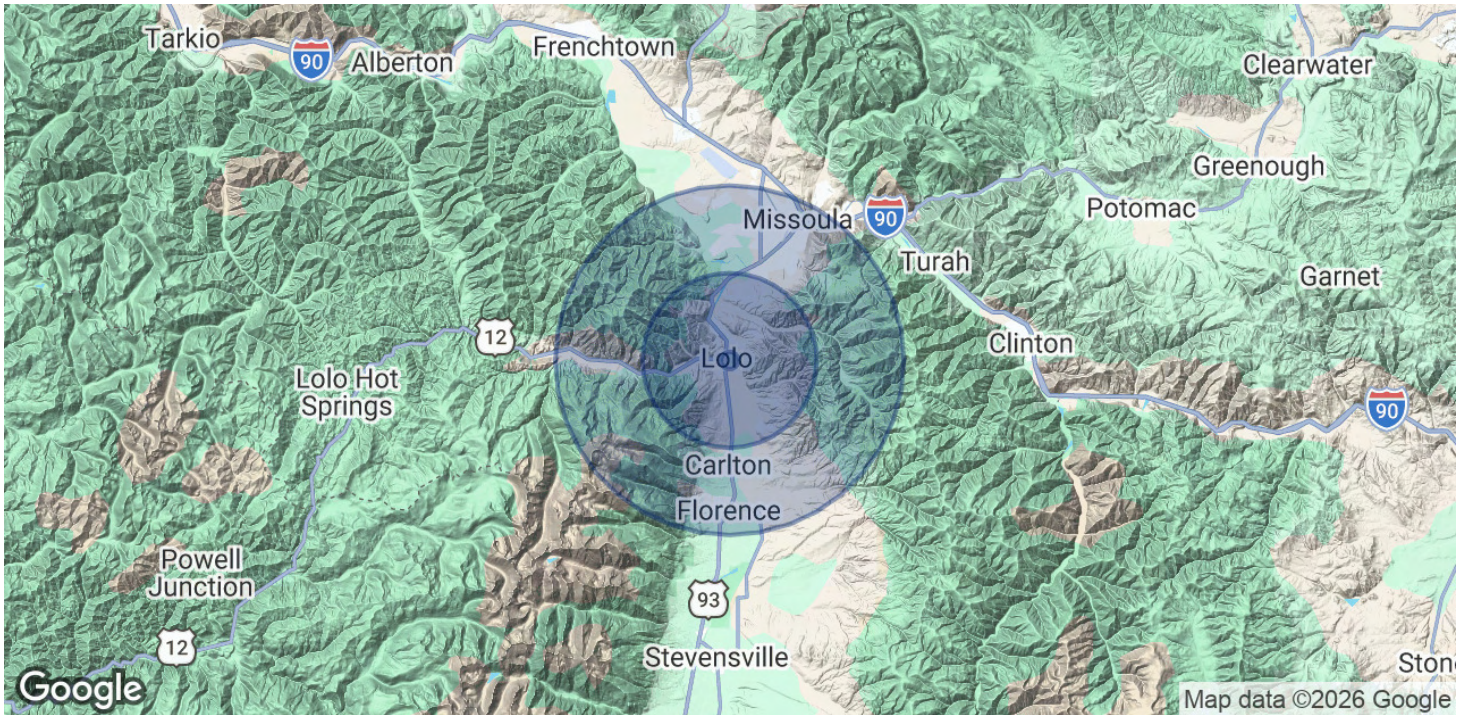
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SURROUNDING DEMOGRAPHICS



POPULATION

0.5 MILES

5 MILES

10 MILES

Total Population	637	13,830	86,657
Average Age	32.8	38	36.8
Average Age (Male)	34.1	37.7	36.1
Average Age (Female)	29.7	38.6	37.9

HOUSEHOLDS & INCOME

0.5 MILES

5 MILES

10 MILES

Total Households	248	5,127	38,267
# of Persons per HH	2.6	2.7	2.3
Average HH Income	\$89,365	\$127,363	\$93,230
Average House Value	\$379,895	\$488,954	\$462,688

TRAFFIC COUNTS

19,545/day

2023 American Community Survey (ACS)

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**DREW WARD
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**KELSEY WARD**

Sales Associate

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Direct: (406) 544-7772

MT #RRE-RBS-LIC-127781

PROFESSIONAL BACKGROUND

Kelsey offers a unique blend of expertise in architecture, graphic design, and real estate, making her an invaluable resource for sellers, developers, investors, and homeowners seeking top-tier marketing strategies, compelling content, and maximized investment potential.

Kelsey brings a wealth of expertise in commercial and residential architecture, as well as landscape and graphic design. A graduate of Montana State University with a Master of Architecture (M.Arch, Class of 2012), she has over a decade of experience in design and project management within Big Sky/Bozeman and the Missoula/Flathead regions. Her portfolio includes custom homes, tenant improvements, commercial buildings & remodels, where she served as a lead designer and project manager.

In addition to her architectural background, Kelsey has honed skills in marketing, website design, and content creation—valuable assets she applies to staging homes, crafting marketing materials for listings, and drafting plans for leasing or development opportunities. Kelsey is excited to bring her diverse skill set full circle and contribute to the continued success of Coldwell Banker Commercial.

EDUCATION

Montana State University: MArch - Master of Architecture (2014)

B.A. Bachelor of Arts in Environmental Design (2012)

MEMBERSHIPS

National Association of Realtors

Montana Association of Realtors

Certified Commercial Investment Member (CCIM) Coursework - Currently Pursuing Designation

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**DREW WARD
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**J. MICHAEL JOKI****Broker**

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MT #RRE-BRO-LIC-135635

PROFESSIONAL BACKGROUND

A native of Butte, Montana, Mike Joki developed a lifelong passion for real estate valuation after graduating from Montana State University. His career began in 1987 as a residential real estate appraiser in Los Angeles, California. In 1992, Mike returned to Montana and founded Joki & Associates Real Estate Appraisal Firm in Helena. Shortly thereafter, he transitioned to commercial real estate appraisal, a specialization he has pursued ever since.

With more than three decades of experience, Mike has appraised a wide variety of property types, including commercial, industrial, multi-family, special use properties and undeveloped land. Mike also has extensive experience in valuation of easements and rights-of-way for eminent domain purposes. Mike has testified as an expert witness in city, county, state, and federal court cases. His broad background and analytical approach provide clients—sellers, buyers, developers, and investors alike—with dependable insight and strategic guidance.

Today, Mike brings his expertise to Coldwell Banker Commercial, where he is committed to delivering clear, thoughtful real estate advice and handling complex transactions with confidence and integrity.

Raised amid the outdoors in southwestern Montana, Mike remains deeply connected to the landscape he calls home. Away from work, he enjoys water skiing, snow skiing, fishing, and hunting.

EDUCATION

Bachelor of Science in Business - Montana State University

MEMBERSHIPS

National Association of Realtors, Montana Association of Realtors, Helena Association of Realtors, Member of Montana Chapter of Appraisal Institute, Appraisal Institute Designated Member, MAI (2003), SRA (1992)

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CONFIDENTIALITY NON-DISCLOSURE AGREEMENT – BUYER



1 Date: _____

2

3 In reference to the potential purchase of the following described business and associated real and/or personal
4 property: 10011 Gateway Road, Lolo, MT 59847 , Tract C & Lot 8C

5

6

7

8

9 _____ (hereafter the "Property"), by
10 _____ (hereafter the "Buyer"), from
11 Terry Burkholder (hereafter the "Seller"),

12 Buyer has requested certain information concerning the business, operations, finances and affairs of the Property
13 ("Information"). As a condition to Seller furnishing the Information to Buyer, Buyer agrees as follows:

14

15 1. Buyer shall use the Information solely for the purpose of evaluating the possible purchase of the Property by
16 Buyer.

17

18 2. Neither Buyer, nor any employees, agents or representatives (collectively "Representatives") of Buyer shall
19 use the Information in any way that is detrimental to Seller. The Information will be treated by Buyer as
20 belonging to Seller and Buyer shall not, without Seller's prior written consent, disclose any of the Information
21 to any persons or companies that are not the Buyer's Representatives.

22

23 3. Buyer and/or Buyer's Representatives will not disclose to anyone who is not a direct participant in Buyer's
24 potential purchase of the Property, either the fact that negotiations are taking place or any of the terms,
25 conditions or other facts with respect to Buyer's possible purchase of the Property including, without limitation,
26 Seller's name, address, and/or profession.

27

28 4. Information shall not be reproduced by or on behalf of Buyer, in any form, without Seller's prior written
29 consent. If Buyer decides not to pursue the purchase of the Property from Seller, Buyer agrees to immediately
30 return to Seller or Seller's agent, J. Michael Joki & Kelsey Ward, all Information and all authorized
31 copies, summaries and notes of the contents or parts of the Information (regardless of who made them),
32 without retaining any copies of this material.

33

34 5. Without Seller's prior written consent, neither Buyer nor Buyer's Representative shall contact Seller's
35 neighbors, lenders, employees, or any other person or company in any way affiliated with the Property and/or
36 Seller.

37

38 6. Buyer acknowledges that Seller will include in the Information all information known to Seller which Seller
39 believes to be relevant for the purpose of Buyer's investigation of the possible purchase of the Property.
40 However, and except as may otherwise be agreed to in writing, neither Seller nor Seller's Representatives
41 make any representations or warranties as to the Information.

42

43 7. This agreement shall be governed by the laws of the State of Montana. Buyer also acknowledges that
44 monetary damages may not be a sufficient remedy for any breach of this agreement by Buyer and that Seller
45 shall also be entitled to specific performance as a remedy for any such breach in addition to all other remedies
46 available to Seller at law or equity.

47

48 8. The obligations imposed on Buyer as set forth herein shall survive any expiration, termination or cancellation
49 of the Agreement and/or of this agreement.

 /
Buyer's Initials

 /
Buyer Agent's Initials

50 **NOTE: Buyer Agent is bound to confidentiality as referenced above.**

51

52

53

54 Buyer's Signature Date

55

56

57 Buyer's Signature Date

58

59

60 Buyer Agent's Signature Date

NOTE: Unless otherwise expressly stated the term "Days" means calendar days and not business days. Business days are defined as all days except Sundays and holidays. Any performance which is required to be completed on a Saturday, Sunday or holiday can be performed on the next business day.