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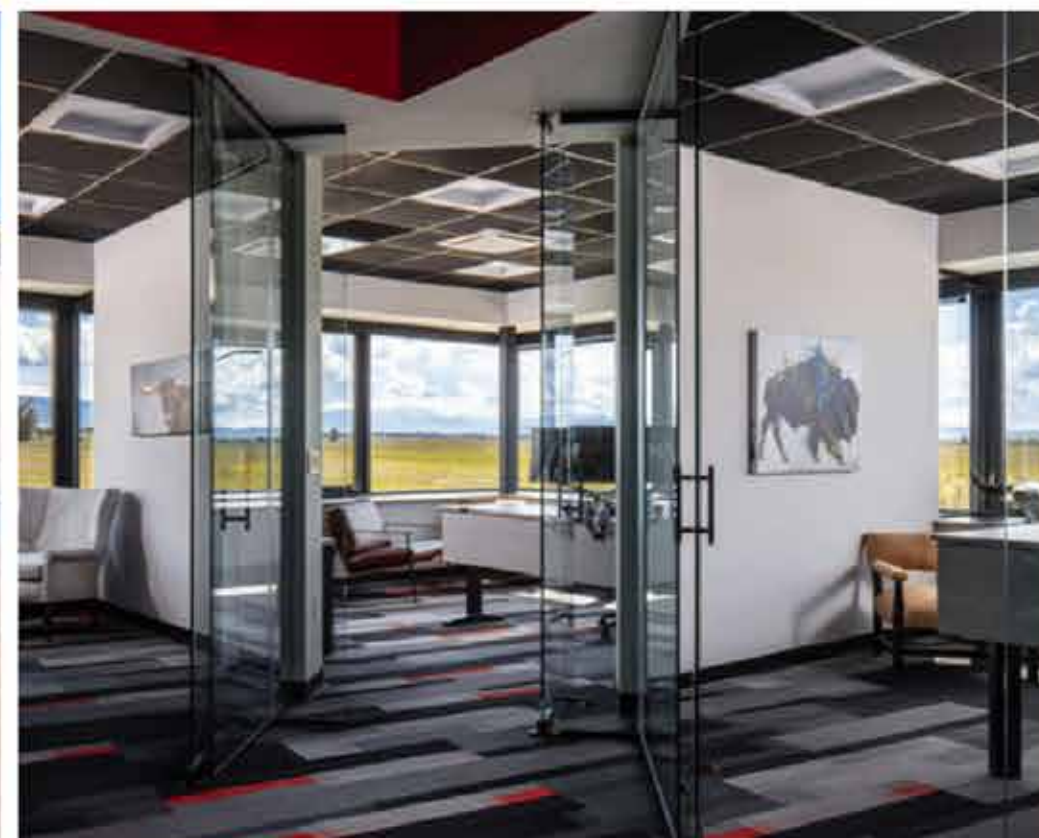
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [rachelle.schmid@realproducersmag.com](mailto:rachelle.schmid@realproducersmag.com)

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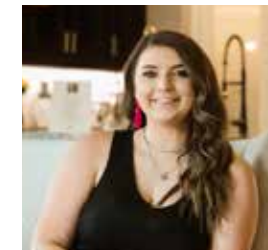
MEET THE

# MONTANA

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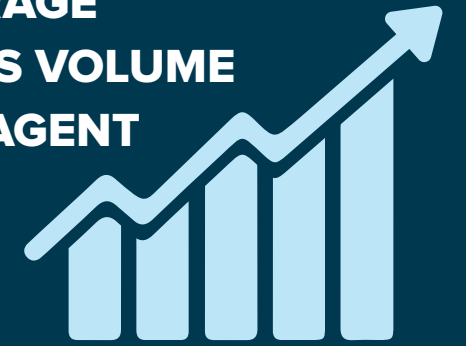
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# Topic: Future Development in Montana

**Question: Are there any upcoming developments or major projects planned for your community that should be made known to top REALTORS® across Montana, as they might bring new client offerings, impact real estate values, and/or shift market dynamics?**



**SARAH GEBHARDT | COLDWELL BANKER, MOUNTAINSIDE REALTY HELENA, MT**

Many agents may not be fully aware of the significant developments unfolding in the Helena/East Helena community, so I'd like to highlight some key projects shaping our area! As the state capital, Helena has consistently maintained its market value, even during downturns like the 2008 recession. Currently, East Helena is experiencing the most robust growth, with several large-scale subdivisions in the pipeline. These homes cater to a wide range of buyers, featuring options from Habitat for Humanity to high-quality builds priced above \$600,000. What makes this development particularly appealing is the diverse selection of homes available—everything from move-in ready properties to semi-custom options that builders are eager to offer at competitive prices. Looking ahead, we can expect more large-scale projects in East Helena, including multi-family units, affordable apartment complexes, and single-family



**MIKE ANDERSON | NATIONAL PARKS REALTY WHITEFISH, MT**

WhitefishYards is a 14-acre property located on the Whitefish River, just five blocks from downtown Whitefish. A concept in a class of its own, WhitefishYards is approved by the City of Whitefish for a future restaurant, microbrewery, hotel, commercial, residential, live/work, and industrial use. A high-end haven where luxury and lifestyle blend seamlessly for those who want to live, work, and play in one place. All infrastructure is currently being installed, and the owner is selling the land, extensive project plans, and all renderings. This innovative multi-use neighborhood flows beautifully to downtown Whitefish.

homes—all within the same developments. The secret about Montana's incredible lifestyle is out, and it's drawing interest from all corners! I'm thrilled to support this growth and assist local Montanans in finding affordable housing solutions. Let's embrace these exciting changes together!



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Freestone at the Clark Fork is a part of the highly sought-after Stillwaters development. The Freestone phases sit on over 62 acres, 35 of which are designated common areas that provide exceptional views and nature walks to the river within a stone's throw. Each home is uniquely framed on an expansive lot, creating an individual space that embraces neighboring beauty. Freestone was developed with functionality for today's active lifestyles with graceful modern architecture that helps define mountain living in Montana.



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» partner spotlight

By Zachary Cohen  
Photos by Arnica Spring Photography

# MASON MESSNER

# MESSNER MEDIA

## RELATIONSHIPS IN FOCUS

Messner Media was born out of owner Mason Messner's love of photography and his family's history in real estate. Mason has had a camera in his hand for nearly as long as he can remember. From the moment he used the first point and shoot he was gifted for a family vacation to the Grand Canyon, Mason was enthralled with the art of photography.

Meanwhile, Mason watched many of his family members thrive in real estate. He felt a deeper calling to combine his creative talents with his passion for real estate.

Messner Media provides real estate marketing materials for listings in Southwestern Montana, including photography, video, drone/aerial photography, 3D tours, and virtual staging. Mason is relationship-focused, bringing his appreciation for connection and photography together under one roof.

### COMING TO BOZEMAN

Growing up, Mason spent time in Illinois, West Virginia, Pennsylvania, and Wisconsin, moving a staggering 16 times before he graduated high school.

The constant relocations were difficult at times, but they also forced him to be resilient. He quickly learned to take advantage of new connections and opportunities, build and strengthen relationships, and find ways to grow.

"I have always been personable and outgoing. It shaped me into someone who can walk into any room and be part of the conversation. It's made me relationship oriented," Mason explains. Mason was attending the University of Wisconsin-Madison when COVID-19 upended college education around the country, which turned out to be a blessing in disguise. Given the opportunity to attend classes remotely, he relocated to Bozeman, where his father has lived for many years.





“Bozeman has always been a second home for me, and I’m fortunate to be able to build my life here now,” Mason shares. “It was family that brought me here, but the landscapes and wildlife keep me around. The West is very special to me. I’ve always loved the mountains. Being able to wake up to them is incredibly rewarding.”

After graduating college in late 2021, Mason began working in the hospitality industry. Meanwhile, he continued to pursue his passion for

photography. Early on, he focused mainly on landscapes and wildlife, but he turned his attention to real estate in early 2024. “I’ve owned a camera since age six but never thought I could make a career out of it. Now, I’m proving I can,” Mason says proudly.

#### RELATIONSHIPS IN FOCUS

Messner Media is quickly establishing itself as a go-to resource in Southwest Montana’s real estate market. Mason takes a relationship-focused approach

to the business, ensuring that both clients and partners feel connected and cared for.

“Given my background in hospitality, I’m people-oriented, customer first, and quite reasonable. Most importantly, I’m not the type who aims to grow through exploiting others. The better I do my job, the more successful my clients can be. Creating relationships is very important to me,” Mason shares. “Hearing people’s stories and being able to help



I would never compromise who I am as a person to gain business. I believe if you are wholeheartedly yourself, you’ll attract the right people, and so far, that’s been the case.





I've owned a camera since age six but never thought I could make a career out of it. Now, I'm proving I can.

them pursue their goals in a different way is fulfilling. We're working with people moving on to different stages of their lives. There's a lot of happiness, new opportunities, new jobs, and new families. There is also the opposite, too—estate sales, death, and divorce. If I do my job right, it's one less thing to worry about during some of the largest transactions they make in their lives.”

Listing photos are the bread and butter of Mason's business. He also offers floor plans free of charge, video, 3D tours, virtual staging, and aerial/drone photography—all of which can be ordered on the Messner Media mobile app.

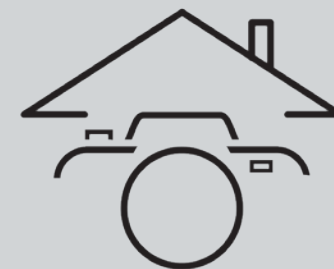
Looking ahead, Mason aspires to continue growing the business. He envisions adding more photographers and expanding into other parts of Montana, but for now, his focus is on sustainable growth and delivering high-quality media.

“I would never compromise who I am as a person to gain business. I believe if you are wholeheartedly yourself, you'll attract the right people, and so far, that's been the case.”

**FOR MORE INFORMATION ON MESSNER MEDIA, VISIT [HTTPS://MESSNERMEDIA.CO](https://messnermedia.co).**

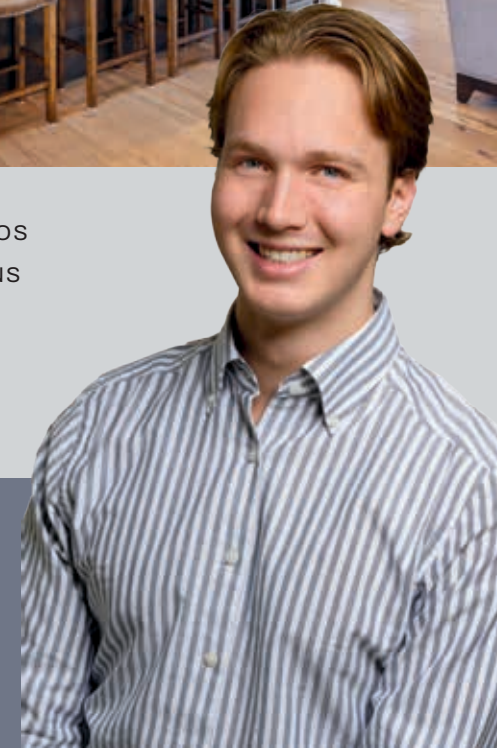


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# TYLER GARRISON

*Shock and Claus* | By Zachary Cohen  
Photos by Arnica Spring Photography

Tyler Garrison's love affair with Montana began on a fly fishing trip in Ennis with his dad at 12 years old. Captivated by the open valleys, towering mountains, and pristine waters, Tyler returned to Montana as often as he could. By 18, he was a fly fishing guide, regularly returning to enjoy the magic of Montana. He moved to Big Sky Country full-time in 1996.

Alongside his work as a fly fishing guide, Tyler dove into the restaurant business. Although his stepfather was a commercial REALTOR® who encouraged Tyler to join him in the industry, Tyler sought his own path. He worked as a sales rep and opened several local restaurants. He even made a valiant attempt to purchase the Bozeman Hot Springs, but when that deal went south, he became inspired to take a chance on a career in real estate.

"The deal went south because there was one REALTOR® representing both parties, and he was mostly in favor with the seller," Tyler recalls. "When I finally chose to do real estate, it was a big deal for me. I knew I could do better."

Tyler began his real estate career in 2008, right before the market collapsed.

That didn't stop him from steadily building one of Montana's top real estate businesses.

"In my first year, I sold my parents' second home; it was my only sale. In my second year, I realized how difficult things would get, but I chose to call my fishing clients because I was a guide for 25 years and had really good relations. Trusted clients bought homes in Belgrade between \$40,000-\$60,000 and rented them at amazing rates of return. The next year, I was recruited by ERA Landmark, and my career took off from there," Tyler explains.

Today, Tyler remains with ERA Landmark Real Estate. As an independent broker, he averages between \$10 and \$20 million in yearly sales volume. His business is rooted in the relationships he builds; many clients become friends, and he's a devoted community member. For example, Tyler continues to guide fishing trips and even throws an annual barbeque, to which he invites clients, friends, and peers numbering in the hundreds.

Tyler's life may seem like a dream, but it hasn't been all roses. He spent 37 years





as a type 1 diabetic, and in 2008, his kidneys went into failure. By the grace of God, he received a kidney and pancreas transplant in late 2008, curing him of his diabetes and giving him a new lease on life.

“That motivates me, too,” Tyler explains. “My kids are 22 and 20 now, so I probably wouldn’t have gotten to see all the amazing things I have if I hadn’t been gifted new organs. So remember, check that organ donation box when you renew your license. It could save a life like mine.”

Tyler’s love for real estate and the outdoors is matched by his commitment to the community. He’s long enjoyed giving back, and his latest project is Shock and Claus, a community event started by friends in Colorado and carried on by Tyler here in Montana.

“It was created in Denver, CO by a group of people I grew up with. Twenty years ago, Taylor Pardun and a group of people started going to breakfast, and they decided to each tip the waitress \$100. They were so impacted by that that they did it again and again. Now, for 20 years in Denver, they’ve been doing that,” Tyler explains.

“  
**IT CREATES  
COMMUNITY.  
COMMUNITY  
CREATES  
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AS THAT.**”



Join Tyler Garrison this year for another round of “Shock & Claus” to spread Christmas cheer and support several of our hard-working community members. It’s an incredibly self-rewarding experience that also works as a great marketing opportunity for your business.



Five years ago, Tyler took the idea to Bozeman. He selects restaurants and reaches out to everyone in his contacts—other REALTORS®, partners, clients, and friends. They gather at a restaurant, each tipping the wait staff \$100.

“You bring people to tears. It’s unbelievable to see people’s faces,” Tyler continues. “I was in the restaurant business. My father owned restaurants, I owned restaurants, and it really makes a difference. Everyone loves it. We REALTORS® are so fortunate to make good money. To do that for someone, wow, it’s so good.”

So why is Shock and Claus so dear to Tyler’s heart? He says it’s all about community.

“It creates community. Community creates community. It’s as simple as that,” he says. “I want to be remembered as someone who helped people, as someone who made clients feel like they were the most important thing, and as someone who supported this community in ways big and small.”





“

I WANT TO BE REMEMBERED AS SOMEONE WHO HELPED PEOPLE, AS SOMEONE WHO MADE CLIENTS FEEL LIKE THEY WERE THE MOST IMPORTANT THING, AND AS SOMEONE WHO SUPPORTED THIS COMMUNITY IN WAYS BIG AND SMALL.

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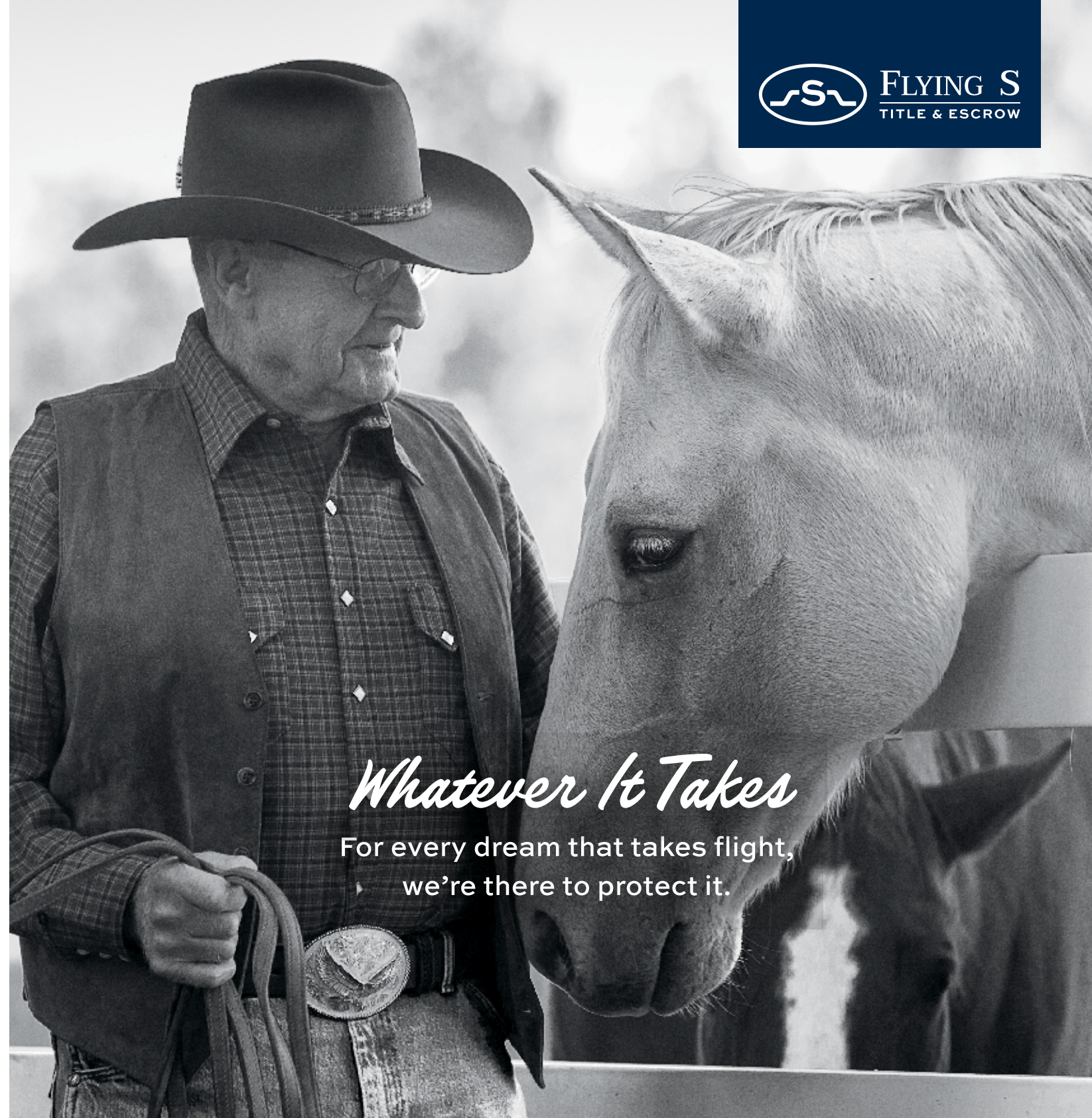
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# MASCHINO PROPERTY INSPECTIONS

**SAMUEL  
MASCHINO**  
On the Rise

▶ partner spotlight

By Zachary Cohen  
Photos by Blue Roan Photography



In Greek, there are two words for time: chronos and kairos. While chronos refers to chronological, sequential time, kairos is the qualitative measure of time, considering the quality of a moment rather than how many seconds, minutes, or hours pass. Kairos is the time of opportunity.

In 2019, Sam Maschino had reached the opportune time to make a change. After three years as a part-time home inspector, he decided to leave his job in the oil fields to focus on inspecting. It was a risk, but it has paid tremendous dividends in Sam's life—especially now that he is a father. Home inspecting has allowed Sam to be closer to home, serve his community, and build a business that will stand the test of time.

#### FROM THE OIL FIELDS TO HOME INSPECTING

Sam's home inspection journey began in 2015 when his mother-in-law invited him to join her for a home inspection at a property she was under contract to purchase. At the time, Sam was eight years into his career in oil and gas.

"When I was in the oil field, the schedule was two weeks on, two weeks home for eight years straight. I would come home for two weeks with all this free time, and I'm a restless person. I needed to do something with that time and fill that space. I didn't do well idle," Sam reflects. "After tagging along on that home inspection, I felt it would be a great side gig."

Soon after, Sam signed up for his inspection courses. By February 2016, he had completed his first inspection.

For the next three years, Sam ran his home inspection business during his time off from his full-time job. However, as the inspection business grew, holding both positions became more stressful.

"By 2019, I was getting enough traction with local agents, and I had to make a decision: Should I leave a high-paying oil field job to go into entrepreneurship? Leaving home began to be a stressor, and I was turning away [home inspection] work. It was a scary time, a risk, a gamble, but as with anything you put your mind to and work day and night at, the business took off," Sam explains.

#### GROWING IN BOZEMAN

Today, Maschino Property Inspections serves the greater Bozeman area with care, dignity, and attention to detail. Sam has one additional inspector—Cody Gullett, who has been with him for nearly four years—and is looking to add another inspector and an administrative assistant/office manager. Maschino Property Inspections offers ancillary services like radon testing, water testing, well inspections, sewer scopes, and indoor air quality testing.

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threading the needle, giving the customer honest advice while ensuring his agent partners are taken care of. Looking ahead, Sam aspires to continue growing the business while providing the same high-touch experience he's come to be known for.

"Inspections are fun. Every day is different. I never know what a job will entail. Every house is different, every client is different, and every transaction is different. I get to see a lot of really cool properties, inspect those properties, and find unknown issues to protect the buyer. It's exciting to be able to help the buyer through the process, ensuring they are getting a property in good condition," Sam shares. "I love this work, and we're growing. Things are on the rise."

Sam and his team's primary focus is the customer experience.

"The client experience is the most important part of a transaction. Did I make it easy to schedule? Did I communicate well? Did I follow up with the information that would help them? Did they have a good experience? That's what I'm always looking at," Sam says.

Sam also highly values his agent/partner relationships. He's become an expert at

## BEYOND INSPECTING

Sam and his wife, Sarah, have a two-year-old son, Hank. "My main focus now is playing Dad," Sam smiles. "Most of my free time now revolves around them. I absolutely love it and wouldn't want it any other way. Being with them makes me happy. It's priceless to watch my son explore and discover new things."

For more information, visit <https://maschinopropertyinspections.com>.



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# AUSTIN BAUMGARTEN

cover story

By Zachary Cohen  
Photos by Out the Boothe Photography

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## OVERCOMING THE ODDS

In the early days of Austin Baumgarten's real estate career, he drove an old 2003 Dodge minivan. The car stood out—and not in the most positive way. It had a large dent, and the front was rusted out. Austin, who was living paycheck to paycheck, remembers driving the minivan to a high-end listing appointment.

“Our puppy had been left in the vehicle for a few minutes unattended and ripped up cushions and tore the seat belts in half. We had to stitch the seatbelts,” Austin reflects with a laugh. “I went to a listing appointment in that vehicle for a \$1.7 million listing and got the listing even though I showed up in that car. The sellers saw it but still chose to work with me. That says something. It shows my courage and tenacity.”

Austin's story is a small window into the obstacles he had to overcome to succeed in real estate. He's overcome a battle with drugs, alcohol, and finances to turn his life around and create the life of his dreams. Now five years into his real estate career, Austin is thriving in business and life.

“I changed my whole life around at the age of 32 when I became sober,” Austin continues humbly. “Since then, I've been growing and doing a lot of great things. In 2019, I jumped off the precipice into real estate and into uncharted waters, which I couldn't have

done if I wasn't sober. I had a downfall and rose from the ashes.”

Before getting his start in real estate in 2019, Austin spent many years managing restaurants. He has always been a hard worker and excelled at his work, but working 70 hour weeks was grueling. On top of that, he struggled with addiction.

“I had been dealing with that struggle since I was 15,” he explains. “I was really stuck. I still had a house, a picket fence, and a family, but I was close to losing all of it because I was addicted to drugs and alcohol, not being present, and making really bad decisions. I needed a big change.”

In 2014, Austin got clean and his focus shifted toward service, positivity, growth, learning, and development. He'd always been motivated to succeed, but now, he had the chance to create success on his own terms.

“A block was removed from being in a circle of addiction. It made me open and free,” Austin shares.

Austin stayed in the restaurant business for the next five years. In late 2018, a friend encouraged him to enter the real estate business, and Austin listened. Austin even discovered that his grandmother and birth mother—with whom he'd reconnected just a







**I CHANGED  
MY WHOLE  
LIFE AROUND  
AT THE AGE OF 32  
WHEN I BECAME SOBER.**

few years prior—were in real estate, too. Austin's entry into real estate seemed to be written in the cards.

"I needed a change badly, and everyone in my life said I was very suited to this business. I had faith and trust in my loved ones, so I jumped all in."

Today, Austin leads the Hidden Homes Montana Team with Keller Williams Realty in Kalispell. He's leveraged his large sphere of influence and dedication to success to create

one of Montana's fastest-rising real estate businesses. His team, which averages around \$35 million in volume annually, includes three agents, a showing assistant, a marketing director, a transaction coordinator, and a social media director. The team's culture is driven by collaboration, growth, and connection.

"Real estate isn't easy. It's about networking and consistency and not giving up and working hard. Anyone who thinks real estate is easy is going

to fail," Austin explains.

When he's not selling real estate, you'll find Austin with his family. He and his wife, Carly, have three children, Simone (22), Solveig (18), and Oliver (16), and a grandson, Arlen (2). He also enjoys hiking, traveling, snorkeling, and giving back to his community.

"I have a personal passion for mountaineering and hiking. I love being on top of a mountain. That's my favorite place in the world. Glacier National Park is my sanctuary," Austin says.





As Austin looks ahead, he aspires to build a legacy of generational wealth and health. He's committed to breaking the cycle of addiction, instead creating physical, mental, financial, and spiritual balance. Sobriety remains a journey, as Austin is still active in the local recovery community.

"I'm so grateful for what happened in my life the last five years," Austin closes. "I couldn't ask for more."



**I NEEDED A CHANGE BADLY, AND EVERYONE IN MY LIFE SAID I WAS VERY SUITED TO THIS BUSINESS.**

**I HAD FAITH AND TRUST IN MY LOVED ONES, SO I JUMPED ALL IN.**

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Bozeman: 406-580-4558  
[xtremecarpetcleaning.biz](http://xtremecarpetcleaning.biz)

Kalispell: 406-471-1143  
[cleaningkalispellcarpet.com](http://cleaningkalispellcarpet.com)

WHEN DISASTER STRIKES, WE ARE HERE TO HELP!  
**THERE IS NOTHING WE CAN'T HANDLE.**



Water Damage

Mold Mitigation

Ice Dam Removal

Construction & Remodels

FREE ESTIMATES



Bozeman: 406-451-5246 | Kalispell: 406-471-1143  
[xtremerestorationmt.com](http://xtremerestorationmt.com)