

MONTANA

APRIL 2025

# REAL PRODUCERS

## Adam & Brittni Hertz

THE HERTZ TEAM

**Partner Spotlights:**  
Domaine Interiors

Flying S Title & Escrow

**Star on the Rise:**  
Ian Padrón

**Woman to Watch:**  
Jen Barnett

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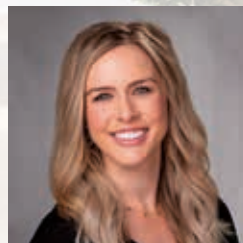
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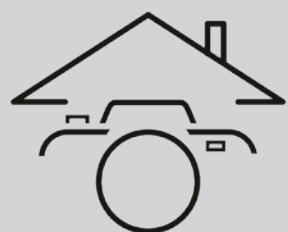


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# FAQ

## All About Montana Real Producers



Real Producers magazine started in Indianapolis in 2015 and is now in more than 130 markets across the nation.

**Q: Who Receives The Magazine?**

**A:** The top 500 real estate agents in production across both the Big Sky Country MLS and the Montana Regional MLS. We update our mailing list annually to ensure Real Producers reaches our area's top-producing agents.

**Q: What Is Real Producers All About?**

**A:** Real Producers is a platform that brings together the most elite individuals and affiliates in Montana real estate. Every month we share stories of some of the area's most recognizable names in real estate, as well as the rising stars in the industry and the preferred partners that are highly recommended by top agents. Beyond the magazine, we host exclusive events that bring titans of real estate together.

**Q: How Do You Get Featured In This Magazine?**

**A:** You have to be on the top 500 list to be a featured agent. We welcome nominations for

other real estate agents, businesses, brokers, owners, or yourself. Office leaders can also nominate real estate agents. Though we can't guarantee a feature, we strongly encourage you to meet our team and attend our private events so we can get to know your story.

**Q: How Much Does It Cost To Be Featured Agent?**

**A:** Absolutely nothing! Real Producers is not a pay-to-play model. We share real stories of Real Producers – no price tag attached.

**Q: Who Are The Preferred Partners Shown In The Magazine And At Events?**

**A:** The businesses that sponsor the magazine and attend our events are some of the best vendors in Montana in their category. Find them listed in our index. We partner with businesses that top agents have recommended to us, so every single business you see in this publication has earned its "stamp of



approval." Our team also vets every business to make sure they are a good fit and bring value to our powerhouse network.

**Q: How Can I Recommend A Business?**

**A:** If you've enjoyed working with a local business that isn't part of our preferred partner network, please email us their information at [rachelle.schmid@realproducersmag.com](mailto:rachelle.schmid@realproducersmag.com).

**Q: Can I Submit An Article Or Idea For Real Producers?**

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# Ian

## Padrón

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“I’m in this job for a lot more than just me. I’m here for my clients. I’m here for the community. And I’m here because of my guiding light, God. My goal is to leave a legacy of ‘real estate done right,’” said Ian Padrón, a successful agent at Windermere Whitefish.

Ian grew up in a small town in the middle of nowhere, Wisconsin. During his formative middle school years, Ian and his family took a road trip out West. With each passing mile, he fell more and more in love with the region and knew he would make it his home someday. Ian stuck to his word.

After college, he packed up his old 4Runner and drove all the way to the Pacific; Washington state to be exact. He began working as a personal trainer on Seattle’s Eastside, where he met the person who would change the trajectory of his life.

“Dom Ruybal, a very successful agent, and developer in King and Snohomish counties, was one of my first clients at the gym. As I got to know him, he kept telling me that I’d make a great agent. He told me he could teach me the details about the business, but my personality was what would get me to the top. After a while, he wore me down,” Ian said with a big laugh.

Ian earned his license in 2017 and cut his teeth in new construction and land development, working alongside Dom’s company, DGR Development. The combination of big-picture real estate projects, while also working with traditional buyers and sellers was an ideal way to learn the business in-depth and at a rapid pace.

“I loved every bit of it,” Ian said. “Similar to personal training, real estate is a way to help people better their lives and make their goals come true. Clients come to you looking for a solution and trust your expertise to deliver. Only in real estate, it’s on a much bigger scale.” Ian spent the next five years in the greater Seattle area working with Dom, learning everything he could about the business and growing his clientele.

With a new wife and the desire to start a family, Ian knew he was ready to put down lasting roots. “I had built a strong business in Washington and was really hitting my stride, just about to turn 30, but Washington never really felt like home. Moving was intimidating, but I knew it was now or never,” he said. Ian and his family moved in February 2022, and haven’t looked back.

He decided to stay with the Windermere family, joining the

## Leaving a Legacy

BY KATE SHELTON  
PHOTOS BY OUT THE BOOTHE PHOTOGRAPHY



Windermere Whitefish office. Ian has been incredibly happy with it. “The office is great and the support is incredible. Windermere offers the same great support, no matter where you are,” he said.

The move has paid off for the Padrón family. “Montana has been everything we could have hoped for and more. We feel truly blessed to be here and to raise our family here. I put my faith in God and He has delivered. We are surrounded by so many wonderful people and we’ve built a true community in the Flathead Valley.”

From the jump, Ian immersed himself in the community through his church and all the outdoor adventures that Northwest Montana has to offer. In just a little over two years, he’s built a strong network that’s served his business well. In 2024, he did just shy of \$10M in production and was in the top 10% of all agents in Montana. “My business growth has been a huge blessing for my family and those I serve, and we’re just getting started. I don’t take it for granted,” Ian said.

Ian will always engage in traditional real estate sales and finds deep satisfaction there, but he’s also set his sights on land and housing development for the region. “We have an affordable housing crisis here. It’s pushing people out and creating a lot of stress for families. People need a roof over their heads and somewhere safe for their families to live and make memories. I want to have a hand in solving this crisis. That to me, is a legacy worth leaving,” he said.

Ian hopes to put his skill set in new construction to work and is actively working on increasing the volume of housing for the Flathead Valley. “Long-term, I want to be one of the go-to developers in our region. One who offers solutions and has the resources to make things happen. We need more homes, plain and simple, and it’s going to take a team that can solve local supply chain and labor



“

**People need a roof over their heads and somewhere safe for their families to live and make memories. I want to have a hand in solving this crisis. That to me, is a legacy worth leaving.”**

“

**I'm in this job for a lot more than just me. I'm here for my clients. I'm here for the community.**

**And I'm here because of my guiding light, God. My goal is to leave a legacy of 'real estate done right.'”**

issues to provide what our community desperately needs.”

He notes that his network of trusted referral partners is one of the things that sets him apart. “I make it my mission to provide everything my clients need. If I can't do it, I've got someone in my contacts who can. It's that horsepower that makes me unique. I have a whole team behind me that makes sure my clients are taken care of.”

“I appreciate all my referral partners – lenders, contractors, title teams, you name it. You're the lifeblood of my business and you add tremendous value to my clients. I'm so grateful and blessed to live in a community where we care for one another. There is no place I'd rather live,” he said.

Ian describes himself as an outdoor junkie. He loves hunting, fishing, and skiing and he spends as much time in the mountains as he can, year-round. Ian and his wife, Brooke, just welcomed a new baby girl, Madeline, who is the center of their universe. They also have two high-octane bird dogs, Boone and Cooper.

He lives and works by the words, 'big sky, bigger dreams.' Ian feels confident that under the big Montana sky, his dreams and those of his clients will certainly continue to come true.

Connect with Ian at  
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32 • April 2025



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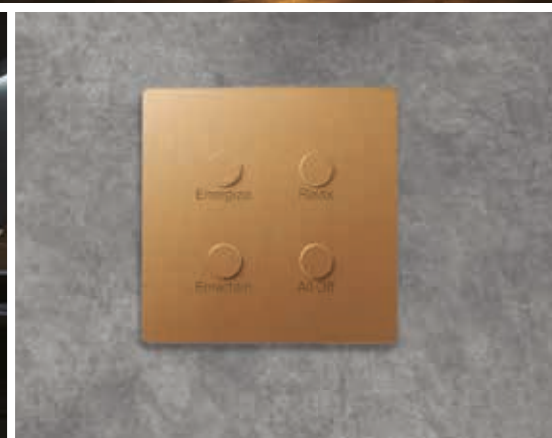
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# Domaine Interiors

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## IN THE DETAILS

BY KATE SHELTON  
PHOTOS BY ARNICA SPRING PHOTOGRAPHY

“We always over-deliver. We pursue excellence. We cultivate relationships. We’re in the details. Every single one. We pay attention to the little things because those little things are what make a difference,” said Rachael Celinski, Owner + Lead Design Principal of Domaine Interiors, a premier full-service interior design firm located in Bozeman, Montana.

Design flows through Rachael’s veins. Growing up in Florida with an architect father, she was immersed in creativity from a young age. “I have vivid memories of sitting beside his drafting table, watching him work,” she recalled. “I’d start sketching too, soaking it all in. He was—and still is—an incredible architect. I owe much of my skill and style to the foundation he laid for me, and his influence has stayed with me ever since.”

Pursuing her childhood passion, Rachael enrolled at the University of Florida, where she earned

a bachelor’s degree in design. There, she found a wonderful mentor who encouraged her to pursue an architecture degree, opening doors to both interiors and architecture. Rachael interned and had the opportunity to collaborate with her father, turning what she calls a ‘lifelong dream’ into reality. Over the years, she honed her craft, gaining invaluable experience in both architecture and interior design at several firms and design studios.

Eager to continue her growth, Rachael moved to Arizona and earned a master’s degree in Architecture in 2004. She then returned to work alongside her father, a period during which she refined her distinctive style, which she describes as design with architectural intention. “Oftentimes, architecture and interior design feel disconnected, leaving a project feeling incomplete or slightly off-balance. But having expertise in both fields allows me to seamlessly

integrate architecture and interior design, elevating the entire project,” she explained. Rachael’s passion for learning led her to work at several award-winning architecture, interior design, and construction boutiques, where she gained a comprehensive understanding of every aspect of the industry.

Always open to new entrepreneurial ventures, Rachael transitioned into the advertising world when a contact approached her about co-founding an ad agency focused on the industries she was passionate about. “It was a natural leap to make,” she explained. “The agency served real estate agents, architects, builders, and interior designers. It felt like the perfect next step in my career. It also gave me a deeper understanding of the business from the other side—helping me learn what REALTORS® need to thrive.”

Rachael spent several years in advertising, but the



pull to return to interior design eventually became irresistible. Driven by her passion, she opened a design firm in Florida, solidifying her reputation as a powerhouse in the industry.

“I always say that Montana found us,” she laughed. “We weren’t actively looking to move, but an opportunity came up.” In 2018, a job prospect brought the Celinski family to Bozeman, where they sought a better work-life balance and a wonderful place to raise their young

family. In the valley, they found all that and more.

Rachael joined a start-up interior design firm in the region, playing a key role in growing the business. “I’m really grateful for that experience,” she said. “When I first moved here, I didn’t know anyone. I had to start from scratch, build a new network, and form valuable partnerships.”

Never one to back down from an entrepreneurial challenge, Rachael founded

Domaine Interiors in early 2024. “I wanted to bring a fresh perspective to design in the area,” she explained. “I envisioned a company where my team has a voice in the projects and can truly enjoy a work-life balance, so we offer Fridays off as mental health days for the team. I also wanted to offer more to my clients and provide the level of personal attention to detail I’m known for.”

In its first year alone, Domaine Interiors has

experienced remarkable growth. The company recently moved into a larger space in The Cannery District, and the team has expanded to seven members. Torrey serves as the Director of Operations, overseeing procedures, implementation, and project management. Domaine’s talented design team includes Kaitlynn, Hillary, and Syvanna, who collaborate closely with Rachael to design and execute every project. Rounding out the team are Jacque, a design assistant, and Taylor, their social media manager.

With over 50 years of combined experience, it’s no wonder Domaine Interiors is growing so quickly. In their first year, the team completed more than 15 high-end projects. Clients and partners consistently praise their work, and much of their business comes from word of mouth. Domaine Interiors’ influence extends beyond Montana, with expanding roots in Arizona, Florida, and Italy, and they now welcome projects from around the globe.

The Domaine Interiors team recently launched a new branch of the business specifically for REALTORS®. “We’ve just introduced our luxury staging service to help sell high-end homes,” Rachael explained. “We partner with agents and brokers to sell homes faster and at a higher price point by making them more

visually appealing and helping potential buyers envision themselves in the space. Luxury homes deserve to be staged with high-end furnishings that offer the right scale, fit, and comfort—and that’s exactly what we provide.”

Whether you’re looking for luxury staging, interior design, new builds, or guidance on a potential remodel, Rachael and her team offer the expertise that agents and buyers in the high-end market require. With an in-depth understanding of every aspect of home design and construction, they work in perfect harmony to ensure the process is smooth, efficient, and stress-free. The personal care they invest in each project is unparalleled, delivering results that are both extraordinary and visually breathtaking.

Rachael and her husband, Matt, have three daughters: Stella, Nora, and Vera, as well as two Doodles, Juniper and Scout.

“Let us be a trusted resource for both you and your clients,” Rachael concluded. “We’re committed to delivering exceptional service, with every effort aligning seamlessly. From day one, we’ll care for your clients and help transform their home into a lasting legacy.”

**Explore more of Domaine’s work and connect with Rachael at [www.domaineinteriors.com](http://www.domaineinteriors.com).**





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# Jen Barnett

The Front  
Agency

BY NICK INGRISANI  
PHOTOS BY MARIAH ALLEN PHOTOGRAPHY

## BUILDING A SMALL-TOWN BROKERAGE

that Lives, Loves, and Breathes Montana

Jen Barnett's journey into real estate is deeply personal, rooted in her own experiences of homeownership and a commitment to serving the Montana communities she loves. Growing up in Fairfield, a small rural town surrounded by farmland and ranches, she always felt a strong connection to the land and the people who made their lives there. She attended Montana State University in Bozeman, earning a degree in elementary education with a reading endorsement, while also cheering on the MSU cheer and dance team. After college, she pursued a corporate career, managing retail stores and working as a district sales trainer and recruiter.





“  
**‘Neighbors helping neighbors’ isn’t just a slogan here – it’s a way of life and how we raise our children. There are so many amazing communities and wonderful people along The Front.’**

Her professional trajectory took her across the country, tasked with turning around struggling retail locations. However, when she had her first son, Kaelob, her priorities shifted. She knew she wanted to return home to Fairfield to raise him in the same close-knit community that shaped her.

While real estate had been on her radar for a while, it wasn’t until she went through the process of buying her own home that she knew it was her calling. If she could make homeownership possible as a single mom, she wanted to help others achieve the same dream.

“I remember from when he was a toddler we talked about eventually having our own home. He’d tell me dreams about getting a puppy, painting his room... we had all these plans about what we wanted. And it felt unattainable. But if I had known there were ways I could have afforded it as a single mom, we could have had that together a lot sooner. Once we had the experience of signing and walking into our home for the first time together I knew I had to figure out a way to do it.”

However, with a young child, she wasn’t ready to leave her stable job to embark on an unpredictable career path. She kept real estate in her sights, and in 2019, she felt financially secure enough to take the leap into real estate.

Jen’s deep roots in Fairfield and the surrounding small-town communities gave her a distinct advantage in her first years in the business.

“Growing up here, everyone knows everyone in all the small towns surrounding me. Now all my friends are my age and have kids too, so we have a whole different dynamic in our relationships. I started in real estate with a strong and loyal network of people I’ve known my whole life. They know the type of person I am and they wanted to support me.”

Then just six months in, the real estate market was upended by the COVID-19 pandemic. Fortunately, the Montana

market shifted in an unexpected way. Interest rates plummeted, and people from across the country began seeking homes in the state, drawn by the open space and rural lifestyle. What could have been a crisis turned into an opportunity, accelerating Jen’s real estate career beyond what she had imagined.

In August 2024, Jen took a bold step forward and launched her own brokerage: The Front Agency. With a strong vision for what she wanted to offer, she focused on serving Montana’s rural communities, particularly farm and ranch properties. Now she’s the supervising broker of a dynamic, close-knit team of women who truly understand the land, its resources, and the unique needs of their rural clients.

“I focus on the small-town communities out here. That’s who my brokerage tries to serve and we want to do whatever we can to help them. I wanted to start my own brokerage with people who live here, raise their families here, and know what it’s like to live here.”

Their mission is to provide each client with invaluable local expertise and a deep knowledge of small-town real estate. She is passionate about ensuring her clients understand everything about each property, from irrigation rights to easements, and helping them make an informed decision about their home investment.

“Our intention is to maintain a brokerage that is loyal and true to the area in which we live and that clearly



shows our pride in and respect for north central Montana and the Rocky Mountain Front.”

Outside of real estate, Jen’s life revolves around her family and giving back to her beloved community. Her husband, Aaron, coaches high school basketball and football. Their youngest son Kohl is very active in sports, following in big brother Kaelob’s footsteps. Much of their time is spent at games, practices, and supporting their local teams. Jen also has a deep love for horses and specializes in selling equestrian properties, bringing her personal experience to help clients find the perfect home for themselves and their animals.

Beyond her work, Jen is dedicated to giving back. She founded a nonprofit, 1000 in Action, which supports abused children in the region. She also sponsors free self-defense classes for high school junior and senior girls each year, to prepare them when they move away for college or careers.

For Jen, real estate is not just about buying and selling properties—it’s about strengthening the communities she has always called home. Whether helping a family find their dream home, mentoring new agents, or giving back through her nonprofit work, her passion for North Central Montana and its people is at the heart of everything she does.

“Neighbors helping neighbors’ isn’t just a slogan here – it’s a way of life and how we raise our children. There are so many amazing communities and wonderful people along The Front.”



“  
**Our intention is to maintain a brokerage that is loyal and true to the area in which we live and that clearly shows our pride in and respect for north central Montana and the Rocky Mountain Front.”**

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Flying S Title & Escrow is a family-owned, locally operated company with a rich 120-year history. Founded in 1905 by William Herman Stufflebeam, what began as a small abstract company in Idaho has grown into one of the largest regional title firms in the Intermountain West. The company is rooted in a legacy of integrity and innovation, seamlessly combining personalized hometown service with cutting-edge technology to meet the ever-evolving needs of its clients.

This article features insights from three of the company’s team members—Dee Dee Blaney, Amanda Harris, and Ty Downard.

Dee Dee Blaney has nearly 24 years at Flying S, working her way up from the disbursement desk to VP and County Manager of their Lake and Sanders County offices. She values the company’s dynamic nature and extensive support system, which has kept her engaged and growing throughout her career.

Amanda Harris has been with Flying S for 22 years. She began her career as a receptionist and steadily worked her way up to VP and County Manager of both their Ennis and Big Sky, Montana locations. Her early experience with the company’s family-oriented culture left a lasting impression, inspiring her to foster strong leadership and problem-solving within her teams.

Ty Downard has been with Flying S for 8 years after transitioning from pre-med studies. He currently serves as the Western Regional Account Executive, focusing primarily on business development and client relationships. His role underscores the company’s dedication to being an asset and ally to real estate professionals, builders, and developers.

Flying S is distinguished by its close-knit family-first culture which offers



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TITLE & ESCROW

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INNOVATION, & TRUST

BY NICK INGRISANI  
PHOTOS BY KILN MEDIA  
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Ty Downard



Amanda Harris



Dee Dee Blaney

all employees direct access to company leadership. This creates a collaborative and supportive environment that allows them to effectively pool resources together to solve all client issues they face.

“In my second week of work, the CEO walked through the office and stopped to talk with everyone who was there. That blew my mind, based on what I’d seen in other industries. Flying S isn’t just family owned—the family is integrally involved in the day-to-day operations.” — Amanda

“Our clients can feel it when they come in the front door. The example we set, the culture we’ve grown into... it just feels comfortable. It’s all about the relationships we’re establishing. These aren’t clients coming in. These are our business partners.” — Dee Dee

Continued innovation is a major factor in how the company has been able to thrive and successfully grow for so long. Their industry-leading technology and resources are always available to real estate professionals to help them streamline transactions across Montana, Idaho, and Wyoming.

For example, their user-friendly website provides essential tools like interactive net sheets, allowing clients to calculate estimated closing costs and sale prices instantly. Agents and clients can also take advantage of an e-transfer system for earnest money deposits, eliminating the need for time-consuming paperwork. A comprehensive blank document library ensures quick access to critical forms, while built-in marketing services help agents grow their business with ease.

Beyond digital tools, Flying S is a company that’s always open to new growth and possibilities. With a focus on expansion, they’ve built an extensive regional footprint that provides unmatched convenience for agents handling transactions outside their usual territories. They now have offices in nearly every county they serve,

offering local expertise and a seamless experience for their clients.

“The area we cover is really valuable for agents, especially those taking transactions outside their typical footprint. A core benefit of working with Flying S Title & Escrow is we have offices in nearly every county. If a client works in one county and needs to sign in another, we do that free of charge. Our company pours a lot of resources in for our agents and our lenders. If we can do anything to help build their business we’re gonna do it.” — Ty

“Being local is so important, because every county is a little different. They all have intricacies, so having people with experience and knowledge across our company footprint is important.” — Dee Dee

Flying S not only provides title insurance but actively works to reduce risk through proactive education, advanced planning, and top-tier resources. If clients suspect any issue with their property’s title, they are encouraged to reach out—because protecting their investment is the company’s top priority.

The company’s access to five different underwriters means they can offer unmatched flexibility when structuring policies to fit specific transactions and save their clients’ money. One of their underwriters also offers a post-policy endorsement to protect against fraud—an increasing concern in real estate. Some agents offer this coverage as a gift to their buyers for an extra layer of security.

“In title, the more education we do internally, the better resources we have, the more advanced our plans are, the more we can reduce our claims—just by doing a better job upfront. That’s the purpose of title insurance: to give people peace of mind.” — Amanda

By blending personalized service with industry-leading technology, Flying S provides clients with seamless real estate transactions and peace of mind.

“  
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WHEN THEY  
COME IN THE  
FRONT DOOR.

THE EXAMPLE  
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OUR BUSINESS  
PARTNERS.

”

Whether navigating complex title issues, offering essential resources to agents, or ensuring a smooth closing process across state lines, the company’s mission remains clear: to go above and beyond for their clients, adapt with purpose, and uphold a legacy that spans generations.



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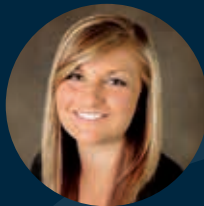
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# ADAM & BRITTNI HERTZ

**The Hertz Team**  
ERA Lambros Real Estate



## Gratitude Changes Everything

BY KATE SHELTON • PHOTOS BY BESS BIRD PHOTOGRAPHY

“WE’RE SIMPLY GRATEFUL. AT THE END OF THE DAY, THAT’S WHAT IT COMES DOWN TO. GRATITUDE. WE’RE GRATEFUL FOR THIS LIFE AND OUR CLIENTS. WE’RE GRATEFUL FOR THE RELATIONSHIPS THAT WE’VE BUILT AND THE FRIENDS WE’VE MADE. WE’RE GRATEFUL WE GET TO SUPPORT OUR FAMILY AND HELP OUR CLIENT’S DREAMS COME TRUE. THIS LIFE WE LIVE IS ABUNDANT AND PROVIDES NO ROOM FOR LACK,” SAID BRITTNI HERTZ, CO-FOUNDER OF THE WILDLY SUCCESSFUL THE HERTZ TEAM AT ERA LAMBROS REAL ESTATE.

This attitude of gratitude has fueled the Hertz Team. Adam and Brittni Hertz don’t take anything for granted. Success is a natural byproduct of their willingness to show up and work hard with a grateful heart. No matter how many deals they close or accolades they achieve, they live in the moment and are thankful for everything.

Brittni has real estate in her blood. Her father was the long-time CEO of ERA Lambros Real Estate. She grew up running the halls of the real estate office; years later, she joined the family business. “When I was 16, my parents required me and my twin, Karli to get a job. Working for our family property management company sounded much more appealing than working in fast food,” she explained.

In her teens, Brittni worked under her mom on the property management side of the business. It was her job to ensure the files were organized and the tenants were pre-approved. It didn’t take long for her to learn the ins and outs of the business. Her last year of college, Brittni began managing properties on her own – a move that would change the course of her life.

“Actually, it’s a funny story,” she started. “I had just been promoted to property manager and my first job was a move-out inspection – Adam happened to be the tenant. I took the role very seriously and looked for any little thing. I found a few minor damages and unclean items.

I deducted a significant amount from his security deposit. He wasn’t happy and wrote our office a letter contesting the charges.”

“It started with her taking my money and has ended that way,” Adam said with a laugh. The pair never forgot that interaction. When they later met again a few years later, the rest was history. They have been together ever since.

Adam grew up in Polson, Montana, and moved to attend the University of Montana where he earned a degree in finance. He started his career in mortgage lending. He built a successful business and learned a great deal about the other side of real estate.

“I actually rented office space in the basement of the Lambros building. My father-in-law would periodically come to try to recruit me to join the real estate team. Finally, he wore me down,” Adam detailed. Adam was licensed in 2013.

During this time, Brittni and her twin, Karli Hughes, owned and operated a property management company. The business was successful and taught Brittni what to look for in rental investments. “Adam became extremely busy in real estate,” she said. “He talked me into becoming his assistant. That’s when Karli and I decided we should sell our property management company.”

“She lasted about 30 minutes as my assistant before she was running the whole show,” Adam joked. “We soon



“We are  
**CONSISTENTLY  
STRIVING** to be  
better, not bigger.

We have a team  
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way you desire it to.”

found out that she could sell real estate better than me.” Brittini was licensed in 2017 and they officially founded The Hertz Team at ERA Lambros Real Estate.

Not long after, the team began to grow. “We feel really grateful to be surrounded by the best, like-minded agents,” Adam said. “We know we can trust them because we share the same values.” It doesn’t hurt that many of the team members are family.

Brittini’s twin, Karli Hughes, joined the team first. Adam’s sister, Kristin Hertz, joined next. Their team also includes Janna Pummill, Dakota Belarde, Helena Denning, and their niece, Madison Ebner. They also have two transaction coordinators who support the team, Haydee Caiga and Maiko Mercado.

With nearly ten years under their belts, Brittini largely focuses on residential real estate with a strong referral business. Adam splits his time between residential and commercial, along with providing organizational, financial, and marketing management for the team. Adam is passionate about housing development and is actively working to address the housing shortage in the area. The team closed over \$100M in volume last year.

“For us, it’s not just a deal, it’s a relationship,” said Brittini. “We look to build long-term relationships and



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**LONG-TERM**  
**RELATIONSHIPS**  
and we’re thankful  
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the finish line.”

we’re thankful for our clients that trust us again and again. We feel so grateful that we get to help our clients cross the finish line.”

One of the reasons The Hertz Team has seen success is their willingness to learn and grow. “We are consistently striving to be better, not bigger. We have a team that understands to be successful, you must be internally whole so externally everything aligns the way you desire it to.”

When they’re not working, Adam and Brittini are all family. They have three daughters, Adalia (11), Giada (9), and Ariana (4). They’re very involved in their church and Adam plays drums with the worship band. They love to travel and spend time at Flathead Lake, fishing, boating, and swimming.

As a way to acknowledge their abundance, they created the Adam and Brittini Hertz Charitable Endowment to make a permanent impact on the Missoula community. They give to many local organizations and have plans to do much more in the future.

**Connect with Adam and Brittini at**  
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