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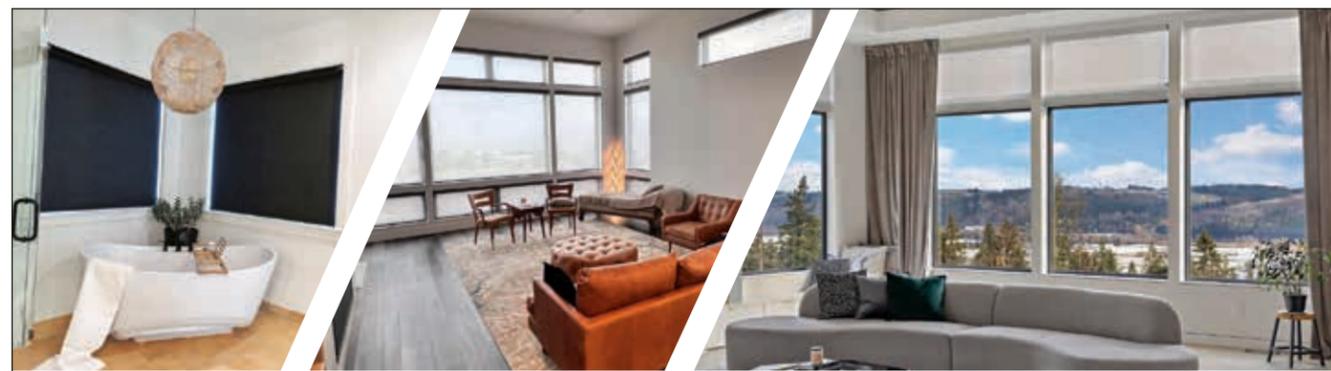
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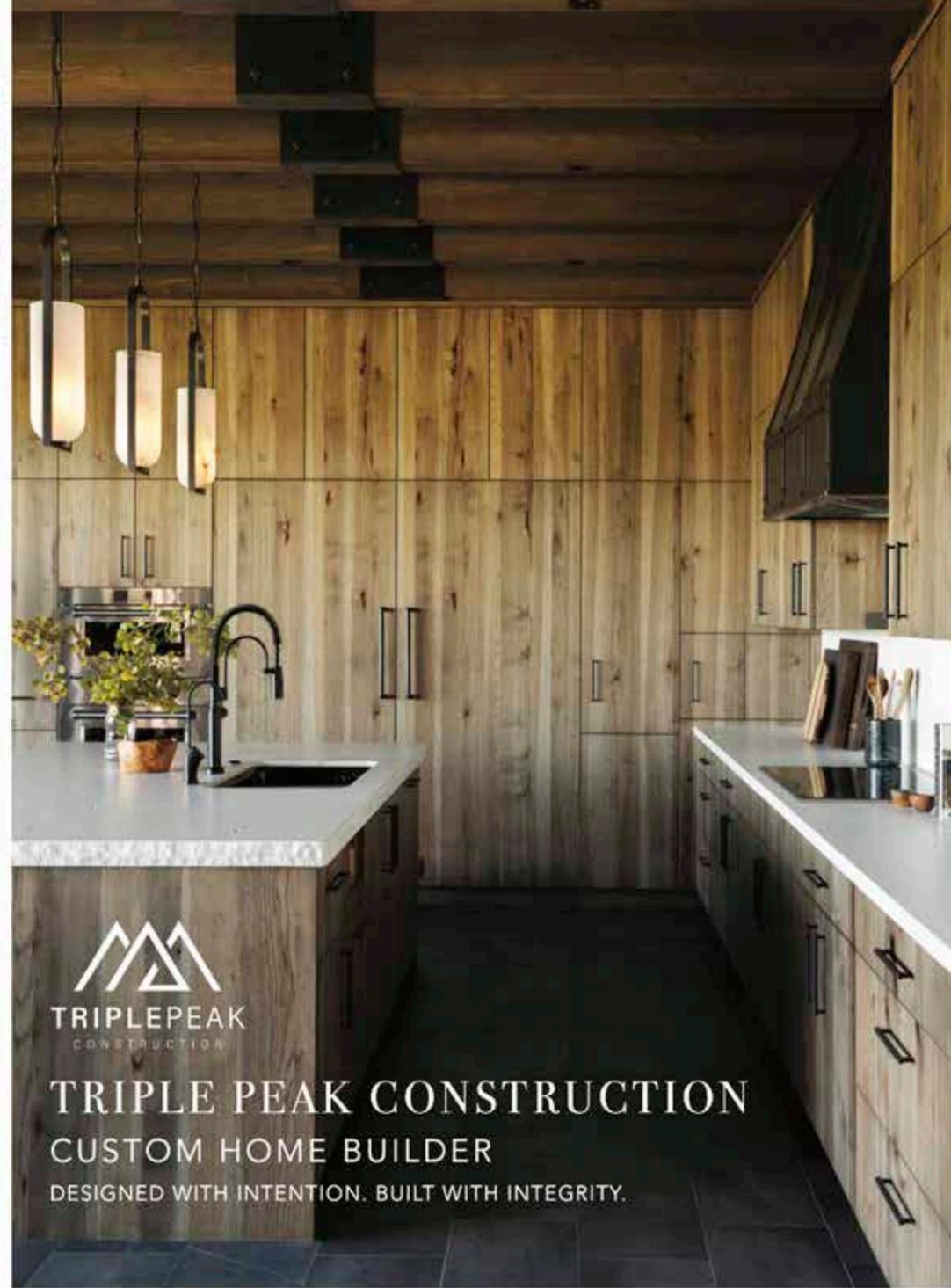


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The 2026 Bozeman Real Producers Roundtable, hosted at The Baxter, was an incredible gathering of insight and collaboration. Martha and Charlie Johnson represented the Big Sky market, while Mitch Hanson and Wallis Bryan shared grounded, real-time perspective on Bozeman across the Big Sky MLS. Thank you to our panelists for leading such a thoughtful conversation, to the agents and partners who contributed from their tables, and to our generous sponsors, Monarch Heating & Cooling and Gina Marshall, Loan Officer powered by US Bank, for supporting the room.







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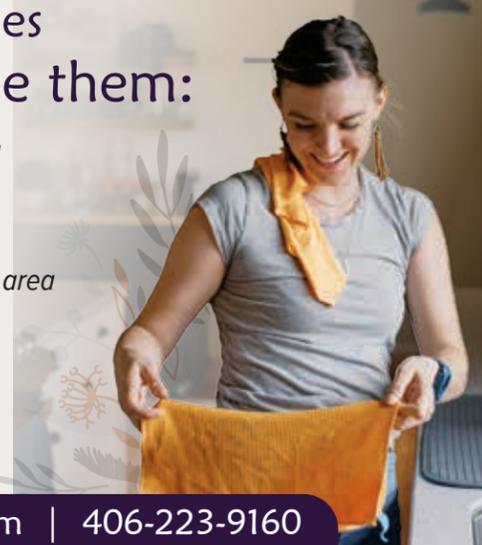
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The Hygge House by Porlier Custom Homes x Domaine Interiors

Domaine Interior and Porlier Custom Homes recently collaborated to bring a truly special vision to life: The Hygge House. Set against the breathtaking backdrop of Big Sky, this thoughtfully designed retreat is the result of seamless teamwork between two Montana Real Producers Preferred Partners.



Blending intentional design with exceptional craftsmanship, the home embodies warmth, refined luxury, and a deep connection to its natural surroundings. In this Q&A, the team shares how their partnership came together, what meaningful collaboration looks like on a project of this scale, and the standout details that make The Hygge House unforgettable.

Q: How did your working relationship begin on this project, and what made it a great fit from the start?

Porlier: Rachael and PCH have worked together for the past six years, collaborating primarily on projects in Big Sky. Rachael has always been easy to work with and has consistently challenged our growth while helping us execute her vision.

Domaine: Originally, there was a different contractor on the project, but it wasn't the right fit. When the clients asked for recommendations, we provided several names, including Steve Porlier. He was upfront, honest, and immediately ready to step in. His leadership made the transition seamless for me, the clients, and the architect.

Q: Give me the home's design narrative. What story does that home tell?

Porlier: Domaine's design narrative tells a story of thoughtful, cohesive design—where every detail feels connected and purposeful. I truly appreciate the way Rachael carries that vision through each project. We always walk away with a deeper appreciation for the design and how it all comes together.



Domaine Welcome to The Hygge House in Big Sky, Montana — a serene retreat where warmth and comfort meet the rugged beauty of nature. This thoughtfully designed home embraces the principles of hygge, blending organic textures, soft neutral tones, and natural, intentional elements to create a peaceful, inviting atmosphere.

Every corner invites you to relax and unwind, from the rich wood accents and stone finishes to the abundance of natural light pouring through large windows. The breathtaking views of the surrounding Spanish Peaks mountain range and lush treescapes serve as the perfect backdrop, offering a constant connection to the outdoors. Whether enjoying the cozy warmth of the interior or stepping outside to take in the crisp mountain air, The Hygge House is a tranquil haven that harmonizes with the natural beauty of Big Sky.

Q: What does “good collaboration” look like to you in a build like this? How did you keep communication flowing?
Porlier: Good collaboration on a build like this means everyone stays aligned from the start—clear expectations, quick decision-making, and a shared commitment to quality. We kept communication flowing through regular check-ins, consistent updates, and staying proactive anytime questions came up. The goal was always to keep things moving smoothly while

protecting the design intent and the overall vision.

Domaine: Clear expectations around everyone’s roles are essential. Integrity, trust, and competency are the foundation of strong collaboration. Every member of the team must work from coordinated drawings with focus and intentionality. Allowances must be realistic, current, and clearly communicated so there are no surprises.

Q: Was there a moment during the project where you really felt the magic of teamwork come together?
Porlier: I’d say it was toward the end, when the home was being revealed to the owners, that the magic of

teamwork really showed up. Domaine and Rachael truly understand construction and what it takes to get a project across the finish line. Rachael’s awareness of how difficult that last five percent can be is honestly a Godsend for a builder.

Domaine: Toward the end of the project, when all the hard work, due diligence, and attention to detail truly come together, it’s incredibly rewarding—for both me and the clients—to see the vision fully realized.

Q: Which space in the home are you most proud of and why?
Porlier: The space I’m most proud of is the main living area. Creating a room with



mostly glass and soaring ceilings that still feels warm and inviting was a huge achievement. From the materials and lighting to the architectural dividers that define the space, the living area truly feels cozy and serves as the heart of the home.

Another standout feature is the hidden pantry, along with the glass floor detail that gives a view down into the wine room.

Domaine: I truly love every space in the home, but the wine room is my favorite. With its glass ceiling, climate control, and custom white oak racks with integrated lighting, it’s both highly functional and visually striking. It’s not just a practical feature—it’s a work of art, softly glowing and connecting both levels of the home.

Q: Anything else you really think should be known about this project?
Porlier: One thing I’m really proud of is the overall quality of this home—from the materials to the craftsmanship—while still staying within a disciplined budget. Our goal is to break into the Big Sky market by delivering a truly high-end build experience and exceptional quality at a competitive price point, and this project is a great example of that.

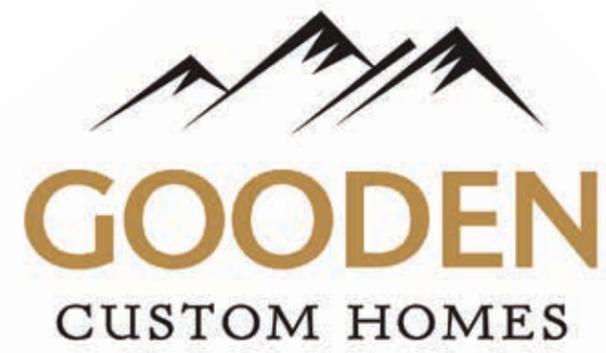
Domaine: This project, although large in size, feels completely the contrary. It is intimate, warm, inviting, comfortable, and truly embodies refined luxury. The intentionality in materials, textures, comfort, practicality, durability, and tactile quality all came together to form a beautiful home.



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Russell MARSAN

Senior Vice
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Investment
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(IPX1031)

**One Call. Clear Answers.
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BY KATE SHELTON
PHOTOS BY BESS BIRD
PHOTOGRAPHY

“I absolutely love what I do. I pride myself on being a powerful resource that is easily accessible to my agents. I’m always just a phone call away, no matter the time of day, and that’s because... I LOVE what I do! My job is to make sure the client goes into the transaction completely stress-free by understanding how the exchange works and all their options. My second job is to make my agents look good (which I’m really good at). I don’t just tell my agents the rules of the 1031 Exchange, I show them how to unlock more listings with it. When you call me, I’ll give you the answers you need. The results will speak for themselves,” said Russell Marsan, a Senior Vice President at Investment Property Exchange Services, Inc. (IPX1031).

Investment Property Exchange Services, Inc. — better known as IPX1031 — is the nation’s largest qualified intermediary for 1031 tax-deferred exchanges, helping people defer capital gains taxes when selling and buying investment real estate. As

the nationwide leader in the 1031 exchange industry, IPX1031 can handle any type of tax-deferred transaction, and Russell is your personal resource to help change your clients’ lives.

As the largest and one of the longest-standing providers in the industry with decades of experience, IPX1031 specializes in all types of tax-deferred property exchanges. They are backed by the financial giant, Fidelity National Financial, a Fortune 300 Company, ensuring safe, stable exchanges. With a client-centric approach and deep technical expertise, Russell helps real estate agents grow their business while guiding their clients through life-changing moves.

Russell grew up hunting and fishing in a small farming town in Northern California. He jokes that instead of growing up playing cowboys and Indians, he played real estate tax nerd instead. Russell served his country as a US Army Ranger before entering the real estate industry more than 35 years ago, and ended up in the world of 1031s by chance.

“
I get to be the knowledgeable, funny goofball that teaches agents how to do more business with the 1031. I change lives. This is what I was meant to do.”



“When I got out of the service, I was working in construction with my stepfather. A buddy from high school talked me into going to night school to become a REALTOR®. I didn’t have anything to lose, so I thought, what the heck? I went for it,” Russell said. “It didn’t take long to figure out that my days of playing real estate tax nerd weren’t far off.”

After a couple of years selling real estate, Russell was approached by a title company to be their sales manager. During those years, he deepened his knowledge of the business and became fascinated by the opportunities 1031 exchanges offer.

Russell joined IPX1031 30 years ago and has loved every minute of it. “I love humorous and motivational speaking. I love teaching. Those are my passions. I get to do that every single day. I get to be

the knowledgeable, funny goofball that teaches agents how to do more business with the 1031. I change lives. This is what I was meant to do,” Russell said.

In addition to being a personal sounding board for real estate agents, he also teaches CE courses across the country. His classes focus on the value of tax-deferred exchanges, presenting the material in a fun and relatable way. In his decades in the business, he’s become a 1031 guru. He offers team training, individual agent coaching, and even client appreciation nights, all focused on how to build wealth through a 1031 exchange.

For agents, Russell is a resource that should not be overlooked. “I teach agents how to do more business with 1031s, and that’s huge,” Russell said. “So many people in Montana own the wrong type of investment real estate and don’t know



“

I make the agents look good to their clients. If a client has a question, I'm here to answer right away so the agent looks like the hero.”



it. For instance, a retired couple might own multiple single-family investment rentals. That couple has a financial advisor helping them with their other assets, but no one advises them on their real estate holdings, so they buy and hold the same real estate their entire life even though their financial objectives have changed. If a retired couple owns single-family rentals, they are in the wrong asset class. Period. Agents are missing a huge opportunity by not acting as a real estate financial advisor for these clients. That's what I help agents learn.”

For real estate investors, Russell is a guide through a complex but rewarding process. “I make the agents look good to their clients,” Russell said. “I'm a student of the business, and I'm always learning. If a client has a question, I'm here to answer

right away so the agent looks like the hero.”

Russell is easy to talk to and even easier to learn from. “I am a people person to the nth degree. I love connecting with people. I love making people laugh and helping them learn,” he said. “I've been like that my entire life. My whole job is teaching agents how to be more successful and clients how to build wealth through real estate. There is nothing else I'd rather be doing.”

Russell loves what he does and doesn't see himself slowing down any time soon. While work takes up a large part of his time, Russell is an avid outdoorsman. He loves hiking, skiing, and foraging for wild mushrooms. He's a wonderful chef and is always experimenting with new ways to cook



the mushrooms he finds. He loves to dance and is an award-winning public speaker, both in humorous and motivational speaking. He and his wife, Tina, have four adult children.

For agents looking to grow their business, having the right expert within reach can make all the difference. Russell combines impressive exchange expertise with something increasingly rare in today's fast-paced market: true accessibility/knowledge. One call and clear answers make all the difference for agents and clients alike.

If you're interested in unlocking more listings this year, connect with Russell at (530) 755-8355 or by email at russell.marsan@ipx1031.com.

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The new name reflects alignment, shared standards, broader expertise, and strengthened infrastructure supporting projects across Montana.

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while preserving the local relationships and hands-on collaboration that have defined Eyehear's reputation in the Flathead Valley.

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MAKING A *Mark*

BY KATE SHELTON
PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY

JESSICA
ALTEMUS

NATIONAL PARKS
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“Every day is different. Every client is unique. I love the challenge of real estate. What I do for one client might not work for another. I have to think outside the box, be creative, and never settle. I have learned to dig deep for people. That’s what’s helped me succeed. That’s how I’ve made my mark,” said Jessica Altemus, a standout agent at National Parks Realty in Bigfork.

Though still early in her real estate career, Jess has already made a decisive mark in the Flathead Valley, forged with hard work, grit, and the quiet determination to succeed. At first, some underestimated her – mistaking youth for inexperience and overlooking the depth of her sales background.

Rather than letting that slow her down, Jessica (Jess) has let her results speak for themselves. Drawing on years of relationship-driven sales experience and an unwavering commitment to her clients, she outworked expectations and outperformed assumptions. Today, her growing success in the Flathead stands as proof that credibility isn’t granted by age or tenure—it’s earned through consistency, integrity, and relentless effort.

Jess grew up in Northern California and studied business marketing in Long Beach. She started her career in interior design before moving into sales. Long before she was closing real estate transactions in the Flathead, Jess cut her teeth in an equally emotional arena: the wedding industry. She eventually began working in the high-end bridal industry with designer Kenneth Winston. For years, she traveled across the western U.S. selling luxury gowns to exclusive, elite stores, allowing her to master relationship-building, design, and high-value sales.

That experience sharpened her instincts. She learned how to listen closely, negotiate thoughtfully, and deliver exactly what clients want most. Today, those same skills fuel her thriving real estate business in Bigfork and beyond, where Jess has seamlessly traded brides for buyers and gowns for ground.

“I traveled all over the Rocky Mountain states working with high-end stores,” she said. “Montana was one of the states I traveled to frequently, and this place just stuck with me. I fell in love with the area. I never wanted to leave.” She followed her heart and moved to Bozeman in 2017, then she relocated to Bigfork in 2020.



“

I'm low pressure with my clients, but straightforward and honest to a fault. I think this helps build trust because they see my work ethic and integrity.”

When the COVID-19 pandemic hit, Jess wasn't able to travel as much, and traditional weddings ground to a halt. Jess saw it as a turning point. "I was already thinking about change," she said. "I wanted to travel less and build something different."

By 2022, she made the leap into real estate- "I've always loved properties. I love imagining how a space becomes a home," she said. "Real estate combined everything I'm good at—marketing, problem-solving, relationships. It felt right. It was challenging at first, but I love it. I love the rush from real estate. This is what I'm meant to do," she said.

In 2024, Jess decided to commit to real estate full-time. "I just got to the point that it made sense for me to put all my time and energy into real estate. It's my passion, and it's what I'm good at."

After taking the leap into the industry, Jess has built a business to be proud of. She has created a niche for herself with horse, waterfront, golf course, and acreage properties, but she serves buyers and sellers across a variety of price points and locations in the NW Montana region. Last year, she managed eight closings. In 2026, she's on track to have an even bigger year.

Jess is proud to be on the National Parks Realty team and a member of Forbes Global Properties. She notes that the marketing team- Rikki Moffet and Sarah Martin- have been instrumental in helping her develop a brand and serve her clients well.

"They're incredibly supportive," Jess said. "They help me refine my brand and get listings out in a big way. It's

not just about selling homes, it's about representing them well. The backing we have from Forbes Global Properties is huge."

"I also really like the team behind us. I've learned so much from all of them. It's a mental game to be in this industry. Our office has strengthened me and helped me become stronger. It's tough being the younger person in the office, but it's made me better."

Despite being one of the youngest agents in her office, Jess has quickly distinguished herself through performance, not perception. Instead of listening to the negatives, Jess focused on mastering her craft – studying the market, showing up for clients, and putting in the extra work when no one was watching. Her drive, professionalism, and results have earned her respect among colleagues and clients alike, transforming early skepticism into recognition.

"I think people underestimated me," she said. "I've had to work hard to prove myself, but this is my passion. My degree is in marketing, and my background is in sales. I'm marketing-driven more than anything. This helps me get properties sold. I think people are taking note. I'm here to stay."

She lives by the words, 'The harder I work, the luckier I get.' In Jess' case, this sentiment rings true. "I'm low pressure with my clients, but straightforward and honest to a fault. I think this helps build trust because they see my work ethic and integrity. I have built solid relationships by networking organically in the community. I've built bonds, and those relationships have referred me so



“

I have built solid relationships by networking organically in the community. I've built bonds, and those relationships have referred me so much business. This has catapulted my business forward.”

much business. This has catapulted my business forward.”

Outside of real estate, Jess embraces Montana life. She and her dog, Timber, ski in Whitefish, cross-country ski in Bigfork, hike, and paddleboard when the weather allows. Her parents recently moved to Montana, and she enjoys having them nearby. She is a big foodie and specializes in cooking Mediterranean food.

“I think one of the most exciting parts of the business is connecting with other agents,” she said. “Getting to meet them face-to-face makes such a big difference. I'm looking forward to getting to know more agents in our area and working with them in the future.”

New to the market but seasoned in sales and service, Jessica Altemus is proving that impact isn't measured in years—it's measured in results. In a competitive Flathead Valley market, she's built a reputation for sharp insight, tireless advocacy, and a genuine connection to the community she serves. Jessica is just getting started, but she's already made her mark.

Connect with her by email at jessica.altemus@gmail.com or by phone at (406) 885-4190.

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BY JESS WELLAR
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“My ‘business’ operates seven days a week,” Gina Marshall begins. “I understand that real estate doesn’t sell Monday to Friday from 8 to 5. I work with buyers and Realtors on their schedules.”

That flexibility goes a long way in explaining how Gina continues to thrive as a Mortgage Loan Officer and Sales Supervisor of 23 years at U.S. Bank. She has built a reputation as a steady, experienced partner who shows up when it matters most, whether that’s during business hours or after hours.

Dream Team

Gina’s lending practice doesn’t operate out of a traditional branch, and that’s by design. Based in Gallatin Gateway, she works remotely, handling the majority of her business by phone and computer while remaining available to meet clients in person whenever needed. Her setup allows her to be nimble and deeply attuned to the realities of today’s real estate market.

Behind the scenes, Gina is supported by her assistant, Alana Jackson from Billings, who plays a vital role in keeping everything running smoothly.

“Alana is the sweetest person to work side by side with, she is smart and understands the importance of meeting deadlines.” Gina acknowledges gratefully. “She is a great partner and an asset to my business.”

Together, they create an experience that feels personal yet efficient, qualities they know Realtors value when timelines are tight and expectations are high.

Experience Does The Talking

Gina’s path into mortgage lending began with a strong foundation in business management and finance, which she worked in for more than a decade. Gina grew up near Idaho Falls, but her profession took shape in North Idaho, where an unexpected opportunity opened the door to what would become a lifelong career.

“A close friend was a District Manager for U.S. Bank and reached out to me about an opportunity to manage a busy branch in her territory,” she recalls. “I ultimately accepted the position and learned the many aspects of branch management and lending.”

It didn’t take long for Gina to discover where her true passion lived though.

“I quickly realized that my favorite part of the job was lending,” she reflects. At a time when mortgage loan officers were trained very differently, Gina leaned in, studying from large binders, completing tests, and stepping into commissioned sales long before online training existed.

“Over two decades later, I only wish I had started my mortgage career earlier!” she grins.



“

If I can play a role in helping someone achieve their dream of homeownership, then I have succeeded in helping make life a little better.”



Despite opportunities to move elsewhere, Gina has remained with U.S. Bank for one simple reason: trust.

“U.S. Bank is a strong, ethical company and we’ve grown in what we offer for our mortgage clients,” she explains. “The products and services we offer have really expanded, especially over the past 10 years.”

Gina often describes her business as “Gina Marshall, Loan Officer — powered by U.S. Bank.” It’s a phrase that perfectly captures her approach: personal service backed by institutional strength.

“Working for a large federally chartered bank gives me access to a large selection of agency and portfolio products,” she points out. “I have the tools and the support team to deliver the service that my customers and Realtors expect.”

That access translates into versatility as well.

“I pride myself on excellent communication,” Gina emphasizes. “I want to be your first call whether it’s a luxury home buyer or a first-time homebuyer.”

Her consistency hasn’t gone unnoticed either. Gina has been recognized as a top producer nationally by Scotsman Guide and is also a top producer within U.S. Bank across its 50-state footprint.

Why Home Matters

Gina’s commitment to helping others achieve homeownership is deeply personal. Growing up, her family lost their home — a life event that shaped her understanding of stability and what a home truly represents.

“Having a place I can call home is where I find strength, joy and peace,” she

shares. “It gives me a perspective that most people haven’t experienced.”

Today, she brings that perspective into every transaction. “As a loan officer, I get to use that nerdy side of my personality to solve a puzzle and provide a solution,” Gina shares. “If I can play a role in helping someone achieve their dream of homeownership, then I have succeeded in helping make life a little better.”

Beyond the Lending Desk

Outside of work, Gina’s life is just as full. A proud Marine mom to Chace, she recently traveled to Japan to be present for the birth of her grandchild.

“Seeing the pride of being a father in my son’s eyes was an extremely incredible experience,” she beams.

At home in Montana, she and her husband Robert spend time with their blended family and their two energetic dogs, Jeff and Hyla.

When she’s not working, Gina can often be found gardening in her greenhouse, cooking — often trying new recipes — or planning her next adventure. Next on her travel list?

“I think I’ll be going back to Japan sometime this year to see that baby again!” she winks.

Looking Ahead

After more than two decades in lending, Gina has seen the industry evolve dramatically. While technology continues to reshape the process, she believes the human element remains irreplaceable.

“Technology will keep pushing your buyers to online lenders,” she says, “but the best service, best

“

I pride myself on excellent communication. I want to be your first call whether it's a luxury home buyer or a first-time homebuyer.”

communication and results will be with your local lender.”

As for her own business, the outlook is strong with her volume up year over year, and she doesn't take that for granted.

“I am very fortunate that my business has continued to grow even in a challenging interest rate environment.” she concludes. “I think we're all going to see a continued increase in business as rates continue to improve and housing prices have become more normalized since 2020-2021. Buyers are getting more comfortable.”

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Jim Adair

EXIT Realty Missoula

People Over Property

BY KATE SHELTON
PHOTOS BY BESS BIRD PHOTOGRAPHY

“Client care is what drives me. I watched my dad care for his customers growing up, and now Kevin Bailey has driven that message home. We put people first. We do the right thing by our clients, and everything else follows. I want to be people’s go-to hero. That’s what drives me,” said James (Jim) Adair, a top producer at EXIT Realty in Missoula.

In an industry where listings and sales often define success, Jim is rewriting the rules of business. Jim is known for putting relationships before results, working hard for his clients, and staying true to his roots. He has built his career from listening first, advocating fiercely, and guiding clients with care at every step. His work ethic and commitment to his people have made Jim a top producer in Missoula, but it’s his people-over-property philosophy that has earned him lasting trust, repeat clients, and a reputation for doing real estate the honest way.

Jim was raised right in the Bitterroot Valley. He grew up helping his dad at the family’s iconic business, Adair Jewelers, located in the heart of Missoula. Jim credits his dad with laying the foundation for his client-first approach. “My dad was the ultimate customer service provider,” Jim said. “He always treated his clients right, and it paid off. He ran a successful business for over 40 years. That’s something to be proud of.”

After high school, Jim enlisted in the US Marine Corps, where he served our country for nearly a decade. He first worked as a data network administrator and then as a recruiter in New York City for several years. “Recruiting is one of the toughest sales jobs ever,” he said with a laugh. “I had to help mothers understand that their babies were going to have a great opportunity to learn and grow, but it wasn’t easy. I figured if I could do that job successfully, I could do anything.”

After traveling the world and living in vastly different environments, Jim decided to move back home. “I’ve been across the world, and there’s simply no place more beautiful than here,” he said. Jim picked right back up at the jewelry store, helping his dad operate locations in Big Sky and in the Missoula mall.

“When COVID hit, I knew it was time for something else,” Jim said. “I’d become friends with Kevin Bailey, and he finally talked me into being a REALTOR® and joining his brokerage.” Kevin is the Owner and Supervising Broker at EXIT Realty. Jim was licensed in 2020 and joined Kevin. Jim has never once looked back.

“Kevin is just an absolute stud when it comes to real estate and client care,” Jim detailed. “He’s all about improving lives through real estate. I admire that. His leadership keeps me at EXIT. I’ve learned so much about how to care for our clients from him.”

Jim’s career background and deep roots in the region have made the transition into real estate nearly seamless. “I watched my dad in the jewelry store, always caring for customers. And with the Marines, I had to learn professional sales skills, how to articulate the benefits of joining up, and how to help people shape their futures. With Kevin’s guidance, I feel like this is exactly where I was meant to be.”

With more than five years under his belt, Jim has built a business to be proud of. He serves all of Montana; he’s been consistently ranked as a top producer on the EXIT team. In many ways, he’s just getting started.

A big part of Jim’s success has been his consistent attention to prospecting. “If recruiting taught me anything, it’s how to smile and dial,” he said with his big laugh. “I spend a good chunk of every day contacting new prospects, researching for current clients, connecting with my sphere, and following up. That’s been key for my business.”

These days, his business is fairly evenly split between buyers and sellers. Much of his business comes on a referral basis. He carries around six listings and works with an average of 10 buyers a month, keeping him plenty busy.

For Jim, the numbers matter much less than the satisfaction of his clients. “I love seeing smiles on my clients’ faces. When we work through the impossible together – something they never thought they could do – it’s happy times. I love the challenge of real estate, and I love seeing someone get their impossible done.”

“When we work through the impossible together – something they never thought they could do – it’s happy times. I love the challenge of real estate, and I love seeing someone get their impossible done.”



“My business and my style are directly influenced by the two biggest men in my life – my dad, and Kevin. They shaped me. And they made me into the REALTOR® I am today.”



Another thing that gives him a leg up in the business is his commitment to his craft. Jim is a self-described real estate nerd and loves to learn as much as he can about the business. “I don’t have another job; I don’t have a partner or kids. I don’t have anything else to focus on. I have the time to learn. My business and my clients are my only priority,” he said.

If you’ve run into Jim around town, chances are good you’ve met his best friend – a Chesapeake Bay Retriever named Cami. Jim and Cami love to play fetch, hunt ducks and pheasants, and also fly fish. Jim is an avid skier and prefers to be outdoors.

“My business and my style are directly influenced by the two biggest men in my life – my dad, and Kevin. They shaped me. And they made me into the REALTOR® I am today.”

Jim’s success isn’t defined by volume, but by values. As one of the region’s top agents, he’s proven that putting people over properties isn’t just good ethics – it’s good business. By prioritizing trust, transparency, and genuine care, Jim has built a career that will last. His relationships extend far beyond the closing table, and his clients’ trust in him remains as true as the Montana mountains. In a competitive market, Jim’s people-over-properties approach is what truly sets him apart.

Connect with Jim at jim.adair@exitrealtymsla.com.



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DINA

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DARING TO DREAM

BY JESS WELLAR • PHOTOS BY ARNICA SPRINGS PHOTOGRAPHY

“I keep in touch and go the extra mile for my clients because I want them to feel special,” Dina Emmert begins.

“Giving back to the community, one sale at a time, is what keeps me motivated year after year.”

That philosophy has certainly guided Dina successfully in real estate, shaping a business rooted in education and genuine connection. Now entering her 20th year in the industry, Dina is a top-producing Realtor, the founder of Your HOME Team, designated broker, and partner at Windermere Great Divide–Bozeman, known as much for her genuine care as for the way she shows up long after the closing table is cleared.

Teacher and Entrepreneur at Heart

A Montana native originally from Miles City, Dina has called Bozeman home since 1998 and earned her degree in elementary education from MSU–Billings. Long before real estate entered the picture, Dina was a teacher by trade, and that foundation still defines how she works today.

“I have always loved to learn and share what I know with others,” she explains. “My lifelong devotion to teaching still

shines in my passion for educating buyers and sellers.

That instinct carried through early ventures that included opening a preschool, working in customer service roles, and owning a coffee and smoothie shop. No matter the industry, one theme followed her everywhere: helping people while building something of her own.

In 2006, Dina made the pivot to real estate after running a small business that demanded long hours without much reward. A friend working on a small real estate project suggested the industry might be a better fit, and Dina trusted her instincts. She signed up for classes in Billings, earned her license, and quickly discovered the business aligned with both her personality and her skill set.

“I am very much about relationships and I’m pretty social,” she shares. “And at that point I’d been in Bozeman for 10 years so I had a network.”

Property management soon followed, and for the next dozen years Dina worked as both a Realtor and property manager, an experience that proved invaluable.

“The property management side set me up for meeting a lot of investors and future buyers and that helped me

“
I run my business off being trustworthy and genuine and always keep in mind how I want to be treated.”





“I have always loved to learn and share what I know with others. My lifelong devotion to teaching still shines in my passion for educating buyers and sellers.”

develop my business,” she reflects. That exposure still informs her business today, but Dina’s specialty and heart belongs to putting buyers in their first home.

“That is what keeps me going and there is no better feeling than handing the keys over to them,” she elaborates.

Dina’s career has spanned multiple market cycles, each one sharpening her perspective. Early on, she credits mentor Tom Rapp for taking her under his wing and teaching her how to navigate foreclosures when the market crashed shortly after she obtained her license.

“I remember knocking on doors, giving cash for keys, doing anything for a sale,” she recalls. “Going through a lot of market shifts adjusts your thinking and your approach to problem-solving.”

That adaptability and hustle continue to show up today: “My most frequent client feedback I receive is ‘She truly cares and communicates very well,’” Dina grins. “I run my business off being trustworthy and genuine and always keep in mind how I want to be treated.”

The Power of Staying Connected

Today, Dina is the designated broker and manages over 35 agents, along with the support of her husband JD who now works with her full time after wanting a career change from civil engineering.

As her business has grown, Dina has leaned even harder into connection. Hosting events has become a cornerstone of her client experience, a way to say thank you while keeping relationships strong.

“I feel I am pretty good at staying in touch,” she notes, acknowledging that it gets harder as volume increases — but never less important. From private movie screenings to Dueling Pianos, pizza nights at Papa John’s, and Santa visits at local nonprofits with her husband JD in full costume, her approach is always fun and thoughtful.

Equally important to Dina is giving back. On every sale or purchase, Dina donates \$250 to a nonprofit chosen by the buyer or seller — a requirement of being on Your Home Team. Since moving to Windermere in 2018, that commitment has totaled nearly \$200,000 returned to the community through donations.

Family and Future Horizons

Away from work life, Dina and her husband, JD, have been married for 14 years and share a big, blended family of five kids — Colton (31), Danyelle (27), Grace (18), Olivia (18), and Taya (12) — which means there’s always something worth showing up for.

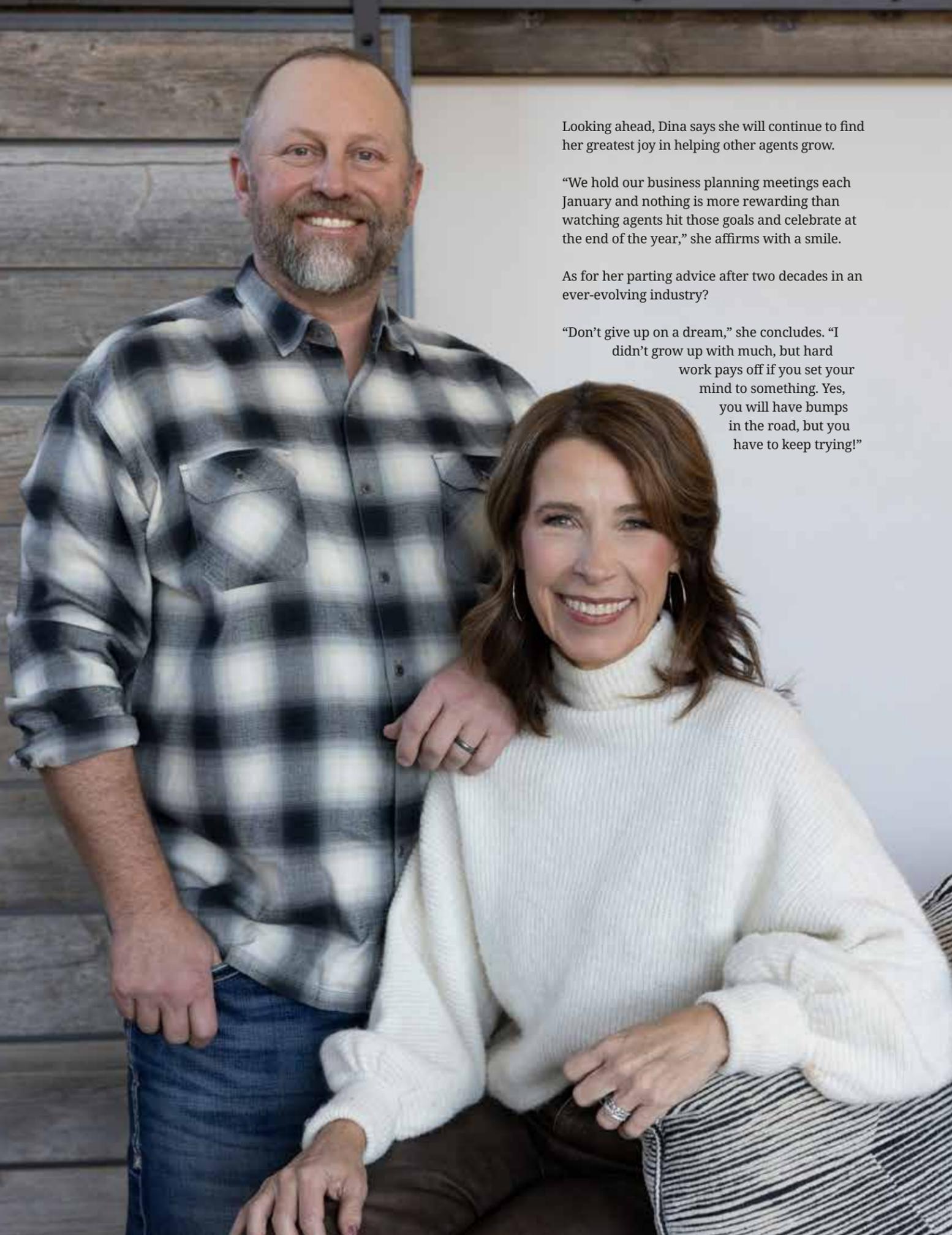
From football games to softball tournaments, the couple make it a priority to be on the sidelines whenever possible. JD coaches football and their daughter’s softball team, and also serves on the softball board, keeping the family closely tied to local youth sports and the community that supports them.

As Dina points out, “Real estate may not offer total freedom, but it does offer flexibility,” and she has learned to make the most of it. “I am no stranger to drafting a contract at the softball field!”

When they’re not cheering from the stands, Dina and JD enjoy traveling, golfing, camping, playing pickleball, and sharing a good bottle of wine. They recently returned from trips to Aruba and Spain, have Cabo on the calendar next, and are planning to explore St. Vincent and Grenadines in October.

Closer to home, they love catching a concert and unwinding at local favorites like Tanglewood and Feast, both terrific places that Dina notes “always treat us well.”

Community involvement also extends beyond her team’s impressive donations. Dina serves on the MLS Board and the Prospera Loan Committee and regularly attends charity events throughout the Bozeman area.



Looking ahead, Dina says she will continue to find her greatest joy in helping other agents grow.

“We hold our business planning meetings each January and nothing is more rewarding than watching agents hit those goals and celebrate at the end of the year,” she affirms with a smile.

As for her parting advice after two decades in an ever-evolving industry?

“Don’t give up on a dream,” she concludes. “I didn’t grow up with much, but hard work pays off if you set your mind to something. Yes, you will have bumps in the road, but you have to keep trying!”



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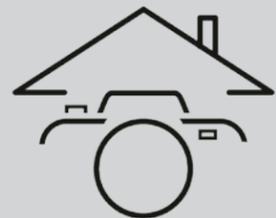
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