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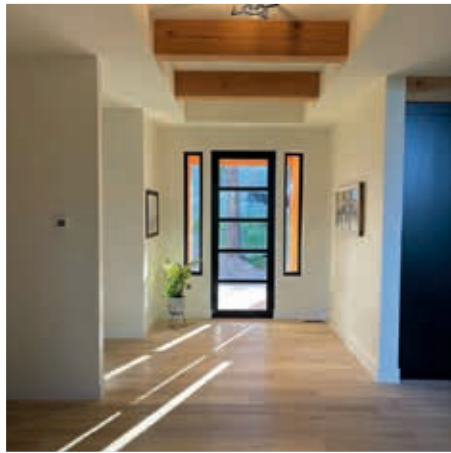
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Where Community Comes to Life

There's something powerful that happens when the right people are in the room. You can't always measure it. You can't always predict it. But if you've been at a Real Producers event, you've felt it.

Actions that turn into opportunities. Introductions that lead to partnership. Moments that shift the trajectory of a business or even a life, and it all starts with a simple decision to be in the room.

For our agents, being in the room means more than just showing up to another event. It's about surrounding yourself with the very best in our market, the ones who are doing it at the highest level, navigating the same challenges and finding ways to win anyway. It's where conversations go deeper than surface level, where ideas are exchanged freely, where you realize you're not alone in the pressure, the pace, or the pursuit of excellence. It's where collaboration begins to replace competition.

Because the truth is, the agents who grow the fastest aren't the ones trying to figure it all out on their own. They're the ones who are connected. They're learning from others, sharing what's working, and building relationships that extend far beyond a single transaction.

And that doesn't happen from behind a screen, it happens in the room. For our Preferred Partners, the value is just as real, but it looks a bit different.

This isn't about handing out business cards or trying to meet everyone in the room. In fact, it's the opposite. It's about slowing down and being intentional. It's about having a few meaningful conversations instead of 100 quick ones. It's about understanding what matters to the agents that you serve, how they think, what they need, and where you can genuinely add value. Because partners who win in this community aren't the ones who chase transactions, they're the ones who build trust. And trust is built face to face.

It's built in conversations that aren't rushed. It's built in consistency, showing up again and again. It's built when agents begin to see you, not just as a vendor, but as someone in their corner. That kind of relationship doesn't start online. It starts in the room. Maybe the greatest value of all is what happens to our culture when the top agents and the best partners in our market consistently show up. Something shifts. Walls come down, conversations open up. People begin to know. Each other not just by name or production but by story and when that happens everything changes.

Referrals increase partnerships strengthen the overall experience for clients against better and our industry becomes



something more than a collection of individuals chasing deals it becomes a community.

A community built on trust, on relationships, on a shared belief that we are Better Together. That's what we're building through Montana Rail Producers. Not just a magazine, not just events, but a room where they're right. People come together and leave better because they did. So if there's one encouragement I'd leave you with, it's this. Don't sit out on our events and plan to join us at one of the September events listed below. Don't assume you'll catch the next one. Don't underestimate what can happen from a single conversation. Be in the room, because you never know which connection, which conversation, or which moment might change everything..

Join us in Bozeman on Sept 9th, Flathead Valley on Sept 15th, and Missoula/Bitterroot Valley on Sept 16th

Cheers,



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Toast to the Top

Flathead Valley

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A glass raised to Flathead Valley's top producers and the relationships that continue to strengthen our real estate community. Thank you to everyone who joined us for this year's Toast to the Top, an evening dedicated to celebrating the outstanding agents who are leading the market and shaping the future of our industry.

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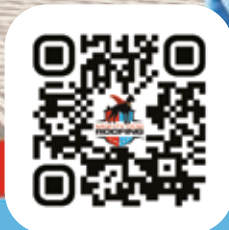


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DOORSTEP

A FRESH TAKE AT THE DOORSTEP

**Mason Messner,
Owner**

BY JESS WELLAR
PHOTOS BY
BESS BIRD
PHOTOGRAPHY

A great listing photo does more than simply showcase a property; it stops the scroll and drives engagement from the very beginning. The balance between emotion, strategy, and storytelling is exactly what Mason Messner has focused on building through Doorstep, his newly-rebranded and rapidly growing visual marketing company serving all of Southwest Montana.

“One of the best compliments I can receive is ‘Your photos helped sell that house so quickly!’ and it happens all the time,” Mason grins. “I will always treat every listing like my own.”

Early Calling

Originally from the Midwest, Mason has spent much of his life connected to Montana before eventually relocating full-time in 2020. While his professional background includes earning degrees in Finance and Business Administration and working as a sommelier in Big Sky, photography has quietly followed him through nearly every chapter of life.

“I’ve had the camera in my hand since I was very young,” Mason explains. “My background in landscape and wildlife photography taught me the principles of what draws people into a good photo.”

Real estate itself was never far removed from his upbringing either. Mason’s father worked as a developer while his mother built a career as a real estate agent, giving him an early glimpse into the business long before launching Doorstep professionally.

“I was fortunate enough to know the industry before I practiced on the media side of it,” he acknowledges. “This served as my earliest foundation as I



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THE SAME QUALITY,
CARE, AND EFFICIENCY
THAT I’VE SPENT THE LAST
FEW YEARS BUILDING.”

began to assess what the agent really needs from a media standpoint.”

Those worlds naturally came together in 2023 when Mason launched Messner Media entirely from the ground up. As the business quickly expanded, he rebranded to “Doorstep.” The new name, he notes, better reflects the long-term vision for the company to scale while still preserving the relationships and reputation he spent years developing.

“Despite my rebrand to a different name, it’s still me and still the same quality, care, and efficiency that I’ve

spent the last few years building,” Mason emphasizes.

The Details Matter

For Mason, real estate media is about far more than simply making rooms appear larger or brighter. Every photo, angle, and lighting decision is thoughtfully considered to evoke emotion and help potential buyers picture themselves inside the home.

That same attention to detail extends well beyond the camera itself. Mason says one of the biggest differentiators in his business is the emphasis placed on genuine connection.

“The relationships have always been the most important thing to me in this business,” he points out. “It’s not uncommon to see people dwell on the numbers — production, transactions, list prices — but those aren’t the things that matter to me.”

Instead, Mason focuses on repeat business, referrals, long-term trust, and building lasting friendships with many of the agents he works alongside. In fact, the entirety of Doorstep’s growth has happened organically through visiting open houses, brokerage presentations, referrals, and repeat clients rather than paid advertising.



The company’s tagline, “The best listings begin at the Doorstep,” reflects that philosophy well. From the first listing photo to the final edited gallery, Mason approaches every listing with the understanding that visual marketing directly impacts not only the property itself, but also the Realtor’s reputation and the seller’s overall experience.

Embracing The Future
As technology continues rapidly reshaping the visual marketing industry, Mason believes adaptability will become one of the most important traits for businesses moving forward.

AI is already changing how listings are presented online. Rather than resisting

those shifts, Mason welcomes the technological advances in a thoughtful way while still maintaining the artistic quality and human perspective that have been the foundation of his business since the beginning.

“AI is all the talk right now from photo and video editing to virtual staging and seasonal changes,” Mason offers. “It’s lowered the barrier of entry for people wanting to do what I do, but that doesn’t mean they do it well.”

“Still, some may try to oppose it while I plan on leaning into it,” he continues. “We expect to start offering some new marketing materials and creative video options that utilize AI in a way that draws attention without adding unnecessary noise.”

Outside of work, travel remains one of Mason’s biggest passions and serves as a way to reconnect with his photography roots beyond real estate. Whether he’s taking a day trip to Yellowstone, exploring the Tetons, relaxing on a Florida beach, or planning another trip back to Iceland later this year, the camera rarely leaves his hand.

At the same time, Doorstep itself continues positioning for growth throughout Southwest Montana and beyond. While Mason currently operates the business independently, he says the long-term vision absolutely includes expansion while preserving the consistency and care clients have come to expect.

“There will come a day when I’m not the only one capturing the media,” Mason concludes. “But my intention is to make sure everyone captures it the same way: Finding patience for the details and meeting it with efficiency in delivery.”

CONTACT US!

To learn more about Doorstep, view available services, or schedule an appointment, visit www.thedoorstep.co or call/text Mason Messner at 406-600-8108.

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Cory

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BY JESS WELLAR • PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY

HOLE-IN-ONE DECISION

“When things are slow, it just motivates me even more because this business is such a perfect fit for my passions and my personality,” Cory Mehl grins.

Cory obtained his real estate license in Seattle in 2018, and it’s hard to imagine a better-suited career match: Blending a background in sales, a lifelong connection to design, and a natural inclination toward connecting with people, Cory has built a business on being authentic while avoiding “sitting in an office all day.”

Now based full-time at Revel Real Estate in Whitefish, Cory continues to gain momentum in a market that mirrors his active lifestyle.

Making Moves

Cory was born and raised in Seattle, but his connection to Montana began long before he made it his full-time home. His family had owned a home in Whitefish since 2000, giving him a familiarity with the area that would later influence a major life decision.

After attending Santa Clara University, where he studied marketing while playing on the men’s golf team, Cory

stepped into the world of sales back in Seattle, first in life insurance and later in the tech startup space. While both roles provided valuable experience, they also reinforced what he didn’t want — a career tied to a desk.

That realization led Cory to pursue professional golf and PGA instruction, allowing him to stay active while building relationships with a wide range of clients.

“I loved being outside, but being an instructor was long hours and I was not making as much as I wanted,” Cory recalls.

It was during that time, while working closely with golfing clients who were in real estate, that the idea of transitioning into the business began to take shape.

A Logical Leap

For Cory, when the time came to switch careers, real estate felt like a fairly natural decision. With a background

in sales and exposure to the industry through his golf clients, the pieces were already in place.

“Looking back, it made so much sense — my grandma was an interior designer and my parents are also very passionate about real estate and design,” he points out.

After obtaining his license in Seattle in 2018, Cory learned the business from the inside out, working under his mother’s friend, a high-producing agent in Seattle, who played a pivotal role in shaping his early foundation.

“I was Deirdre Doyle’s assistant for the first six months in the business,” Cory recalls. “I did all of her open houses and learned so much during that time!”

As his career progressed, his connection to Montana deepened. During the pandemic, he began spending more time in Whitefish before ultimately obtaining his Montana license in 2021 and making the move full-time in 2023 with his wife.



Relational, Lifestyle Focus

Cory's approach to real estate is rooted in a deep understanding of the lifestyle his clients are seeking. In a market like Whitefish, where lifestyle and property are closely intertwined, that perspective becomes especially valuable.

"My relationship-based sales style, my hustle, and my authentic personality also set me apart," he elaborates.

That authenticity carries through every aspect of Cory's business, from how he communicates with clients to how he stays connected to his sphere.

"My network of clients is also my friend network," he points out. "I do a lot of client appreciation activities outdoors, such as skiing, golfing, fishing and boating on the lake. My lifestyle really meshes with my business and it allows me to be in touch with my network's needs."

That easy blending between lifestyle and career has been a defining factor in his success, with Cory closing \$14.4 million in volume across eight transactions in 2025, primarily in the luxury space around Whitefish.

A major turning point in his business came with his move to Revel Real Estate at the beginning of 2025, where he found a collaborative, high-performing environment that continues to push him forward.

"The positive influence and collaboration within the office has inspired me to work hard on my own business," he acknowledges gratefully. "And for a boutique brokerage of about 15 agents, they have fantastic marketing and are well known in our area as an authentic, local, high-end brand."



“When things are slow, it just motivates me even more

because this business is such a perfect fit for my passions and my personality.”

“First and foremost though, my goal is to be the best father and husband I can be for my family, continue to grow my real estate business, and give back to the community of Whitefish by being a leader.”



A Powerful Motivator

Outside of business, Cory’s world revolves around his family and the life they are building together in Big Sky Country. He and his wife Roni, married in the fall of 2022, are raising their two young daughters — Madison, who is two and a half, and Emerson, just four months old — alongside their loveable Golden Retriever, Bella.

The Mehl’s days are filled with the kind of activities that define the Montana lifestyle, from boating on the lake in the summer to skiing at Whitefish Mountain in the winter. And of course hitting the links is still a favorite pastime at Whitefish Lake Golf Course and Iron Horse Golf Club.

“My wife has been working hard on her golf game and she loves to play; we golf together often and she also plays in the women’s league,” Cory smiles. “Meanwhile, my 2.5-year-old already has a set of clubs and is learning to swing, and my infant will be next!”

In his own time, Cory embraces the same active lifestyle he helps his clients find, whether it’s hockey, skiing, golfing, hunting, or fishing.

Looking ahead, his goals remain defined by his top priority, with a focus on continued growth and long-term impact.

“I like flying solo for now because I am a pretty competitive person and like to achieve the goals I set for myself,” Cory admits. “However, the further I get along in my career, I could see myself having a team of other agents to mentor and train some day.

“First and foremost though, my goal is to be the best father and husband I can be for my family, continue to grow my real estate business, and give back to the community of Whitefish by being a leader,” he concludes. ▀

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Collective Design

ADRIENNE RYNES,
PRESIDENT AND LISA YATES,
PRINCIPAL DESIGNER

BY KATE SHELTON



“We know the mountains, we live in the mountains ourselves, and we love the lifestyle. All the brokers, builders, and vendors we work with care about their communities. They care about maintaining that genuine Montanan authenticity. We understand the hold that Montana has on all of us, and we design homes that represent that very essence: the sense of place that makes Montana so special. We design homes that give people that feeling of Montana magic,” said Adrienne Rynes, President of Collective Design.

Collective Design brings a distinctly grounded perspective to luxury living, creating

mountain homes that feel as authentic as the landscapes that surround them. Working across some of the most sought-after mountain destinations in the country, the team approaches each project in beautiful harmony between architecture, environment, and lifestyle. The result is not just a home, but a place where people belong. They’ve perfected the art of blending natural materials, thoughtful craftsmanship, and modern refinement to provide owners a sense of home and respite.

After relocating from New England to the wide-open landscapes of the West, Adrienne Rynes discovered a new creative calling when she learned of

“We live in the mountains ourselves, and there’s nowhere else we’d rather be. We uniquely understand this lifestyle, and the spaces that our clients want.”

an opportunity at Collective Design. She began her second career managing the design team in 2018 and quickly made a role for herself in business development. Adrienne was named President a few years later. Today, her leadership at Collective Design is rooted in guiding the team in creating incomparable spaces.

“The builders and brokers in Montana are just amazing to work with,” Adrienne said. “They’re all so talented, and we love being a part of these projects. We work really well together, and at the end of it, our clients are beyond thrilled with the final home they get to love.”

Collective Design operates as a full-service design partner for builders and brokers. They seamlessly integrate into every phase of a project, making the entire project run smoothly. Whether guiding new construction from the ground up, reimagining an existing home through thoughtful remodels,

designed for the Montana way of life



or curating furnishings that bring a space to life, their approach is both comprehensive and highly tailored. Collective Design delivers a cohesive vision, making the process feel effortless while creating homes that are both functional and beautifully curated.

“We love what we do,” Adrienne went on. “We are always five steps ahead of the client and the team, solving problems before they even arise. Having a designer on the team makes the entire home better, taking it to the next level.”

Lisa Yates has spent her career shaping distinctive mountain homes that reflect both the individuality of her clients and the character of the landscapes they inhabit. With a deep understanding of Western US architecture and lifestyle, she approaches each project as an opportunity to create something entirely bespoke; never formulaic and always intentional. Her work is defined by a careful balance of found materials, dramatic attention to detail, and livable comfort, resulting in spaces that feel elevated yet effortless. Over the years, Lisa has built a reputation for designing homes that are not only visually striking but also deeply connected to their surroundings. As the Principal Designer of Collective Design, Lisa oversees all projects and brings her deep experience and eye for timeless design to each client.

“It’s incredible to create spaces where our clients can truly escape. I love the idea of designing something where people can bring their friends and family to have fun, make memories, and build relationships. It fills me with a sense of purpose,” Lisa said.

Collective Design is uniquely positioned to work in mountain communities, drawing on deep, hands-on experience in some of the West’s most demanding and design-driven environments. With a team of ten designers, Collective Design brings both depth and versatility – and a hands-on approach – to every project. The team has completed hundreds of successful projects, building a portfolio that reflects not only range but consistency in quality and execution.



“Our work is never transactional; it’s entirely relational. Referrals don’t happen on a whim; they come from a place of trust that’s been built over time.”



“We live in the mountains ourselves, and there’s nowhere else we’d rather be. We uniquely understand this lifestyle, and the spaces that our clients want,” Adrienne said. “For projects to be successful, it’s vital that designers understand the landscape. That’s what we offer.”

With several successful projects in Bozeman and Big Sky, it’s clear that Adrienne, Lisa, and the entire team bring a sense of place to every project. They infuse each home with the quiet beauty, authenticity, and spirit of the West. It’s a feeling that goes beyond aesthetics. Their style is rooted in natural materials, expansive light, and

a deep respect for the surrounding landscape. The result is more than a well-designed home; they create an atmosphere, a way of living, and a connection to a place that feels distinctly and genuinely Montana.

“Our work is never transactional; it’s entirely relational,” Lisa said. “The brokers, builders, and architects we work with see us as an extension of their team and the work they’re already doing. Referrals don’t happen on a whim; they come from a place of trust that’s been built over time. A broker would never bring us into a project if they didn’t know, with complete confidence, that we would deliver at the highest level, and we always do.”

Collective Design’s expertise extends well beyond new construction. The team is equally skilled in remodels and thoughtful space refreshes, bringing a refined eye and strategic approach to transforming existing homes. Whether reimagining a single room or undertaking a full-scale renovation, they elevate what’s already there, honoring the original structure while introducing new layers of function, beauty, and cohesion. “Brokers trust us to take care of their clients,” Adrienne said. “We appreciate the trust they place in us to redesign spaces and make homes into something special.”

Collective Design is a trusted partner for builders and brokers looking to deliver exceptional homes across Montana’s most competitive mountain markets. With a full-service approach and a deeply collaborative process, the team integrates seamlessly from concept through completion, supporting every stage with clarity, creativity, and proven experience. For those seeking a design partner who enhances both vision and execution, Collective Design brings reliability, expertise, and a shared commitment to excellence.

Connect with Collective Design to explore how Adrienne, Lisa, and the team can help elevate your next project. The results will speak for themselves. ▀



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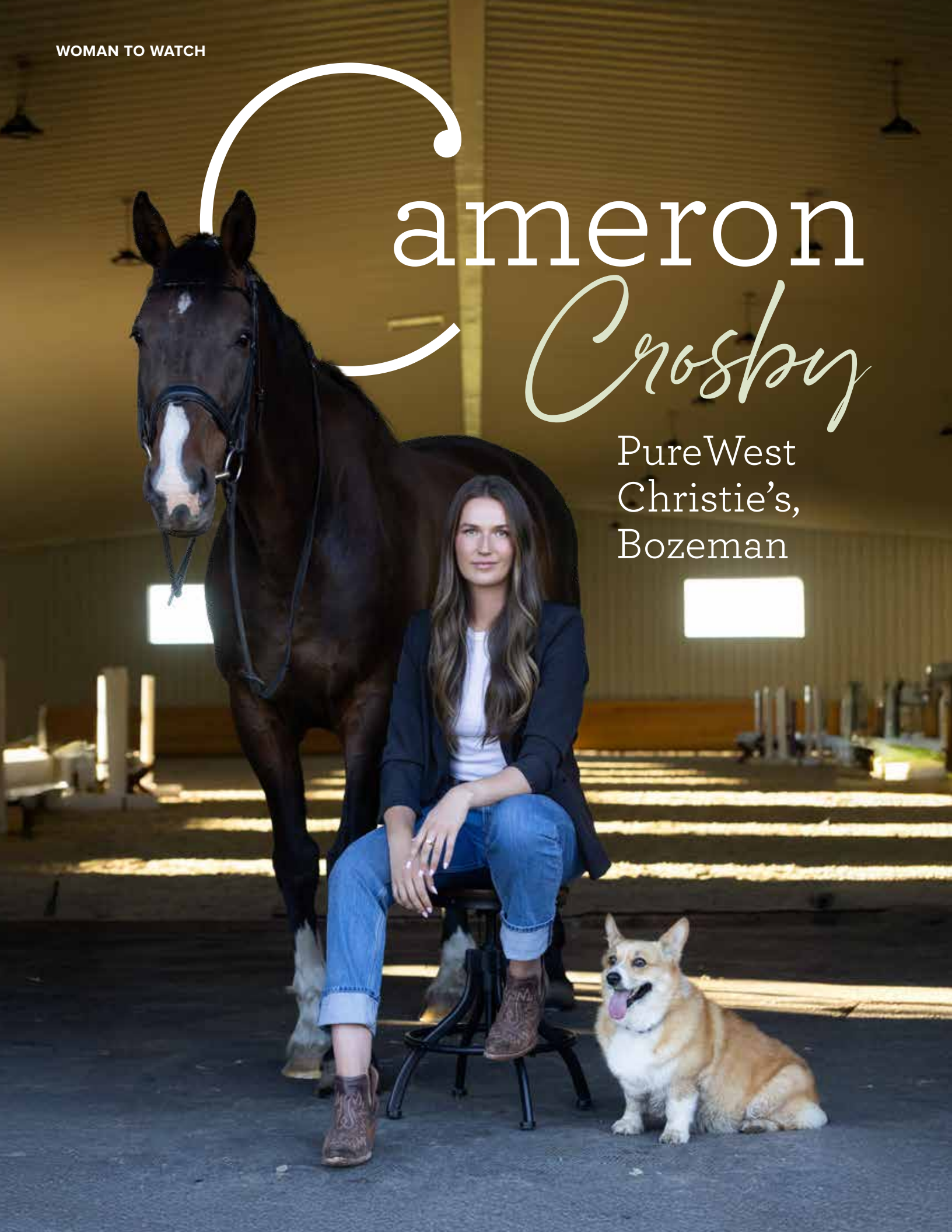
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Faith *Focused*

BY KATE SHELTON
PHOTOS BY ARNICA SPRINGS
PHOTOGRAPHY

"A few years ago, I went through a challenging season in real estate. I was working hard, but things just weren't falling into place the way I had hoped. I realized I needed a different approach. In this industry, so much emphasis is placed on building a personal brand, which is essentially our image, and I found myself growing weary of constantly focusing on my own efforts. I knew I wanted my career to reflect something deeper. I try to approach this business with gratitude and humility, knowing that every opportunity and success is a gift from God. My faith guides the way I work, and I pray over every client and transaction. Putting God first has brought a level of peace and confidence that has changed not only my business, but my perspective on success itself," said Cameron Crosby, a rising PureWest Christie's agent in the Bozeman office.

For Cameron, real estate is more than a profession – it's a calling rooted in faith, family, and a deep love for Montana. As a fifth-generation Montanan and the daughter of Dale Crosby Newman, one of PureWest Christie's founding brokers, Cameron was raised with a firsthand understanding of the values that make a successful real estate professional: integrity, service, and stewardship.

After graduating from Montana State University's Jake Jabs College of Business & Entrepreneurship, Cameron followed her passion into the family business, becoming a licensed real estate agent dedicated to helping others find their place in Bozeman. Growing up in the Flathead Valley, followed by life in Bozeman, has given Cameron a unique perspective on both northwest and southwest Montana. Along with her deep roots, she has what it takes to expertly guide clients through every stage of their real estate journey – no matter what region of the state they're buying or selling in.

Guided by her faith, Cameron approaches each transaction with prayer, purpose, and a commitment to serving others. Whether helping buyers discover their dream property or assisting sellers in their next chapter, she combines local expertise, innovative technology, and heartfelt care to ensure every client feels supported, valued, and confident throughout the process.

"I absolutely love connecting with people," Cameron said when asked about her why. "I think it's such a cool opportunity for ministry. Buying and selling homes can be such emotional decisions. I'm honored to support them and to be there during a stressful period of their lives. My goal is always to make the process as seamless as possible."

Cameron has built her success in Bozeman the same way she approaches every aspect of her business: by putting people first. Rather than focusing on sales rankings, transaction volume,

"I ask myself."

'How can I bless others? How can I step up?' I'm not a billboard agent; I don't market myself. I get clients from being involved in the community, and people knowing that I have a heart for them and the community we live in."

or industry accolades, she measures success by the relationships she builds and the trust she earns along the way. Through attentive service, honest guidance, and a commitment to doing what's right, Cameron has cultivated a reputation that extends far beyond real estate. Much of her business comes from referrals and repeat clients – a testament to the meaningful connections she has built throughout the Bozeman community.

“I’ve always been a huge advocate for getting involved in the community,” she said. “I ask myself, ‘How can I bless others? How can I step up?’ I’m not a billboard agent; I don’t market myself. I get clients from being involved in the community, and people knowing that I have a heart for them and the community we live in.” And step up, she has. Cameron coaches volleyball, mentors high school girls, and is always someone people can call if they need help. She gives back and makes every effort to foster a tight-knit community.

Focusing on faith and her community has paid off. Cameron’s business is stronger than ever, and she’s one of the fastest-growing agents in the region. More importantly, Cameron loves what she does. “I’ve never felt called to anything else. This line of work brings me so much joy and purpose. I love, love, love my job. And I love the people I serve.”

With a father as successful as Cameron’s, it’s only natural to assume that her success is an extension of his. This couldn’t be further from the truth for Cameron. Early in her career, Cameron learned that a respected last name could open a door, but it could not build a career. She earned every opportunity through hard work, long hours, and a commitment to serving her clients with purpose and prayer.

“I think it’s a common misconception that the kids of more established agents get handouts,” she said with a laugh. “For me, it’s been the opposite. My dad is harder on me than any of the other agents. He wanted me to figure it out



Buying and selling homes can be such emotional decisions. I'm honored to support them and to be there during a stressful period of their lives. My goal is always to make the process as

seamless as possible."



CONTACT
US!

Connect with Cameron at cameron@purewestmt.com.

on my own and fight for the business I have. I'm so thankful that he trusted me to do that."

While Cameron has earned her own name in real estate, her father has remained one of her most influential mentors. She credits her father not only for his unwavering support but also for demonstrating the power of humility and genuine connection. His commitment to fostering authentic relationships has inspired Cameron's own business philosophy. "I have always respected the way he's done business, and I have learned so much from him. I feel so lucky that he's just a phone call away," she said.

When she's not helping clients navigate the real estate market, Cameron can usually be found outdoors enjoying everything that makes Montana special. An avid English equestrian, she spends much of her free time with Beau, her show-jumping horse, and enjoys the discipline, challenge, and connection that come with the sport. She's also a proud dog mom to Tilly, her beloved corgi, who often joins her on outdoor adventures. She also loves to hike, golf, and spend time with friends and family.

At the center of Cameron's life and business is her faith, which has provided the foundation for every step of her journey. It shapes the way she serves others, approaches challenges, and defines success – not by achievements alone, but by living with purpose, integrity, and gratitude. Her faith has given her the confidence to trust the process, remain grounded through life's ups and downs, and pursue opportunities with an open heart. Looking ahead, she is excited for what the future holds, knowing that with a strong foundation, meaningful relationships, and unwavering faith, the possibilities are limitless. 🍷

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CUMMINGS

Joe Cummings has spent most of his life operating in high-pressure environments where preparation and leadership mattered. Whether it was reading offenses as an NFL linebacker, navigating Montana rivers as a fly-fishing guide, opening a nationally recognized lodge, or negotiating complex land deals in western Montana, the underlying role has remained surprisingly consistent: helping and protecting those he serves.

“I found that guiding anglers was exactly the skill set I needed to manage transactions,” Joe reflects. “In both cases, your client is excited and invested in the outcome but has not spent nearly as much time as you in that arena.”

“Your knowledge, expertise, and problem-solving abilities are essential to guiding a deal or a boat,” he continues. “The feeling of a successful trip is much like the satisfaction of a transaction well executed.”

Last year the remarkable Realtor with Engel & Völkers Western Frontier closed 31 transactions totaling \$28 million in volume while continuing to build a reputation as one of Missoula’s most-respected names in ranch, land, and residential sales.

Easy Fit

Born and raised locally in Stevensville, Joe grew up immersed in both athletics and the outdoors before eventually earning an English degree from the University of Wyoming. From there, his path quickly became anything but predictable though.



Photo by John Hafner Photography

Joe spent five years in the NFL as a middle linebacker with the Buffalo Bills and San Diego Chargers before initially planning to attend law school on scholarship after his football career ended. Instead, a summer job in a fly shop unexpectedly changed the direction of his life.

“That summer experience led me to working in the field as a fishing guide for a year and that’s when I decided to open a lodge and continue fish guiding,” Joe recalls with a grin. “I was in the field 230 days a year and guided all over the state.”

Together, Joe and his wife Tammi (who was no stranger to running successful restaurants) eventually built Missoula River Lodge into an acclaimed destination known for both exceptional guide services and exquisite dining experiences. Over time, Joe also became heavily involved in advising fishing clients on land acquisitions, as well as development, and operational strategy surrounding the lodge, all experiences that quietly laid the groundwork for his next pivot.

“My father was a real estate investor, so transactional

strategy always interested me as I grew up in a real estate family,” Joe explains. “I was also at that point in life where I wanted some new challenges.”

By 2019, after years of physically demanding guide work and the toll of the gridiron, Joe began easing into real estate while simultaneously structuring the right leadership at the lodge. When the pandemic market exploded in 2020, he found himself going full-time as a Realtor almost overnight.

“That was really like drinking from a firehose back then,” Joe recounts. “I was averaging almost a deal a week at one point!”

Low Ego, High Detail

Joe’s business today is heavily referral-driven, something he credits largely to collaboration, consistency, and treating people fairly throughout the process. Whether working alongside clients or fellow agents, he believes long-term relationships matter far more than short-term wins.

At the same time, Joe’s entrepreneurial background and years spent operating in highly competitive environments have shaped the way he approaches problem-solving. He openly admits the emotional side of real estate challenged him as a newcomer until mentors helped him reframe his perspective.

“I try to be a **respectful, hard-working problem solver** while keeping the ego low, & the nose to the grindstone.”

“I struggled early on being way too emotionally charged up in transactions with a lot of money flying around,” Joe shares. “Turning my business goals into problem-solving benchmarks made the biggest difference.”

That mind shift, paired with what he describes as an “obsessively detail oriented” personality, has become one of the defining traits clients now appreciate most. Joe also credits much of the backend operational success of his business to Matt Patton, the salaried agent who helps run his unofficial group and keeps transactions flowing smoothly behind the scenes with plenty of structure.

“I try to be a respectful, hard-working problem solver while keeping the ego low, and the nose to the

grindstone,” Joe offers. “I’m just a local kid that has a track record of setting goals and winning.”

That proactive, yet collaborative energy has allowed Joe to continue scaling while still maintaining a highly personal client experience. In 2024, Joe transitioned to Engel & Völkers Western Frontier to further focus on larger ranch and land sales, a direction that aligns closely with both his outdoor background and long-term interests. But he remains forever grateful to his former broker and mentor Deanna Ross for helping him find his footing early on.

“I am a lot to deal with, and Deanna was awesome while I cut my teeth at Lambros,” he acknowledges with a chuckle.



Photo by John Hafner Photography



No Sitting Still

On the homefront, family life remains deeply centered around the Montana outdoors. Joe and Tammi have been married for 26 years and are raising four children: Mackenzie (21), Charlotte (20), Kirk (17), and Annabelle (12), alongside their loyal Yellow Lab, Oakli.

“Our family is an outdoor family,” Joe shares. “In the summer we are either on the water or up high above in the mountains hiking.”

Outside the office, Joe still gravitates naturally toward physically demanding pursuits. In addition to trail running and mountain biking, he completed his first ultramarathon last year and is preparing for the Rut Ultramarathon in Big Sky this September. Additionally,

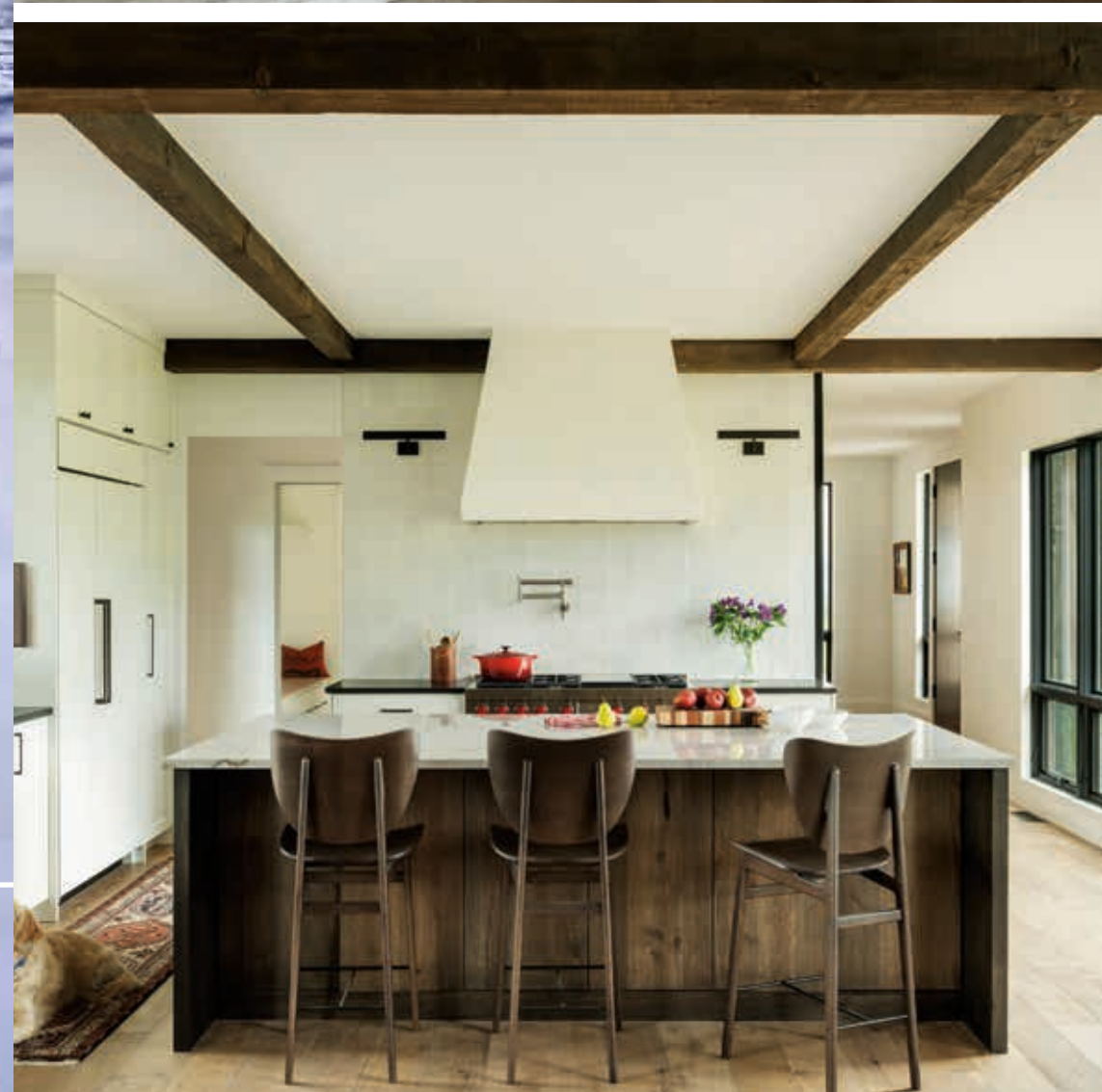
Joe and his loved ones stay involved with Missoula Youth Homes.

Eyeing his future, Joe hopes to continue expanding further into ranch and land parcel sales throughout western Montana. Looking down the road though, he remains realistic enough to know life has already taken him through several unexpected chapters and he can’t begin to guess what’s around the bend.

“I’m currently on my third career iteration... I might run out of time before I figure out what to do next!” Joe laughs. “I’m not sure what the future holds, but I have certainly had a multilayered life and gotten lucky with being surrounded by bright, supportive people.”

Fun Fact:

In addition to being in the NFL, running a nationally-ranked fishing lodge, and being a remarkable Realtor, Joe has also played in several bands as a bass player. His biggest claim to fame was performing with the band Clear Grade, and he still enjoys moonlighting with the occasional local gig.



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