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Woman to Watch
**SARAH
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Power Team
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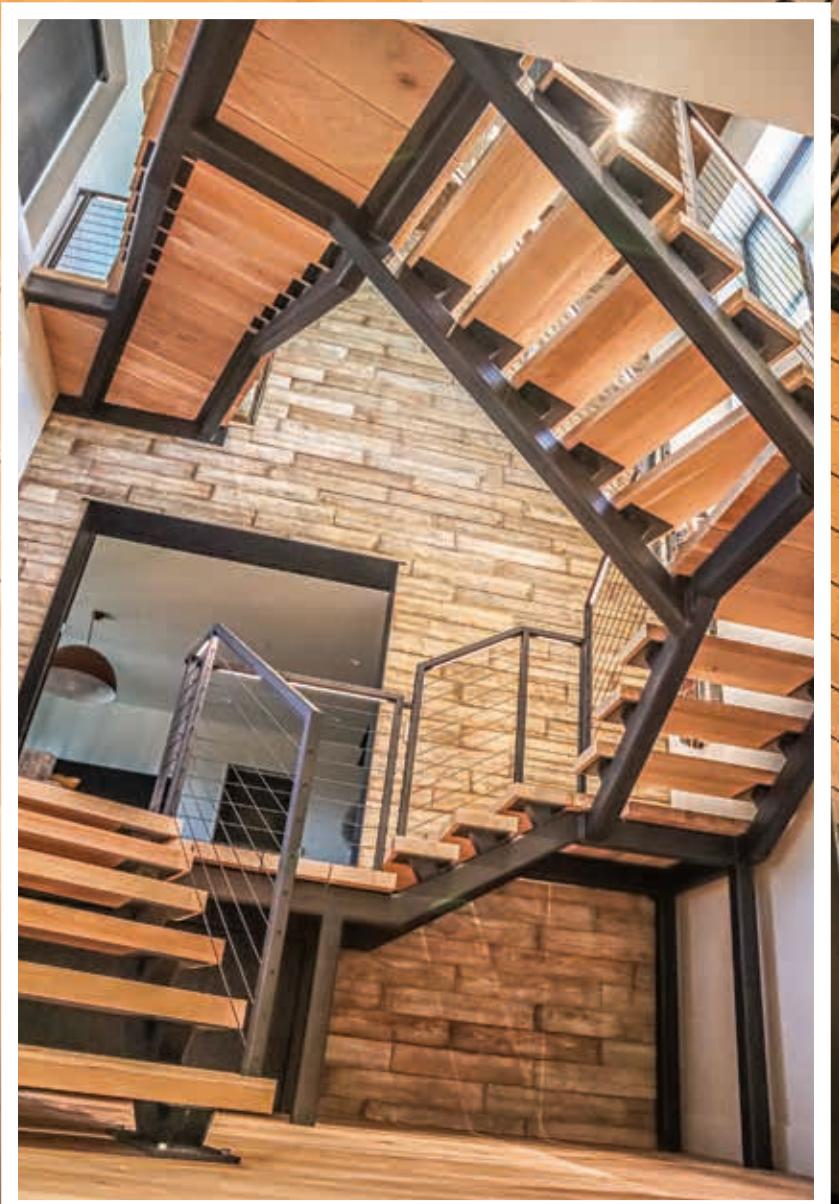
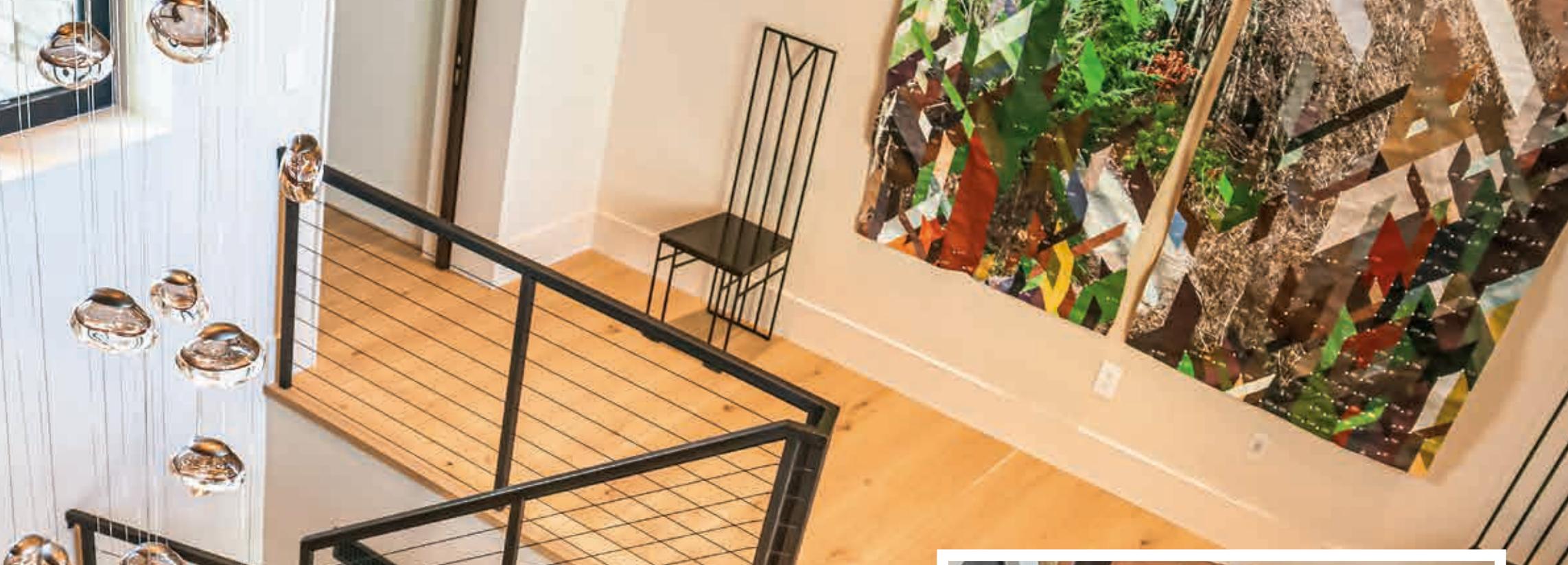


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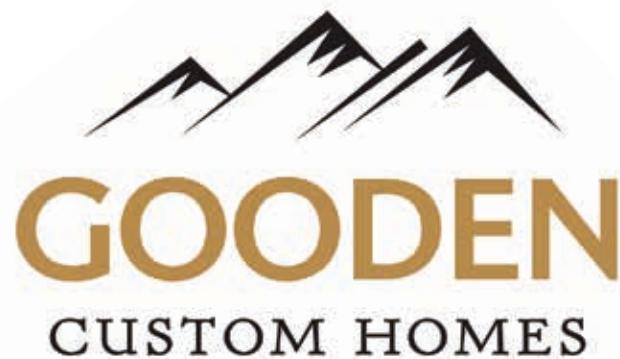
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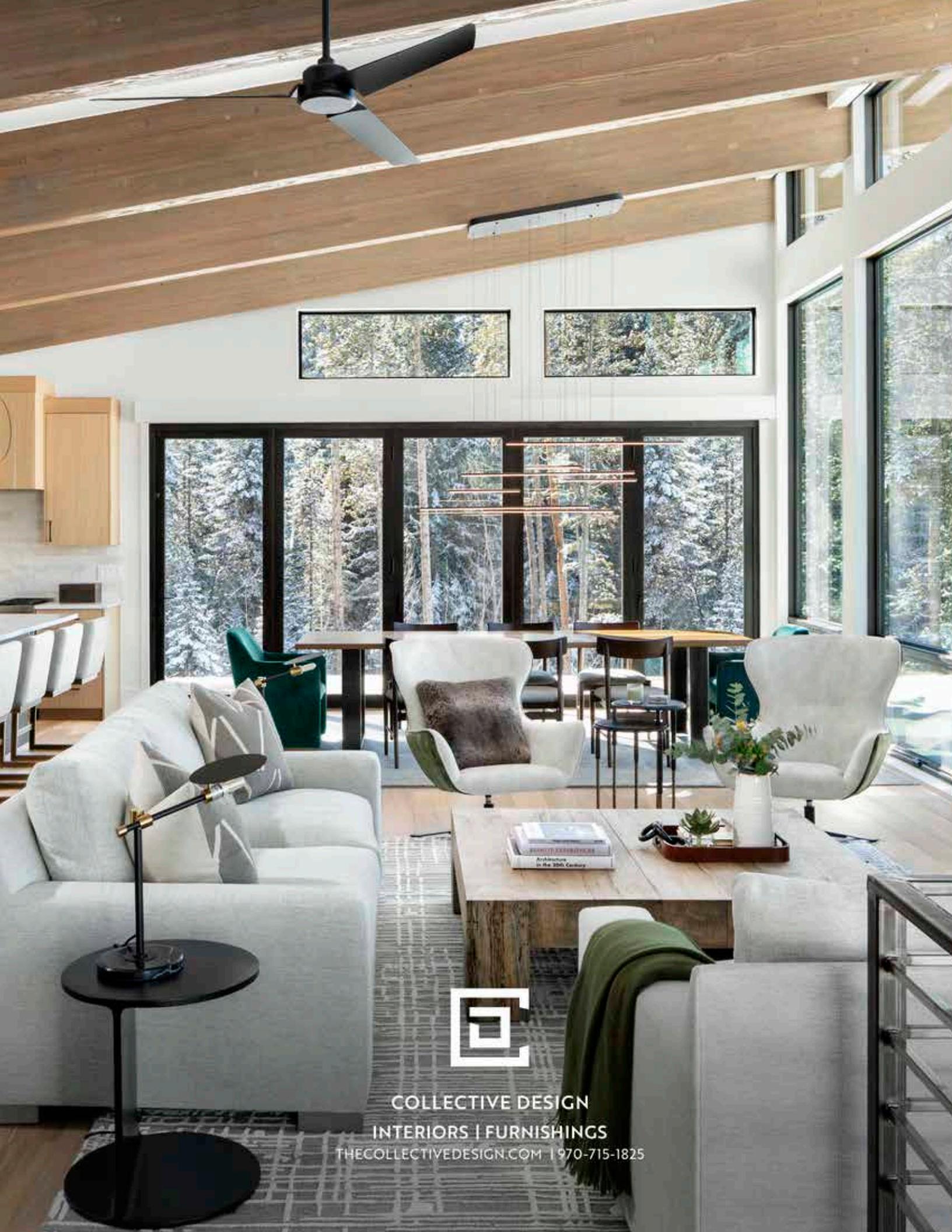
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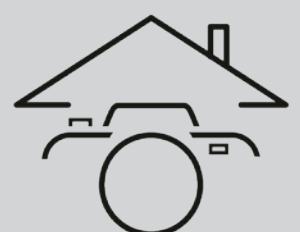
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▲ Kyler Harder
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Happy NEW YEAR, Montana Real Producers!

As we enter a new year together, I want to begin by reminding you why this publication arrives at your door.

It's not by subscription or promotion. It's **simply by merit**. You earned it through production and peer nomination.

This magazine reflects your hard-earned work, your professionalism, and the way you show up for your clients and for this community. That matters.

I started *Montana Real Producers* because I believed—and still believe—that when the top 10% of Montana real estate comes together alongside the most vetted partners, everyone wins.

A quote I'm carrying with me into 2026 captures that spirit well:

“It’s lonely at the bottom. It’s competitive in the middle. It’s collaborative at the top.”

Over the years, I've seen how true that statement is. When you're in proximity to the right people, your business strengthens through aligned relationships. No one can steal what you take care of. That's why the partners featured in these pages are uniquely positioned to support you long after the transaction.

A new year tends to bring new resolutions, but in our case, we're committed to doing exactly what we set out to do from the beginning: to honor Montana's top producers and create meaningful spaces for connection.

With that in mind, I'd love to personally invite you to our January kickoff events: Sip & Strategize with us at the following locations:

- **January 22 – 2:00 PM**
The Baxter, Downtown Bozeman
- **January 28 – 2:00 PM**
Snowline, Kalispell
- **January 29 – 2:00 PM**
**The Florence Building,
Downtown Missoula**

These events are an extension of what our publication represents. A chance to step out from behind the pages, meet the people you already respect and work with, and strengthen the relationships that make Montana real estate better for everyone.

You've earned the recognition and the conversations that happen here, and your presence makes this community stronger. I truly hope to see you there. To another year of being at the top!

Your biggest fan and friend,
Rachelle Schmid



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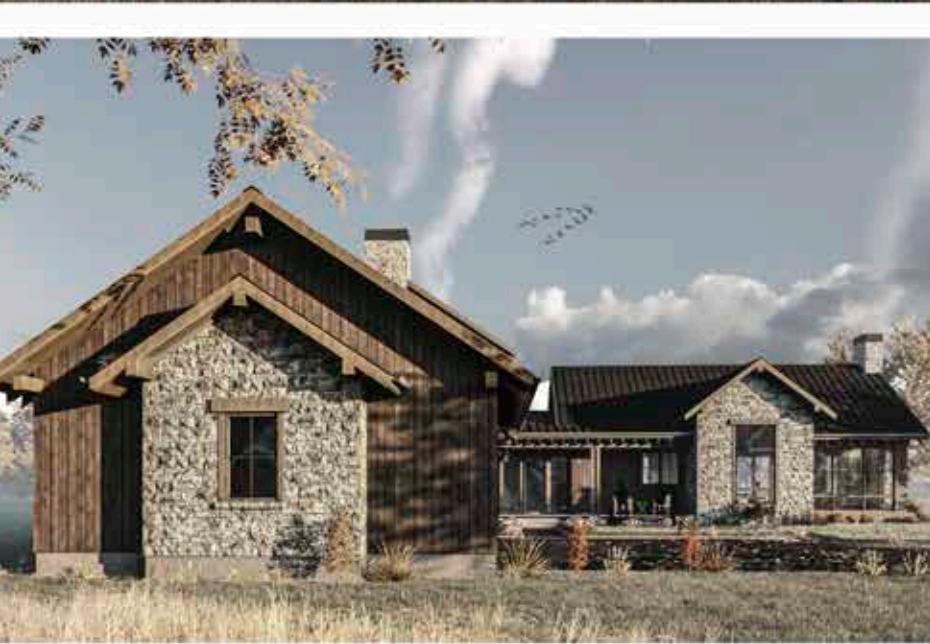


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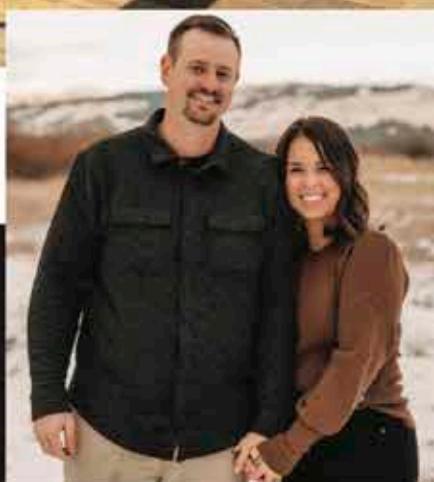


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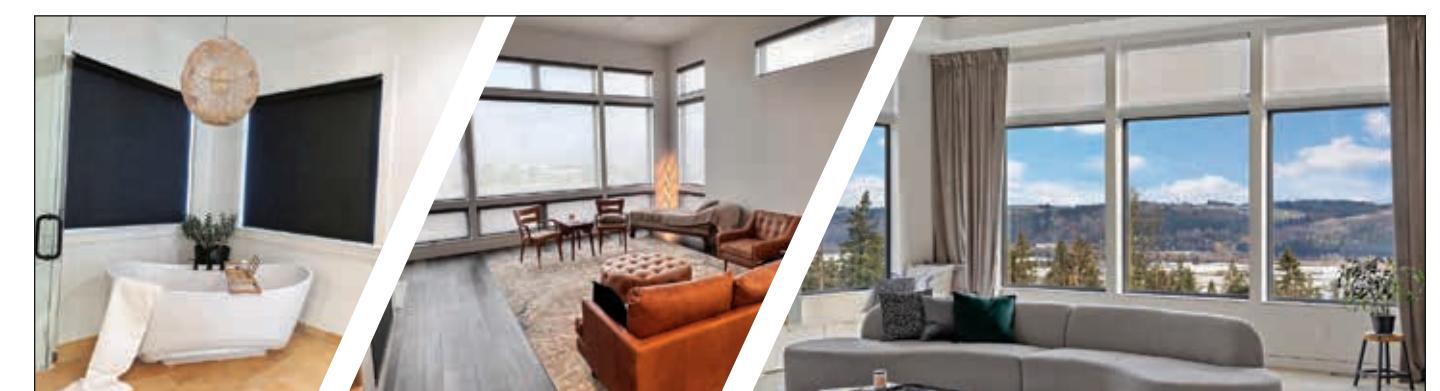
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The Power of COMMUNICATION

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BY ANGELA HUGHES, MAR PRESIDENT

As we look toward 2026, one theme stands above all others: communication. Whether it's between REALTORS®, clients, brokers, or association leadership, effective communication remains the foundation of trust, professionalism, and success in real estate.

The Common Thread

The number one complaint I hear—time and again—from both consumers and fellow

REALTORS® is a lack of communication.

It's not about market conditions or contract forms; it's about silence. Clients want to know what's happening with their transaction. Agents want to know what's going on with their listings, offers, or cooperative partners. Staff and volunteer leaders want clarity on expectations, updates, and outcomes. When that clarity is missing, frustration fills the gap.

Communication Builds Confidence

As REALTORS®, our words are powerful tools. Timely updates, honest conversations, and proactive outreach show our clients and colleagues that we care—and that we are in control of the process. Even when there's no news, saying so builds confidence. A quick call, text, or email that says, "I'm still waiting on an update, but I haven't forgotten you," can make all the difference.

Communication Strengthens Cooperation
Our industry thrives on cooperation. We depend on one another to bring transactions together smoothly and professionally. That cooperation suffers when communication falters. A lack of response can stall a deal, sour relationships, and ultimately harm our reputation as professionals.

Strong communication—clear, respectful, and consistent—turns competitors into collaborators.

Communication Enhances Leadership
As an association, MAR's mission is to serve our members. But service starts with listening. My goal for 2026 is to ensure our communication flows in all directions—from leadership to members, from members to leadership, and from all of us to the communities we serve. We can't grow stronger together if we aren't hearing one another..

A Challenge for All of Us
Let's make 2026 the year we reclaim communication as a professional standard. Return the call. Reply to the message. Give the update. Clarify expectations. Ask the question. Listen to understand.

Because when we communicate well, we don't just close more transactions—we build a better profession.



Congratulations

Huge congratulations to Angela Hughes on being named the 2025 President of the Montana Association of REALTORS®! We're so excited to see all you'll accomplish in this new role.



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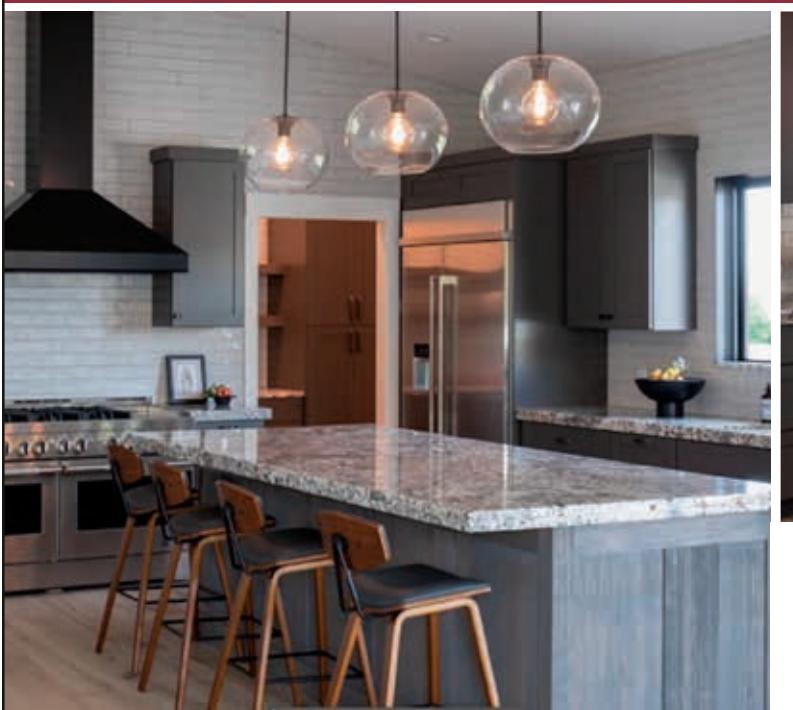


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MAKING IT RIGHT When Things Go Wrong

"People are already having a bad day when they call you, and who shows up at your door matters."

That's how owner Andrew "Andy" Krawczel frames the mission of Paul Davis Restoration of Southwest Montana, a full-service, veteran-led team restoring homes and businesses across Bozeman, Big Sky, Helena, Butte, and beyond.

From fire and water damage to mold, storm, and large-loss commercial jobs, Andy's crew handles the entire job from start to finish, including the reconstruction. This makes for a seamless project so customers don't have to deal with contractor handoffs when they're already under stress.

"When things go wrong, we do what's right. We keep it simple and stay focused on the mission of serving people in their time of need," Andy offers.

Deep Service Roots

Andy is certainly no stranger to service under pressure. After starting out in the trades, he earned a construction management degree

at Virginia Tech and an MBA at the University of Virginia. After the events of 9/11, Andy was compelled to join the Marines and served more than two decades as an officer.

He served as a helicopter and V-22 Osprey pilot. He also served with the infantry as a forward air controller before putting down roots in Montana with his family. He continues to serve as a reservist with the Marine Corps Warfighting Lab and notes his passion for service is what attracted him to the Paul Davis franchise.

"Paul Davis Restoration of Southwest Montana gives me that opportunity to serve every day. I get to put my construction background, leadership experience, and commitment to service to work helping families and businesses rebuild after disaster," he explains. "Their mission and values aligned with mine, and I realized I would be able to keep serving people in the right way," he adds.

“
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Based in Gallatin Valley, Andy's operation includes 10 thoroughly vetted pros.

"We really do have the very best team. They respect our customers' property preferences, and we invest heavily in training," he affirms. "We focus on being a premium service provider, so everyone goes through a fairly rigorous hiring process and mandatory

background checks, as well as receiving the proper certifications as requisites to uphold the highest industry standards."

The Values That Guide the Work
Paul Davis' core values aren't just slogans, they are the foundation of how the team operates: Deliver What You Promise. Respect the Individual. Have Pride in What You Do and Practice Continuous Improvement.

Andy's team communicates clearly, sets realistic expectations, and aims to over-deliver. Every person — clients, staff, trade partners — gets treated with dignity. Quality is owned, not outsourced, and the team keeps learning, so the service keeps getting better.

Add in Andy's veteran mindset, and you understand the edge: "We approach every job like a mission with integrity,

accountability, and a drive to protect and support the people we serve.

"We see each restoration not just as a contract, but a commitment to help someone rebuild after loss," he continues, "and our reputation speaks volumes; we are already the highest-rated restoration company in the entire state."

A Reliable, Respected Partner
When a real estate deal is wobbling because of a burst pipe or smoke damage, speed and communication save the day. Paul Davis Restoration of Southwest Montana is a trusted partner Realtors can rely on when disaster strikes, with their full-service model and licensed general contracting keeping transactions on track.

"As a veteran-led team, we bring discipline, accountability, and clear communication to every job," Andy emphasizes. That extends to the final handoff, too. "When you refer Paul Davis to clients, your clients are in good hands. You can trust we'll deliver with professionalism, integrity, and care."

At home, Andy and his wife, Kelly — who supports the business on the marketing and HR side — are busy raising three terrific kids: Gus, Maria, and Peter. Their Wirehaired Pointing Griffon, Jack, rounds out their lively household.

Andy's brood can usually be found outside in the off hours, hiking, rafting, fishing, skiing, and camping. Giving back is important to the Krawczels, too. They proudly support Bridger Ski Foundation, Bozeman youth hockey, and veteran organizations through volunteering and donations, while Andy coaches his kids' soccer teams and Kelly substitutes in local schools and gladly pitches in across town as needed.

Raising the Bar With Intention
Restoration is evolving rapidly with improved technology allowing for better reporting, client portals, and AI-supported workflows. But Andy points out that the tools are only as good as the people running them.

"We embrace continuous improvement as a core part of who we are. From advanced drying and estimating technology to more rigorous communication and quality-control

“
**MY AIM IS
TO SET THE
STANDARD FOR
BEING THE BEST
RESTORATION
COMPANY
AND SERVICE
PROVIDER
AND OFFERING
A LEVEL OF
SERVICE THAT IS
UNRIValed.”**



standards, we're constantly looking for ways to do the job better and serve customers more effectively," he states.

Looking ahead, the bar for quality service is only going higher, and Andy firmly intends to stay ahead of the curve while keeping his priorities front and center.

"We have been expanding at a fast clip, and my job has been growing in a way that doesn't compromise our core values," he points out.

"My aim is to set the standard for being the best restoration company and service provider and offering a level of service that is unrivaled," Andy concludes. "And to achieve that goal, I only hire people that I'd want in my own home."

To get restoration help fast or line up a consultation, visit pdswmontana.com or call 406-898-4696 today.



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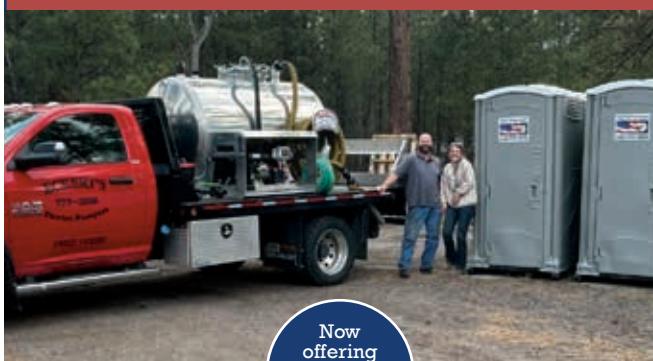
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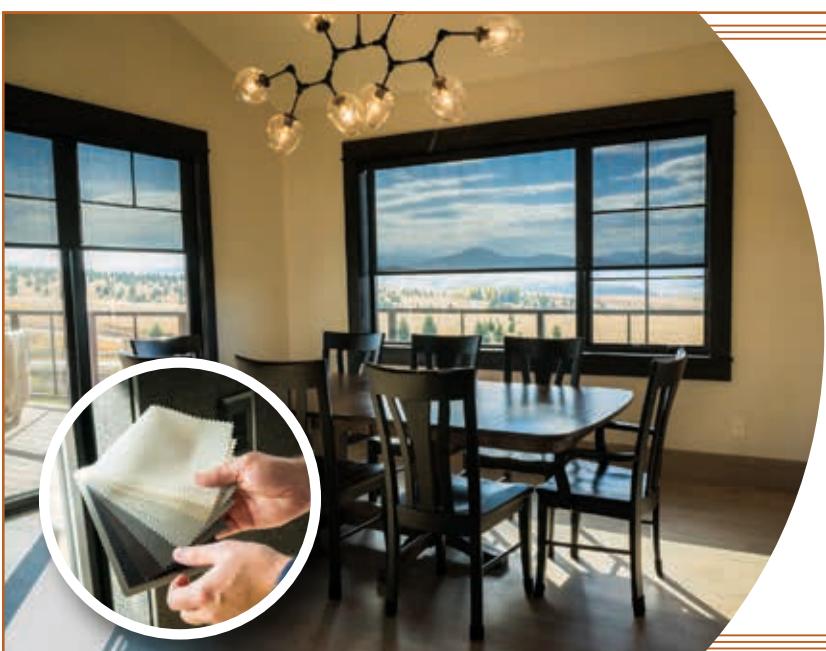
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Big Risks, Bigger Results

BY KATE SHELTON

"My life would look so different if I hadn't taken this risk. I've always been afraid to try new things; real estate was no different for me. I was so afraid I'd fail, but with support from my family and clients, and a whole lot of hard work, I'm proud to be here," said Sarah Gebhardt, a top Helena agent at Coldwell Banker Mountainside Realty.

In just a few short years in the business, Sarah Gebhardt has taken Helena's real estate market by storm – proving that passion, perseverance, and the willingness to take risks can turn big dreams into even bigger results. A dedicated mom and a determined entrepreneur, Sarah has built an impressive career at record speed, balancing client calls with carpool lines and open houses with bedtime stories. Her secret to doing it all isn't magic. It's a mix of grit, grace, and a whole lot of hustle. In an industry where success often takes decades, Sarah's rapid rise proves that when you pair hard work with heart, anything is possible.

Sarah grew up in a small town in Minnesota. Her family spent their winter vacations skiing in the Big Sky region. When it came time to decide where to go to college, Montana had already won her heart. She attended Montana State University and has been here ever since. Following school, she ended up in Helena and has never felt more at home.

She began her career in human resources and worked for several years in the corporate space. When her first child, Clark, was born, Sarah opted to stay home with him. During the height of the pandemic, Sarah's daughter Charlotte was born. When the world opened back up, Sarah was more than ready to put her skills and passion back to work. "A traditional 9-to-5 just didn't make sense with little kids," she explained.

"Real estate had always been in the back of my mind, but I was scared. One day,





I finally decided to take the leap, and I'm so glad I did," she said. Sarah was licensed in 2021 and has built a business to be proud of in just a few short years.

"Real estate is always where I am supposed to be," she said. "I'm able to be the mom I want to be, but I also get to help so many people."

With out-of-the-box thinking and a willingness to put in the work, Sarah's business has flourished. "I have always hustled," she said. "I put myself out there and started building clients right off the bat. I asked the right questions and hunted down deals in unique ways. I told myself the worst they could say is no. And if they say yes, it will continue to change my life. I've worked hard to earn their trust. And my life has changed so much because I took those risks."

This hustle and heart have worked. Sarah is now a force in the Helena market. Her clients know and trust her, and her referral business is on the rise. She's consistently ranked in the top spots in the MLS. The best part: she's just getting started.

While Sarah manages deals of all sizes up and down the valley, she has a special place in her heart for new construction. Sarah serves as the real estate advisor for Gebhardt Development in Helena. This team is an award-winning home builder in the area, known for its beautiful designs and solid craftsmanship.

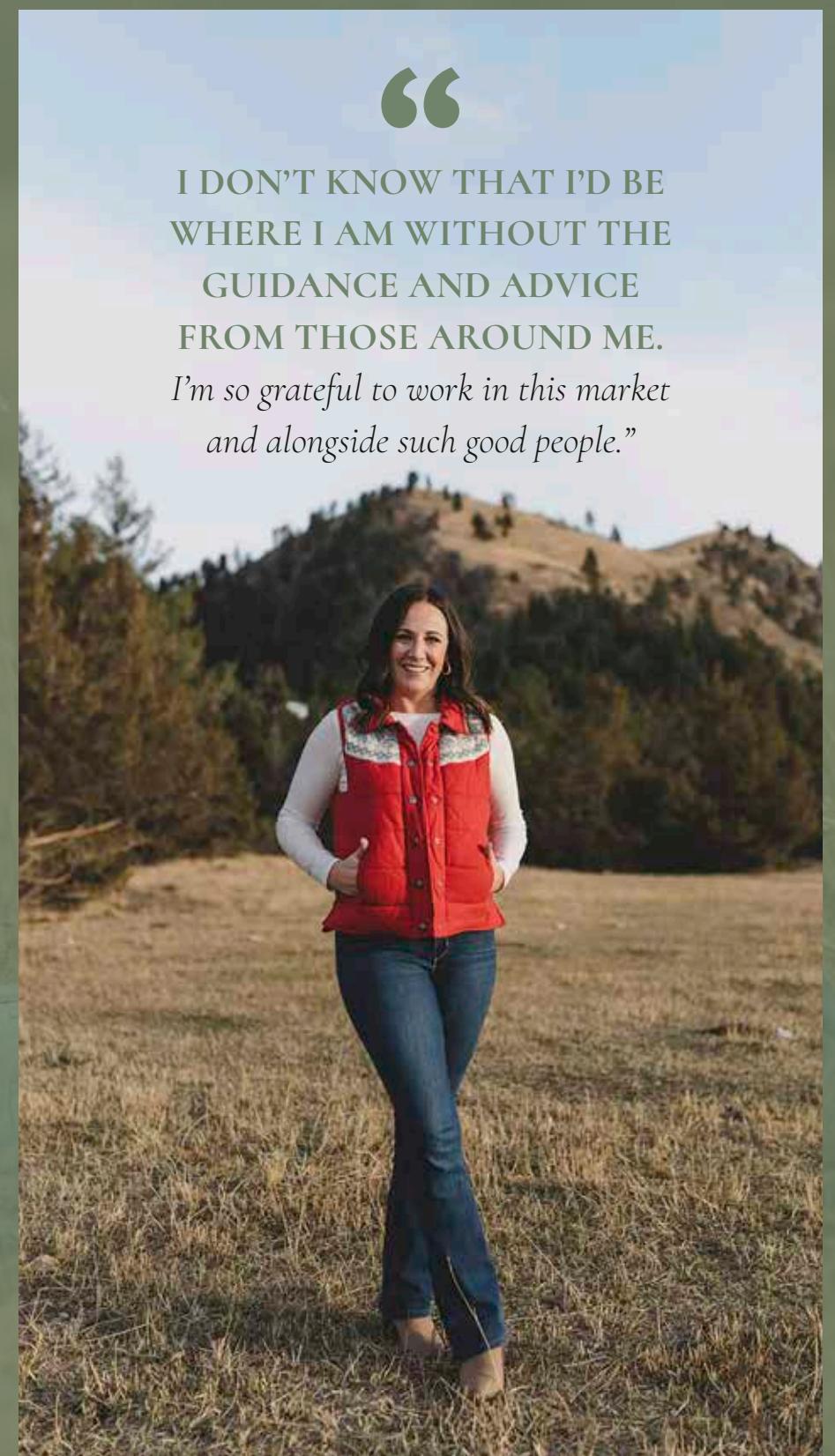
"It's a family business," she said. "They build and design the homes, and I sell them when they're done. I feel really fortunate to get to work alongside people who share my values and want to help people create amazing homes."

With the explosive growth of Sarah's business, it only made sense to expand her team. In late 2024, Sarah added

“

I DON'T KNOW THAT I'D BE WHERE I AM WITHOUT THE GUIDANCE AND ADVICE FROM THOSE AROUND ME.

I'm so grateful to work in this market and alongside such good people."



“

MY LIFE WOULD
LOOK SO DIFFERENT
if I hadn't taken this risk.”



Sam Yearry to the team. Sam serves as Sarah's partner and helps run the business from behind the scenes and out in the trenches, as well.

“She's been a huge asset to the business,” Sarah said. “She's a go-getter and has helped my business grow in ways I could never have imagined. Real estate is a time-consuming business. With her help, I can be there for my business and my family.”

While real estate consumes much of her time, Sarah's priority remains being with her kids. They love to be outdoors, hunting, hiking, and camping. Sarah is an avid skier and is enjoying teaching Clark the slopes. She also enjoys a slow day at home with a good book and a puzzle.

She's a passionate supporter of the nonprofit, Kid in the Corner. This organization was started by her family after her cousin died by suicide at just 16. Alongside Kid in the Corner, Sarah is working to bring mental health resources and support to Montana kids of all ages.

With the support of her family, mentors, and clients, Sarah has rewritten what's possible for a new agent in the market. “Thank you to everyone who has helped me along the way and continues to help me,” she said. “I don't know that I'd be where I am without the guidance and advice from those around me. I'm so grateful to work in this market and alongside such good people.”

In a remarkably short time, Sarah has made her mark on Helena's real estate market, turning ambition and hard work into undeniable success. She's built a reputation for results, resilience, and genuine service. She's proven that risk yields results. With her drive, vision, and fearless approach to new challenges, she's not just keeping up with the market – she's defining it. As her story continues to unfold, one thing is certain: Sarah is only getting started.

Connect with Sarah at www.sarahgebhardtrealestate.com.

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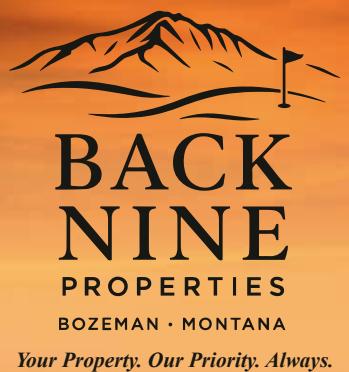
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A Difference You Feel

BY JESS WELLAR
PHOTOS BY BESS BIRD PHOTOGRAPHY



If you want great settlement services paired with great coffee, look no further than TitleOne in Bozeman.

Now celebrating their 25th anniversary, the Bozeman team has brewed up more than just exceptional lattes; they've created a culture of genuine connection and innovation in an industry that's often misunderstood.

At TitleOne, education, community, and consistency come standard with every transaction. Whether you're closing on your first home or your fifth investment property, you'll find a team that treats every deal file like it's their own.

Different by Design

TitleOne's promise is simple: deliver seamless settlement services while treating people like, well, people. That shows up in the details, from innovative processes to a welcoming lobby and, yes, a serious caffeine game.

"We really do provide the best coffee for anyone coming into our doors," notes Title Officer Jessica "Jess" Stephens. "Check out our espresso machine next time you are in! We have partnered with a local roaster to brand our exclusive TitleOne coffee beans. And if you work

at TitleOne, everyone is required to know how to make a latte."

The "different by design" ethos dates back to 2000, when a small Boise team

"Every team member knows our core values, and we pressure test against them all the time to ensure we're living them: Humble, Hungry, and Healthy," Jess adds.

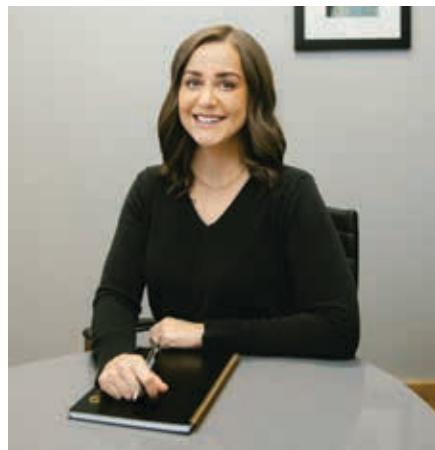
set out to reimagine title work. That spirit is alive in Gallatin County today, where TitleOne pairs smart tech, clear communication, and a genuinely fun, high-accountability culture.

"Every team member knows our core values, and we pressure test against them all the time to ensure we're living them: Humble, Hungry, and Healthy," Jess adds.

Those three values drive decisions, hiring, and service. Humble means listening first and treating everyone with respect. Hungry means staying curious, responsive, and never complacent. Healthy means honoring boundaries, because quality work requires a balanced team. That's how TitleOne keeps transactions moving while making the experience feel human.

Educator Extraordinaire

Growing up in the Flathead Valley, Jess dreamed of being a school teacher. She started at the front desk of a title company in Kalispell at age 18 while attending Flathead Valley Community College. What followed were years of valuable title experience and the reassurance of her true calling: education.



Jess Stephens



“We’re not just closing deals. We’re building relationships and giving back to the same community we serve. It feels good to know we can make a difference together.”

Today, she lives that vocation, turning complexity into clarity so deals close cleanly and Realtors and their clients stay confident.

“Title insurance is this ambiguous beast that can be intimidating for agents, and I want to change that narrative,” she explains.

The solution? Practical classes that encourage plenty of Q&A. Jess designs and teaches four courses each quarter, always adjusting to real-time needs and common questions so agents understand the nuances and keep abreast of the ever-evolving industry guidelines.

That agent-first mindset is also one of the reasons she joined TitleOne four years ago.

“I had worked at other title companies previously, and was really attracted to TitleOne for the culture and the values,” she reflects. “Everyone wore those values every single day and you could feel the difference as soon as you walked through the door.”

Dream Team

You’ll find the Bozeman office off Valley Commons Drive, across from the Southwest Montana Realtors Association building, staffed by a 10-person crew including industry mainstays like Senior Escrow Officer Jan Newville (30+ years), and Escrow Officers Roz Johnson and Tracy Dunn. The Montana footprint is growing too: a new Helena office opened in September, with TitleOne now

serving most of Idaho, parts of Eastern Washington, and its first Oregon location.

Jess points out that exciting growth has been earned one client at a time.

“We get to build long lasting relationships with partners in our communities, while assisting on the most important financial transaction of people’s lives, which I find incredibly fulfilling,” she affirms.

And as Real Producers already know, the realities of today’s market make an experienced title partner non-negotiable. Wire fraud is more sophisticated, seller impersonation schemes are on the rise, and new attempts to “replace” title insurance pop up regularly.

TitleOne counters with disciplined processes, robust verification, and transparent education throughout each transaction. And they’re doing it at scale.

Giving Back With Intention

At TitleOne, success isn’t measured solely at the closing table, it’s also in community impact. Through CommunityOne, the company’s charitable arm, every office raises funds for local causes. Jess notes this is one of her favorite aspects of working for TitleOne.

“Our goal as a company is to hit \$1 million in annual charitable giving by 2030,” Jess shares proudly. “We’re a



Ryden Meyer and Tyler Zimmer



Roz Johnson, Tracy Dunn, Jan Newville, and Sara Young

little over halfway there, and each office contributes through creative fundraisers.”

Bozeman’s first big event will be a 2026 pickleball tournament at Pickdr, benefiting Reach, Inc., a nonprofit supporting adults with disabilities.

“We’re not just closing deals,” Jess points out. “We’re building relationships and giving back to the same community we serve. It feels good to know we can make a difference together.”

That healthy work-life balance is woven into Jess’s own life with her husband of seven years, Trey, their four-year-old daughter Penelope, and new baby Wesley.

Looking ahead, TitleOne’s mission remains unchanged: protect ownership rights, simplify complexity, and keep people at the center as the industry digitizes. Jess is poised to continue helping lead that charge through teaching, tools, and teamwork.

“I’m excited for our TitleOne operations to continue to expand through western Montana and to be able to do it alongside my team members that I am honored to get to work with!” she concludes. “We could not do this job alone and each of us brings a special talent to the table.”

To book a closing or connect with the team, call the Bozeman office at 406-602-5347 or visit titleonecorp.com/locations/Bozeman today!



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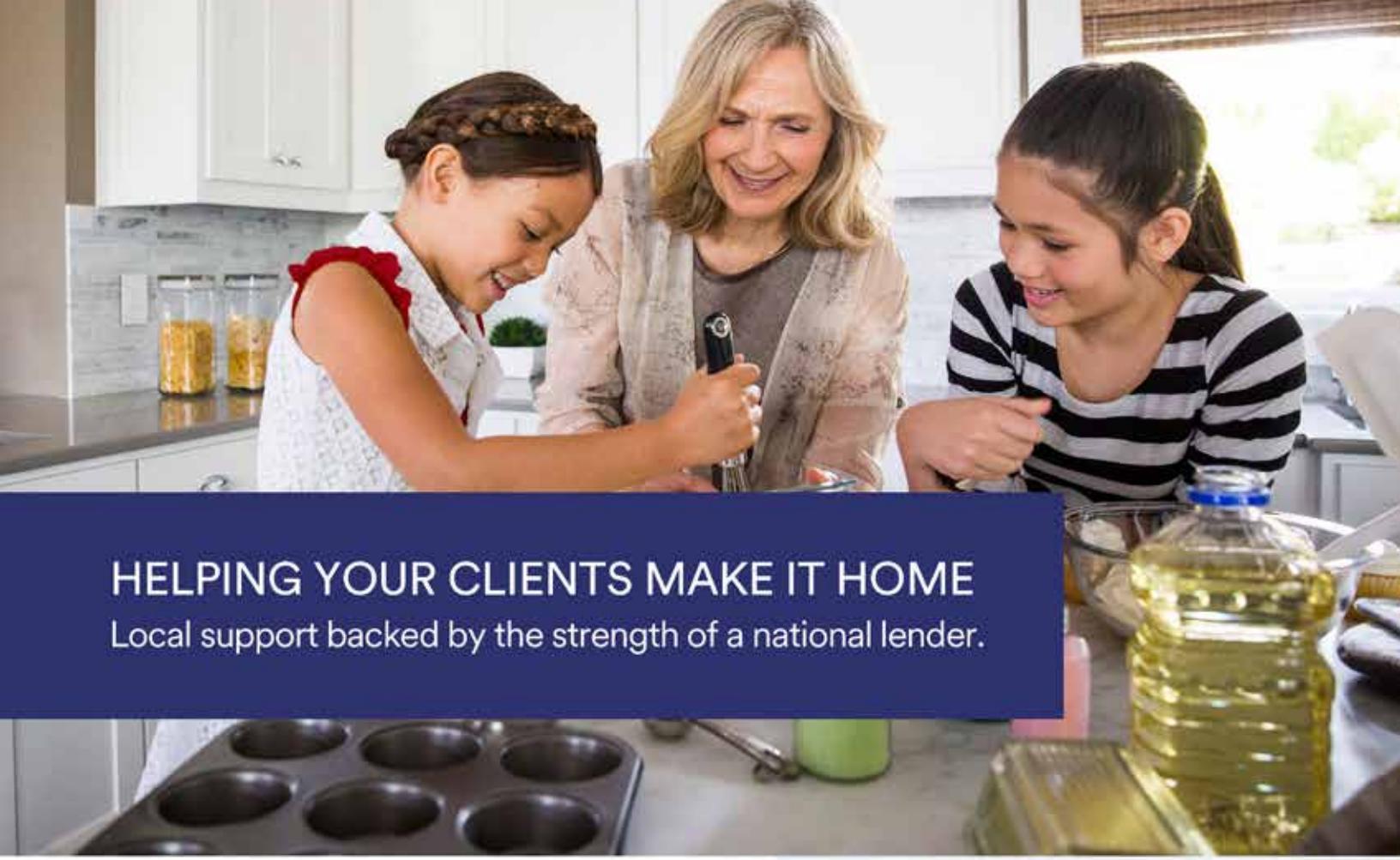
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LeAnn Siderius & Megan Warren

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Valley Visionaries: Grounded by Connection, Growing with Purpose

BY KATE
SHELTON
PHOTOS
BY AMBER
SIDERIUS

"We're multi-generation Montanas. We grew up here. We're grounded in this valley, and we're here to serve the place that has given us so much. That's what sets us apart: we're rooted here. This is our home," said LeAnn Siderius, one half of the dynamic Siderius-Warren team at NextHome Northwest Real Estate in Kalispell.

In Montana's Flathead Valley, where community ties run deep and reputation is everything, LeAnn Siderius and Megan Warren have built a partnership rooted in shared values – integrity, authenticity, and a genuine, client-first approach. They've cultivated enduring relationships and earned the confidence of clients, colleagues, and the community alike. As longtime residents and dedicated local experts, LeAnn and Megan are deeply connected to the place they proudly call home.

Their undeniable success is a reflection of who they are. Their business is anchored in professionalism, enriched by local knowledge, and driven by a heartfelt commitment to helping others find their perfect home, no matter how long the journey takes. With a balance of hometown insight and modern expertise, they guide each client's journey with care, integrity, and an unmistakable sense of Montana pride.

LeAnn is a 5th-generation Montana native. She was raised on her family farm in Creston, the very farm she still

lives and works on to this day. As a young entrepreneur, LeAnn opened the first drive-through coffee shop in the area. While the business was quite a success, she found herself needing more flexibility as a young, single mom. "A friend said I'd be really good at real estate," LeAnn recounted. "I knew if I could make real estate work, it would work for my family. I decided to go for it." LeAnn has been making real estate work for her family since 1994.

Megan is a 6th-generation Flathead

“

There is no better place to live than the Flathead. We don't have to sell anything; this place speaks for itself. Our job is just to help people understand the different communities and find a place they will love.”



Valley native, born and raised in the heart of Kalispell. As a teenager, Megan's stepdad taught her just how life-changing real estate can be. From then on, Megan was hooked. "He taught me the importance of building for the future... how to leverage real estate into dreams. Those lessons stuck with me," she said. Following a short career in marketing, Megan decided to follow her passion and pursue real estate full-time. She was licensed in 2014.

Megan joined LeAnn at NextHome Northwest Real Estate (known then as Properties Northwest Real Estate). It quickly became clear that they share the same vision and values – prioritizing integrity, client relationships, and community connection. Collaboration was the natural next step.

By 2018, their shared approach to real estate evolved into an official partnership that continues to thrive today. "We both felt like we complemented each other," Megan said.

"We each bring strengths to the table and have different skillsets. I'm more of the marketing, business side, while LeAnn is all about connection and has a lot of experience to offer our clients. Our partnership has been incredible."

Working together just works. They have built a seamless system where they both serve all clients and back each other up as needed. Since teaming up, they've closed well over 300 transactions. Their clients range in location and price point, but all get the same service and attention.

Their business is rooted in the valley and growing. In 2025, their average sale price was \$644,000, with the highest sale being \$3.24 million.

Megan and LeAnn appreciate the support and resources they get from NextHome Northwest Real Estate, especially their

“

We're multi-generation Montanas. We grew up here. We're grounded in this valley, and we're here to serve the place that has given us so much.”



transaction manager, Patti Charbonneau. “She has been with us from the beginning,” LeAnn said. “She is always one step ahead of us. She is an integral part of the business, and we're so lucky to have her. She's invaluable.”

With deep roots in the valley, they are natural community guides. “Working with us is an immersive experience,” Megan said with a laugh. “We want our clients to find the right property, no matter how long it takes. We don't rush. We don't worry about how quickly we can get them to the closing table. Our goal is to find the right property. We want it to

be more than they hoped for. We want to exceed expectations for every client.”

The Siderius-Warren Team also works with a growing number of relocation clients. “We've seen this valley change so much,” LeAnn said. “The growth makes sense. There is no better place to live than the Flathead. We don't have to sell anything; this place speaks for itself. Our job is just to help people understand the different communities and find a place they will love. We've been here our whole lives. We know the ins and outs, and we help guide people to what's right for them.”

“We work with the coolest people,” Megan added. “Everyone is so interesting and has a great story. We love to see them plug in to the community and make Montana home.”

Their commitment to the region extends beyond business. Megan and her husband, Dev, have three boys: Jonathan (16), Chase (15), and Ty (10). Her favorite thing in the world is to watch them play lacrosse. Megan has traveled the world and loves to bring her family along for the adventure. She is a serial hobbyist, always learning new things: cooking, gardening, and crafting.

LeAnn still lives on the family farm. She raises horses, and her passion is riding. In the summer, she loves to spend time on the Flathead River and travel to warmer climates in the winter. LeAnn's sons are now adults and have taken after her entrepreneurial spirit. Kellen owns a thriving concrete business, working with high-end builders across the valley. Kaden owns and operates a successful roofing company.

The Siderius-Warren Team has no plans of slowing down anytime soon. They're working on development projects and hope to spur affordable housing options in the region. Megan and Dev are working alongside others to spur downtown growth in Lakeside.

“It's increasingly important to have good relationships and connections with our peers,” LeAnn said. “We feel so fortunate to have built that with so many others in the industry, and we look forward to doing even more together.”

For LeAnn and Megan, real estate is more than a career – it's a way to give back to the community that raised them. Their deep roots in the Flathead Valley fuel everything they do. Grounded in gratitude, guided by integrity, and growing with purpose, these valley visionaries will continue to be a force in the market for years to come.

Connect with LeAnn and Megan: www.montana-real-estate.co

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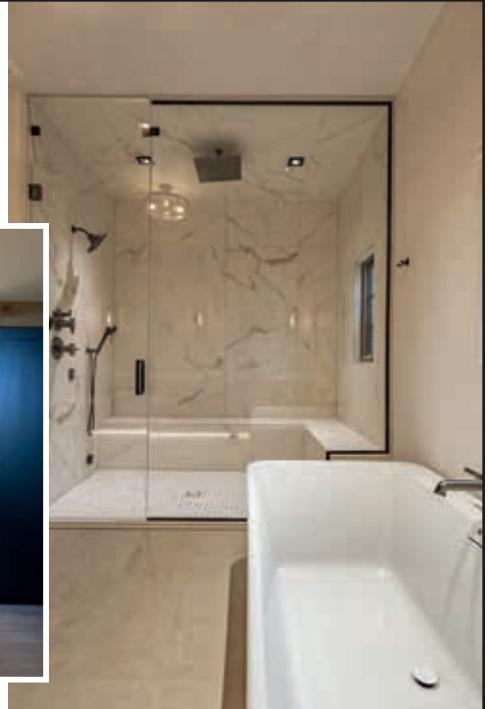
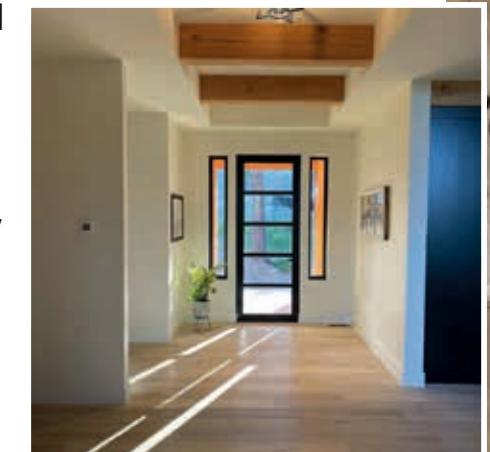
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Marc & Kaila Parent & Henry

Realty ONE Group Peak

BIG SKY, BIG SERVICE: MAKING REAL ESTATE FEEL LIKE HOME

BY KATE SHELTON • PHOTOS BY ARNCIA SPRING PHOTOGRAPHY

Montana is known for its big sky, beautiful terrain, and fast-paced real estate market. Some days, the industry is as intimidating as the mountains

themselves. Realty ONE Group Peak agents, Marc Parent and Kaila Henry, have made it their mission to live the Big Sky life and provide big service to their clients. They focus on making the entire process approachable, just like a bluebird ski day

with friends. Together, they bring a refreshingly down-to-earth style to the real estate world, built on trust, teamwork, and great service at every level.

“Real estate is relationship-based. That’s the only way I know how to do this job, and it’s the only way I would consider doing it. That’s my style,” Marc said. “I am here to make real estate feel approachable. It’s my job to make it easy. And that’s what we do. We offer great service at every level and price point, and it works. People know and trust us.”

Marc grew up on the East Coast in New Hampshire. His love of skiing shaped much of his early life. Following high school, a ski trip to Colorado changed everything for Marc. Hooked on the West, he moved to the Vail and Beaver Creek areas, working and skiing full-time.

While in Colorado, the real estate market caught his eye. “I saw them build these incredible resort properties and sell them out within minutes,” he recounted. “From that moment, I knew a career in real estate held a lot of promise.”





“ I am here to make real estate feel approachable. It’s my job to make it easy. And that’s what we do. We offer great service at every level and price point, and it works.”

In 1999, Marc decided he was ready for his next adventure. He packed up what he had and moved to Bozeman. “I came in blind, but I knew the skiing would be good,” he said with a laugh. “I had a couple of friends, and they helped me find a spot to land. I immediately fell in love with the place.” Marc has been in the area ever since.

Not long after moving to the region, developers began building the Moonlight

Basin ski resort area. “I’d seen this show before,” Marc said. “I wasn’t going to miss it the second time around.” Marc earned his license in 2004 and hit the market hard; later, he earned his broker’s license in 2016. He’s spent the last two decades building a business to be proud of. Buoyed by his love of skiing, Marc still does a fair amount of business in the mountain communities but is not limited to that region.

Kaila grew up in Durango, Colorado. She attended Fort Lewis College, where she earned a degree in chemistry and raced mountain bikes. After college, she, too, wanted to chase the mountains of Montana. Kaila moved to Bozeman in 2014.

“Real estate fell in my lap,” she warmly explained. “A friend had gotten into the business and said I’d be good at it. I decided to do it on a whim.” Kaila was licensed in 2017 and began looking for ways to expand her network and gain experience.

“I emailed five or six agents, offering to be their assistant,” she said. “Marc caught my eye because it was clear that he liked skiing, too. I thought we could be a good fit for each other.” Marc responded right away, and the rest is history, as they say.

Kaila and Marc have worked together for more than eight years now. Over that time, their partnership has grown into so much more. “She’s been fantastic,” Marc said. “I knew that if she had the mental fortitude to race mountain bikes, she could handle real estate. My hunch was correct. I couldn’t do this without her. She just gets it. She’s a huge part of my business now.”

“Marc has given me room to grow,” Kaila said. “I appreciate that so much. I’ve learned a lot from him, and I’ve been able to expand my skills. I love working with Marc. We have a good business relationship, but there’s also a wonderful friendship there, too. Our ability to communicate and have mutual respect makes all the difference in a challenging career.”

Together, they eclipse an average of \$20M in production annually. Today, Kaila runs her own deals and works alongside Marc as a fully licensed agent. The duo has helped





“ Real estate is relationship-based. That’s the only way I know how to do this job, and it’s the only way I would consider doing it.”

everyone from first-time buyers to \$15 million ranch clients, proving that great service doesn’t depend on price point.

“I get immense satisfaction out of helping people secure their dreams,” Kaila said. “I love helping people create the lives they’ve dreamed of. It’s so gratifying. The market in Bozeman can be tough to navigate, especially lately. I am honored to be the expert to come in and help them figure out their next steps.”

Marc is immensely proud of the work they do. “This community is not that big. Reputation is important, and I think we have a solid reputation here. We’re well-respected and well-received by other agents. We work well with everyone. People know we just want to get deals done. We’re detail-oriented enough to do it. We’re one of the best teams out there, exceptional at that,” he said.

Both Marc and Kaila are deeply rooted in the outdoor lifestyle that drew them to Montana. Marc still skis over 40-50 days a year. He and his wife just purchased a mountain condo – a dream come true. He also golfs, hikes, and fishes. Kaila enjoys hiking with her dog, skiing, and backpacking with her husband. She’s also involved in the local mountain biking community, helping to start and fund the mountain bike race program called the Swift Spoke Race Team, where she served as co-head coach for two years.

As longtime skiers, they also give to the Friends of the Gallatin National Forest Avalanche Center. “We’ve both lost friends to the mountains,” Marc said. “It’s important to us to give back and try to keep people safe.”

As they look toward the future of the business, the goal is long-term sustainability and eventually, retirement. “When the time comes, I will hand my clients off to someone I trust. Kaila is that person,” he says. “The more she grows, the better we do.”

For Kaila, the future is about excellence. “I want to be the best,” she says. “I want to be the agent people refer their friends and family to because they had a great experience. I love what I do, and I want to keep growing.”

In a place as expansive and awe-inspiring as Big Sky, it takes more than market knowledge to stand out – it takes heart. Marc and Kaila bring heart to every client, every transaction, and every conversation. By keeping real estate approachable and rooted in genuine trust, they’re not just helping people buy and sell homes; they help their clients feel at home throughout the entire process. As Marc likes to say, “Start living the dream!”.

Connect with Marc and Kaila at marcbozemanrealtor.com.



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