

MONTANA

JULY 2026

# REAL PRODUCERS<sup>®</sup>



Partner Spotlights:  
**TOP DOG  
LANDSCAPING**

**MIGHTY DOG  
ROOFING**

Star on the Rise:  
**TRENT COOK**

Woman to Watch:  
**KRIS HAWKINS**

Inside MAR:  
**PROTECTING  
PROPERTY  
RIGHTS &  
STRENGTHENING  
THE FUTURE**



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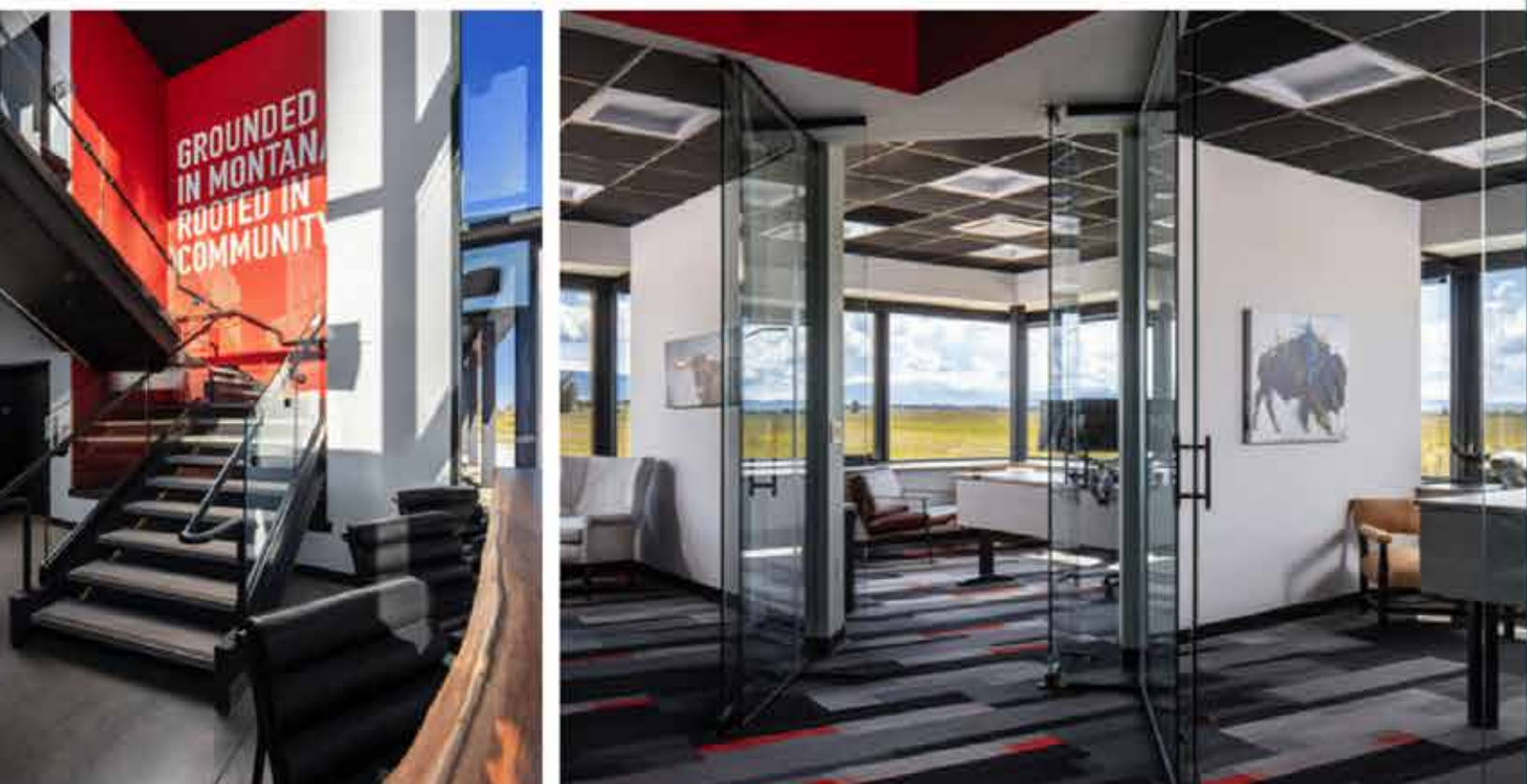
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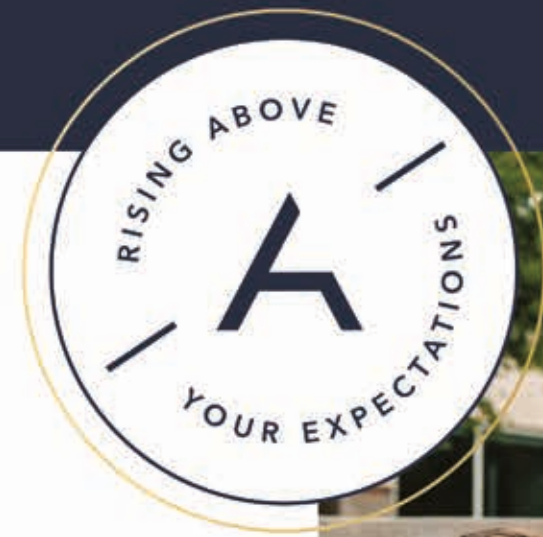
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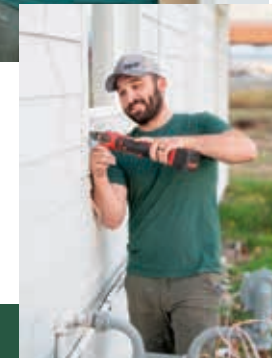
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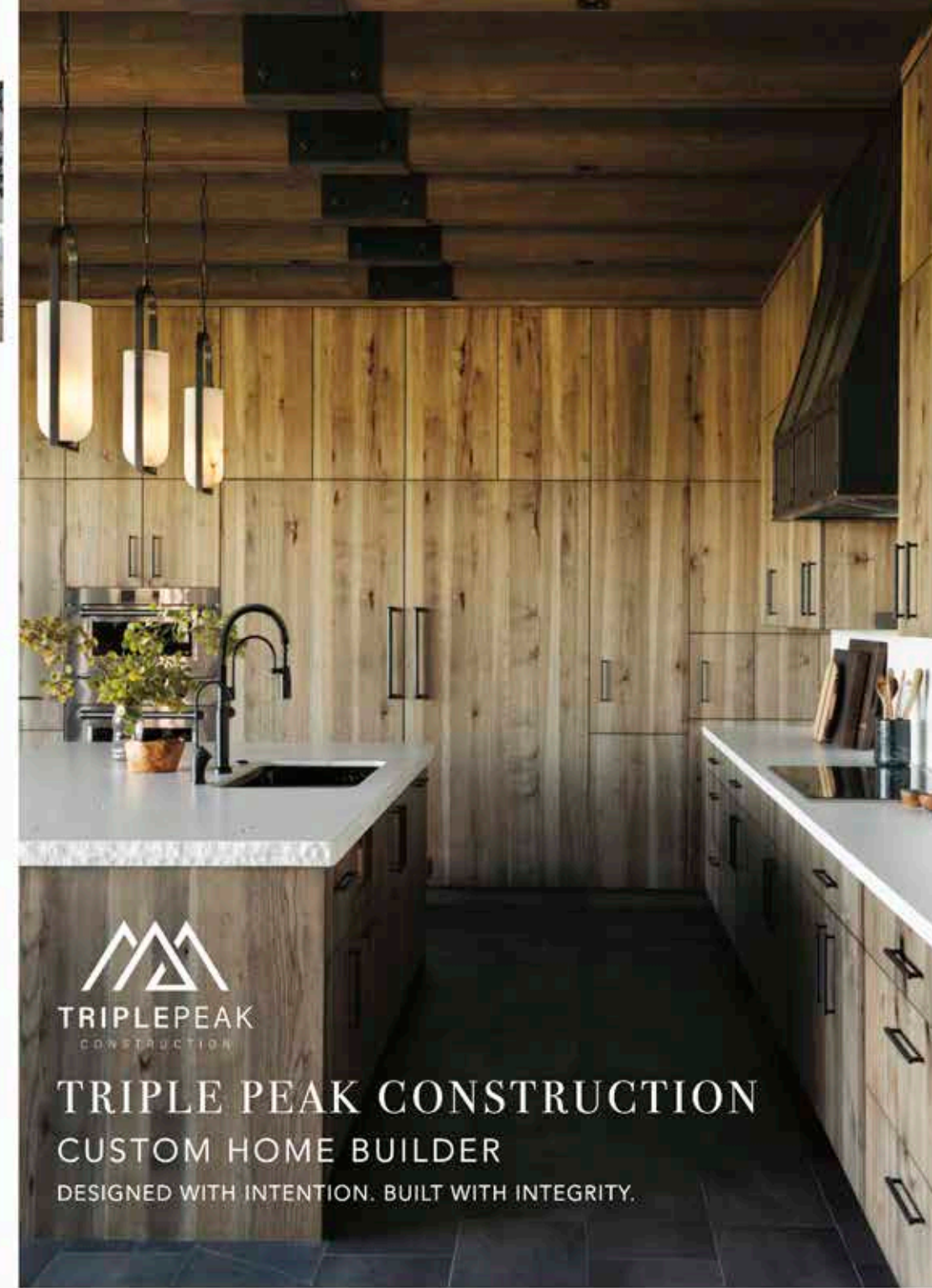


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AN UPDATE FROM THE PRESIDENT ELECT

WRITTEN BY: BRINT WAHLBERG, MAR PRESIDENT ELECT

# Inside MAR

## Protecting Property Rights & Strengthening the Future

**H**ello, and happy spring! I hope this quick update finds you all enjoying spring across Montana and staying busy in all the right ways. As your Montana Association of REALTORS® President-Elect, I wanted to share a quick update of all things happening within your state association.

First and foremost, there is a lot of legal and legislative uncertainty around the state right now, and MAR is keeping track of those matters that may influence your business. We are actively engaged in the ongoing issues surrounding water rights, exempt wells, and their impact on use. MAR has remained active in communications with the Governor's Office and Department of Revenue regarding the updated tax code. Earlier this spring, a few MAR volunteers, including myself, had a sit-down with Lieutenant Governor Juras and members of the DOR to share feedback we've received on the new tax code. Additionally, your state association is keeping an eye on the legal action surrounding the new property tax code, various state initiatives, and upcoming primary elections. If there are

matters that could influence private property rights, MAR is aware of them and actively engaged.

MAR in April voted on a total organizational restructure which will reduce standing committees to a handful of core committees. Some prior committees will transition to special or as-needed committees or work groups in an effort to make MAR more efficient and have our business meetings be more focused. Also make sure to mark your calendars: the MAR Fall Business Meetings are scheduled for September 16-18 in Missoula. And the following month GRI returns October 14-15, also in Missoula. If you're interested in obtaining your GRI, that model has also been rebuilt with shorter in-person core classes and allowances for in-person attendance at other local events around the state. Make sure to check out the new GRI curriculum on the MAR website!

If you have feedback or questions about MAR, it has been a strong focus of our 2026 President, Angela Klein-Hughes, and myself to be an open door to all. President Angela strives to lead with kindness and to be a conduit



**IF YOU HAVE FEEDBACK OR QUESTIONS ABOUT MAR, it has been a strong focus of our 2026 President, Angela Klein-Hughes, and myself to be an open door to all.**

for discussions with everyone. In the next few months both she and I, as well as MAR CEO Kaaren Winkler, have planned several listening sessions with local boards all over the state. Make sure to check in with your local Association Executive or Board President to see when we'll be stopping by town!

It is my honor to help serve and represent every REALTOR® in Montana, and I look forward to continuing that work as I attend NAR Legislative Meetings in Washington, DC this June, leadership meetings in Chicago this August, and the year-end NXT conference in November. Updates will follow from every meeting, and I take seriously the responsibility of advocating for our industry and association.

*If there is ever something you'd like to share with me, please do not hesitate to reach out.*





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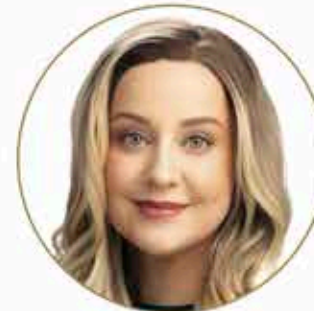


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# MIGHTY DOG ROOFING

NICK WHITEHEAD

OWNER

“

We own what we do, we take pride in it, and we're the first to make something right. That's who we are, and we're proud of it.”



BY KATE SHELTON  
PHOTOS BY BESS BIRD PHOTOGRAPHY

“Over the years, we've developed a core set of values that we're proud of. The one that sticks out the most is our willingness to own it. We own our wins, and we're the first to own our mistakes. That's the kind of company we have. We own what we do, we take pride in it, and we're the first to make something right. That's who we are, and we're proud of it,” said Nick Whitehead, owner of Mighty Dog Roofing, Western Montana.

For Nick's Mighty Dog team, doing the job right isn't optional – it's everything. They've built their reputation on a simple but powerful philosophy: own it. Own the work. Own the details. And when challenges arise, own those too. From the first free inspection to the final shingle, Nick's team brings accountability, craftsmanship, and clear communication to every project — raising the standard for what homeowners and real estate agents across Western Montana can expect.

Nick grew up in a small town in North Dakota. Right out of high school, he joined the Army National Guard and went to college at the University of North Dakota. After many years of

service and Middle East deployments, Nick and his wife, Kim, were ready to move to a more scenic place. Nick requested an interstate transfer to the Montana National Guard and became a Captain in the 495th CSSB out of Kalispell, a role he still holds to this day.

“We wanted to be closer to the mountains,” he explained. “We looked at Colorado and Montana, but as soon as we came here, we fell in love.”

The Whiteheads then moved to Missoula, and Nick earned an MBA at the University of Montana. “That's when the entrepreneurship bug bit me,” he said with a laugh. “I've been pursuing businesses ever since. I had a very successful tool sales business – I was in the top 1% of salesmen in the country – but I found I bought myself a job. I wanted something bigger.”

In 2022, Nick founded Mighty Dog Roofing in Western Montana. “I've always been involved in construction since I could hold a hammer. I've also done a lot of work in the home services industry,” Nick said. “I think roofing is a major industry that needs to be professionalized. I think it can be hard to find a reputable company. I've heard from a lot of people that roofers just don't want to stand behind their work. I wanted to change that.”

As part of a fast-growing national network, Mighty Dog Roofing combines the strength of a trusted franchise system with the care and expertise of local ownership. Backed by industry-leading technology, proven processes, and comprehensive training, Nick's team is empowered to deliver consistent, high-quality results while staying deeply connected to the community it serves.

Homeowners and real estate agents turn to Mighty Dog Roofing for more than just shingles — Mighty Dog offers a wide range of exterior services designed to protect and enhance homes. From comprehensive roof inspections and repairs to full roof replacements, the team handles everything from asphalt



shingles to metal roofing with precision and care. Beyond roofing, Mighty Dog also offers siding installation, gutter systems, window replacement, and storm damage restoration. Every service is delivered with detailed assessments, clear communication, and a commitment to getting the job done right.

“Serving in the military taught me so much about owning a business and leading a team,” Nick said. “I learned those skills by fire in the military. At a very young age, I was responsible for many, many other soldiers. I was responsible for keeping them safe and leading them. We had millions of dollars of equipment in our platoon. That gave me the skills to run my team and manage huge jobs.”

For real estate professionals navigating tight timelines and high client expectations, Mighty Dog Roofing is a valuable partner in the transaction process. Whether helping sellers prepare a home for market or assisting buyers with a thorough roof inspection before closing, Mighty Dog delivers service that keeps deals moving forward.

“We work in escrow all the time,” Nick said. “We can provide inspections for agents, so that they can use what we find during negotiations. We’re quick, and we know what we’re doing. Agents and their clients can trust us.”



“We can provide inspections for agents, so that they can use what we find during negotiations. We’re quick, and we know what we’re doing. Agents and their clients can trust us.”

Mighty Dog has grown exponentially over the years. The team has completed more than 1,500 projects and counting. In the coming years, they have their sights on expanding to other areas of Montana. He's made strategic hires and is proud to employ a job supervisor for every project to ensure all work is done right.

Nick is proud to serve on the Missoula Building Association Board in the role of secretary to build a community for all. He and Kim have two kids – Logan (8) and Madison (5). They live outdoors and spend as much time together as they can.

In a place where weather can test the limits of any home, Mighty Dog Roofing stands firm in its commitment to quality, integrity, and accountability. Their "Own It" philosophy isn't just a slogan — it's a promise to show up, follow through, and stand behind every roof they repair or replace. For homeowners, realtors, and property investors across Western



Montana, that kind of dependability matters. When the job calls for craftsmanship, communication, and a team that takes pride in doing things right, Mighty Dog Roofing continues to raise the roof — and the standard.

"If agents have any concerns about roofing, siding, or gutters, or anything else that might become an issue down

the line – or even just want a second opinion – please reach out. We're more than happy to give advice and help our agent parents. We have no expectation of anything in return. We are just here to put your clients' worries to rest." ❖

Connect with Nick and his team at [www.mightydogroofing.com/western-montana](http://www.mightydogroofing.com/western-montana)



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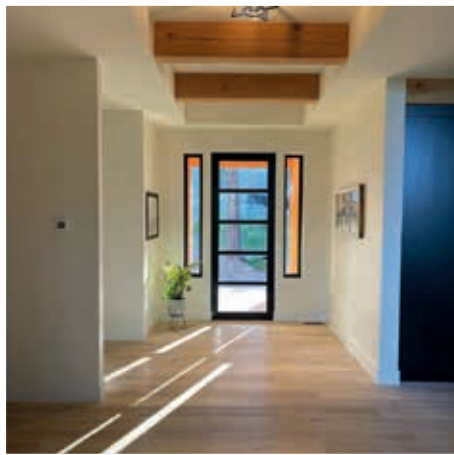
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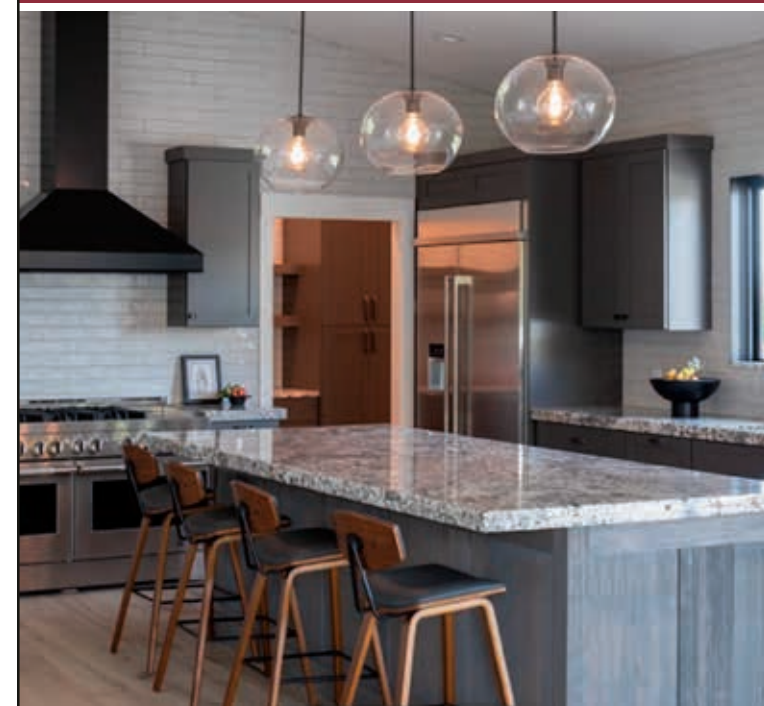
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# 2026 Toast to the Top

Bozeman + Big Sky  
PHOTOS BY DOORSTEP REAL ESTATE MEDIA & THE COLLECTIVE SOURCE

Cheers to Southwest Montana's top producers! The 2026 Toast to the Top was a night full of celebrating big wins, building even bigger connections, and bringing together some of the very best in our industry.

Huge thank you to the Kimpton Sky Shed for hosting such an incredible evening, and to Yellowstone Designer Moving and Storage and Heritage Handyman for helping make it all happen.







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The philosophy, however, remains unchanged.

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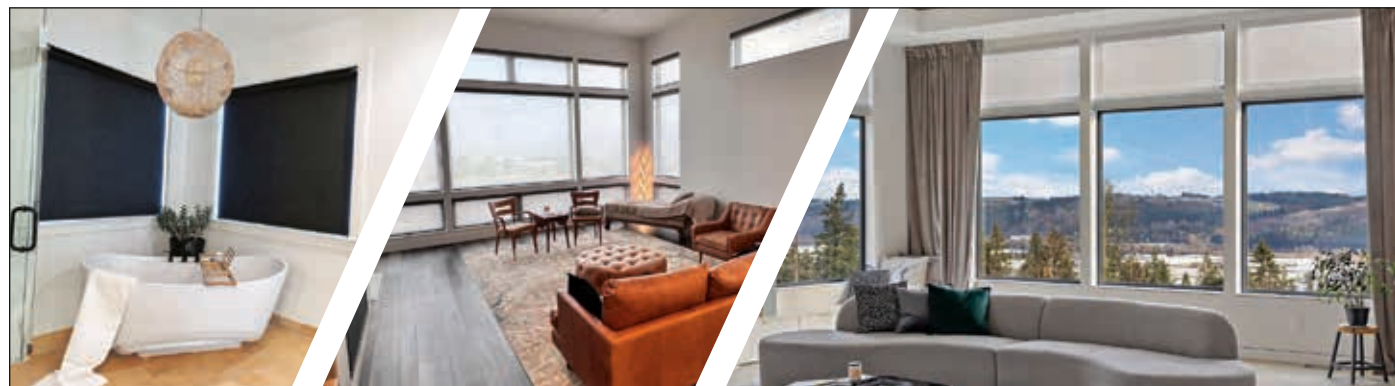
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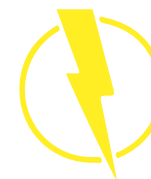
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# TRENT COOK

Beckman's Real Estate

## A QUICK STUDY IN HUSTLE

BY JESS WELLAR  
PHOTOS BY AMBER SIDERIUS  
PHOTOGRAPHY

*"Putting the nose to the grindstone and doing the work sets my business apart," Trent Cook begins candidly. "I have made over 15,000 cold calls since I started. By working hard and leveraging my brokerage's resources and systems, when you put those two points together, you can't lose."*

That kind of work ethic is hard to ignore, especially from someone who has only been in the business for a year and a half. Now with Beckman's Real Estate in Kalispell, Trent didn't wait to make a name for himself in the Flathead Valley, bringing a people-first approach that was honed over years in emergency situations.

### Nerves Of Steel

Before real estate, Trent spent a decade and a half in environments where the stakes were far higher than contracts and closing timelines. He served a dozen years as a firefighter and four years as an EMT, learning how to think clearly, communicate effectively, and make decisions under tremendous pressure.



"More than anything, as a firefighter/ EMT, you get used to asking the right questions to quickly find out more information," Trent reflects. "My years in emergency medicine prepared me for being comfortable talking with anyone."

That easygoing way with people has translated seamlessly into his business. While many agents struggle early with conversations and outreach, Trent leaned into it immediately, pairing

his natural social ability with a willingness to roll up his sleeves. It helped to have some investment savvy under his belt as well.

"I decided to leave firefighting/EMT for a healthier life and I had success in my own real estate investments," he explains. "In fact, real estate took me from generational poverty into a life of creating wealth. So I decided to pursue it professionally so I can help others do the same."

"Once I took the step, it came together easier than anything I've ever done," Trent continues. "My wife and I had done some fairly difficult investment projects and I got used to striving and grinding, so when becoming a Realtor fell into place so naturally, it almost felt like a door had been left open and I was trespassing in a house!"

### Natural Fit

In just his first full year, Trent closed 11 transactions totaling over \$10 million in



“  
**The MINDSET  
and PERSONAL  
CHANGE that had  
to happen for  
me to go from  
where I was to  
where I am was  
about RESILIENCE,  
INTENTIONALITY,  
and DREAMING  
BIG ENOUGH.”**

volume in 2025 — serious numbers that reflect serious effort. But behind that production is a simple philosophy: show up, do the work, and let the results speak for themselves.

That level of activity, paired with strong systems and mentorship, has allowed Trent to accelerate his growth in a short amount of time. He credits much of that to the environment he stepped into on day one.

“As the owner of Beckman’s, Stefanie Hanson has been the #1 player coaching and motivating me,” he acknowledges gratefully. “And having the right partnerships in place like the one we have with PLACE technology helps too; no one makes it alone.”

Clients have taken notice as well. The feedback Trent hears most often is about how he shows up: “People really appreciate me getting back to them right away and taking the time to call,” Trent shares. “I also consider their time and their feelings and treat them like a person.”

#### **The Real Shift**

While the work ethic is undeniable, Trent is quick to point out that the real transformation didn’t start with business, it started with the right mentality.

“The mindset and personal change that had to happen for me to go from where I was to where I am was about resilience, intentionality, and dreaming big enough,” he elaborates. “And of course, learning to co-labor with God and getting to see His favor manifest in my life.”



**“MY MOTIVATION is chasing unlimited potential to see how far I can reach into it.”**

That shift didn't happen overnight. Growing up, Trent was surrounded by a scarcity mindset that shaped how he initially viewed money, opportunity, and success.

“I grew up thinking there was nobility in poverty,” he admits. “My parents are amazing people but the town I grew up in had the same poverty mentality.”

It wasn't until Trent moved to the Flathead Valley and began surrounding himself with dynamic people at the fire department who

prioritized financial literacy, health, and growth that his perspective began to change. Over the course of 15 years, that exposure reshaped not only how he thinks, but how he lives and works.

**Family Guy**

Outside of real estate, Trent's life is centered on family, faith, and time in nature. He and his wife Erica have been married for 16 years and are raising two terrific children, Ava (12) and Logan (9), with whom they spend as much time as possible exploring

everything Montana has to offer.

“We enjoy getting outdoors for hiking, camping, berry picking, boating or fishing,” he smiles. “We all love to travel as well and have our greatest experiences while adventuring together.”

Faith also plays a central role in his life. As an assistant pastor at Presence Church in Kalispell, Trent brings a higher sense of purpose into both his personal and professional worlds: “My faith affects everything and is the #1 priority in my life,” he affirms. “One of the coolest parts of real estate is that there's no supervisor that I have to worry about

offending if I want to pray with my clients.”

Looking ahead, Trent remains open to growth in all forms, from expanding his real estate business to exploring new business ventures like the gym he recently opened with a good friend and colleague. But at the core of it all is the same driving force that got him here in the first place.

“My motivation is chasing unlimited potential to see how far I can reach into it,” he concludes with a grin. “My favorite quote is: ‘A person's success, in any situation, has nothing to do with what they are able to do, but everything to do with what they are willing to do.’”

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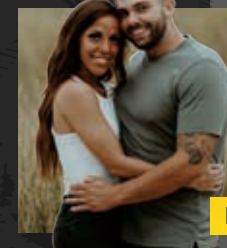
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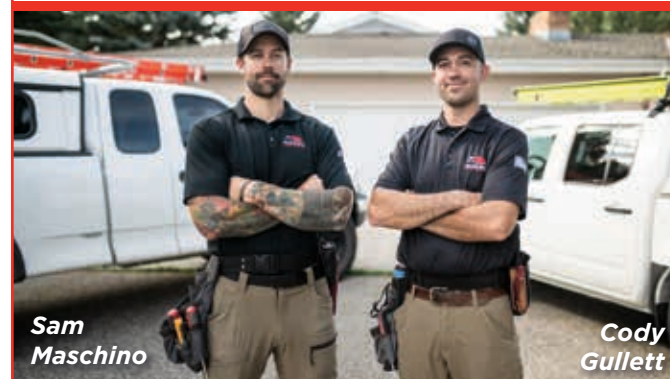
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# Top Dog Landscaping

BY KATE SHELTON  
PHOTOS BY BESS BIRD PHOTOGRAPHY

CHARLES KESNER, OWNER

THE POWER

OF FIRST

IMPRESSIONS

“As summer rolls around, now is the time to take care of all the lawns and cleanup projects. It makes such a big difference in the listing photos and how the house shows. Our team is ready to help you move properties.”

“We’re here to help our real estate partners. As you know, the first impression matters so much. That’s where we come in. Our team makes sure the first thing homebuyers or renters see is a beautiful, well-maintained lawn. It makes all the difference,” said Top Dog Landscaping owner, Charles Kesner.

Charles’ deep roots in Montana make him a natural fit for landscaping. Growing up in the Belgrade and Bozeman areas, he developed an early appreciation for the region’s rugged beauty and wide-open spaces. With a father in construction, Charles was immersed in hands-on work from a young age, building a lifelong foundation in the trades.

Over the years, he’s worked across the construction industry, eventually finding his stride in landscaping. In September 2022, he founded Top Dog Landscaping. His combination of local pride, lifelong experience, and a genuine respect for Montana’s natural environment has allowed Charles to create outdoor spaces that feel authentic, durable, and perfectly suited to the place he’s always called home. Top Dog Landscaping serves the Bozeman region, including rental investments, on-market properties, businesses, and client-owned homes.

For real estate agents, Top Dog Landscaping offers a true one-stop solution for maximizing curb appeal, protecting property value, and handling maintenance across every season. Their services span everything





sells the next day, the agreement ends right there. It's about flexibility. It just makes the whole process smoother for everyone involved."

Charles and his team intentionally keep Fridays available to help agents prepare listings for weekend open houses. "We know the open houses come up quickly. We keep our Fridays free to be able to turn houses around in time for weekend showings," Charles detailed.

When it comes to winter, Top Dog has agents covered with irrigation blow-outs, snow removal, and winterizing properties. "If you're showing a home, we want to make sure potential buyers and service professionals are safe. Keeping the walkways clear ensures the house looks good but also removes liabilities."

Beyond the closing table, Top Dog is available to help homeowners enjoy their new outdoor spaces. Top Dog Landscaping goes beyond basic lawn care by offering homeowners a full suite of services designed to simplify property ownership and enhance outdoor living year-round. With a focus on reliability, communication, and eco-friendly practices, Top Dog ensures homeowners can enjoy a well-maintained, functional, and beautiful property without the stress of managing it themselves.

"REALTORS® often refer us to their clients because they know we'll take care of them long after the closing," Charles added. "We have the option to extend contracts and tailor our work to their needs. It's a win-win for all."

Charles is deeply committed to giving back to the community that helped shape him. He serves as a board member of the Southwest Montana Building Industry Association (SWMBIA), where he supports responsible growth, industry standards, and collaboration among local professionals. His leadership and dedication have also earned him an invitation to join the Bozeman Chamber as a board member in fall 2026. This opportunity reflects both his professional reputation and his passion for strengthening the local economy. Through these roles, Charles continues to invest in the future of the region, helping ensure that Bozeman and the surrounding communities remain vibrant, well-built, and connected.

Along with his two Labs, Louie and Rumely, Charles loves the Montana outdoors and spending time with friends and family. He's proud of the business he's building and looks forward to expanding to offer his clients more services in the coming years.



We know that agents have one of the busiest jobs out there, especially during the peak of spring and summer. We're here to take care of properties while they are listed."

In real estate, first impressions aren't just important – they're everything. That's where Top Dog Landscaping makes a measurable difference, helping agents show listings at their absolute best with clean, polished, and thoughtfully maintained outdoor spaces. By combining speed, flexibility, and high-quality service, the Top Dog team ensures every property stands out in a competitive market.

"As summer rolls around, now is the time to take care of all the lawns and cleanup projects. It makes such a big difference in the listing photos and how the house shows. Our team is ready to help you move properties." ❏



**CONTACT US!**

When it comes to selling homes, a powerful first impression can be the difference between sitting and selling. Help your properties sell with the help of Top Dog. Get in touch at [topdoglsr.com](http://topdoglsr.com) or by phone at 406-437-8599.

from full-scale design, construction, and landscape maintenance. In addition to mowing, spring and fall cleanups, and snow removal, Top Dog builds patios, installs irrigation systems, and enhances spaces with beautiful lights. When it comes to outdoor work, Top Dog has the tools and experience to handle it all.

"We know that agents have one of the busiest jobs out there, especially during the peak of spring and summer," Charles said. "We're here to take care of properties while they are listed. We offer curb appeal right when a potential buyer sees the property for the first time. It's impossible to overstate what a difference that makes."

Top Dog Landscaping is setting a new standard in the industry as the Gallatin Valley's first fully electric lawn care company, combining high-quality results with a commitment to sustainability. By using all-electric equipment instead of traditional gas-powered tools, they significantly reduce noise, emissions, and environmental impact – delivering a cleaner, quieter service that benefits both clients and the surrounding community. This forward-thinking approach not only reflects their

dedication to innovation but also positions them as a modern solution for homeowners and real estate professionals who value eco-friendly practices without sacrificing performance or reliability.

"Electric is the way of the future," Charles said. "It's quieter and better for the environment. The smart irrigation systems help reduce water usage by as much as 40-50%. We're always looking for ways to reduce costs for our clients and improve our work. This is just one example of that."

The Top Dog team currently includes 13 dedicated landscapers and is growing year after year. They work across the valley, supporting homeowners, businesses, families, landlords, and real estate agents. With a business built on referrals and consistent five-star ratings, you can trust that Top Dog will provide top-of-the-line services for you and your clients.

"We've built our services with REALTORS® in mind," Charles added. "We offer a 48-hour turnaround on that first property cleanup so listings can hit the market looking their best, fast. We also adjust our contracts to align with the closing date. If a property




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# KRIS

# Hawkins

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## RIGHT AT HOME

BY JESS WELLAR  
PHOTOS BY BESS BIRD PHOTOGRAPHY

In a tight-knit community where longevity and reputation is everything, Kris Hawkins has steadily built both. A broker-owner with Keller Williams Western Montana Real Estate, Kris has spent more than two decades establishing herself as one of Missoula's most trusted Realtors, closing over \$21 million in volume across 34 transactions last year alone.

Along the way, she has earned the respect of her peers just as much as her clients, receiving the Realtor's Choice Award from the Missoula Organization of Realtors in both 2017 and 2021. It's the kind of peer recognition that exemplifies Kris' integrity and why other agents want to do business with her.

For Kris though, real estate was never just a career choice. It was something she grew up around, learned firsthand, and ultimately shaped into something entirely her own.

### Born Into the Business

Kris is as local as it gets. Proudly "homegrown" in Missoula, she attended Hellgate High School before heading to the University of Nevada, Reno, where she earned her degree. But even during those college years, real estate was already becoming part of her story.

"My dad, Scott Hollenbeck, was a real estate broker here in Missoula for 30 years," she shares. "After my first year of college, he signed me up to get my real estate license."

What started as a summer opportunity quickly blossomed into something more. Kris spent three summers working alongside her father, gaining hands-on experience and learning the business from the inside out.

"I was basically his shadow for about a year, going to every appointment with him and just watching until I started to figure things out and do it on my own," she recalls.

After a brief stint working at a life insurance company, Kris stepped fully into the family business in 2005, joining her father's brokerage. It was a natural fit from the beginning: "I'm a

people person, and this business is all about relationships," she offers. "It just felt right."

### Carving Her Own Career

Even with that strong foundation, Kris knew early on that building a long-term career would require making her own decisions, some of them more difficult than others.

One of the most defining moments came in 2020, when she made the call to leave the brokerage her father had built, The Partner Group, formerly Properties 2000, and transition to Keller Williams.

"That was one of the hardest professional challenges I've ever faced," she admits. "It was never on my radar until I met with them and we discussed my options."

At the same time, Kris recognized the opportunity for growth that came with the move to a national platform that provided advanced technology and education. And that leap has certainly paid off over the years.

### Straightforward, Steady Approach

What sets Kris apart isn't aggressive branding or a large team, it's the steady





guidance she offers while simply showing up. As a solo agent with the support of her full-time, licensed assistant, Jocelyn Caldwell, Kris remains deeply involved in every deal.

“I’m a very hands-on agent,” Kris points out. “Not having a team means you’re always working directly with me, but you still have support behind the scenes.”

That level of involvement has built a business rooted in client appreciation, with more than 70 percent of Kris’ pipeline coming from repeat relationships and referrals these days, which speaks volumes.

“I genuinely care about my clients, and I don’t sugarcoat things,” Kris elaborates. “I always do what’s best for them, even if that means I’m not getting paid.”

At the same time, one of the most impactful tools Kris brings to the table is something important but rare — a deeper understanding of how people process decisions under pressure. Through her Emotional Sovereignty School (ESS) designation from the Center for Emotional Education, Kris has developed the ability to help clients navigate the emotional side of real estate, especially during high-stress moments.

“When people are in ‘survival brain,’ they’re not able to make clear, executive decisions,” she notes. “Having the tools to help guide them back into a place where they can think logically has been one of the most helpful things I’ve ever done for myself and my clients. It was a phenomenal investment.”

#### **A Family On The Go**

When she leaves the office, Kris’s world revolves around her two daughters, Stevie (16) and Laynie (14), and the active, fun-filled life they enjoy together.

“I chase teenagers and sling real estate,” she laughs. “Helping others while being able to provide for my family and raise my girls to be kind, good humans is how I define success.”

Much of Kris’ time is spent on the sidelines of volleyball tournaments,



“*I want to create a life worth living and enjoy it along the way. Just work hard, take care of my family, and keep growing into a better version of myself.*”

“

I'm a very hands-on agent. Not having a team means you're always working directly with me, but you still have support behind the scenes.”



basketball games, and track meets, traveling across the state and beyond to support her daughters in everything they do. Weekends often mean time at the family cabin on Flathead Lake or exploring the outdoors that Missoula is known for.

“I love it all — hiking, trail running, biking, and waterskiing ... Any time outside is well spent,” Kris smiles. “But I also make travel with my girls and my girlfriends a priority; I always have a plane ticket booked somewhere! For our next big trip, we’re going to Hawaii for Thanksgiving with my family.”

Giving back to her beloved community is not an afterthought either. As the top contributor to Keep Missoula Housed, Keller Williams’ nonprofit that provides emergency housing assistance to families in crisis, Kris is passionate about keeping people in their homes during difficult times. She also supports a wide range of local efforts, from volunteering at the coffee cart at her alma mater, Hellgate High School, to donating blood with the American Red Cross, mentoring through Big Brothers Big Sisters, and contributing to organizations like the Missoula Food Bank and MOR 4 Kids.

Eyeing the future, Kris continues to focus on building a life that allows for both growth and flexibility, expanding her real estate investment portfolio while creating the freedom to travel more and experience the world with her girls.

And while her daughters are still finding their own paths, the idea of them one day following in her footsteps isn’t out of the question. With her oldest already showing interest, Kris encourages both of her daughters to pursue higher education first, knowing that if real estate becomes part of their future, they’ll step into it with a strong foundation and a front-row seat to what it truly takes.

“I want to create a life worth living and enjoy it along the way,” Kris concludes thoughtfully. “Just work hard, take care of my family, and keep growing into a better version of myself.”

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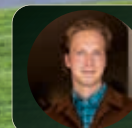
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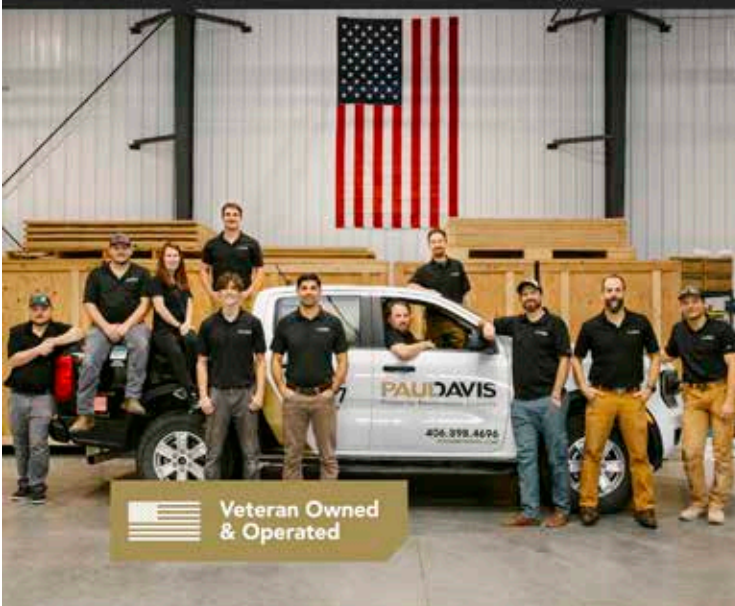
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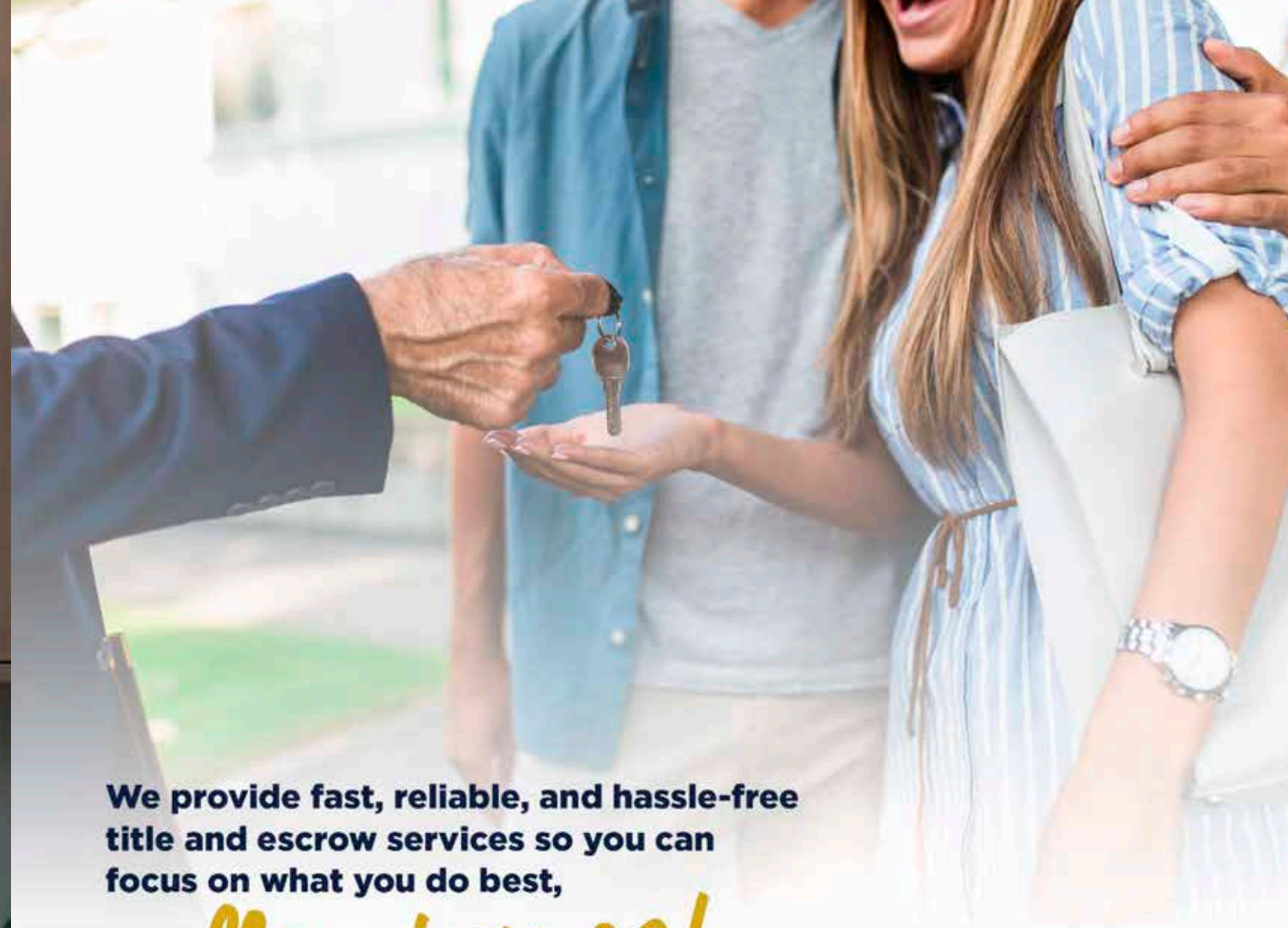
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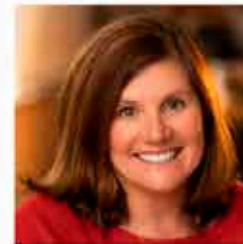


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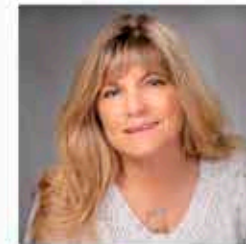
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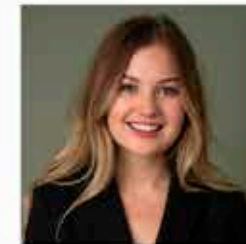
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# CHARLOTTE DURHAM

**Charlotte Durham**  
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BY KATE SHELTON  
PHOTOS BY ARNICA SPRINGS PHOTOGRAPHY



## POSITIONED WITH INTENTION, SOLD WITH PRECISION

“What’s our secret? There isn’t one other than consistency. There are a lot of components to what we do, but more importantly, we do them well, and we do them consistently. We meet every morning as a team and go over every listing, every active buyer, and everything upcoming. Nothing gets missed. We’ve built systems and processes over many years, with very defined roles within our team – everyone knows their responsibilities and shows up at a high level. We are always asking ourselves how we can do things better, and we’re obsessed with what we call being

an ‘overdoer.’ A multitude of thoughtful decisions go into the work we do every single day. We position our properties with intention – we don’t just do the bare minimum. We’re known for how we bring a property to market in a way that truly showcases it and ultimately drives the strongest results for our clients. Our marketing is powerful. Our work is thoughtful, detailed, and communicative, and we don’t settle for average outcomes. That’s the difference. It’s consistent. It’s intentional. It’s precise. And we take a lot of pride in that,” said Charlotte Durham, founder of Charlotte Durham Real Estate at Big Sky Sotheby’s International Realty.

In the high-stakes luxury markets of Bozeman and Big Sky, Charlotte has built a reputation

for delivering at an elevated level, both on a national and international stage. As one of the region’s top-producing agents, she and her team combine deep Montana roots with a thoughtful, strategic approach to marketing, paired with disciplined, results-driven negotiation. Their work extends far beyond the transaction, with a focus on creating a seamless and highly considered experience for every client. It’s a team-driven approach, and a big part of why clients feel supported at every step.

As a fifth-generation Montanan, Charlotte’s connection to the state runs as deep as her commitment to her work. She was raised in Lewistown and spent much of her childhood on her family’s ranch in the Missouri River Breaks. That foundation was shaped by a



the ground up. She attended Montana State University, where she earned a degree in business with a focus in marketing, and later spent time at a PR firm in London, where she developed a passion for branding and storytelling. With a natural entrepreneurial drive, Charlotte saw an opportunity in real estate early on. After earning her license in 2011, she began her career working alongside a top-producing agent, gaining hands-on experience and a strong foundation in the business before going on to build her own career.

Early in her career, Charlotte realized real estate is an incredibly competitive industry, with a high number of agents in every market, but that was part of what drew her in. She was energized by the challenge and the opportunity to approach it differently. That perspective, combined with the dual influence of her upbringing, helped shape her approach early on. Her father, a builder, gave her firsthand experience with the structural side, while her mother, a graphic artist, instilled in her a keen eye for design and aesthetics. She developed a natural ability to blend technical understanding with a refined sense of style – elements that define her work today.

In 2013, Charlotte moved to Denver. She cut her teeth in the fast-paced, rapidly growing Colorado real estate market. Charlotte gained significant real estate experience and developed a strong sense of grit.

While she loved her time in Colorado, Charlotte ultimately felt called back to Montana. With deep roots in the state – and a future husband who was born and raised in Bozeman – it felt like the right place to build both her life and her business. She returned

to Bozeman in 2016 and founded Charlotte & Co. Real Estate.

“From the beginning, I knew I wanted to approach this differently – to be tech-forward and create a more bespoke experience for my clients. I had heard so many stories of people feeling underserved in the process, and I didn’t want to replicate that. I realized early on that, as a brand new agent back in the market, the way to truly stand out was through how I positioned and marketed my properties,” she said.

Charlotte worked around the clock to build her Montana business, hosting hundreds of open houses and saying yes to every possible opportunity. “When I came back to Montana, I made a very intentional decision to do things differently. At the time, not many people were showcasing homes with elevated marketing or even investing in professional photography, so I leaned into positioning homes well and presenting them in a more thoughtful way. I focused on building an online presence and using social media to tell the story of each property in a compelling way. But it wasn’t just about creating something that stood out visually – it was about being available, putting in the hours, and doing whatever it took to earn the opportunity to work with someone. It was a lot of intentional work, but over time, it built something people recognize and trust. That mindset still defines how we operate as a team today.”

Charlotte quickly realized that trying to do everything herself wasn’t sustainable. She stepped back and did extensive research to find a brokerage that offered strong tools and technology, but



“I feel incredibly grateful that so many people trust us with what is often one of the biggest investments in their lives. There’s a level of hard work, accountability, and care for our clients that shows up every single day.”

strong work ethic instilled by both of her parents – her mother, who grew up on a ranch outside of Big Sandy, Montana, and her father, who was raised in rural Montana (Zortman), where Charlotte was born.

With a family background in construction, she grew up around the building process, developing an early understanding of how homes come together from



to do intensive real estate coaching with CORE Training.

By 2020, Charlotte had grown her business to a point where expanding the team became essential. She made her first hire in March 2020, setting the foundation for what would become a highly intentional, full-service team.

During this same period, Charlotte was also growing her family, welcoming her three children in quick succession. Today, the business is built around clearly defined roles designed to elevate every stage of the real estate experience.

Rachael McMasters serves as the Buyer's Specialist, known for her keen ability to guide clients with clarity and confidence throughout the process. Krissy Stewart is the team's Director of Operations, bringing a level of organization and consistency that keeps everything moving seamlessly behind the scenes, with an attention to detail that ensures nothing is overlooked. Ellie MacLaughlin serves as the team's Client Concierge and ensures each client feels completely supported and catered to from start to finish. They're the engine behind how we're able to show up for our clients at this level.

"We're constantly focused on how we can refine and elevate the experience for our clients," Charlotte said. "For us, the transaction is just the beginning of the relationship. We see ourselves as advisors for the long term, and that's something our entire team is aligned on, whether that's real estate decisions down the road or helping clients get settled and connected here. Over 90% of our

business is repeat and referral, which says everything about how we approach what we do. We're not just here for a moment, we're here for the long haul."

The team's results reflect the consistency, effort, and care behind the business. In 2025, Charlotte Durham Real Estate helped well over sixty clients and closed an impressive \$106M in the Montana market. The team works across the valley, with a special focus on luxury listings. "Last year was our best year yet. I feel incredibly grateful that so many people trust us with what is often one of the biggest investments in their lives. Our team is the reason we've been able to stay so dialed. There's a level of hard work, accountability, and care for our clients that shows up every single day. Especially in a more uncertain market, that commitment matters," Charlotte said.

Charlotte has worked to create a sense of balance between her business and home life. Outside of real estate, her world revolves around her family and the Montana lifestyle she's always known. A mother of three young children – ages one, three, and five. She credits much of that balance to her husband, a Bozeman native, whose support has been a constant as she's grown the business and they've built their family.

Charlotte loves being outdoors, whether it's hiking in Bridger Canyon, exploring on her side-by-side, tending to her greenhouse or skiing at Bridger Bowl in the winter. The Durhams also enjoy time at Moonlight Basin and make their way to Flathead Lake as often as possible during the summer. Fall, find Charlotte big game hunting in the Missouri

"We're constantly focused on how we can refine and elevate the experience for our clients. For us, the transaction is just the beginning of the relationship. We're not just here for a moment, we're here for the long haul."

River Breaks. At home, life includes a small, lively flock of four chickens and their French Bulldog, Chloé.

Charlotte's commitment to her community is as intentional as her work in real estate. She is deeply invested in supporting families in need and has been closely involved with Family Promise, helping the organization identify and secure the opportunity to purchase the Montana Bible College (now A Journey Home) property – an effort that significantly expanded their ability to serve families in need. Following that project, she was invited to join the board, where she remains an active and passionate supporter. Charlotte also plays a hands-on role in local fundraising efforts, including the Family Promise Gala, often held at her husband's restaurant, Brigade. In addition, she serves on the planning committee for Big Sky Bravery, helping organize their annual fundraising event. Through each of these efforts, she continues to give back in meaningful, tangible ways that directly impact the place she calls home.

Charlotte and her team bring a level of intention and precision to every deal, setting a thoughtful standard for how properties are positioned and sold in Montana's evolving market. Under her direction, clients are able to experience Montana in a way that feels intentional and truly their own. ❖

**Connect with Charlotte and her team at [charlottenco.com](https://charlottenco.com).**





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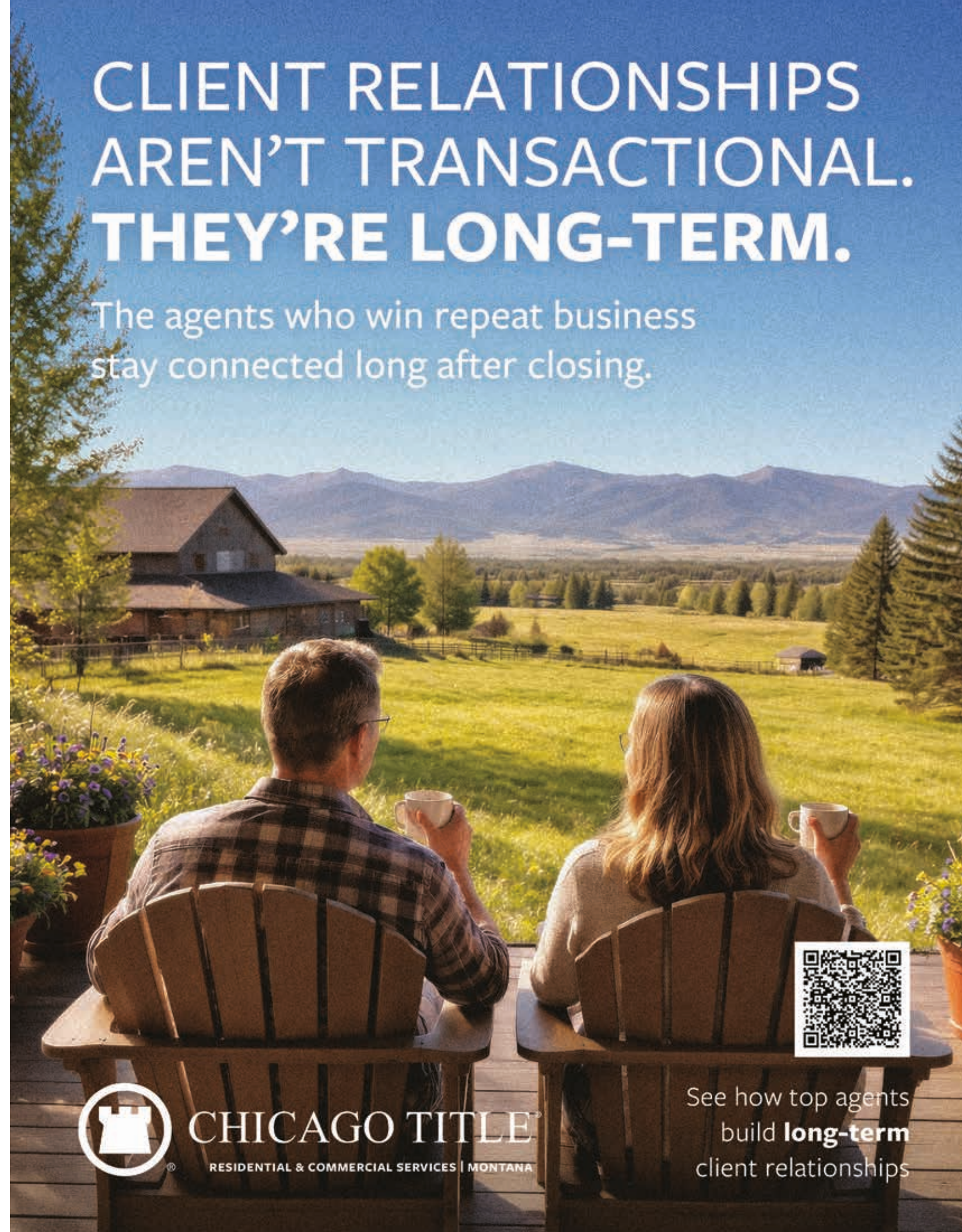
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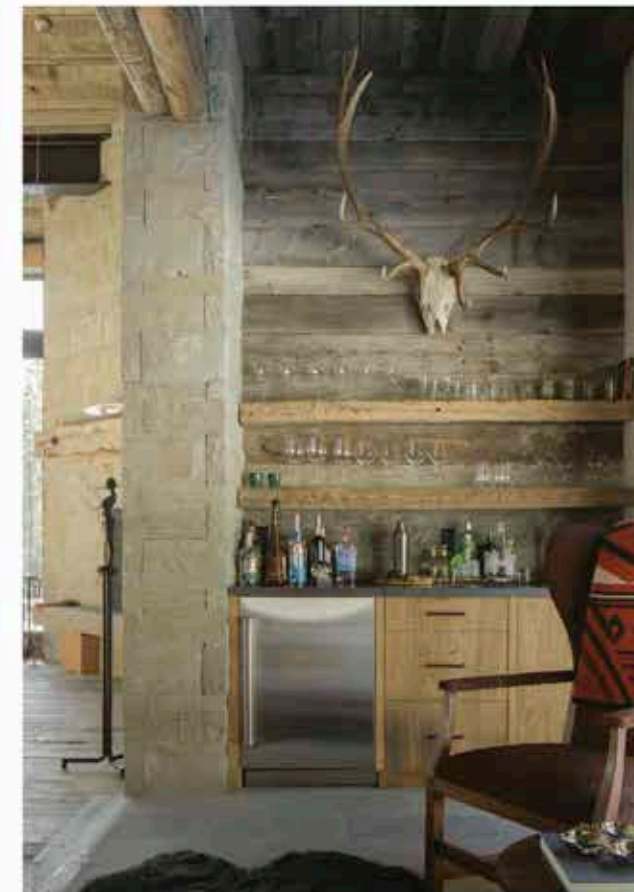
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