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JUNE 2026

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Partner Spotlights
MOUNTAIN HOT TUB

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Woman to Watch
COURTNEY MCFADDEN

Broker Spotlight
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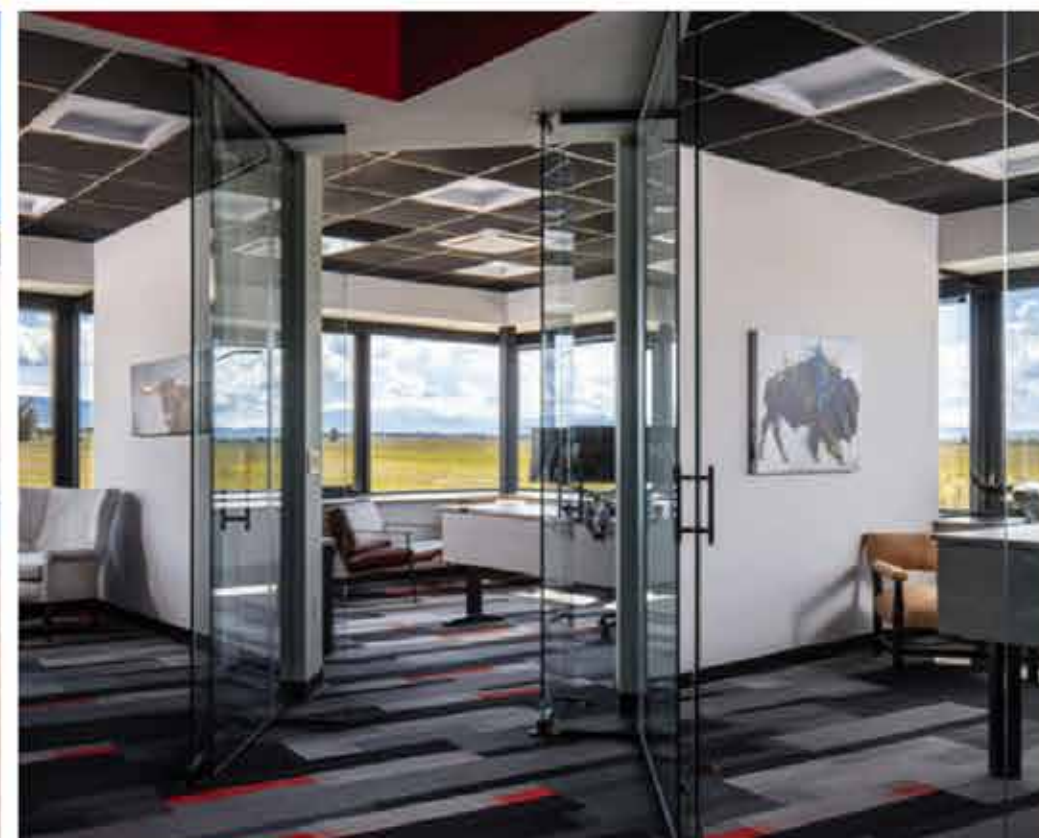
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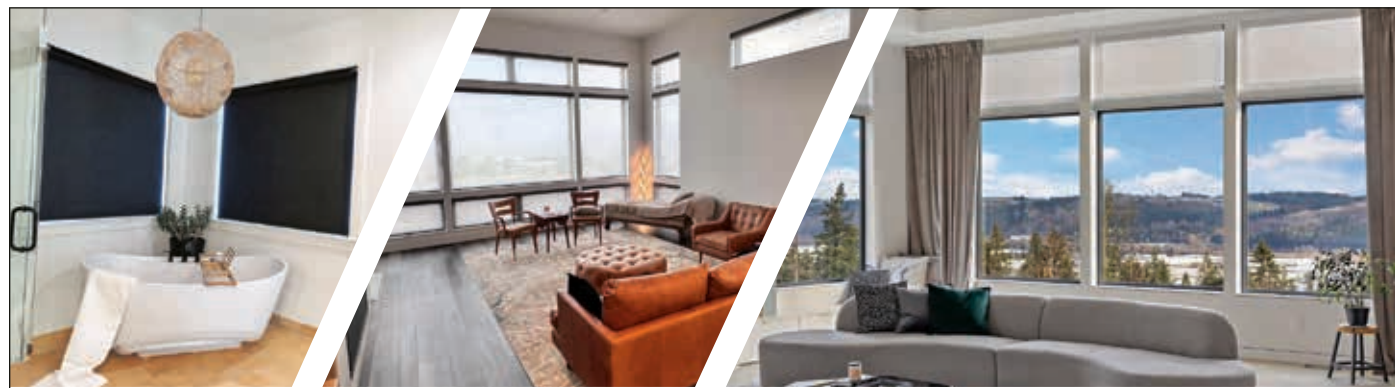
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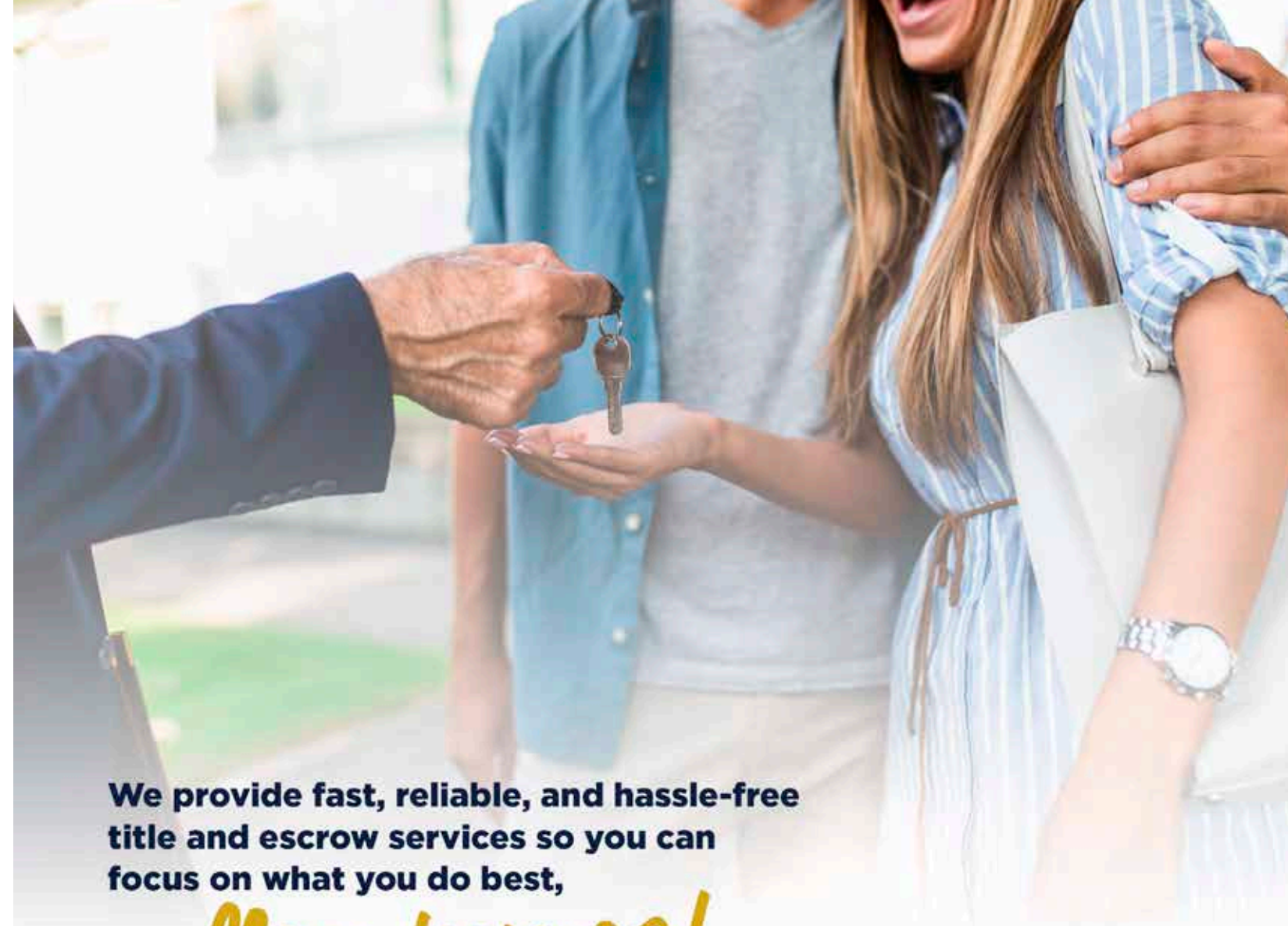
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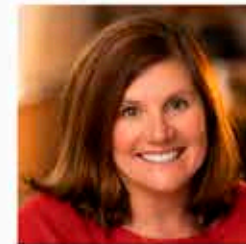
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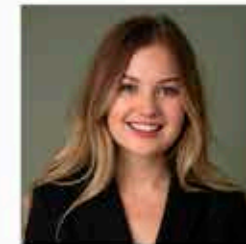
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THE 2026 MISSOULA REAL PRODUCERS ROUNDTABLE

PHOTOS BY KILN MEDIA

The 2026 Missoula Real Producers Roundtable, hosted at The Historic Florence brought together industry leaders for an honest and insightful conversation on the current market!

our panelists who helped set the tone to the agents and partners who stepped up to the mic to share insights from their tables, the room was filled with collaboration and meaningful dialogue.

Adam Hertz represented the Missoula market, while Nicole Jones spoke to Ravalli County, offering a grounded, real-time perspective across the region. From

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MOUNTAIN HOT TUB

Max Blaser, Manager and Principal

BY JESS WELLAR
PHOTOS BY BESS BIRD PHOTOGRAPHY



We have an amazing team and I genuinely enjoy going to work every single day. I don't believe that there is a more fun, more capable team in this industry, anywhere in the world."

For nearly five decades, Mountain Hot Tub has been a trusted name across Montana and beyond, providing high-quality hot tubs, saunas, swim spas, and water care services for homeowners and investment properties alike.

At the center of that continued growth is General Manager and Principal Max Blaser, who has helped guide the company's expansion while maintaining the small-business culture that sets it apart. Today, MHT serves a wide footprint across Montana, Wyoming, and Colorado, all while staying rooted in the same service-first mindset it was founded on in 1979.

A Natural Fit

Originally from Colorado, Max made his way to Montana in 2010 to open a fishing outfitter with friends — an experience that introduced him to his beloved Bozeman community.

His path into the hot tub industry came several years later through relationships he had built locally. Having known both the original owner, Tom Walker, and the second-generation owner, Kelly King, Max eventually joined the company in 2016.

"I began as our marketing manager, but it was immediately clear to me that this business and industry were where I wanted to be," Max recalls with a grin.

Under Kelly's mentorship, he quickly immersed himself in every aspect of

the business, gaining a deep understanding of operations and service.

"I appreciated the culture and the family aspect of the business despite the fact it was a fast-growing industry," Max reflects. "I also knew I didn't want a faceless, nameless entity in a corporate environment. I desired to be part of a company's growth while remaining a small business at heart."

That focus would ultimately shape his leadership style as Max stepped into the General Manager role in 2020 and became a Principal following the company's ownership transition in 2023.

Rapid Recent Growth

What began as a single location in Bozeman has grown into a multi-state operation, now spanning six locations across Montana, including Bozeman, Big Sky, Butte, Helena, and more recently, Missoula, and Whitefish. The company has also recently expanded into Jackson, Wyoming, serving Teton County, Star Valley, and Teton Valley in Idaho, along with a growing presence in Colorado in markets like Steamboat Springs, Carbondale, Basalt, and the greater Aspen area.

Despite such impressive growth that now includes more than 100 employees, MHT



has remained grounded in its identity that Max first admired when he joined.

"We have quite a few family members and couples working for us," Max shares with pride. "It's still a very family-oriented business and tight-knit group."

That culture plays a key role in how the company approaches both customers and employees. While the product offerings have expanded significantly, from traditional hot tubs to custom stainless spas, saunas, swim spas, and cold plunges, the mission has remained unchanged.

"We refer to Mountain Hot Tub as 'The Hot Tub Capital of the World,'" Max says with a chuckle. "It's a standard meant



to keep us beholden to offering the best service and support in the industry.”

And make no mistake, that internal standard isn't just lip service — it's the measuring stick the team actively uses to guide everyday decisions while holding themselves accountable.

“We frequently ask questions like, ‘Is that how we should answer the phone in the Hot Tub Capital of the World?’” he adds.

A Realtor's Resource

For busy top producers, MHT provides a reliable resource that can add both value and convenience for clients.

With demand increasing across categories like saunas and cold plunges, the company has become a go-to partner for new construction, second homes, and short-term rentals. Their team not only supplies a wide range of products, but also helps guide clients toward solutions that fit both lifestyle and property type.

“We've never offered a wider variety of hot tubs, stainless steel spas, saunas, swim spas or cold plunges,” Max says with pride. “Saunas in particular have exploded as a category.”

Beyond installation, the company also provides full-service water care and

maintenance programs, an especially valuable offering for investment properties and STR owners. With technicians working seven days a week, clients and property managers can rely on consistent service and short turns without added stress.

Additionally, MHT offers contractor pricing for Realtors and builders, along with additional discounts for veterans and first responders, reinforcing their commitment to both industry partners and the community.

Over the years, that combination of service, reliability, and product range has earned the company recognition as Montana's Retailer of the Year multiple times, along with several local awards for workplace culture and leadership.

Gone Fishin'

Beyond the work day, Max's life revolves around family, travel, and a love for fishing. He and his wife Shayna, who also supports the business through sales and marketing, have been married for 12 years. Together, they've built a life that blends business, adventure, and time spent exploring new places around the world.

Over the years, MHT has created amazing opportunities for team members to connect through

shared experiences, including fishing trips across Montana and even internationally.

“Fishing is my life's passion and it's a big part of the MHT culture as well,” Max smiles.

Whether it's trips to Argentina, Mongolia, British Columbia, or closer to home, those experiences reflect the kind of culture Max has helped build, one that values connection just as much as performance.

That same mindset extends into the community. MHT regularly participates in local events, fundraisers, and charitable initiatives, often donating products like hot tubs or saunas to support causes across the region.

Looking ahead, Max remains optimistic about both the industry and the company's continued growth. With increasing awareness around wellness, particularly the benefits of saunas and cold plunges, demand continues to rise.

At the same time, the company has remained committed to accessibility, maintaining entry-level pricing that has stayed consistent over the years despite broader market changes. Max notes that they still offer hot tubs starting at \$2,495 — the same starting price they offered back in 2018.

“We have an amazing team and I genuinely enjoy going to work every single day,” Max concludes. “I don't believe that there is a more fun, more capable team in this industry, anywhere in the world.”

CONTACT US!

To learn more about Mountain Hot Tub, visit mountainhottub.com or call 406-586-5850 today!



We've never offered a wider variety of hot tubs, stainless steel spas, saunas, swim spas or cold plunges. Saunas in particular have exploded as a category.”





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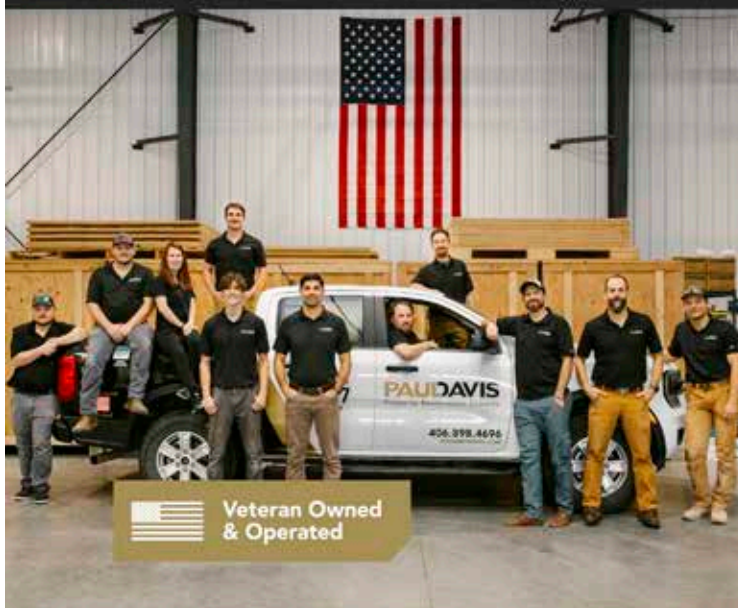
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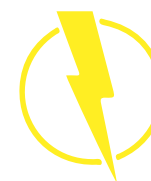
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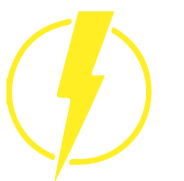


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COURTNEY MCFADDEN

WEAVING DREAMS, CRAFTING SUCCESS

“I cannot overstate what real estate has done for my family. With young kids at home, I’ve been able to financially provide for my family at my own pace, setting my own bar. It has changed the face of our family, and as a woman, it feels good to do that. I’ve been able to weave my real estate business into my life and still find success. The sky is the limit, and I’m grateful for that,” said Courtney McFadden, a powerful agent at ERA Lambros Real Estate in Missoula.

BY KATE
SHELTON
PHOTOS BY
BESS BIRD
PHOTOGRAPHY

For some, real estate is their sole focus and the driving force in their life, but for Courtney, the opposite is true. She’s mastered the art of balancing life’s biggest roles: a devoted mother and a top-performing agent. While it’s a balancing act, she has found a way to seamlessly weave the demands of parenthood with the fast-paced world of real estate. For Courtney, success isn’t just measured in closed deals – it’s in creating a life where family, career, and fun coexist, each enhancing the other.

Courtney is a rare Montana native. She grew up in Billings and moved to Missoula as a young adult, in search of adventure. She’s never looked back, building a deep-rooted community and a life full of purpose. Not long after moving to the area, Courtney met her perfect match: Levi. They complement each other in nearly every way, including business.

“Levi’s dad is a general contractor, so he grew up with a forced hammer in his hands. When we were ready to purchase our first home, we scraped together every bit of money we could. We remodeled the home while we lived there, figuring it out on our own. We found that we made a good team flipping houses. We moved three times in four years, making a little bit along the way,” she detailed. The McFaddens were then able to purchase their first rental, giving insight into the other side of the business.

“By the third home, we figured one of us needed our real estate license,” she said. “It just made the most sense for me to do it. I’d always loved design and architecture, and real estate just felt like it could be a good fit for me.”

Courtney’s intuition was right. She was licensed in 2017; with hard work and a lot of grit, she began building a business with babies on her hip. “I’m a five-foot nothing, loud woman,” she said with a contagious laugh. “I’m outgoing and articulate, and I learned a long time ago that I have to have a voice to get people to listen to me. I’m confident in what I know and not afraid to ask questions. People trust me.”

From the beginning of her career, Courtney has hung her hat at ERA Lambros Real Estate. “The brokerage is everything I could want,” she said. “The level of collaboration and communication is incredible. We have amazing roots in the community, and everyone does good, ethical work. I work among some of the most incredible women, and I don’t take that for granted.”

More than ninety percent of Courtney’s business comes from repeat customers and referrals. She’s been in the community for two decades, building a sturdy network along the way. She averages more than 15 transactions a year – a level she’s both proud of and comfortable with.

“People always think of growth as upwards, more, bigger, better. I’ve come to believe that growth can also be recognizing when you need to put something else first. For me, growth can also be saying not right now.”

Over time, Courtney has grown in her belief that she doesn’t have to choose between being a devoted mother and a successful businesswoman – she can

“I’M OUTGOING AND ARTICULATE, and I learned a long time ago that I have to have a voice to get people to listen to me. I’m confident in what I know and not afraid to ask questions. People trust me.”



excel at both. By embracing her strengths, setting clear priorities, and trusting her instincts, she’s created a life where family and career complement rather than compete. For Courtney, success is no longer just about closing deals or meeting sales goals; it’s about showing up fully in every role, proving that ambition and motherhood can coexist, and inspiring others to do the same.

“I don’t see my business as bigger. I want to work with good people and do good business. I want to grow when it makes sense to grow for my family. I know those days will come, but for now, I’m okay with weaving business and family,” she went on.

Courtney’s keen eye for design has become one of her signature advantages in real estate. Leveraging her large inventory and creative edge, Courtney has incorporated home staging into her services – something unique in the Missoula market. “Digital staging is common, but the listings often fall flat. I love design, and I think of myself as an artist. I really enjoy helping my clients in that way. I have a garage-full of home goods. It’s so fun to make listings come to life,” she said.

Another unique element of Courtney’s story is her creative partnership with Levi. As the artist behind The Birch & Bennett Co., Levi is a talented artisan who specializes in custom furniture and metalwork. Their shared appreciation for craftsmanship and design naturally complements Courtney’s eye for real estate and home staging. Together, they understand the value of quality, detail, and personalized touches. Levi’s work is often included in Courtney’s staging projects, as well as in client homes.

Courtney and Levi have three vibrant kids – Bennett, Rowen, and Ames. They’re all heavily invested in sports and school activities, leaving Courtney to joke that she’s a mom cab driver. They love to travel and experience new parts of the world.



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For Courtney, weaving motherhood and professional success isn't just a goal – it's the way of life. She has learned to embrace the challenges and joys of both worlds, turning ambition and family into complementary forces. By leaning into her creativity and protecting her role as a mother, Courtney has built a career that thrives alongside her family. Her story is a testament to what's possible when dedication, vision, and heart come together – a life where dreams are not only pursued but woven seamlessly into success. ▾

Connect with Courtney at cmcfaddenrealestate.com.

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AS UPWARDS, MORE,
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I've come to believe that growth can also be recognizing when you need to put something else first.”





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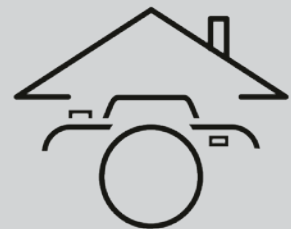
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KELLEY LEWIS, MANAGING PARTNER

BY KATE
SHELTON
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In today's fast-moving and complex real estate market, brokers increasingly need support to keep deals on track and to protect their business and clients. Legal counsel is no longer a nice add-on but rather a necessary part of success.

Founded by Kelley Lewis, a trusted attorney with years of experience, KLH Advisors is known for their sharp, responsive legal counsel. Kelley and her team offer a rare combination of boutique-level attention, coupled with big-firm results. From navigating complex contracts and resolving title or boundary issues to advising on water issues, development, construction, and investment structures, the firm is a trusted partner in all things real estate. With deep experience and a keen understanding of the pressures agents face, KLH Advisors provides clear, strategic guidance to ensure deals close smoothly and reputations stay strong.

"We're here to help agents through any situation," Kelley said. "We understand the complexities of land and water use. We look at ourselves as part of the team when working with agents

and their clients. No matter if it's selling, purchasing, development, or otherwise, we serve to make the process smoother. We ensure there are no surprises, and our team contributes to helping make sure each transaction runs smoothly from the legal perspective."

Raised in Colorado with roots in Cheyenne, Wyoming, Kelley's career has always been shaped by the landscapes – and the laws – that define the American West. Following college, Kelley began her career in Washington, D.C., tackling high-stakes energy, public lands, and natural resources policy for a Wyoming senator.

If that wasn't impressive enough, Kelley simultaneously earned her law degree by way of night classes. During Kelley's final semester of law school, her father passed away unexpectedly. Kelley finished law school in 2012 and returned to Colorado to help her mom.

She found a renewed purpose, working in the Colorado Attorney General's office at the intersection of legislation, local regulation,

water, and energy law. She later built on her legal experience by working for a large oil and gas company, advising on complex regulatory strategies, leading environmental mitigation efforts, and negotiating land-use rights.

Not long after, Kelley met her now-husband, Jay, on a blind date. The pair dated long-distance for some time. Paying homage to her family roots in the Montana region, Kelley made the move North in 2017 to be with Jay. It didn't take long for Kelley to realize the opportunity in Bozeman, and in December 2017, KLH Advisors was born.

"When Jay suggested I start my own business, I just laughed," Kelley recounted. "The more I thought about it, the more I saw the possibility. My whole family is full of entrepreneurs, so I decided to go for it. There have been so many people in this community who have helped my firm be where it is today. I could not have done it without the amazing people who believed in me."

For real estate agents navigating high-pressure transactions, KLH Advisors

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OURSELVES

as part of the team when working with agents and their clients. No matter if it's selling, purchasing, development, or otherwise, we serve to make the process smoother.”





so they don't have to worry. Real estate can be one of the most complicated and stressful issues that people deal with. Our goal is to try to alleviate some of the stress, while doing our best to resolve matters, educate our clients, and ensure closings go smoothly," Kelley said.

With a growing team that spans the region – including associates in Paradise Valley and Missoula – the firm is built on both talent and trust. The team supports clients across Montana, North Dakota, and Colorado, understanding the legalities of each. "One of the main things that sets us apart is our real-life experience. We have an associate who specializes in water law, and with my background in land use issues, we really do have the kind of expertise that our clients need," Kelley added.

Associate Attorney, Clare Ols, brings a unique blend of scientific and legal expertise to the practice, drawing on her background as a biologist and her experience in water rights, land use, and real property law to guide clients through complex transactions with practical, solutions-oriented insight. Laine Hochhalter brings a steady, strategic presence to KLH Advisors, combining a strong foundation in litigation with a forward-looking focus on business transactions. Legal Assistant Anna Barbati rounds out the team and provides Kelley with the support needed to run a busy and growing practice. Together, they support hundreds of clients

each year with specialized, detailed legal counsel.

"Our biggest goal is to build relationships with our clients," Kelley said. "We want to make sure they feel comfortable coming to us with any question – no matter how big or small. We want to be a part of your team and a part of your success. We're here for you. We're happy to answer questions or help you with any situation. Just give us a call."

At KLH Advisors, small-firm attention truly drives big-firm results, shaping every client interaction and every outcome. Clients aren't passed off or lost in the shuffle—they work directly with a dedicated team that takes the time to understand their goals, anticipate challenges, and deliver practical, high-level legal solutions. This hands-on approach, combined with deep experience across real estate, business, and regulatory law, allows the firm to consistently achieve results that rival those of much larger practices. Built on trust, responsiveness, and a relentless focus on client success, KLH Advisors proves that personalized service isn't just a difference—it's a decisive advantage.

KLH Advisors is your resource for all business, real estate, and construction law needs. Learn more about how Kelley and her team can keep your business running smoothly and securely: www.klhadvisors.com. ▾



“

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can be one of the most complicated and stressful issues that people deal with. Our goal is to try to alleviate some of the stress, while doing our best to resolve matters, educate our clients, and ensure closings go smoothly.”

offers the kind of behind-the-scenes legal support that keeps deals moving and clients protected. From drafting and reviewing purchase and sale agreements to resolving easement, zoning, and title complexities, the firm provides comprehensive guidance at every stage of a transaction. Their team also supports due diligence for purchases and sales, lease negotiations, lien and foreclosure matters, and the legal intricacies of development and construction projects –

helping agents anticipate issues before they become deal-breakers. With a proactive, solutions-oriented approach, KLH Advisors translates complex legal details into clear strategies, giving real estate professionals the confidence to close smoothly while safeguarding their clients' biggest investments.

"For me, it's about the people. I am a people person. I love being able to help clients with difficult issues. I take pride in agents' trust that I have the legal issues figured out,

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Charlie Eubank

SMALL DOG REALTY

Small Dog, Big Moves

BY KATE SHELTON

PHOTOS BY ARNICA SPRINGS PHOTOGRAPHY

Real estate is often dominated by larger-than-life personalities and unrealistic promises. Charlie Eubank, Managing Broker and Owner of Small Dog Realty, is doing real estate differently. He is on a mission to redefine what it means to think big and find success in this business. As the driving force behind Small Dog Realty, Charlie is shaping a business that thrives on agility, loyalty, and an unshakable commitment to clients – much like the sweet, scrappy companions that inspired the business’s name.

“People know our brand. The clients who come to us are not seeking to work with a big box brokerage. Small Dog is known for our local connections and how much we give back to our clients and the communities we serve. I’m proud of that. We might be small dogs, but we’re big players in the market,” said Charlie.

Charlie’s life path has never been a straight line – it’s been more like a well-traveled map marked by curiosity, grit, and a willingness to go wherever opportunity leads. Born in Utah, he spent much of his early life moving from place to place, shaping a flexible, adventurous mindset that would later define his career. When he was a young child, his family moved to Costa Rica to start a fly-tying factory, an experience that gave him an appreciation for entrepreneurship and a deep love of the outdoors. After several years, his family returned to the Mountain West, and Charlie graduated from Bozeman High School. He then attended Montana State

University, where he earned a Bachelor of Fine Arts degree with an emphasis in photography. Charlie spent his early career capturing everything from weddings to the great outdoors he loves. It was during these years that Charlie learned to adapt, connect, and deliver – skills that have become the backbone of his success in real estate.

It was also at MSU that Charlie met his future wife, Megan, a graphic design student and Bozeman native. The pair reunited after college and began building a life together. When they moved to Livingston in 2006, Charlie found himself living as a starving artist. “I knew I had to do something more,” he said. “I read an article in a photography magazine about how an artist made more from his real estate investments than he ever did as a photographer.” That became a pivotal point in his career, giving him the idea that real estate could reshape his life. Charlie attended a real estate seminar and decided he wanted to give the business a shot.

Not long after, a phone call from a family friend – an experienced petroleum landman – opened an unexpected door for Charlie. What started with making print copies at the Clerk and Recorder’s office in Big Timber quickly turned into a hands-on education in property title research, where Charlie learned how to interpret deeds and trace surface and mineral ownership rights. Charlie stepped into the world of a petroleum landman, leasing mineral rights for oil and gas companies and gaining a deep understanding of land, value, and negotiation. The job took him across the western United States, sharpening his instincts and giving him a unique foundation in property that would later translate seamlessly into his real estate career.

In 2015, the oil market crashed, and the work began to dry up. Charlie found himself ready to jump headlong into real estate sales. He earned his real estate license and soon after met



Pam McCutcheon, the then-owner and founder of Small Dog Realty.

“Pam gave me a chance when I really didn’t know where to begin, and that meant everything,” Charlie said. “She’s spunky, genuinely kind, a wealth of knowledge, and an incredibly generous person – Small Dog ended up being a great fit for me.”

“Small Dog Realty started with Pam’s rescue dog, Piper, a Cocker Spaniel. Pam created this amazing idea – a brokerage that is local, gives back, and has a big focus on community service, especially with animal shelters. I’ve always been a dog person, so being part of something

like that – it just felt right. It’s a pretty cool concept to be a part of,” Charlie added.


It didn’t take long for Charlie to find his footing in real estate – and then quickly excel. With his memorable mustache, easygoing presence, and genuine way of connecting with people, he became someone clients not only trusted but also enjoy working with. Backed by his diverse background, Charlie has a rare mix of creativity, technical knowledge, and real-world experience. The result has been natural growth, fueled not by flash or a boisterous personality, but instead, built on quiet confidence and big moves.

By 2018, Charlie was ready for more. He earned his Montana Broker’s License and then his Supervising Broker License in 2023. He began taking over more of the leadership role at Small Dog before purchasing the business from Pam in 2024.

Under his care, Small Dog has grown to more than 30 successful agents and a long list of satisfied clients. In spite of the growth, the culture of Small Dog remains the same. They put clients above all else and give back to their communities in big ways. Small Dog has offices in Bozeman, Livingston, and Lewistown, and has set their sights on expanding further in the coming years.



“Small Dog is known for our local connections and how much we give back to our clients and the communities we serve. I’m proud of that. We might be small dogs, but we’re big players in the market.”



Charlie has become a steady, trusted leader. He understands the “magic” of Small Dog Realty isn’t just in the deals, but in the culture of the team. Charlie leads with the same authenticity and work ethic that built his career, creating an environment where relationships come first, and success follows naturally. By staying true to the company’s roots, the future of Small Dog Realty feels less like a reinvention and more like a continuation of something already working: a small, but successful team of people who consistently make big moves.

At the core of Charlie’s values is fostering a culture that allows for work-life balance. Charlie and Megan have built

a life centered on adventure, family, and the outdoors. Whether they're fishing quiet rivers, hunting in the backcountry, skiing fresh powder, or traveling abroad to new places, they share a love for experiences that keep them moving and connected to nature. At the heart of it all are their three kids – Leelee (15), Hawkin (12), and Lottie (9), who are growing up immersed in the same active, outdoors-driven lifestyle. By their side are their loyal companions, Goose (English Setter) and Davy (Jack Russell Terrier).

Charlie's story is proof that you don't need to be the loudest voice in the room to make the biggest impact. Through grit, adaptability, and a people-first approach, he's leading a thriving real estate brokerage that reflects both Charlie's character and the roots of the business. Guided by a desire to do more for the community and his team, Charlie continues to push forward, proving that small dogs really do make the biggest moves – and the biggest impact on hearts.

Learn more about Small Dog Realty and get in touch with Charlie at smalldogrealty.com.



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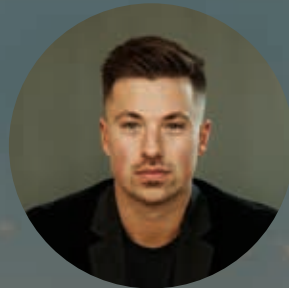


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TRACY Rossi

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BY JESS WELLAR
PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY



to have me help them with their mailers and I eventually became their assistant.”

That opportunity became the foundation for everything that followed. The couple she worked with taught her the fundamentals of the business, and over time she earned her license and began forging her own path. Along the way, one relationship in particular left a lasting impression and helped shape her confidence early on.

“Scott Kennedy and I are still very good friends to this day,” she says gratefully. “He was such a wonderful mentor and has given me great advice over the years. He also gave me a lot of confidence and I appreciate his influence.”

Although Tracy briefly stepped away from real estate to study interior design — an interest rooted in her early ambition to become an architect — she ultimately found her way back to real estate after the global financial meltdown. That creative background still shows up in her work today, whether she’s offering advice to clients or connecting them with trusted professionals for more extensive projects.

Better Together

Over time, Tracy has grown into her role in a way that reflects both self-awareness and a willingness to evolve. Early on, the more outward-facing aspects of the business didn’t come as naturally to her, but experience helped reshape that.

“I’m fairly introverted so the outgoing part was not easy for me,” she shares. “I’ve always liked the contract work and marketing aspects, but the negotiating phase has become my favorite over time.”

As her confidence grew, so did her ability to lean into the areas that once felt uncomfortable. That growth has been amplified by her decade-long partnership with Scott Darkenwald, whose strengths complement her own in a way that feels both natural and effective.

“

We all get down about losing a listing or a sale. It’s easy to be grateful for an opportunity we get, but it’s hard to be grateful for the opportunity we lose.”

“We all get down about losing a listing or a sale,” Tracy Rossi acknowledges. “It’s easy to be grateful for an opportunity we get, but it’s hard to be grateful for the opportunity we lose.”

“That’s why I believe the saying is true: ‘When one door closes, another, better door opens.’ What is meant for me will be.”

That grounded perspective says a lot about who Tracy is, a true professional who has learned to navigate the inevitable highs and lows of the real estate industry with a healthy perspective and quiet confidence. Now with Glacier Sotheby’s International Realty in Whitefish, Tracy has built a steady, referral-driven business alongside her longtime business partner, Scott Darkenwald.

Learning Behind The Scenes

After moving from Seattle to Montana in 1998 and attending high school in Seeley Lake, Tracy simply needed a job. That search led her to a local real estate office hoping someone would give her a chance.

“I went in every day asking if they needed help,” Tracy recalls. “There was a team there that offered



“

We want people to remember how we made them feel, providing a memorable experience that promotes repeat and referral business.”

“Scott is really good in person,” Tracy explains. “But I help out with the technology component and we complement each other well.”

Together, that balance has allowed them to operate at a high level without losing the personal touch that defines their partnership. In 2025 alone, the pair closed \$100 million across 25 transaction sides, a reflection not only of their impressive production, but of the trust they’ve built with their clients over time.

Tracy’s individual performance has also been recognized throughout her career. She was named Rookie of the Year by the Northwest Montana Association of Realtors in 2013 and later earned a nomination for Realtor of the Year in 2020.

Calm And Consistent Pair

What truly sets Tracy and Scott’s partnership apart isn’t just experience, it’s the way they show up throughout the process. In an industry that can often feel emotional and fast-moving, both agents bring a sense of clarity and consistency that clients quickly come to rely on.

“Our relationships are important,” she emphasizes. “We want people to remember how we made them feel, providing a memorable experience that promotes repeat and referral business.”

That focus has naturally led to a pipeline built almost entirely on referrals, something Tracy views as the ultimate validation of their approach. Clients consistently note how informed and supported they feel, even in more complex situations.

“It’s inevitable that some deals involve drama, but we don’t get wrapped up in the emotions of things,” she explains. “We are just the conveyor of information between parties and try to alleviate as much stress as possible for clients while sticking to the facts.”

By staying grounded and focused on what matters most, Tracy and Scott are able to guide clients through each step with honesty and intention, reinforcing the trust that keeps them coming back.

Beyond The Deal

Tracy’s days often begin with a walk along the Whitefish Trail with her Papillon, Nemo, a simple routine that offers a moment of clarity before the pace of the day picks up.

Through her active involvement with St. Richard’s Catholic Church, Tracy approaches life with a sense



of higher purpose: "My faith is extremely important to me," she shares. "It affects all areas of my life."

Beyond her work, Tracy enjoys traveling, often spending time in Europe exploring architecture, culture, and especially historic churches. With family ties in Italy and a strong command of the Italian language herself, she's developed a deep appreciation for experiencing new places in a meaningful way.

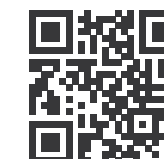
Looking ahead, she remains focused on continuing to grow her business while staying open to new possibilities, especially those that align with her personal interests.

"Real estate has become second nature to me at this point," she concludes. "But I also love giving travel advice to friends so I could see myself as a travel advisor of sorts if I ever switched careers!"



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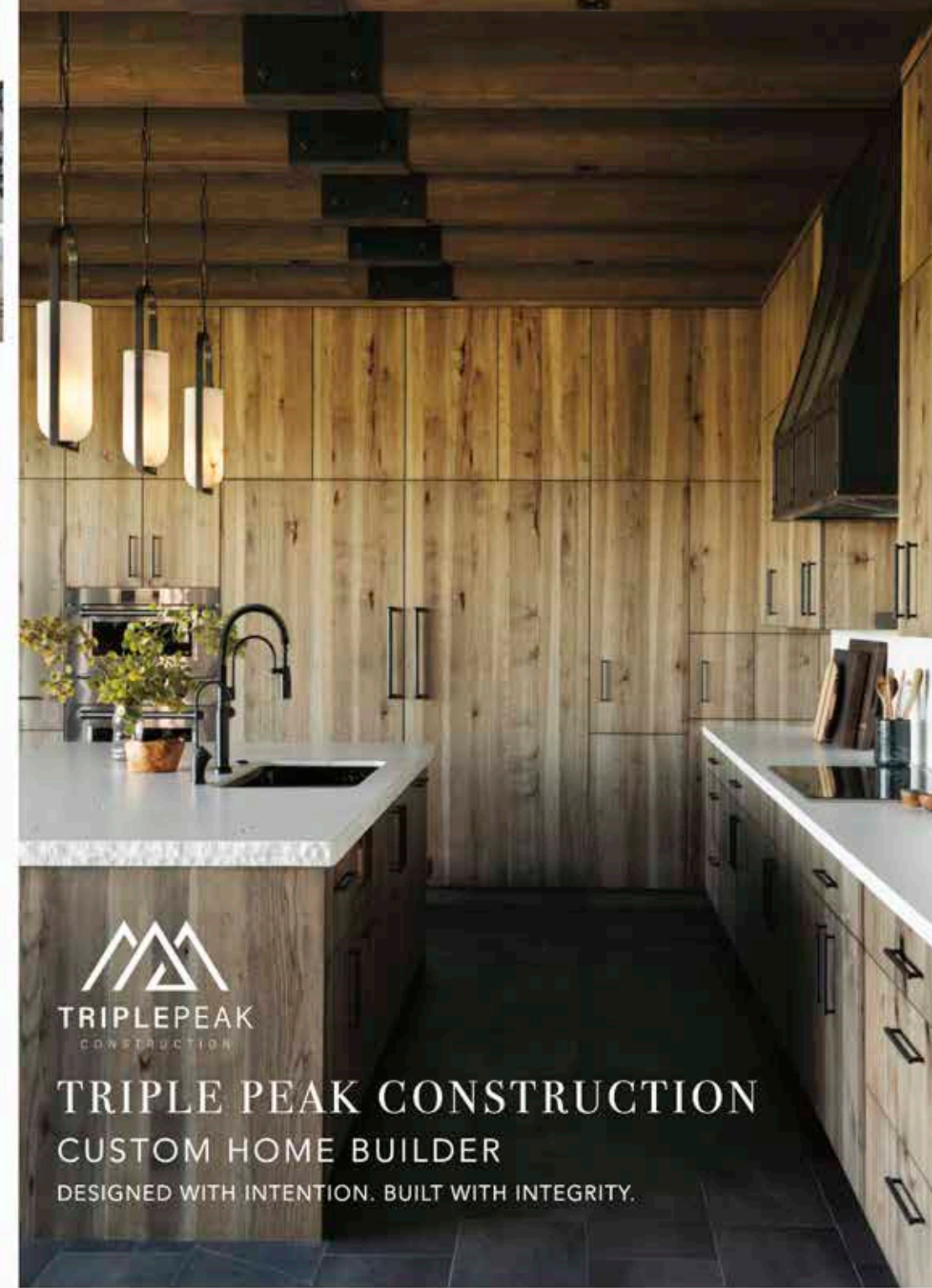


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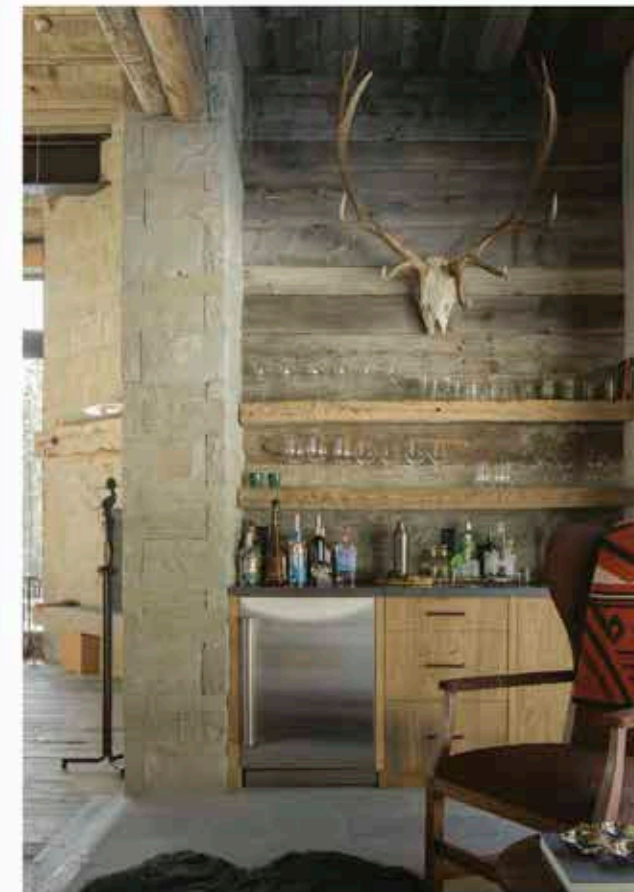
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