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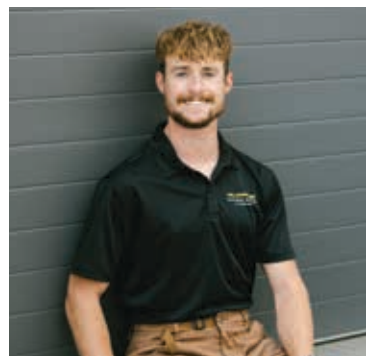


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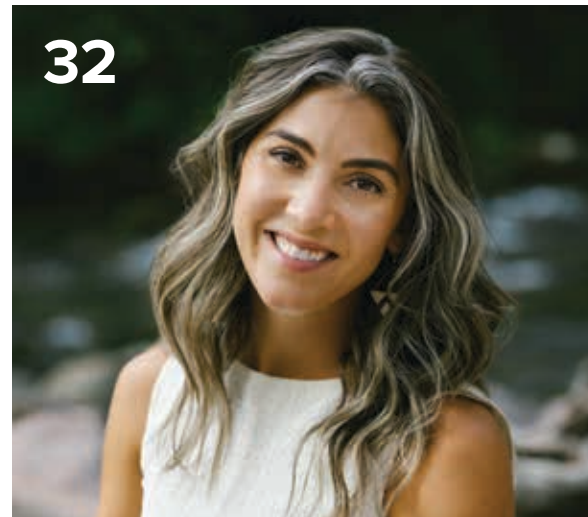
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The RIPPLE EFFECT

There is something I have been thinking about a lot lately: the ripple effect.

One small thing creating another, and then another. A conversation leading to a relationship. A relationship leading to an opportunity. An opportunity changing a business, a family, or even a life.

That is one of the things I love most about our *Montana Real Producers* community. We bring together people who are incredibly good at what they do, but most importantly, people who care about the people and communities around them.

When I started *Montana Real Producers*, I wanted to create a community that was about more than business. Of course, we celebrate success, but I have always believed the most meaningful success is what happens when good people use what they have built to lift someone else up. September was a really special reminder of that for me.

Our MTRP Gives events brought our community together in Bozeman, the Flathead Valley and the Missoula/Bitterroot Valley, not just to connect with one another, but to do something that mattered beyond the room we were standing in. Together, we were able to give back to our local Child Advocacy Centers and support the important work they do for children who have experienced abuse and neglect.

Every person who showed up, every conversation that happened, every partner who helped make the events possible and every charitable donation became part of something bigger. The money raised stayed right here in Montana, going directly toward

serving vulnerable children in our own communities. That is the ripple.

It does not always have to be something huge. Sometimes it starts with simply deciding that what we do should have an impact beyond ourselves. Watching this community come together for Montana's children made me incredibly proud of what we are building here. We are surrounded by people who are successful, but who also understand that success means a little more when you use what you have built to make a difference.

We may never know exactly how far that ripple travels. We may never know whose life is changed because of the money we raised or the work we helped support. But somewhere in Montana, a child may have a safer place to heal because this community chose to show up.

And to me, that is what makes it all worth it.

Thank you for being part of that ripple.

With Montana it is love,



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Eyehear is now part of SAV Digital Environments, an elite Bozeman-based technology integration firm recognized throughout the Mountain West for its engineering depth and design-forward execution. Together, the companies move forward under a unified identity: SAV|Eyehear.

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

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GASTON ENGINEERING & SURVEYING

Julie Gaston, Owner and Principal Engineer

Building Bozeman and Beyond

BY KATE SHELTON

“

We are here to answer questions and make sure your clients can move with confidence. We know this valley – everything from the soil to the county’s building codes. We make sure they can get the home of their dreams without running into costly or time-consuming pitfalls.”

“We were one of the first engineering firms in the area, and we’re still one of the few that focus solely on the local area. Our team has played a part in helping the Gallatin Valley develop into what it is today. We’re focused on our local economy, our clients, and their needs. We keep all our work here. That’s the difference. We live here. We send our kids to school here. We’re personal and local. And we’re here to help Montana continue to succeed. We’re proud to be a part of building Bozeman and beyond,” said Julie Gaston, Owner and Principal Engineer of Gaston Engineering & Surveying in Bozeman, Montana.



Gaston Engineering & Surveying got its start when Bozeman was still a small, relatively rural Montana town. The firm has grown alongside the community it has proudly served for more than four decades. Over the years, the team and its offerings have evolved into one of the region's most respected civil engineering companies, providing innovative solutions for projects of all sizes across southwestern Montana.

The firm was founded by Julie's father, Jerry Gaston, in 1981. He had a strong passion for providing trusted engineering and surveying services to the growing Gallatin Valley. For Julie, the business has always been more than a career – it has been a part of her life from the very beginning. Growing up in the halls of the business, she watched firsthand as her father built lasting relationships with clients, employees, and the community. Those experiences shaped her leadership style and gave her a deep commitment to the same values, hard work, and exceptional service they've always been known for.

"I knew from a young age that I wanted to be an engineer like my dad," she said with a warm laugh. "I was always tinkering, and I love to take things apart and figure out how they work. I guess I just have an engineering mind."

Julie grew up in Bozeman and attended Montana State University, where she earned a degree in civil engineering. "I was ready to join the family business then and there, but my dad encouraged me to get out on my own," she said. Julie moved to Washington state, where she spent the first part of her career working for the US Department of Energy.

While in Washington, Julie met her now-husband, Jim. They married and began their family. "I knew I wanted to raise my children back in Montana," Julie explained. "My dad was also nearing retirement, so it just made sense to move back."

Julie joined her dad at Gaston Engineering & Surveying in 2006 and purchased the business in 2012,

becoming one of the only female-owned engineering firms in the state. Jim also joined the team and provides land surveying services to their clients.

Today, the company continues building on the legacy forged by Jerry. Under Julie's leadership, Gaston Engineering & Surveying remains committed to the same core values established at its founding – integrity, quality, personalized service, and lasting relationships – while embracing new technologies and meeting evolving needs of Montana's rapidly growing communities.

With a team of 12 professionals – many of whom have been with the firm since the early days – they are equipped to help the community thrive at any stage of the project. Their experts include licensed engineers, surveyors, CAD designers, and soils and construction testing technicians. Combined, the team brings more than 200 years of experience to every job. Over the years, they've completed well over 5,000 projects across the region.

"I've been with Gaston Engineering & Surveying since the early years, and it has been incredibly rewarding to be part of a team that has helped shape the growth of the Gallatin Valley for more than four decades. Watching the Gallatin Valley develop while working alongside such dedicated professionals has made my career here both meaningful and enjoyable," said Brent Miller, a civil engineer who has been with the firm nearly four decades.

Having worked in the Valley since its agricultural days, the team has played a key role in the community's growth, contributing to landmark infrastructure projects such as the city's original water treatment plant, sewer lines along 19th Avenue, and countless housing and development projects that have helped shape Bozeman into the thriving city it is today. They also played a big role in the civil engineering work of the Big Sky Resort – a key economic and tourist driver in the region.

"I feel really fortunate to have learned from my dad and to continue to foster what he started," Julie said. "He was a wonderful mentor and built so many relationships in town. Even after he retired, he continued to come into the office and always provided comic relief for the team. We miss him so much, but we are working hard to make him proud."

Julie has nothing to worry about. Jerry is undoubtedly looking down with a smile at all that the Gaston team contributes to the valley. While the area continues to grow, they have no plans to do anything other than what they've always done

– serve their clients and help the area develop well.

For real estate professionals, the Gaston Engineering & Surveying firm is a proven partner in the success of any client project. The team provides expert guidance from the earliest stages of property ownership to long-term land development and remodel work.

One of the most common projects the team supports is homeowners looking to add an accessory dwelling unit (ADU) for rental properties to generate additional income, a guest house, or a home for aging parents or adult children. The Gaston team helps clients navigate the entire process by evaluating the property, determining site feasibility, and addressing engineering requirements needed for permitting and construction.

"ADUs are becoming so common these days," Julie said. "Ensuring all the pieces

are properly taken care of from the start makes a huge difference in the success of the project. That's what we bring to the table – making it easy and seamless for your clients."

For those building a new home, the Gaston experts also provide site evaluations to determine whether soils are suitable for septic systems, identify potential floodplain issues, survey property boundaries, obtain land use permits, and develop grading and drainage plans that set projects up for long-term success. By answering critical questions early, Gaston helps buyers and property owners move forward with confidence while avoiding costly delays and surprises.

"We aim to be a resource for the agent," Julie went on. "We are here to answer questions and make sure your clients can move with confidence. We know this valley – everything from the soil to the county's building codes. We make

“We’re focused on our local economy, our clients, and their needs. We keep all our work here. That’s the difference. We live here.”



sure they can get the home of their dreams without running into costly or time-consuming pitfalls.”

For Julie and Jim, Bozeman is more than the place they do business – it’s home. As parents to two high school students, Daniel and Emily, they enjoy spending time together skiing, exploring Montana’s lakes, traveling, and making the most of what the region has to offer. Their commitment to the community extends beyond work. One of the main community members that they support is Eagle Mount. They have donated time to help design facility improvements, site planning, and fundraising to help make them successful.

For more than four decades, Gaston Engineering & Surveying has helped

shape the Bozeman community and beyond. From major public works to residential projects and the Big Sky Resort development, the firm has been a trusted partner in building the foundation of the Gallatin Valley and beyond.

Julie and her team remain deeply invested in the future of the community



it calls home. With the same commitment to integrity, expertise, and personalized service that has defined the company since 1981, the Gaston team is here to support Bozeman’s next generation of growth for years to come. For agents, the team is committed to ensuring the success of client projects together. ▀

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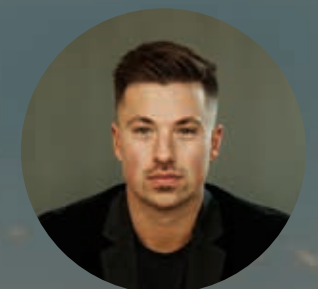
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Beauty in
the Balance

BY KATE SHELTON
PHOTOS BY BESS BIRD
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Mariah
Westre

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“Real estate has been such a blessing for us. Not only can I do a great job and provide my clients with a great service, but I can also take great care of my kids. I’m so grateful for my clients. With their support, I can help fund my kids’ medical care. That is the blessing of this business. I have the flexibility to serve my clients and my family. There is incredible beauty in that balance,” said Mariah Westre, a top agent at the Missoula Engel & Völkers Western Frontier office.

Mariah was born and raised in the Missoula area and has called it home for much of her life. During high school, she discovered her passion for caring for others and decided she wanted to pursue a career in the beauty industry. After graduating from high school, Mariah attended Paul Mitchell The School in Spokane to pursue her passion for cosmetology. After completing her training, she began her own business. She lived and worked in Spokane for several years.

Looking for a new adventure, Mariah moved to New Jersey after Hurricane Sandy to serve with Hope Worldwide. This faith-based nonprofit organization helps with disaster relief and community recovery efforts. After spending two years in New Jersey, she relocated to Pullman, Washington, where she helped launch a new church.

Moving around the country gave Mariah the chance to meet and work with people from all walks of life. Despite her grand adventures, the



mountains and family called her back home. She returned to Missoula in 2017. Shortly after, she met her now-husband, Zach.

“When I moved back, I started looking at homes. I was so grateful and ecstatic that I could buy something for myself and soon-to-be family. I ended up with the cutest 600-square-foot house.

I loved it, but when I found out we were expecting our first baby, we looked at different options.”

Mariah and Zach were along for the ride with their first remodel and turned it into a successful Airbnb property. This experience gave them both a taste for real estate. Zach earned his license first and began working at Engel



I *love* to show people that it's totally possible to own a home and create wealth through real estate; sometimes you just gotta be *creative*.

& Völkers Western Frontier. As his business grew, so did Mariah's involvement. She got her real estate license and began working alongside Zach.

By 2021, they had a successful real estate business together. Never one to sit still, Zach decided to step out of real estate and open a commercial and residential roofing company – Western Montana Roofing. Mariah made the hard decision to leave the hair business after 12 years and launched into real estate full time. Known for her servant's heart, Mariah continues to serve the people she loves, just in a new capacity.

Leveraging her own experience entering the vacation rental property market in the early stages of that model, Mariah now focuses on helping people live bigger through creative real estate deals. "I love to show people that it's totally possible to own a home and create wealth through real estate; sometimes you just gotta be creative," she said. "That's what energizes me, helping people figure it out, especially when they think they don't even have a chance. I do a lot of investment properties, places with an ADU, or the possibility of adding one, helping people figure out how to make rental profit off their basement, things like that. I love it."

In addition to the roofing business, Mariah and Zach own several of their own unique properties as well. They have invested in a few different multi-family properties, apartment

complexes, commercial real estate, and have even rent out their own basement. All told, the Westre family truly maximizes real estate opportunities, and their life is better for it.

Mariah has broadened her practice by earning a commercial real estate accreditation, now helping clients uncover additional streams of real estate income. She recently deepened that commitment by adding her broker license, and continues to grow into the role of a real estate wealth advisor — guiding clients toward a fuller picture of their financial future.

"I want to offer my clients even more from day one," she said. "People often overlook real estate when it comes to financial planning. But if you aren't thinking about how it can generate wealth — or the tax implications tied to it — the long-term consequences can be significant. I have been building a team of experts, and I want to keep learning, so I can guide my clients and serve as a real tool for their wealth planning- big or small."

Real estate has become such a big part of her life that Mariah has now expanded her team. Mariah's mom, Shannon Tamietti, plays an important role in the business. Shannon now oversees the property management side of the business as well as real estate and has a successful business of her own, all this immensely helping Mariah do more.

In light of her success, Mariah notes that she didn't get here

alone. "I've been incredibly blessed by the mentors and colleagues who have supported me throughout my journey," she said. "Joe Cummings, Matt Patten, Beth Baumstark and so many of the real estate agents I've had the privilege of working alongside who have given me so much support. Especially grateful to KC Hart, who helped me buy my first house – the milestone that truly kickstarted everything for me."

Her commitment to the craft and her creative approach has paid off for Mariah. Last year, she was among the top Missoula agents, closing more than \$11M in transactions.

For Mariah, it's not about the money, though. It's about serving her clients and her family well.

With two medically complex children, Mariah knows firsthand just how invaluable the flexibility of real estate is. "Both of my sons have different medical things," Mariah explained. "My oldest has juvenile idiopathic arthritis and often needs to see specialists. My youngest was born with a stubborn case of club feet in both legs. Last year, I spent three months in Florida for him to have a really specialized surgery. Even being gone for a quarter of a year it didn't affect my business. That's the beauty of real estate."

Mariah, Zach, and their two sons, Trace (7) and Jonah (6), love spending time together. As a family, they love exploring the outdoors, whether it's hiking local trails, spending time by a river or lake, or simply

“
That’s what
energizes me,
helping people figure it out,
especially when they think they
don’t even have a chance.”



enjoying any opportunity to be together. They also share a love of travel and are always looking forward to their next adventure together. Mariah is an avid runner and has completed two triathlons and numerous marathons.

Giving back to the community that has given so much to her is important to Mariah. She is passionate about supporting organizations that make a meaningful difference for local families, including Animeals, Shriners Children’s Hospital and Lifeguard Group. Mariah is also an active member of Rotary Club of Missoula, where she enjoys collaborating with other community leaders to serve the community and support initiatives that strengthen the place she is proud to call home.

In top producer fashion, Mariah has built a career that reflects both her passion for serving others and her commitment to her family. As a mother, the flexibility of real estate has allowed her to successfully balance the demands of a thriving business with being present for the people who need her most. While the journey has come with its challenges, she has found beauty in the balance – building a business centered on clients, while making time and space to care for her family. That perspective shapes the way she serves her clients, reminding her that every house is more than a transaction – it’s a place where life’s most meaningful moments unfold. 🏡

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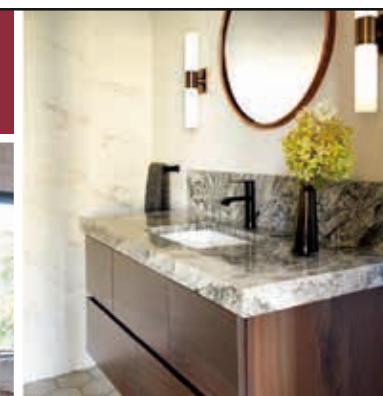
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Treating Your Move Like Gold

BY JESS WELLAR
PHOTOS BY
BESS BIRD
PHOTOGRAPHY

“I’m a sucker for reading through all of our reviews,” Wyatt McGregor admits. “Hearing other folks talk about how we have made a positive impact on their situation brightens my day every time and gives me the energy to keep on moving!”

Relocation ranks among life’s most stressful experiences, but Wyatt sees it differently. Every move is an opportunity to replace uncertainty with confidence by exceeding expectations.

Since launching Yellowstone Designer Moving & Storage nearly five years ago, Wyatt has grown the Bozeman-based company into a trusted resource for homeowners, interior designers, and top Realtors across Montana by combining meticulous planning, exceptional communication, and a team devoted to delivering more than moving boxes.

Seizing An Opportunity

Originally from Colorado, Wyatt came to Montana to continue his education, but it didn’t take long to realize the classroom wasn’t where his future would be written. After working in the moving industry while studying business, he saw an opportunity to build a company that reflected his own standards rather than settling.

“I wasn’t satisfied with where school had been taking me on my life trajectory,” he recalls, “so after doing some market research, I dropped out and started my own moving company in Bozeman in early 2022.”

Although Wyatt has six years of experience in the industry, he’s quick to credit the people who helped shape his approach along the way, including his first boss with more than four decades in the business and a seasoned crew leader whose experience continues to strengthen the company today: “I’ve certainly

learned a lot in a short amount of time,” Wyatt acknowledges gratefully.

Today, Yellowstone Designer Moving & Storage operates from a 10,000-square-foot receiving and warehousing facility in Bozeman, with satellite locations in Big Sky and Livingston. The company’s scope is two-fold, providing high-end residential moving services for homeowners relocating within Montana and across state lines, while also partnering with interior designers nationwide to receive, warehouse, deliver, and professionally install furnishings for Montana design projects.

And their exceptional level of service starts with the people Wyatt hires.

“Each one of my guys is a direct representation of me on the job, so I only hire the best people for the perfect move,” he says with a touch of pride. “You can teach someone how to move, but you can’t teach a good attitude.”

That philosophy has helped Yellowstone earn a perfect 5.0 Google rating across all of its locations while completing well over 500 moves each year with a crew of 8 to 16, depending on the season.

“Our desire to always go above and beyond for our clients and our ability to deliver on that desire is what sets us apart from other companies in the area,” Wyatt explains. “We know what a great move or install looks like, and we’ve set up the systems and processes to knock it out of the park every time.”

Making Realtors Look Great

Wyatt understands that Realtors aren’t simply referring clients to a moving company — they’re extending their own reputation as well. That’s why

“EACH ONE OF MY GUYS IS A DIRECT REPRESENTATION OF ME ON THE JOB, SO I ONLY HIRE THE BEST PEOPLE FOR THE PERFECT MOVE. YOU CAN TEACH SOMEONE HOW TO MOVE, BUT YOU CAN’T TEACH A GOOD ATTITUDE.”





responsiveness, communication, and follow-through remain non-negotiable parts of every project.

Whether someone is calling for a quote or coordinating a complicated relocation, Yellowstone's team works hard to respond quickly and provide reassurance from the very first conversation.

"We like to set expectations high because these days people need a lot more reassurance, not just a promise to get the job done," he affirms. "'We'll treat you like gold!' is one of our favorite sayings."

For Realtors, that translates into a trusted partner with a solution-oriented mindset.

"We have an incredibly experienced team with a 'let's make it happen' attitude that money can't buy," Wyatt emphasizes. "We're all set up to make moving effective and efficient; what should statistically be one of the most stressful life events for people is now a walk in the park."

Always Aiming Higher

Away from work, Wyatt's adventurous spirit rarely slows down. Whether lifting in the gym, trail running, skiing, climbing rock and ice, mountaineering, or working on old trucks, he prefers staying active alongside his girlfriend Lexi and close friends. Travel is another passion, often centered around outdoor adventures that push him physically and mentally.

CONTINUED ►



This year, he completed a memorable 16-day whitewater rafting expedition through the Grand Canyon. Last year, he and his best friend and filmmaker Sam Saarel, climbed Pico de Orizaba — the highest mountain in Mexico and the tallest volcano in North America — and they're already dreaming of another expedition to Chile.

"TURNING AN INSURMOUNTABLE TASK IN SOMEONE ELSE'S EYES INTO A SEAMLESS AND ENJOYABLE EXPERIENCE IS INCREDIBLY FULFILLING."

Closer to home, Yellowstone Designer Moving & Storage has partnered with organizations including Eagle Mount and HAVEN by providing complimentary moving services that support individuals and families facing difficult transitions.

As Yellowstone Designer Moving & Storage continues expanding throughout Montana with aspirations of becoming a multistate designer moving and storage company, Wyatt remains committed to building a team of exceptional people who share the same passion for service that inspired his business from day one.

"Turning an insurmountable task in someone else's eyes into a seamless and enjoyable experience is incredibly fulfilling," Wyatt concludes. "I would love to be a multistate designer moving and storage company in the next few years though ... We're looking into expanding across northwest Montana next, and always looking to bring more A players onto our team as we grow." ❏

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To learn more about Yellowstone Designer Moving & Storage, visit yellowstonemoving.com, or call 406-581-8908 to schedule your next move!



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All Things Whitefish

BY JESS WELLAR
PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY

JEFF
FISHER

“Real estate has taught me that your reputation is your most valuable asset,” Jeff Fisher begins, “and in a community like ours, people remember how you treat them long after the transaction closes.”

Solid relationships have carried Jeff through more than three decades in real estate, first in Arizona and now in Whitefish, where he’s spent the past decade building another thriving business. Long before he was helping buyers and sellers navigate two of the West’s most desirable markets, however, Jeff was learning the business from an entirely different perspective.

New Chapter

Jeff’s life began on an Iowa farm before college led him to Arizona, where he spent the next 20 years steadily climbing the ranks to become Planning and Zoning Director for the City of Scottsdale. The position gave him a front-row seat to the development process, allowing him to work alongside builders, developers, and city leaders while gaining invaluable insight into land use, subdivisions, and long-term planning.

His interest in real estate only grew stronger. With a brother who consistently ranked among Scottsdale’s top custom home builders, Jeff found himself increasingly fascinated by how exceptional properties came together and the relationships that made those projects possible.

“I always thought when I left the job with the city, I’d go into real estate,” Jeff recalls. “I wanted the freedom and I appreciated the lifelong friendships you could develop while building trust and working in so many different price ranges.”

Jeff earned his real estate license while still employed with the city, gradually building his business before making the transition full time in 2007. He simultaneously worked with a bank holding company during the financial crisis, helping liquidate “toxic” assets while continuing to grow his residential business in Arizona.

The fit was there immediately. “Setting your own schedule and being your own boss agreed with me,” he grins. “In this business, your own success depends on you and you can’t rely on anyone else. The only adjustment was not getting a steady paycheck every two weeks.”

A consistent top-five-percent producer in the Phoenix area, Jeff’s next transition came just as naturally. After years of vacationing in northwest Montana with family, he realized Whitefish had become much more than a favorite getaway.

“I knew if I lived anywhere else but Arizona, it would be here,” he smiles. “Once the timing was right for a fresh start, I moved and didn’t look back.”

Easily Establishing Trust
A decade later, Jeff has become just as connected to the Whitefish community as he once was in Arizona. Representing PureWest/Christie’s International Real Estate, he enjoys marketing everything from single-family homes to legacy properties while introducing clients to the lifestyle that initially drew him here.

“I take pride in telling each property’s story in a way that connects with buyers around the world,” Jeff adds.

For Jeff, however, every successful transaction begins long before a contract is signed. He believes stellar service and timely communication are what ultimately separate great Realtors from everyone else, which is why many new clients arrive through referrals or social media after hearing about his reputation for always answering the phone.

His background in planning, development, and banking certainly gives him a broad perspective, but he believes lasting relationships are built through consistency long after the paperwork is complete.

“My commitment to my clients and exceptional service sets me apart,” he shares. “I genuinely care about the people I serve and strive to leave every client feeling they made the right decision by choosing me.”

That philosophy has paid dividends, with \$12.5 million closed last year alone. The majority of Jeff’s business today comes through referrals from satisfied clients, while his active social media presence continues to generate inquiries from buyers interested in making Whitefish home. The compliment he hears most often?

“The customer service, responsiveness and attentiveness throughout the transaction,” Jeff says. “That’s what I strive for, so it’s always nice to hear that.”

Where He Belongs
Although Jeff still maintains his Arizona license and enjoys helping past clients there through a small, unofficial network of trusted agents, Montana is unquestionably home. Living and working in Whitefish, he says, has been the biggest game changer of his career, allowing him to combine a profession he loves with the outdoor lifestyle that first captured his attention years ago.

Beyond the office, Jeff can usually be found skiing Big Mountain several times

“I take pride in telling each property’s story in a way that connects with buyers around the world.”





“Real estate has taught me that your reputation is your most valuable asset and in a community like ours, people remember how you treat them long after the transaction closes.”



each week during the winter, casting a line along the North Fork, hiking Montana’s countless trails, or taking his motorcycle out for an afternoon ride.

His English Lab, Mouse, is often close by, and he also enjoys visiting his two grown sons, ages 44 and 41. One son lives in Santiago, Chile, providing Jeff with the perfect excuse to trade Montana’s slopes for the Andes whenever the opportunity arises in the summer.

Despite more than 30 years in the business, Jeff has little interest in slowing down. Having once supervised 75 employees during his years with the City of Scottsdale, he’s perfectly content remaining a solo agent these days, while dispensing some sage advice to newcomers.

“There is no way around hard work,” Jeff points out. “Just embrace it. I do work seven days a week, but you gotta be available in this business to show houses on weekends.”

Looking ahead, Jeff jokes that becoming a ski ambassador on Big Mountain might make for a rewarding volunteer gig someday. Until then, he’s exactly where he wants to be, helping clients discover the magic of Whitefish while continuing to build meaningful connections.

“Success is important, but the relationships I’ve built and the trust my clients place in me are what I’m most proud of,” he concludes. 🏔️



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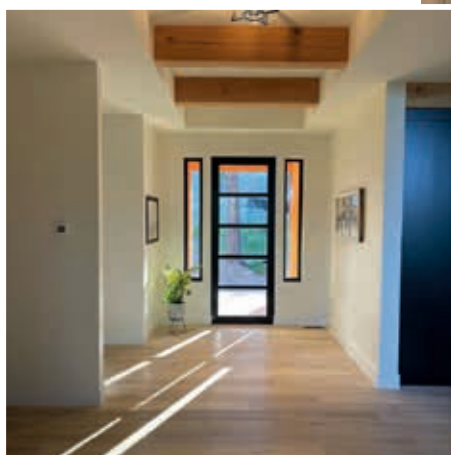
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*REAL
RAPPORT*

BY JESS WELLAR
PHOTOS BY ARNICA SPRING PHOTOGRAPHY

Will Littman is quick to make one humble distinction when it comes to what he does for a living: He doesn't see himself as "the guy who sold someone something."

"I help people acquire and monetize real estate assets they were already after," he points out.

That distinction perfectly describes the way Will has approached real estate for more than two decades. To him, the business has never been about convincing someone to make a purchase. It's about listening carefully, earning trust, and helping clients make thoughtful decisions that serve them well for years to come.

After building a career in one of the country's most exclusive mountain markets, the Berkshire Hathaway broker continues to prove that relationships are the true foundation of lasting success.

Unexpected Direction

A Richmond, Virginia, native, Will earned a business degree from Virginia Tech, where he spent four years playing varsity soccer. The discipline and teamwork he developed on the field would eventually become invaluable, but at the time, his future seemed destined to revolve around the outdoors rather than real estate.

After college, Will headed west, spending six years in Aspen as a ski instructor before accepting a full-time recreational guide position at the Yellowstone Club during its earliest days. With only a few dozen members at the time, the exclusive club gave him



the opportunity to create memorable experiences on the mountain while naturally building relationships with members from all over the country. Among them were several senior brokers from Yellowstone Club Realty, who saw something in the young ski instructor that had nothing to do with real estate savvy.

“The guy who hired me said that’s why they wanted me as a junior partner — I had the intangibles of developing rapport and trust even though I didn’t have any experience,” Will recalls.

Looking back more than two decades later, Will still smiles at how unexpectedly everything came together.

“My path to real estate was a little unconventional if not serendipitous,” he chuckles. “It was really the perfect timing though; I was looking for a more ‘adult job’ to buy my first home and start a family.”

Guided, Not Sold

Although Will had no prior knowledge of the industry, he quickly realized many of the lessons he’d learned through sports and the service industry translated directly into his new career. Playing soccer had taught him discipline, preparation, and teamwork, while years of refereeing matches offered an unexpected education in negotiation and conflict resolution.

“I learned a lot about how to make a deal happen as a ref, which really applied to real estate,” he reflects. “Keeping it fair and balanced for both teams since they both want to win.”

“The only success is when the transaction happens,” he continues. “I never view it as I’m working against someone else, but rather, that I’m working with them to accomplish the shared goal of completing a transaction.”

His years on the slopes in Aspen and Yellowstone proved equally valuable. Looking back, Will often jokes that those years working in the service industry “as a ski bum” were experiences that served as his unofficial graduate school, teaching him how exceptional, hands-on service creates lasting relationships.

Will also credits two remarkable mentors for shaping both his career and outlook on life. Skiing legend Warren Miller became a trusted friend and father figure who encouraged Will to remain authentic regardless of where life led him, while veteran broker Charlie Callander patiently taught him the business with kindness, generosity, and grace.

“Charlie and I keep in touch to this day and he is the most caring person! A true family man and philanthropically minded, which are both things that are important to me,” Will acknowledges.

The Best Review

Today, Will’s business is driven almost entirely by repeat clients and referrals, something he considers the best feedback a Realtor can receive. Working alongside his junior partner, Sam Warwood, Will has intentionally kept his team small and nimble.

He truly values the trust clients place in him when they confidently introduce friends and family, knowing they’ll receive the same level of care and honest advice.

“My client list was built from one relationship that led to the next,” Will offers. “That makes me the most humble.”

That relationship-first mindset applies to every interaction. Whether a client is purchasing a legacy mountain property or evaluating an investment opportunity, Will approaches each conversation as an advisor rather than a salesperson. His extensive market knowledge certainly matters, but he believes understanding how his clients hope to live is just as important as understanding the numbers.

“Along those lines, one of the things I learned in the early stages of my career is that it’s very helpful when an agent or broker embodies the lifestyle to help connect with the client,” he points out.

Living the Montana lifestyle himself has become a tremendous advantage. Whether introducing clients to fly fishing, recommending a favorite golf course, or taking in a local concert together, Will believes authentic local knowledge builds confidence in ways no marketing brochure ever could.

Combined with his commitment to treating every client like family, it’s a philosophy that has sustained his business for more than two decades while recently earning Berkshire Hathaway’s Gold

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Family Guy

Outside the office, Will finds his greatest fulfillment with

his family. He and his wife, Whitney, have been married for 20 years and are raising two sons, Watson (19) and Wilson (17), alongside three beloved dogs: Greta, Fuzzy, and Tank. Whether

they're skiing, fly fishing, golfing, listening to live music, or traveling together, the Littmans share a deep appreciation for the outdoor lifestyle that first brought Will to Montana all those years ago.

Their family recently returned from an unforgettable trip to Alaska, relishing the chance to unplug together, and Will is already looking forward to another adventure this winter when he and Watson head to Argentina for 10 days of fly fishing following his son's graduation from prep school.

Giving back also remains an important part of the Littmans' lives. Their family has long supported the Arts Council of Big Sky, whose annual free concert series has become a favorite community tradition, and they are involved with the Special Operations of the Military Support Community as well.

Looking ahead, Will has no intention of letting off the gas, even if he admits there are plenty of entrepreneurial and philanthropic opportunities that continue to intrigue him. For now, though, he's grateful to spend each day helping people accomplish meaningful goals while continuing to believe in the power of relationships.

"I feel very fortunate to be able to make a living as a real estate broker," Will concludes "But as a good friend always tells me when I ask if he'll retire, 'Brokers don't ever retire, they just hire.' So we shall see what the future holds." 🍷

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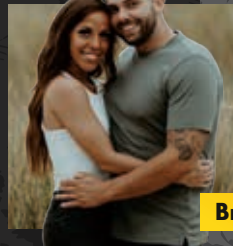
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