

MONTANA

SEPTEMBER 2026

REAL PRODUCERS[®]

Crystal Krause

THE WHITEFISH LAKE TEAM
PUREWEST REAL ESTATE



Partner Spotlights
WITTS END

MESA

Woman to Watch
BETHANY TAYLOR

Broker Spotlight
MICHAEL BLEVINS



AUTHENTIC INC.
BUILDING...
authenticincmt.com

**Building throughout Big Sky
& the Gallatin Valley for
the past 30 years.**

SELF PERFORMING:

Excavation

Concrete Footings, Walls, & Flatwork

Decorative Steel

Finish Work & Flooring

Roofing

Trucking



SECURE TITLES SOLID ESCROW (That's What We Do)



SECURITY
TITLE COMPANY

GROUNDING IN MONTANA
ROOTED IN COMMUNITY
SINCE 1982

Security Title Company is Southwest Montana's locally owned title insurance and escrow company. It's our honor to provide peace of mind to our friends and neighbors by eliminating risk during real estate transactions.

Rooted in Montana, we're bullish about making real estate transactions simple and secure for **REALTORS®**, lenders, buyers, sellers and developers in Gallatin, Madison and Park counties.

For over 40 years, Security Title Company have proudly been serving the people of Southwest Montana, instilling confidence when real estate changes hands.

When you head to the closing table, you trust that the property you are buying has a clean title, that all of the right boxes have been checked and that every little detail has been seen to. That's what we do.

We meticulously research the history of the property, underwrite title insurance policies and serve as a neutral third party to handle all of the details when a property changes hands.

We look forward to helping you. If you are currently working with us, find your team using the details below or get location information for our offices in Bozeman and Big Sky.

1160 S. 29th Avenue, Bozeman MT 59718
33 Lone Peak Drive, Suite 205, Big Sky MT 59716
406.522.5500 | info@sectitle.com

sectitle.com

TITLE SEARCH | TITLE INSURANCE | CLOSING SERVICES (ESCROW) | DEVELOPMENT ASSISTANCE

Building in the Flathead since 2004.

Working with out-of-area clients? No problem.

- Register from anywhere — no visit required
- Our subdivisions or Custom builds in the Flathead Valley
- We honor every Montana Agent registration, every time

Your clients, our commitment.



Contents



PROFILES



46 Bethany Taylor



66 Michael Blevins



Witts End



Mesa

IN THIS ISSUE

- 12 Meet the Team
- 16 Preferred Partner Index
- 22 Publishers Note: MTRP Gives
- 28 Event Recap: The 2026 Missoula Toast to the Top
- 38 Partner Spotlight: Witts End
- 46 Woman to Watch: Bethany Taylor
- 56 Partner Spotlight: Mesa
- 66 Broker Spotlight: Michael Blevins
- 76 Cover Story: Crystal Krause & The Whitefish Lake Team



HELPING YOUR CLIENTS FEEL AT HOME FROM DAY ONE.

MONARCH
HEATING & COOLING
A FEW DEGREES MORE COMFORTABLE.

(406) 478-5399



Specializing in Full Service Interior Design and Luxury Staging • Serving Montana and Beyond • DomaineInteriors.com • 406 595 1179

If you are interested in nominating people for certain stories, please email us at: rachelle.schmid@realproducersmag.com



Mason Messner
 ✉ mason@thedoortstep.co
 🌐 thedoortstep.co
 ☎ 406-600-8108



The Best Listings Begin At The Doorstep

Photos, Aerials, Video, 3D Tours and more



Property Monitoring is Here!

57,956

PROPERTIES MONITORED IN THE FIRST 43 DAYS.*

This complimentary, post-close service from Fidelity National Title helps homeowners stay informed about activity related to their property after closing. It monitors select public record filings and MLS activity, sending email alerts from their trusted title company when activity is detected.

No cost. No sign-up. No extra steps.
Just a simple way to help clients stay informed after closing.

*Nationwide through all FNT title company closings.



SCAN TO LEARN MORE.

Monitor.inHere.com

FNT BIGFORK
 8000 MT HWY 35, Ste 3
 Bigfork, MT 59911
 406-837-8000

FNT COLUMBIA FALLS
 734 9th Street West Unit 5
 Columbia Falls, MT 59912
 406-862-7914

FNT LAKESIDE
 7100 US HWY 93 South, Ste A
 Lakeside, MT 59922
 406-300-6106

FNT HAMILTON
 1920 North First Street
 Hamilton, MT 59840
 406-363-7004

FNT KALISPELL
 150 1st Ave., WN Ste A
 Kalispell, MT 59901
 406-755-7004

FNT MISSOULA
 320 West Broadway St
 Missoula, MT 59802
 406-728-1500

FNT WHITEFISH
 284 Flathead Ave, Ste 101
 Whitefish, MT 59937
 406-862-7914



Fidelity National Title®

Meet
The
Team



Rachelle Schmid
Owner/Publisher



Madison Coble
Editor In Chief



Kristin Sayre
Publishers Assistant



Katie Tuttle
Digital Marketing



Kate Shelton
Writer



Jess Wellar
Writer



Arnica Rae
Photographer
Arnica Spring Photography



Bess Bird
Photographer
Bess Bird Photography



Amber Siderius
Photographer
Amber Siderius Photography



Corey Dostal
Photographer
KILN Media



Mason Messner
Photographer/Videographer
Doorstep



John Weaver
Videographer
Omnivista Productions



Northpointe Bank

New Company,
Same Commitment.

A dedicated mortgage professional
ready to be *your guide home*



With over 65 loan programs to offer,
your clients' next move starts here.



Gina Marshall

Senior Loan Officer, Branch Manager

NMLS# 489006

406-600-8699

Gina.Marshall@northpointe.com

www.ginamarshall.com

All loans are subject to credit review and approval. This is not a commitment to lend.
Other terms and conditions may apply.



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



**Local Family
owned & operated**

- Property & Estate Clean Outs
- Furniture & Appliance Removal
- Moving & Delivery Service
- Storage & Garage Clean Outs
- General Junk Removal
- Furniture Delivery



Serving Gallatin County
406-579-8229
junkinthetrunkmt.com



**Every realtor needs a
solid go-to for insurance.**
Let us be yours.

Marsh McLennan Agency works with many great carriers, like PURE®, to find the right coverage for your clients at the right price.

Contact us today to learn more.



Erika Close
(406) 327-6587
Erika.Close@MarshMMA.com



Drew Huse
(406) 627-6406
Drew.Huse@MarshMMA.com



WHERE LUXURY
BECOMES
AFFORDABLE

**WML WESTERN MONTANA
LIGHTING**
EST. 1917
MISSOULA MT | WMLDESIGNS.COM



*Zero
Guesswork.
Just
Building.*



Your clients deserve a construction experience without surprises. From lot loans to construction financing, First Security Bank keeps the process simple, transparent, and local. Backed by experienced lenders who live and work in the community.

NMLS: # 472212 /// **OURBANK.com** /// 406.585.3800

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

1031 EXCHANGE IPX1031

Russell Marsan
(530) 755-8355
ipx1031.com/marsan

ARCHITECTS

Stillwater Architecture
Robert Gilbert & Michael Donohue
(312) 655-0940
stillwaterarchitecture.com

Studio Architects (BZN/Big Sky)
Leah Shute & Van Bryan
(406) 586-4777
studioarchitects.net

ATTORNEY - REAL ESTATE

KLH Advisors PLLC
Kelley Lewis
(406) 577-2119
klhadvisors.com

AUDIO/VIDEO, SMART HOME, SECURITY & MORE

Eyehear Luxury Home Technology (Whitefish)
Matt Grant
(615) 305-2096
eyehear.us

BANKING & MORTGAGE LENDING

Whitefish Credit Union
(406) 758-0493
whitefishcu.com

BLINDS/ SHADES/ SHUTTERS

Bridger Blinds (BZN/Big Sky)
Michelle Douglas
(586) 260-1206
bridgerblinds.com

Shaded Window Coverings (Missoula)
Ryan Gilberts
(406) 360-8272
shadedwc.com

CARPET/TILE/UPHOLSTERY CLEANING

Beyond Clean Carpet (Kalispell)
Ashlyn Cato
(406) 499-1817
beyondcleancarpet.com

CIVIL ENGINEERING AND LAND SURVEYING

Gaston Engineering & Surveying (BZN/ Big Sky)
Julie Verellen
(406) 539-9671
gastonengineering.com

CLEANING & CONCIERGE

Morphos Homes (Kalispell & Missoula)
Ashli Fry
(406) 223-9160
morphoshomes.com

COUNTERTOPS

– GRANITE/QUARTZ
Integrity Granite (Missoula)
Mindy Scharff
(406) 523-1907
missoulagranite.com

DEMOLITION SERVICES

S.M.I Demolition Services
Oscar Mercado
(406) 920-1499
smldemo.com

ELECTRICIAN

Sacry Electric (BZN/Big Sky)
Camden Sacry
(406) 490-2782
sacryelectric.com

ESTATE CONCIERGE

Back Nine Properties (BZN/Big Sky)
Chris Rigg
(303) 818-2272

House of Wild Caleb Vance
(480) 271-9998
houseofwildmt.com

EXTERIORS (ROOFING & SIDING)

AEY Roofing
John Serrano
(406) 696-0244
aeyroofing.com

FINANCIAL COACHING

Bridge to Wealth Team - WestPac Wealth
Michael Hixson
(406) 306-7877
bridgetowealthteam.com

FINANCIAL PLANNER

Ascend Financial Group
Kyler Harder
(406) 551-0814
ascendfinancialguide.com

FLOORING/INSTALLATION

The Flooring Spot (Kalispell)
Brooke Otto
(406) 755-1136

GUTTERS/ROOFS/ WINDOWS/SIDING

Mighty Dog Roofing (Missoula)
Nick Whitehead
(406) 647-0564
mightydogroofing.com/
western-montana

HANDYMAN SERVICES

Heritage Handyman (BZN/Big Sky)
Peter Wipf
(406) 836-0311
heritagehandymanmt.com

HIGH END CUSTOM BUILDER

Authentic Inc (BZN/Big Sky)
Jeff St. Cyr
(406) 581-5489
authenticincmt.com

Edgell Building (Missoula)
Mark Edgell
(406) 721-1826
edgellbuilding.com

Lohss Construction
Chris Lohss
(406) 581-7554
lohssconstruction.com

Porlier Custom Homes (BZN/Big Sky)
Steve Porlier
(406) 624-8115
porliercustomhomes.com

Teton Heritage Builders (BZN/Big Sky)
Robert Donaghey
(406) 539-0084
tetonheritagebuilders.com

Triple Peak Construction (Bozeman)

Andrew Clark
(406) 595-3064
triplepeak.construction

HOME REPAIR / HANDYMAN

Witts End (Kalispell)
Frank Witts
(406) 890-8579

HOT TUBS, SWIM SPAS, COLD TUBS & SAUNAS

Mountain Hot Tub
(406) 586-5850
mountainhottub.com

HVAC SERVICES

Monarch Heating & Cooling (BZN/Big Sky)
Joe Miller
(406) 579-7524
www.monarchheatingandac.com

INSPECTIONS

Inspect Montana
Tim Netzley
(406) 241-9464
inspectmt.com

Maschino Property Inspections (BZN/Big Sky)
Sam Maschino
(406) 451-3529
maschinopropertyinspections.com

INSURANCE

Jeff Weedin State Farm (BZN/Big Sky)
Jeff Weedin
(406) 586-4900
jeffweedin.com

Marsh McLennan Agency
Erika Close
(406) 327-6587

Tamara Majszak Agency Farmers Insurance (BZN/Big Sky)
(406) 539-1686
agent.farmers.com/mt/bozeman/
tamara-majszak

JUNK REMOVAL SERVICES

Junk in the Trunk (BZN/Big Sky)
Lisa Gambrel
(406) 579-8229
junkinhetrunkmt.com

Missoula Junk Removal
Megan Bowman
(406) 240-2450
missoulajunkremoval.com

LANDSCAPING / LAWN

Top Dog Landscaping & Snow Removal (BZN/Big Sky)
Charlie Kesner
(406) 437-8599
topdoglsr.com

LIGHTING & LIGHTING DESIGN

Western Montana Lighting (Missoula)
Drew Mihelish
(406) 543-7166
wmldesigns.com

LUXURY INTERIOR DESIGN SERVICES

Collective Design (BZN/Big Sky)
Adrienne Rynes
(413) 281-6628
thecollectivedesign.com

Domaine Interiors
Rachael Celinski
(406) 599-4274
domaineinteriors.com

MORTGAGE LENDING

Brett Evertz- Evergreen
(406) 629-0132
evergreenhomeloans.com/
brettevertz

First Security Bank (BZN/Big Sky)
(406) 585-3800
ourbank.com

Northpointe Bank
Gina Marshall
(406) 600-8699
ginamarshall.com

Mountain Lake Mortgage
Dave Christensen
(406) 751-2350
mountainlakemortgage.com

PrimeLending
Steve Cooney
(406) 214-2550
lo.primelending.com/missoula/

Union Home Mortgage
Amanda Torgerson
(406) 539-1251

Wintrust Mortgage
Annie Gladden
(406) 871-0939
wintrustmortgage.com

MOVING / STORAGE

MESA Moving and Storage
Colton Head
(406) 324-7133
mesamoving.com

MOVING COMPANY

Yellowstone Designer Moving & Storage (BZN/Big Sky)
Wyatt McGregor
(406) 581-4635
yellowstonemoving.com

NEW HOME BUILDERS

Westcraft Homes (Kalispell)
Andrea Cameron
(406) 257-8249
westcrafthomes.com

ORGANIZING AND MOVING ASSISTANCE

Gather & Go (BZN/Big Sky)
Rebecca Oberly
(406) 539-5036
gatherandgomt.com

PAINTING SERVICES

ATG Drywall & Painting
John LaRosa
(406) 589-7739
atgpaintingllc.com

PHOTOGRAPHY - PORTRAIT PHOTOGRAPHY

Amber Siderius
Photography (Kalispell)
(406) 261-0223

PLUMBING/HEATING

Dutton Plumbing & Heating (Missoula)
Garrett Dutton
(406) 561-3115
duttonplumbingandheating.com

RADON TESTING AND MITIGATION

Bozeman Radon
Jeff Squire
(406) 404-6835
bozemanradon.com

REAL ESTATE PHOTOGRAPHY/ VIDEO/MATTERPORT

Doorstep
Mason Messner
(406) 600-8108
thedorstep.co

Omnivista Productions
John Weaver
(406) 890-3055
omnivistapro.com

RESTORATION & CLEANING

Hawthorne Restoration (Missoula/ Flathead)
Sage Augare
(406) 207-2516
Hawthornehomerestoration.com

RESTORATION - WATER, FIRE & MOLD

Paul Davis Restoration (BZN/Big Sky)
Andy Krawczel
(406) 898-4696
pdswmontana.com

ROOFING CONTRACTOR

Top Edge Roofing: (BZN/Big Sky)
Elijah Haugen
(406) 570-0832
topedgeroofing.com

SEAL COATING & POWER WASHING

MT Sealcoating
Austin & Brook Miles
(406) 559-0946
montanasealcoating.com

TILE + REMODELING

Fishbone
Tanner Schmid
(406) 788-9019
fishbonebozeman.com

TITLE COMPANY

Chicago Title of Montana
(406) 300-6110
montana.ctic.com

Fidelity National Title of Montana
(406) 300-6110
fntmontana.com

Flying S Title & Escrow of Montana
(406) 570-2882
fste.com

Insured Titles
(406) 570-2882
insuredtitles.com

Security Title (BZN/Big Sky)
Cory Berkram
(406) 580-7169
sectitle.com

TitleOne
(714) 907-6430
titleonecorp.com

VACATION RENTAL MANAGEMENT

Unwritten Stays
Caleb Vance
(480) 271-9998
unwrittenstays.com

VIDEOGRAPHY/ PHOTOGRAPHY

Halfmile Media
Caleb Fitzwater
(406) 471-8200
halfmile.media

UNION HOME MORTGAGE

YOUR LOCAL MORTGAGE EXPERT
with National Support



Amanda Torgerson

Branch Manager | NMLS 1083564

O: (406) 613.7045

C: (406) 539.1251

atorgerson@uhm.com



Contact me, Amanda, for personalized mortgage solutions backed by Union Home Mortgage's innovative products and technology. I'm here to support you and your clients every step of the way!

**LET'S WORK TOGETHER TO HELP YOUR CLIENTS ACHIEVE
THEIR HOMEOWNERSHIP DREAMS!**

Union Home Mortgage Corp. | NMLS 2229 | nmlsconsumeraccess.org | 2246 Boothill Court | Suite 5 | Bozeman, MT 59715 | Amanda Torgerson: NMLS 1083564 | MT 1083564 | SD 1083564 MLO | This flyer is not intended for a consumer direct audience. Other requirements apply to the loan products stated above. The information is accurate at the time of publication but is subject to change without notice. Full disclosure of all loan terms including Annual Percentage Rate is available upon request.



Your door to more *memories*.



Tracy Dunn
Escrow Officer



Roz Johnson
Escrow Officer



Jess Stephens
Title Officer



Liz Zink
Title Officer



Sara Young
Escrow Assistant



Jessica Lemmon
Market Leader



TitleOne
a title & escrow co.

3991 Valley Commons Drive | TitleOneCorp.com | 406.602.5347

2025
**Best of
FLATHEAD**
Business Awards

BEYOND
CLEAN CARPET LLC

CLEAN CARPETS CLOSE DEALS.

CARPET | TILE & GROUT | LVP | UPHOLSTERY

- ✓ 4 hour dry time - ready before your showing!
- ✓ Win the buyer in the first walkthrough.
- ✓ Get your listing closed faster.
- ✓ Remove the doubt. Move the deal.
- ✓ Call today to schedule a free estimate!

(406) 499-1817

**PROTECT THEIR
INVESTMENT.**

**MAKE
INFORMED
DECISIONS.**

Professional property
inspections trusted
across Southwest
Montana.

MASCHINO
PROPERTY INSPECTIONS
EST 2015

- COMMERCIAL/
RESIDENTIAL
- FAST ONLINE
SCHEDULING
- WEB BASED
REPORTING SOFTWARE

★★★★★
800+ FIVE-STAR REVIEWS
Thank you to the
realtors, buyers, investors,
and property owners across
Southwest Montana.

406-451-3529
maschinopropertyinspections.com

**SCHEDULE ONLINE
TODAY!**

**DETAILED.
DEPENDABLE.
THOROUGH.**

Thorough inspections and
clear reporting you can
rely on.

**BRIDGE TO
WEALTH TEAM**

**You're Winning in Real Estate.
Now Let's Make Sure Your
Money Is Too**

Top agents don't guess—they operate on systems.
Gain control, build momentum, and turn
income into wealth.

- Optimize Cash Flow: Build a repeatable income system
- Stop "Winging It": Get a real-time financial dashboard
- Build Wealth: Align your money with your ambition

Ready for a guide? Scan Here

**Michael
Hixson**
Financial Coach

Registered Representative and Financial Advisor of Park Avenue Securities LLC (PASC), ONE SUNBERRY CANYON ROAD, SUITE 300, SAN DIEGO, CA 92121, 619-684-6400. Securities products and advisory services offered through PASC, member FINRA, SIPC. Financial Representative of The Guardian Life Insurance Company of America (Guardian), New York, NY. PASC is a wholly owned subsidiary of Guardian. BRIDGE TO WEALTH TEAM is not an affiliate or subsidiary of PASC or Guardian. Insurance products offered through Westpac Wealth Partners and Insurance Services, LLC, a DBA of Westpac Wealth Partners, LLC. CA Insurance License Number - 9750878. | 949.1880.1111 x1077

NOT ALL TITLE SEARCHES ARE BUILT THE SAME.

Our title plant goes deeper into land history, so your closings are stronger, smoother, and more secure.

WHAT THIS MEANS FOR YOU

- REDUCED RISK**
Fewer surprises and last-minute issues.
- SMOOTHER CLOSINGS**
Less curative work, less delay, more confidence.
- STRONGER PROTECTION**
Better for your clients. Better for your reputation.
- TRUSTED PARTNER**
We're here to protect every transaction, from start to finish.

**BEYOND THE SEARCH. BEYOND THE SURFACE.
BUILT ON OUR TITLE PLANT. BACKED BY EXPERIENCE.**



DORINDA GRAY
VICE PRESIDENT &
COUNTY MANAGER
FLATHEAD



PATTI NELSON
BUSINESS DEVELOPMENT
PROFESSIONAL
FLATHEAD



DYLAN FRECHETTE
BUSINESS DEVELOPMENT
PROFESSIONAL
FLATHEAD



ROBB HEDRICK
VICE PRESIDENT &
COUNTY MANAGER
MISSOULA



KIONA STENERSON
BUSINESS DEVELOPMENT
PROFESSIONAL
MISSOULA

INSURED TITLES

KALISPELL
44 4TH STREET WEST
406.755.5028

WHITEFISH
710 E. 13TH STREET, STE. A
406.862.1761

BIGFORK
435 GRAND DRIVE
406.837.5144

MISSOULA
1724 FAIRVIEW AVENUE, STE. C
406.728.7900

INSURED TITLES.COM



Some of the best things in this business aren't planned.

They happen in the conversations before the event starts. Around a table with people you've just met. In the introductions you almost didn't make because you were thinking about staying home.

I've watched it happen over and over again. Relationships are built. Ideas are shared. Encouragement is given exactly when someone needs it. Sometimes an hour in the right room creates opportunities that last for years.

That has always been my hope for *Montana Real Producers*. Not simply to host events, but to create spaces where the best in our industry can connect in meaningful ways. Where competitors become collaborators, wisdom is shared freely, and we all leave stronger than we arrived.

This September, we're gathering with an even bigger purpose.

Every day, you, Montana's top real estate professionals, help people and families find a place to call home in our state. You help build futures, strengthen communities, and create a sense of belonging. Yet across Montana, there are children who don't have the safety and security every child deserves.

Through MTRP Gives, we're partnering with three local Child Advocacy Centers that provide hope, healing, and support to children during some of the most difficult moments of their lives. It's a reminder that the impact of this community reaches far beyond real estate.

When people with generous hearts come together, lives are changed. This is our opportunity to use the strength of our community to help raise hope across Montana.

I hope you'll join us at our MTRP Gives events happening across the state.

September 9 in Bozeman at the Summits Clubhouse, supporting the **Gallatin County Child Advocacy Center** through Help Center, Inc.

September 15 in the Whitefish Lake Lodge, we'll gather in support of the **Flathead Child Advocacy Center**.

September 16 in Florence at the Backyard Tap House, we'll come alongside **Emma's House Child Advocacy Center**.

Three communities. Three opportunities to cover Montana's most vulnerable children.. One mission to raise hope across Montana.

Be sure to watch your email inbox and follow along on our social channels for event details, ways to get involved, and opportunities to make an even bigger impact.

I can't wait to see what happens when this community comes together once again.

With Montana it is love,



Rachelle Schmid
Montana Real Producers, Owner
(406) 551-3560
rachelle.schmid@
realproducersmag.com



Covering Montana's Children With Hope

Come together with fellow top producers and industry partners for an afternoon of professional connection with a purpose: supporting Child Advocacy Centers across Montana.

RECOGNITION • COMMUNITY • IMPACT

Rsvp via email

Attend for free—or make an impact.

This event is free to attend. If you'd like to support our MTRP Gives initiative, you can purchase an optional impact ticket during registration. 100% of every ticket purchased will go directly to the local Child Advocacy Center serving that community.



GALLATIN VALLEY'S PREMIER SOURCE FOR WINDOW TREATMENTS

When you partner with Bridger Blinds, you're not just getting another window treatment company—you're gaining a reliable partner who values your business, supports your goals, and helps create an exceptional experience for your clients. Together, we'll help make every house feel like home.



MICHELLE DOUGLAS, OWNER
406-581-4972 | BRIDGERBLINDS.COM

EXPERT Solid Surface Fabricators



406-523-1907 // missoulagranite.com // IntegrityTileandGranite@gmail.com // Missoula Montana

gather&go

MOVES THAT MAKE SENSE

Your moving
organization solution in
Southwest Montana



We turn the chaos of
moving into a calm,
systemized, and enjoyable
experience.



Rebecca Oberly

406-539-5036 • rebecca@gatherandgomt.com

At Your Wits End? We are your "Don't-Worry-I've-Got-a-Guy" Guy

Inspection Issues? Punch List Problems? Closing Day Curveballs?
We handle it. Quickly. Professionally.
And with clear communication that makes YOU look like the hero.

WE Witts End

Punch list & Mold removal Pros

Top agents trust us because we:
Show up fast • Communicate clearly
Respect your clients and your reputation
Handle EVERYTHING on the punch list



Repairs & Remediation • Make-ready & listing prep
One call. One team. Zero closing-day chaos.

406-890-8579



**AEY ROOFING
CONTRACTORS**
406.696.0244

**We specialize in roofing, siding, gutters, windows, and doors -
delivering solutions that enhance appearance, efficiency, and
long-term performance. Serving clients throughout Montana, we
help ensure every property shows at its best.**

REALTOR with Engle and Volkers

"I highly recommend AEY Roofing Contractors! I have had continued exceptional experiences working with them on behalf of my clients. They handle not only roofing repairs but all exterior repairs with true professionalism and attention to detail. They deliver high-quality workmanship and complete the job quickly and efficiently. From start to finish, they are organized, communicate clearly, and stay on schedule. They have consistently completed projects before my clients' closing dates, which is incredibly important in real estate transactions. What truly stands out is how seamlessly they work with my clients' insurance companies, making the entire process far less stressful. If you're looking for a reliable contractor who delivers quality work, meets deadlines, and stands behind their workmanship, I confidently recommend them."

**WE ARE COMMITTED TO
SUPPORTING YOUR SUCCESS**

**aeyroofingcontractors.com
406-696-0244**



spaces that...

elevate the human spirit

Studio
ARCHITECTS

"Every property has potential - but knowing what's possible can make all the difference. Whether your client is evaluating a home or considering a renovation, we provide the expertise to uncover opportunities, identify challenges, and bring a clear vision to the table. Give your clients the confidence to move forward with trusted architectural guidance."

studioarchitects.net

406.586.4777

bozeman, mt

master planning • residential • ranch • commercial • resort • renovation • property evaluation



2026 Toast to the Top

Missoula
PHOTOS BY KILN MEDIA



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

A special thank you to Whitefish Credit Union and Fidelity National Title for sponsoring this memorable event and helping make the evening possible.







MONTANA COUNTY DEPTH MAP

THE DIFFERENCE IS IN THE DATA.
OUR TITLE PLANT GIVES YOU
DEPTH YOU CAN TRUST.



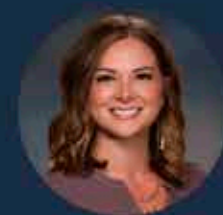
Certainty in title isn't a given, it's built.
If it's not backed by a title plant, it's not fully verified.



Ty Downard
CORPORATE SALES
MANAGER
406.207.5477
TY.DOWNARD
@FSTE.COM



Rob Lowe
BILLINGS
406.855.9408
ROB.LOWE
@FSTE.COM



Kayla Carranco
BILLINGS
406.671.0536
KAYLA.CARRANCO
@FSTE.COM



Nikki Evers
BOZEMAN
406.595.7943
NIKKIEVERS
@FSTE.COM



Jenn Taylor
HELENA
406.360.0184
JENN.TAYLOR
@FSTE.COM



Julie Maloney
MISSOULA
406.531.4004
JULIE.MALONEY
@FSTE.COM



FLYING S
TITLE & ESCROW

IDAHO | MONTANA | WYOMING
FSTE.COM



Now Serving
Kalispell & Whitefish

Over 400
5-Star Reviews

406-241-9464 | Office@InspectMT.com | InspectMT.com

Inspect Montana

INSPECT | TEST | CONSULT

**Your local agent
for home & auto**

Call me for a quote today

Jeff Weedin
Agent

1351 Stoneridge Dr Ste A
Bozeman, MT 59718-7079

Bus: 406-586-4900
jeff.weedin.qswp@statefarm.com
jeffweedin.com

State Farm Mutual Automobile Insurance Company, State Farm Indemnity Company, State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL
State Farm County Mutual Insurance Company of Texas, State Farm Lloyds, Richardson, TX
State Farm Florida Insurance Company, Winter Haven, FL

Your Partner
**IN MAKING WAY FOR
WHAT'S NEXT.**

For properties preparing to evolve, we help your clients move forward—quickly, safely, and ready for what's next in life. Your trusted partner for navigating renovation, rebuild, or land prep.

SERVICES INCLUDE:
RESIDENTIAL DEMOLITION • STRUCTURE DEMOLITION/REMOVAL
CONCRETE REMOVAL • LAND CLEARING

(406) 920-1499
oscar@sמידemo.com

Legal clarity. Thoughtful strategy. Every step of the way.

Proudly serving clients across Montana, we are trusted partners with experience navigating the legal landscape that shapes this state.

From easements to water law, our firm can help clients move transactions forward with clarity, confidence, and experienced legal guidance.

Contact us today to discuss your legal needs.

AREAS OF EXPERTISE:

- Real Estate Law
- Construction Law
- Water Law
- Land Use, Zoning, and Development
- Business and Corporate Law



406-577-2119
www.klhadvisors.com





Trusted Experts. Proven Results.

Montana's Best by Your Side



Steve Cooney

Production Manager | NMLS 487376

(406) 214-2550



Matt Gehr

Production Manager | NMLS 1549221

(406) 529-1537

Visit lo.primelending.com/missoula to learn more

Top-Tier Communication

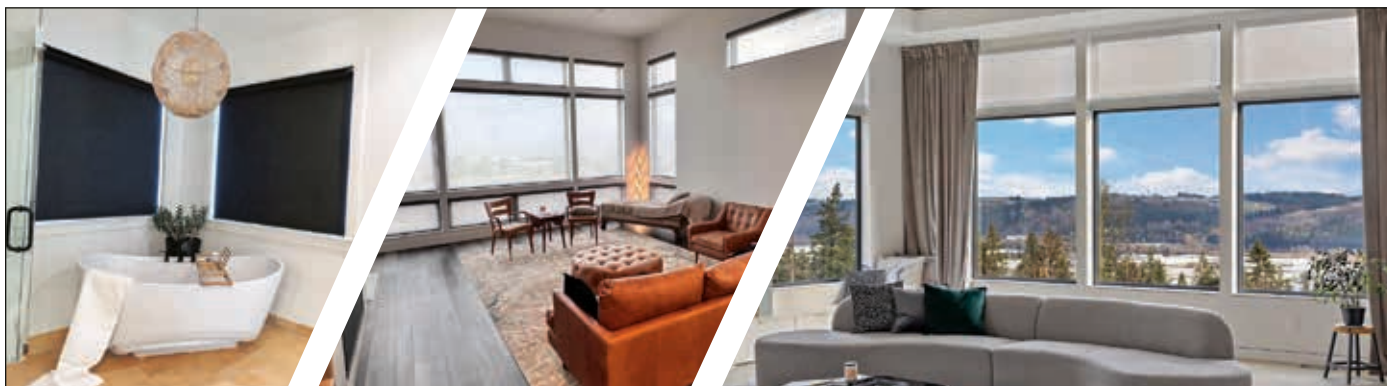
Personalized Solutions

Easy Process

265 West Front St | Missoula, MT 59802

Home Loans Made Simple.

All loans subject to credit approval. Rates and fees subject to change. ©2026 PrimeLending, a PlainsCapital Company. (NMLS: 13649). Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in MT. V010918



SHADED

With over 14 years experience, bring life into your home with Shaded Window Coverings.

Schedule your free in-home consultation today to get the expert advice you need when it comes to your window treatments!

406-360-8272 | www.shadedwc.com | sales@shadedwc.com

The logo for SACRYV ELECTRIC features the company name in a bold, black, sans-serif font with a white outline. The word "SACRYV" is on the top line and "ELECTRIC" is on the bottom line. A stylized graphic of a raised fist holding a lightning bolt is positioned to the right of the text, overlapping the letter "Y" in "SACRYV". The fist is black with white outlines, and the lightning bolt is orange with a white outline.

Sacry Electric's service department is built for the pace of real estate – fast scheduling, clear reporting, and solutions that keep your inspections and transactions on track

***Service division
open to help you,
help your clients***

OPERATING IN SOUTHWEST MONTANA FOR THE BETTER PART OF THE CENTURY

sacryelectric.com

406.595.1337

chad.sacryelectric@gmail.com

Don't Fret When INSPECTION DAY LOOMS

BY JESS WELLAR
PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY



WITTS END Frank Witts OWNER

When a home inspection uncovers unexpected issues, time suddenly becomes one of the most valuable commodities. For six years, Frank Witts has helped Realtors throughout northwest Montana keep deals moving by providing practical, budget-friendly solutions to many of the repairs that can otherwise delay or derail a closing.

Drawing on more than two decades of restoration experience, the Kalispell-based owner of Witts End has become a trusted resource for agents looking for one reliable company that can solve multiple problems without the hassle of coordinating a handful of contractors.

Experience Creates Opportunity

Born and raised in Kalispell, Frank spent more than 20 years building his career in the restoration industry, working his way from carpet cleaning to mitigation manager and estimator. Along the way, he developed relationships with countless Realtors and began noticing a recurring problem that became especially apparent during Montana's pandemic housing boom.

"Things were getting really crazy with people moving here," Frank recalls. "Most of the decision to launch my business was a result of seeing Realtors having a terrible time getting contractors to come in to do little things during the housing boom.

"With my background primarily in restoration, I saw the opportunity to

help my Realtor people without them being overcharged for restoration issues," he continues. "I knew I had the experience and knowledge to help them on both fronts."

Instead of specializing in just one trade — mold removal— Frank intentionally designed Witts End to handle many of the smaller yet important repairs that frequently appear on inspection reports.

"By offering several of those services in-house, we can help lower costs for homeowners, simplify scheduling, and reduce the back-and-forth that slows projects down," Frank points out. "The goal is to make the process easier for everyone involved while still delivering fair, quality work."

Breaking The Mold

Serving clients from Eureka to Missoula, the family-run business specializes in mold remediation, inspection-related repairs, cigarette smoke remediation, crawlspace improvements, water heater seismic straps, and a variety of other services designed to help homes clear inspection and move confidently toward the closing table.

While mold remediation remains the company's largest area of business, Frank says the real value comes from being a dependable resource agents can call when almost anything comes up during a transaction. His broad experience allows him to solve multiple issues on a single visit, saving both time and money.

“Our motto would be, I’m your ‘I’ve got a guy’ guy!” Frank says with a grin. “I have worked with a lot of trades and know some great resources. I am not afraid to get some help if needed.”

That flexibility also extends to one of the company’s more specialized services: cigarette smoke remediation. Rather than recommending expensive demolition, Witts End often restores affected homes through specialized cleaning methods that significantly reduce costs for homeowners preparing to sell.

“We can come in and clean a property with chemicals that work without ripping anything out and saving a lot of money, usually at a third of the cost,” Frank affirms.

Just as importantly, Frank wants Realtors to know they have someone they can trust whenever questions arise, even if a project never turns into a job.

“Our goal is to build good relationships with good people,” he says. “People helping people brings us great joy. The biggest goal is to be a solid asset for our Realtors and a trusted partner for them to turn to when they need us.”

That commitment to service has helped Witts End earn a 5-star Google rating while Frank has maintained his Certified of Inspection Cleaning and Restoration Certification (IICRC) designation for the past 15 years.

Helping Buyers Gain Perspective

One of the biggest changes Frank has witnessed over the years has been the evolution of the home inspection process itself. As Montana continues adopting more updated building codes, inspectors are identifying more items than ever before, particularly in older homes coming onto the market.

“It’s interesting to see what concerns will scare off a buyer versus what issues they are willing to overlook,” Frank reflects.

Drawing on decades of restoration experience, Frank believes many inspection reports simply require thoughtful interpretation rather

than unnecessary alarm. His goal is to address legitimate concerns while avoiding work that adds cost without adding value.

“I try to be super fair and do what has to be done while making sure it looks good and meets all the requirements without charging for work that is not 100-percent necessary,” he elaborates.

That practical approach continues fueling steady growth as Witts End expands farther throughout northwest Montana.

“We’re definitely growing as we expand our service area,” Frank adds. “We have done more work in Missoula this year than all of last year as we build relationships with more and more satisfied Realtors.”

A Family Business At Heart

Away from his contracting work, Frank enjoys a quieter pace of life with his wife Stephanie, whom he has been with for 14 years and will celebrate four years of marriage with this September. Together, they share a blended family of five children and three grandchildren spread between Montana and Nevada. Son Caiyou also serves as Witts End’s lead technician, helping keep the family business running day after day.

Whether they’re hosting cookouts during the summer, cheering on the Glacier Range Riders, or spending Saturdays at Griz football games while supporting Caiyou who cheers for UofM, family remains at the center of everything they do.

Eyeing the future of his business, Frank hopes to continue helping more Realtors and buyers alike navigate inspection reports with confidence instead of unnecessary concern.

“We look forward to helping buyers work through the process and understand that many items are not as serious as they may first appear in an inspection report,” Frank concludes. “Just because something is written in big red letters does not always mean it is a major problem.”



**CONTACT
US!**

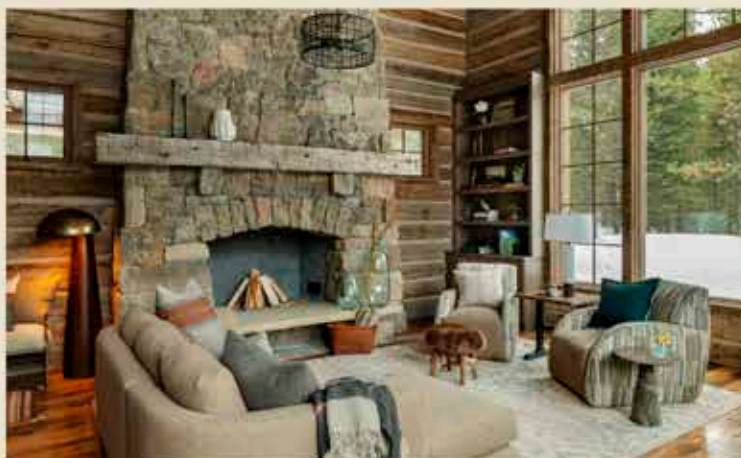
To learn more about Witts End or schedule an appointment, visit wittsend.jobbersites.com or call Frank Witts directly at 406-890-8579.

“
**PEOPLE
HELPING
PEOPLE
BRINGS US
GREAT JOY.**

The biggest goal is to be a solid asset for our Realtors and a trusted partner for them to turn to when they need us.”

Interiors Built for Big Sky

HOW DESIGN ELEVATES
REAL ESTATE IN BIG SKY COUNTRY



In Montana's most coveted markets, buyers are choosing a lifestyle, not just a home.

Design becomes a powerful differentiator here. Showing how spaces support après-ski living, family gatherings, and the quiet luxury of the mountains.

For realtors, partnering with a designer elevates listings and helps clients see what's possible.

WHERE DESIGN, REAL ESTATE, & BUILDING COME TOGETHER

Collective Design works closely with Montana builders to create homes that feel intentional from the moment a buyer walks in the door. When realtors bring us in early, we can collaborate with builders to highlight architectural strengths, recommend furnishings or finishes to amplify the home's value and style spaces in a way that clearly communicates the home's livability. These partnerships help buyers see how their home can evolve with their lifestyle overtime.

When a listing reflects the way people want to live in Montana, everything changes. Homes show better. Buyers connect faster. Sellers feel supported. Realtors strengthen relationships on both sides of the transaction. Beautiful design isn't just aesthetic: it's an experience that helps buyers instantly understand the magic of Montana Living.

That's the power of partnership.

404-856-6705 | [THECOLLECTIVEDESIGN.COM](https://thecollectivedesign.com)

INTERIOR DESIGN | FURNISHINGS



PROTECT THE VALUE BEFORE THE SIGN GOES IN THE YARD.

A weathered log home can hurt first impressions and reduce perceived value before buyers ever walk through the door. Professional restoration helps showcase the home's beauty, protect its value, and give your sellers the best opportunity for a successful sale.

From cleaning and staining to chinking, sealing, repairs, and complete exterior restoration, let the professionals handle the work so your listing stands out for all the right reasons.

**Protect the value. Preserve
the beauty. Restore it right.**



406-589-7739 | atgpaintingllc.com | contact@atgpaintingllc.com

PROTECT YOUR CLIENT. PROTECT THE DEAL.

We survey land for additions, ADUs, and floodplain impacts so your clients stay compliant and avoid costly surprises after closing. We also help them imagine the potential in the property they want to buy.

- Property Boundary Surveys
- Topographic Surveys
- Land Planning and Subdivisions
- On-site evaluations for water/sewer systems
- Percolation Tests
- Driveway Design
- Grading and Drainage Plans
- Concrete and Compaction Testing
- Soils Testing
- Construction Survey Stakeout
- Phase I Environmental Assessments
- Floodplain Surveys and Determinations

Over 40 years serving Southwest Montana

gastonengineering.com
gaston@gastonengineering.com
406-586-0588

KEEP DEALS MOVING. WE'LL HANDLE THE REPAIRS.

When your clients need repairs, updates, or inspection items completed quickly, Heritage Handyman is ready to help.

Your One-Stop Repair Solution

- ✓ Electrical
- ✓ Plumbing
- ✓ Drywall
- ✓ Gutters
- ✓ Doors & Trim
- ✓ Ventilation
- ✓ General Repairs
- ✓ & Many more!

Why Realtors Choose Heritage Handyman

- ✓ FREE Inspection
- ✓ \$50 OFF Inspection Report Repairs
- ✓ Priority Scheduling for Realtor Referrals
- ✓ One Company for Multiple Trades
- ✓ Repairs Completed Before Closing

Less coordinating. Less stress. Faster closings.
Call today for a quick, no pressure conversation!

(406) 804-7253

Contact@heritagehandymanmt.com | Heritagehandymanmt.com

A Lending Partner You Can Trust

Local underwriting. Clear communication. Loans we service for life.

We value partnerships with Montana's leading real estate professionals. Our flexible lending solutions, responsive support, and secure, streamlined online application help ensure efficient transactions—with the ability to close anywhere in Montana.

Why Agents Choose Us

- Loans are never sold, kept "in-house"
- Flexible local underwriting
- Not subject to strict secondary market guidelines
- No origination fees or PMI

Real Estate Lending Options

- Residential
- Condos
- Investment Properties
- Commercial Buildings
- Construction
- Land
- Home Equity



Partner with Whitefish Credit Union
whitefishcu.com | (406) 862-3525

Equal Housing Opportunity.



MAKING REAL ESTATE FUN AGAIN

BETHANY

**Glacier Sotheby's
International Realty**

BY JESS WELLAR
PHOTOS BY BESS BIRD PHOTOGRAPHY

Taylor

Bethany Taylor takes real estate seriously, but she doesn't believe every transaction needs to feel heavy. After more than a decade in the business, she's learned when clients need a fierce advocate, when they need honest advice, and when they simply need someone who can lighten the mood and keep things in perspective.

also worked as a courier for a title company before the financial meltdown of 2008 and two stints as a barista at a local coffee stand, a gig that proved to be a terrific training ground for a future in real estate.

"My time at the Loose Caboose is how I was able to overcome being an introvert and refine my communication skills," Bethany recalls. "The whole goal was to make the customer feel like the most important person for the five minutes they were in that window."

"We served over 200 coffees most mornings and received training to memorize customers' names, which cars they drove, and even their dog names!" she continues. "That entire experience helped me to listen — not just hear people — and pick up on their energy."

By 2012, after "doing a degree audit" and deciding not to pursue medical school, Bethany convinced her mother to hire her as a licensed assistant and immediately felt at home, building her own business steadily over the next few years.

"I think being as well-rounded and as adaptable as I can be to make it a tailored experience helps," Bethany explains. "If clients need someone serious who offers emotional support vs. a light hearted laugh, I can offer either of those support systems. I'm versatile while mitigating risks."

That ability to read the room has become one of the defining characteristics of Bethany's business. The Glacier Sotheby's International Realty agent closed nearly \$11 million across 11 transactions last year. But at her core, Bethany is simply fascinated by people, and that curiosity continues to shape the way she serves every client who trusts her with one of life's most important decisions.

Family Business
Real estate was a daily part of Bethany's life long before she ever earned a license. Her father, Ralph, is a respected appraiser, while her mother, Jen, was a successful Realtor. Growing up, Bethany had a front-row seat to both sides of the business, though she didn't necessarily realize at the time how much she was absorbing.

After graduating from high school, she enrolled at the University of Montana and spent several years exploring different career paths. At one point, she was convinced medicine was her future, inspired in part by a healthy obsession with "Grey's Anatomy" and reinforced by her "lab rat" role drawing blood at Community Medical Center. She

CONTINUED ►

"I think both of my parents deserve credit for my early success," Bethany acknowledges. "I did data entry for my dad in school and would go on ride-alongs with him to get comps. And having my mom sell, it gave me a unique perspective on pricing properties; I also had built-in systems and mentorship working with my mom, which helped, and I loved working with her!"

When her mother retired in 2019, Bethany faced the challenge of building her own identity in the

business, ultimately landing at her current brokerage, which felt like the right fit for her next chapter.

Choosing Alignment

One of the most significant turning points in Bethany's career happened during the pandemic, when years of constant activity had left her feeling exhausted and disconnected from the work she once loved.

Rather than continuing down the path to burnout, she hired a

business coach and committed to taking a hard look at what she wanted in her career. An exercise focused on identifying her ideal client initially struck her as a little "woo woo," she admits, but fully embracing the process for a complete overhaul ultimately transformed everything.

"I started saying 'no' to people, events, and things that weren't in alignment," she shares. "It created this era of change personally and professionally

“
Change is scary and choosing yourself is empowering. When I made radical changes in almost every facet of my life, I became very secure with who I am and what I want and that's when the magic started to happen!
”

”



“
If clients need someone serious who offers emotional support vs. a light hearted laugh, I can offer either of those support systems. I'm versatile while mitigating risks.
”

”



CONTINUED ►

and was hands-down the best thing I ever did for myself.”

“Change is scary and choosing yourself is empowering,” she adds. “When I made radical changes in almost every facet of my life, I became very secure with who I am and what I want and that’s when the magic started to happen!”

That clarity also sharpened what clients can expect when they work with her. Bethany describes herself as “intensely loyal and persistent,” someone who will advocate fiercely while still bringing radical honesty to every situation.

Hammer Time

On the homefront, Bethany and her significant other, Jameson, recently purchased a fixer-upper together, creating a new set of adventures that often involve home projects, design decisions, and the occasional unexpected surprise that comes with renovating an older property.

When they aren’t tackling DIY projects, much of their attention is devoted to chasing their three dogs — Charles, Lola, and Penelope. “I absolutely love dogs,” Bethany

grins. “I’m always telling people, ‘I’m your dog’s favorite Realtor!’”

She also remains deeply connected to the outdoor lifestyle that makes western Montana so special. Time spent on the water, hosting family and friends, attending her nieces’ and nephew’s sporting events, and visiting Jameson’s family in Wisconsin all help provide balance. And when life feels overwhelming, she still returns to one place that has always helped her reset — the Blackfoot River.

Looking ahead, Bethany envisions more expansion while continuing

to develop the support systems that allow her to serve clients at a high level. She recently brought on her cousin as an assistant and sees opportunities for growth. The one-on-one relationships that energize her remain at the heart of everything she does, as well as her annual vision board for setting goals.

“I’m naturally competitive so aiming to be 1% better every day keeps me going!” she offers. “But I have always been intrigued by people and what makes them tick; the human element has always been the most fascinating part for me.”

YELLOWSTONE

DESIGNER MOVING & STORAGE

FULLY INSURED, READY TO HELP

OUR SERVICES

RESIDENTIAL AND COMMERCIAL

LOCAL MOVING

LONG DISTANCE MOVING

FULL SERVICE PACKING

UNPACKING SERVICES

INTERIOR DESIGN INSTALLS

HOME STAGING



WHAT OUR CLIENTS ARE SAYING:

“Absolutely a 5-star rating! They are the best movers we’ve ever used.” - Doreen H.

SERVING BOZEMAN AND BIG SKY

FREE CONSULTATIONS

Call or Text!

406-581-8908

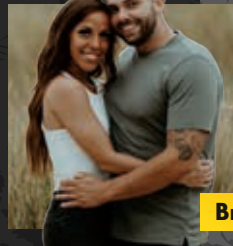


YELLOWSTONE
DESIGNER MOVING & STORAGE

IMPROVING YOUR CURB APPEAL

We take pride in helping properties make a strong first impression. We believe in clear communication, quality workmanship, and showing up when we say we will, making the process easy for both agents and your clients.

We help property owners protect their investment and improve curb appeal through professional asphalt maintenance services.



Brook & Austin Miles

406- 559-0946 • www.montanasealcoating.com

“We had a great experience working with Montana Sealcoating on sealing the parking lot at Platinum Real Estate. Their team was extremely professional, clean, and easy to work with from start to finish. We especially appreciated their willingness to accommodate our office hours to make sure our clients and daily operations were not inconvenienced, and they even worked over the weekend to get the job done efficiently. Highly recommend Montana Sealcoating to anyone looking for quality work and excellent customer service!”
-Platinum Real Estate / Clay Seccomb

YOUR ALL-IN-ONE REAL ESTATE MEDIA SOLUTION!
PHOTO | VIDEO | 3D TOURS | VIRTUAL STAGING & MORE

50% OFF
YOUR FIRST SHOOT!
(UP TO \$500)
PROMO CODE: **RP50% OFF**

Current Clients: **FREE** Marketing Kit
When You Mention This Ad!

Care that transforms homes and the lives inside them:



Ashli Fry



morphoshomes.com | 406-223-9160

Residential and vacation rental cleaning

Home Service Management

Concierge support

Travel Covering the Missoula & Kalispell area

Don't out grow growth

As your business continues to expand to meet the needs of your clients, Ascend Financial Group is here to grow alongside you — delivering customized financial solutions, tax-efficient approaches, and responsive service designed to support business partners of every size.

ASCEND
FINANCIAL GROUP

P. 406.551.0814
E. KHarder@FinancialGuide.com
4204 Ravalli St., Suite 102, Bozeman, MT 59718
AscendFinancialGuide.com

Kyler Harder is a registered representative of and offers securities and investment advisory services through MML Investors Services, LLC. Member SIPC. Ascend Financial Group, LLC, is not a subsidiary or affiliate of MML Investors Services, LLC, or its affiliated companies. Supervisory Office: 100 South 5th Street, Suite 2300, Minneapolis, MN, 55402. (612) 333-1413. Licensed to sell insurance in AR (#16128395) and CA (#4175566). CRN202808-9320124



▲ Kyler Harder
Financial Advisor CFBS®

Building Relationships for Life



At Mountain Lake Mortgage, our mission is to use our wealth of experience and resourcefulness to serve our clients, to put their best interest ahead of our own in every situation and to live by the law of abundance. We thrive on building trust based relationships with everyone we serve.

37 Years as a Mortgage Loan Officer

I HAVE THE EXPERIENCE AND RESOURCEFULNESS TO GET YOUR DEAL TO CLOSING.

Dave Christensen

Owner & Sr. Loan Officer NMLS #290471
Office: 406-751-2350 | Cell: 406-261-1719
162 Timberwolf Pkwy, Suite C | Kalispell, MT
MountainLakeMortgage.com
DaveC@mtnlk.com



PERFECT 5 STAR GOOGLE REVIEWS ★★★★★
VOTED #1 HOME LOAN OFFICER IN BEST OF FLATHEAD



WHITE-GLOVE HOME CARE CONCIERGE FOR LUXURY HOMES

House of Wild Home & Concierge is a luxury home concierge and care service for discerning homeowners who expect more than basic oversight. We manage the details that elevate both your home and your lifestyle—from personalized arrival preparation and trusted local arrangements to discreet care when you're away—so every return feels seamless and effortless.

Elevating Life in the Wild.



Caleb Vance, Owner
480-271-9998

houseofwildmt.com

By Referral & Inquiry

ROOFING • GUTTERS • SIDING • WINDOWS



YOUR HOME'S BEST FRIEND

CALL OR SCAN FOR A FREE INSPECTION!

406-371-9926

Independently owned and operated. Services may not be available in all areas.
©2024 Mighty Dog Roofing®. All rights reserved.

from contract to closing we're your behind the scenes partner for all roof related hurdles

MESA

**MOVING
QUICKLY
WITH PRIDE,
RESPECT AND
TRUST**

BY JESS WELLAR
PHOTOS BY
ARNICA SPRING
PHOTOGRAPHY

Kevin Head CEO

“I started in this industry on the back of a moving truck while I was still in high school,” Kevin Head recalls. “It began as a way to earn money but quickly became something more. I learned that moving isn’t just about transporting furniture. It’s about helping people through major life transitions and earning their trust during those moments.”

For more than four decades, Mesa has helped families, businesses, and organizations navigate life’s biggest transitions with confidence. Today, the family-owned company operates throughout the Western United States with locations in Montana, Utah, Colorado, Idaho, California, Arizona, and Washington while continuing to expand its reach through strategic growth.

Under Kevin’s leadership, Mesa has grown from the smallest United Van Lines agent with three employees and a truck to the fourth largest in the country while earning the 2026 United Van Lines Customer Excellence Award, the Cartus Global Network Commitment to Excellence Award (Platinum Level) last year, and maintaining an impressive 4.76-star Google rating across more than 400 reviews in Bozeman and Helena.

Whether relocating a family to a new home, moving an entire office, coordinating logistics, or furnishing a luxury residence, Mesa’s mission today remains remarkably consistent: helping people through life’s transitions with pride, respect, and trust.

From The Ground Up

Originally from New Cambria, Kansas, Kevin earned a business degree while working his way through college on moving crews. What started as a college job eventually turned into a lifelong career, first in operations as a packing coordinator, then sales, and ultimately leadership. Ironically, Mesa was also the very first customer account he ever landed before later joining — and eventually purchasing — the company himself.

“As I moved from role to role, I discovered that relationships are the foundation of this business,” Kevin reflects. “The lessons I learned early on about hard work, accountability, and keeping your word continue to guide me today.”

That ladder has given Kevin a unique perspective on leadership because he has experienced nearly every level of the business firsthand. More importantly, it reinforced the



idea that a successful company is built by creating opportunities for others rather than simply growing revenue.

“What has kept me passionate about this business is simple: we’re in the people business. Every day we have the opportunity to help customers, create opportunities for employees, and make a positive impact in the communities we serve,” Kevin emphasizes.

A Reputation Realtors Can Trust

Ask Kevin what has kept him with Mesa for more than three decades and the answer comes quickly: the company’s emphasis on values.

“Our core values — Pride, Respect and Trust — still run throughout our organization,” he says with pride. “If you look at our company and the awards we give out, those awards represent the people that founded the business back in 1981 and it’s still a family-run organization today.”

Those principles have remained intact even as Mesa has grown to 450 employees across multiple states. Kevin points to his own journey from packing contractor to company owner as proof that the organization believes in developing people for the long term.

Many of Mesa’s branch managers have similarly spent decades

with the company after joining as teenagers, creating a culture where longevity is celebrated rather than taken for granted.

But Mesa’s growth has never changed its understanding of one important fact: when a Realtor recommends a moving company, they are placing their own reputation on the line. Kevin believes earning — then protecting — that trust starts with responsiveness, communication, and delivering on every promise.

“Realtors spend years building trust with their clients,” Kevin points out. “When they refer a business to a client, their reputation is attached to that recommendation. We want

“
We want Realtors to know that we understand that responsibility. Our goal is to provide such a positive experience that the client not only remembers Mesa, but also appreciates the Realtor who referred us.”

Realtors to know that we understand that responsibility. Our goal is to provide such a positive experience that the client not only remembers Mesa, but also appreciates the Realtor who referred us.”

That same commitment has helped fuel Mesa’s expansion throughout the Western United States.

Since purchasing the company in 2005, Kevin has overseen significant growth, including the recent acquisitions of branch locations in Seattle, Phoenix, and San Diego, while continuing to invest in technology that allows the company to communicate faster and manage increasingly complex relocations. Even with those advances, he believes the moving business will always boil down to people and timely communication.

“Our goal is always to return a call on the same day,” he affirms. “We know that when people relocate, it used to be something that was planned out months

in advance; now it’s a matter of weeks. It’s the Amazon effect so we’ve been trained to respond and move quickly.”

For Kevin, growth is never simply about adding locations either. It’s about creating opportunities for employees while continuing to deliver the level of service that has defined Mesa for more than 40 years.

“What I find most fulfilling is seeing the opportunities Mesa creates for others,” he says. “We’ve built an organization that more than 450 employees and 300 contractors depend on to support their families, and that’s not something I take lightly.”

Always Looking Down The Road

Outside of his role as CEO, growth leader, and visionary, Kevin enjoys spending time with his close-knit family whether they’re camping, hiking, boating, paddleboarding, off-roading, or simply making memories together. His oldest son, Colton, now works for Mesa in Bozeman,





“What has kept me passionate about this business is simple: we’re in the people business. Every day we have the opportunity to help customers, create opportunities for employees, and make a positive impact in the communities we serve.”

continuing the family’s passion for both the business and the Montana lifestyle.

When Kevin isn’t with loved ones, you’ll often find him exploring the country on two wheels. In 2017, he rode a dirt bike from the Pacific Ocean to the Atlantic Ocean, raising \$47,000 for Wounded Warriors, and this September he’ll tackle another cross-country ride from Plymouth Rock, Massachusetts, to Big Sur, California.

Giving back remains top priority for Mesa as well. The company’s annual Jim Saad Scholarship helps employees and their families pursue higher education, while Mesa continues supporting community initiatives like K-SKY’s holiday food drive and strengthening relationships throughout Montana. Kevin adamantly believes investing

in people internally is one of the company’s greatest responsibilities because every employee contributes to the experience Mesa delivers.

Kevin certainly has no plans of slowing down either as the business continues to expand across the West. He remains focused on balancing innovation with the same values that have guided the company for 45 years and counting.

“We’ll continue to see advances in data and communication tools, but the human and service elements will remain the key differentiators,” Kevin concludes. “That’s why we’re investing in both new technologies and the development of our people. The future belongs to organizations that can adapt, innovate, and still maintain the trust of their customers.”

CONTACT US!

To learn more about Mesa or to schedule your next move, visit www.MesaMoving.com or call the office at 406-586-5497 to book an appointment.



A LISTING ISN'T MARKET-READY UNTIL THE PROPERTY IS HANDLED.
CONSIDER IT HANDLED.

If you've ever had a listing that needed immediate cleanup, irrigation repair, or snow removal, you know how important it is to get it handled quickly and done right. When you call us, we promise:

- 48-hour new listing turnaround
- Clear communication
- One team, one point of contact
- Professional execution
- Quiet, all-electric service
- Ongoing listing support

Need a property cleaned up, managed, or maintained? **Call me directly.**

 office@topdoglsr.com
 **406-437-8599**



Charlie Kerner
OWNER

BOZEMAN • BELGRADE • BIG SKY • MANHATTAN • THREE FORKS • LIVINGSTON



MESA
LOGISTICS • STORAGE • MOVING

Whether moving across town or just around the corner, Mesa's experienced crews are ready to help. As a trusted local company we provide reliable, tailored solutions that take the stress out of moving.



LOCAL MOVES | LONG DISTANCE MOVES | STORAGE SOLUTIONS
 Packing/Unpacking | Custom Packing | Speciality Items | Virtual Estimates

locations in Helena & Bozeman | **866.784.1550** | mesamoving.com

BUILDING MISSOULA AND WESTERN MONTANA

FOR 47 YEARS



HALF MILE MEDIA

Lets Chat!
(406) 471-8200
caleb@halfmile.media

- ✓ REAL ESTATE VIDEO
- ✓ LISTING PHOTOGRAPHY
- ✓ DRONE CONTENT
- ✓ VERTICAL REELS / SOCIAL CLIPS

CONSISTENT BRANDING
EASY SCHEDULING

ASK ABOUT OUR BUNDLES!
We'll Elevate Your Listings.

Dutton Plumbing and Heating

SERVICES

- ✓ Commercial and Residential service plumbing
- ✓ Residential new construction
- ✓ Water heater repair and installation
- ✓ Plumbing design services
- ✓ Hydronic heating
- ✓ Remodels

406-561-3115 Call Us Now!

www.duttonplumbingandheating.com

garrett@duttonplumbingandheating.com

Local Faces. Trusted Partners.

Wherever business takes you in Montana, our team is here to help you close with confidence.

Leadership



Sylvia Vila
Vice President,
Northern Montana
County Manager



Matt Hillman
Vice President,
Southern Montana
County Manager

Great Falls

300 River Drive North, Suite 2
Great Falls, MT 59401
Phone: 406-453-7622



Laura Johnson
AVP, Co-Branch Manager
& Escrow Officer



Whitney Von Eschen
AVP, Co-Branch Manager & North
Montana Sales Manager



Jessica Erwin
Escrow Officer



Tressia Castillo
Escrow Officer

Billings

3141 Meadow View Drive
Billings, MT 59102
Phone: 406-238-9999



Bridget Kalloch
Branch Manager



Ian Ullman
Business Development
Executive



Thomas Peterson
Escrow Officer



Jason Harman
Escrow Officer

Bozeman

1800 W Koch Street, Ste 1
Bozeman, MT 59715
Phone: 406-587-5563



Jan Newville
AVP, Senior Escrow
Officer



Gil Silva
Relationship Manager,
Customer Service



Hannah Redmond
Business Development
Executive



Crissy Harding
Escrow Officer



CHICAGO TITLE
MONTANA



Meet Your Local Kalispell Loan Experts at Wintrust Mortgage

Your Kalispell lending team of Annie, Keith, Tony, Kyle, Shane, and MJ pride ourselves on living in the community we serve—providing the local expertise and experience your buyers can count on.

With 50-state lending ability and a wide range of products—including brokered loans and portfolio products borrowers can't find elsewhere—we're here to help your clients find the lending solutions that are right for them.

What we can offer your buyers:

- 100% LTV loan options
- Specialty program for qualified physicians
- In-house portfolio loans
- Jumbo loan options
- 1-year rate locks
- 50-state lending ability
- Single-close construction-to-permanent loans

Wintrust Mortgage is a division of BancorpSouth Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #449042, is 2025 Wintrust Mortgage Lender. All approvals are subject to underwriting guidelines. Programs, rates, terms, and conditions are subject to change at any time and without notice. Restrictions apply depending on program selected.

MJ DELORME NMLS #: 1027436	ANNIE GLADDEN NMLS #: 707961
KYLE LeDUC NMLS #: 1575253	SHANE McCHESNEY NMLS #: 298182
TONY REYNOLDS NMLS #: 190047	KEITH VALENTINE NMLS #: 405843



THOUGHTFULLY DESIGNED. EXPERTLY BUILT.

BOZEMAN • BIG SKY

TRIPLEPEAK.CONSTRUCTION



You take care of the clients -
we'll take care of the roof.

A ROOF YOU CAN TRUST

ROOF THE RIGHT WAY WITH
TOP EDGE ROOFING LLC

Roof Replacement of Asphalt, Metal, and Custom Roofing
New Construction
Roof Repairs
Snow & Ice Removal

TOP EDGE ROOFING LLC
406-570-0832
topedgeroofing.com

got gas?

We hope not.

Montana has some of the highest radon levels in the country. Give your clients an answer before the inspection does.

BOZEMAN RADON

Free radon testing. Call to schedule.
(406) 404-6835 | BozemanRadon.com

MICHAEL BLEVINS

MICHAEL BLEVINS
REAL ESTATE, INC.
BROKER OWNER

BY JESS WELLAR
PHOTOS BY BESS
BIRD PHOTOGRAPHY

MR. OPPORTUNITY

Long before he was helping clients buy and sell homes across Southwest Montana, Michael Blevins was a business man. Whether turning around a struggling television station, launching an advertising agency, creating one of Montana's premier lifestyle magazines, or developing marketing and advertising for clients across multiple industries, Michael spent decades doing what entrepreneurs do best: spotting opportunities and figuring out how to make them work.

That same entrepreneurial spirit eventually led him into real estate in 2015, a move that seemed like a natural direction. Today, the broker owner of Michael Blevins Real Estate has built a respected brokerage rooted in experience and local knowledge. Over the past several years, Michael has consistently closed around \$20 million in transactions each year, continuing a steady track record built on a genuine passion for helping others discover the local lifestyle he fell in love with more than three decades ago.

Finding Montana

Originally from Nashville, Michael arrived in Missoula in 1992 to attend business school at the University of Montana while also in search of outdoor adventure; he recalls many of his friends moving “out west to the mountains of Colorado and California” after high school and the notion of heading westward captured his imagination as well. Like many who visit Big Sky Country for the first time, Michael quickly realized he had found something special.

“I went on a road trip with my mom to look at schools and visit Yellowstone and was sold on Montana,” Michael recalls with a grin. “After 34 years of living here, I’m still enjoying all the recreational activities it offers.”

Following college, he worked briefly in construction before taking a position selling advertising for a Fox affiliate in Bozeman. The station was struggling financially at the time, but Michael and a colleague helped turn it around in just 18 months.

That success led to an even bigger opportunity. In 1999, the pair launched their own advertising agency, creating marketing campaigns and collateral materials and eventually gave birth to a new idea: a high-end lifestyle publication celebrating the people, places, and culture of the state Michael had grown to love.

Distinctly Montana Magazine grew into a statewide success, at one point employing 30 people and distributing 60,000

copies quarterly. Michael eventually bought out his business partner, rebranded as Blevins Creative, sold the publication in 2010, and spent the next several years working in the renewable energy sector and continuing to service his marketing clientele before yet another opportunity knocked.

“With my marketing and publishing company I had many clients in the building and real estate industries,” Michael explains. “After I sold my business, a client and now real estate colleague said to me, ‘You know this industry really well and have many relationships, Michael... Have you considered getting your real estate license?’”



“**BUT I’M ALWAYS OPEN TO OPPORTUNITIES THAT COME ALONG ... ONE OF MY FAVORITE SAYINGS IS: “YOUR PLANS ARE IN SAND, BUT YOUR GOALS ARE IN CONCRETE.”**

Needless to say, the suggestion resonated. Real estate combined many of the things Michael had always enjoyed: cultivating connections, consultative sales, problem solving, entrepreneurship, and helping people achieve meaningful goals. He obtained his license in 2015 and, true to form, immediately began pursuing his broker’s license as well, getting it two years later almost to the day.

A Broader Perspective
Michael’s secret sauce? The sheer depth of experience he

brings to every transaction. Long before assisting real estate clients, he had spent decades helping businesses market themselves, grow their brands, and connect with customers.

“My extensive business, sales and marketing background allows for a very comprehensive approach to service my clients,” he elaborates.

His business savvy is especially valuable when repping sellers. Having spent years creating advertising campaigns, publishing

magazines, and developing marketing strategies, Michael understands how to position a property, tell its unique story, and attract the right audience. Just as importantly, he understands that real estate is rarely about the property alone.

“I work hard to give my clients the attention, expertise and service that I would want to receive,” he emphasizes. “I also treat my clients the way I want to be treated and put their needs first so their transactions are smooth and worry free.”

Clients seem to notice. Nearly half of Michael’s pipeline comes from repeat customers and referrals, and the feedback he

receives is remarkably consistent. People frequently mention his prompt responsiveness, patience, attention to detail, and approachable personality while remaining professional.

Sharing What He Knows

While Michael loves helping clients accomplish their goals, he also finds great satisfaction in directing others how to get ahead. Throughout his various careers, whether in publishing, advertising, or real estate, teaching and mentoring have been recurring themes.

He regularly teaches first-time homebuyer classes through the Human Resource



Development Council and enjoys helping people navigate what can often feel like an overwhelming process. He also remains open to growing his brokerage if the right opportunity presents itself.

“I have always enjoyed teaching and mentoring,” Michael affirms. “The agents and salespeople I have trained in the past have come away with the

important aspects of the business such as navigating contract management and client interaction.”

For Michael, the ideal recruit isn’t necessarily someone with years of experience. He values personality, a proactive work ethic, and a willingness to learn far more than a lengthy résumé. While he describes himself as easygoing, Michael also believes



successful agents need to develop independence and confidence rather than relying on someone else, as he notes he is “not one to handhold 24/7.”

Living The Lifestyle

One of the reasons Michael enjoys real estate so much is that he genuinely embraces the lifestyle he promotes. More than three decades later, he still finds himself taking advantage of the very things that attracted him to Montana in the first place.

When he’s not working with clients, you’ll often find him snowboarding, mountain

70 • September 2026

biking, golfing, fly fishing, wakeboarding, camping, or exploring the outdoors with his family. He and his wife Jill recently celebrated 22 years of marriage and are raising daughters Casey, Lily, and Hillary, along with Flora, their cavapoochon, and Poppy the feline.

Music also remains an important part of his life. Michael has played drums for over 40 years and occasionally performs with his four-piece band, Stoneman’s Way.

“We play a few gigs a year and get together once a week

“

HELPING MY CLIENTS ACCOMPLISH THEIR REAL ESTATE NEEDS KEEPS ME MOTIVATED.”

to rehearse,” he elaborates. “We’re going to be releasing a new album this September, which will be the fourth record with this project.”

Looking ahead, Michael remains focused on the things that have served him well throughout his career: serving clients at a high level, keeping an open mind, and

continuing to enjoy the place he proudly calls home.

“Helping my clients accomplish their real estate needs keeps me motivated,” Michael shares. “But I’m always open to opportunities that come along ... One of my favorite sayings is: “Your plans are in sand, but your goals are in concrete.”



Stillwater Architecture

Traditional • Western • Contemporary

celebrating 20 years of legacy residential architecture across the country

Boulder

720-441-7460

Big Sky

406-223-3009

Chicago

312-655-0940

stillwaterarchitecture.com



FARMERS
INSURANCE
Insurance for Montana

Tamara Majszak Agency

406-577-2190

agents.farmers.com/mt/bozeman/tamara-majszak/
610 Boardwalk Ave Suite 103, Bozeman MT 59715

Tami Majszak, Owner-Agent License #738897

Advertisement produced on behalf of the following specific insurers and seeking to obtain business for insurance underwritten by Farmers Insurance Exchange, Fire Insurance Exchange, Truck Insurance Exchange, Mid-Century Insurance Company, Farmers Insurance Company of Washington (Bellevue, WA) or affiliates. In TX: insurance is underwritten by Farmers Insurance Exchange, Fire Insurance Exchange, Truck Insurance Exchange, Mid-Century Insurance Company, Farmers Texas County Mutual Insurance Company, Mid-Century Insurance Company of Texas or Texas Farmers Insurance Company. In NY: insurance is underwritten by Farmers Insurance Exchange, Truck Insurance Exchange, Mid-Century Insurance Company or Farmers New Century Insurance Company. Home office, Los Angeles, CA. Each insurer has sole financial responsibility for its own insurance. List of all insurers and states where licensed at farmers.com/companies/state/. Not all insurers are authorized in all states. Not all products, coverages, and discounts are available in every state and may vary by state. Restrictions, exclusions, limits, and conditions apply. See agent for details.



sav | Eyehear

A New Era of Integrated Luxury Homes in Montana

As luxury homes become more architecturally ambitious with expansive glass walls, advanced materials, and rising expectations for performance, the systems behind the walls must keep pace. Integration is no longer an accessory to design. It is foundational to how a home functions and feels.

For more than two decades, Eyehear has been a trusted name in custom home technology across northwestern Montana, integrating lighting control, motorized shading, high-performance networks, and immersive audio into some of the region's most refined residences.

Today, that legacy enters its next chapter.

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 designforward 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.

This evolution brings advanced lighting design resources, specialized shading teams, enhanced engineering capabilities, and a deeper technical bench to every project,

while preserving the local relationships and hands-on collaboration that have defined Eyehear's reputation in the Flathead Valley.

With this alignment, SAV|Eyehear is positioned to support increasingly sophisticated projects across markets from Whitefish to Bozeman, Big Sky and beyond, delivering continuity, coordination, and confidence at every phase of construction.

For architects and builders, it means consistent execution across regions. For homeowners, it means assurance knowing their investment is backed by a unified organization with both local roots and enduring strength.

The philosophy, however, remains unchanged.

- Technology should be elegant.
- It should be intuitive.
- It should disappear into the architecture.

The true measure of integration is not how advanced a system appears, but how seamlessly it supports daily life.

With a refined identity and greater depth behind it, SAV|Eyehear is helping shape the next era of luxury residential living in Montana.

VISIT OUR SHOWROOM

22 Lupfer Avenue | Whitefish, MT | www.savinc.net | www.eyehear.us



LIGHTING CONTROL



MOTORIZED SHADING



HOME ENTERTAINMENT



HOME AUTOMATION



WI-FI / NETWORKING



SECURITY & SURVEILLANCE

**When things go wrong,
we do what's right.**

PAUL DAVIS
Property Restoration Experts

WATER • FIRE • MOLD • STORM

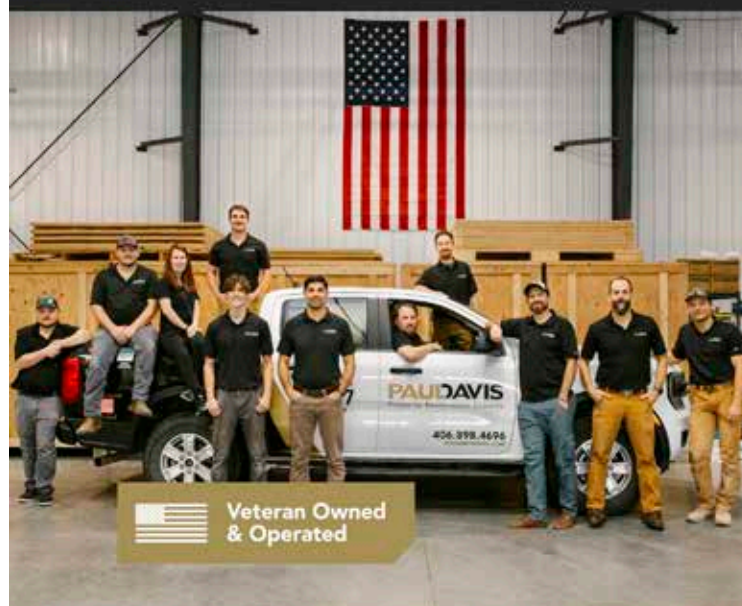
Since 1966, Paul Davis has helped families and businesses recover from the worst—fires, floods, and major disasters. With decades of experience and 24/7 emergency response, we bring clarity to chaos and stand with you every step of the way.

Veteran-owned and rooted in Montana, we proudly serve Bozeman, Big Sky, Livingston, Butte, Helena, and beyond. Trusted by Montana's top Realtors, we're the team you want by your side when it matters most.

406-898-4696

pdswwmontana.com

©Paul Davis Restoration, Inc. Each franchise independently owned and operated. 164393



**Veteran Owned
& Operated**

We're **not** just another **lender**.

We're your neighbors—powered by a national team that helps us deliver
On Time and as Promised®.



**BOZEMAN
OFFICE**



Brett Evertz
AVP of Production | NMLS 523473
C 406.624.5965



**HELENA &
GREAT FALLS
OFFICE**



Crystal Eckerson
Branch Manager | NMLS 400351
C 406.324.7222



**BILLINGS
OFFICE**



Kelly Duray
Branch Manager | NMLS 716674
C 406.831.9335

SMILE. YOU'RE HOME.  

©2025 Evergreen MoneySource Mortgage Company® dba Evergreen Home Loans NMLS ID 3182. 15405 SE 37th Street, Suite 200 Bellevue, WA 98006 Equal Housing Lender. Trade/service marks are the property of Evergreen Home Loans. All rights reserved. AZ Mortgage Banker License #0910074; CA Licensed by the DFPI under the CRMLA #4130291; Georgia Residential Mortgage Licensee; NV Mortgage Company License 4837. Evergreen Home Loans does not represent HUD or FHA and the information provided here was not authored, approved, or endorsed by HUD or FHA. For individual and company license information visit www.nmlsconsumeraccess.org.

Get the Facts **DEFER THE TAX** 1031 EXCHANGES

**Nationally Renowned 1031
Training for Your Team**

Certified Exchange Specialist (CES®)
with over 30 years experience



Russell Marsan
Senior Vice President
russell.marsan@ipx1031.com
www.ipx1031.com/marsan
Mobile 530.755.8355

IPX
1031

Investment Property Exchange Services, Inc.



**Our team handles
the demanding
tasks of hauling,
sorting, donating
and discarding,
saving you
valuable time and
effort!**

Our Services:

- ✓ Property Clean Out
- ✓ Appliance Removal
- ✓ Furniture Removal
- ✓ Remodel Debris
- ✓ Garage Clean Out
- ✓ Storage Units
- ✓ Yard Debris
- ✓ Hot Tub & Piano Removal

Contact Us



406-240-2450

MissoulaJunkRemoval.com



Mold | Water | Asbestos | Fire | Meth Clean up | Trauma

**SERVING HAMILTON
TO WHITEFISH**
IICRC CERTIFIED FIRM

 406-207-2516  hawthornehomerestoration.com

**PART-OWNER,
PUREWEST
REAL ESTATE**

Transaction Manager &
Director of Operations,
The Whitefish Lake Team

BY KATE SHELTON
PHOTOS BY AMBER
SIDERIUS PHOTOGRAPHY

The Heart Behind the Hustle

CRYSTAL

Krause

At the heart of The Whitefish Lake Team at PureWest Montana is Crystal Krause – a quiet leader whose servant’s heart shapes everything she does. She measures success not by recognition, but by the people she helps along the way, pouring her energy into supporting the team, caring for clients, and ensuring every detail is thoughtfully handled. Whether she’s solving problems before they arise, keeping transactions on track, or offering steady encouragement, Crystal’s genuine desire to serve creates the foundation for the team’s success. Her kindness, humility, and unwavering commitment remind everyone that the strongest teams are built by people who lead with heart, making it possible for others to shine.

Crystal is the quiet engine behind the team – working seamlessly as the Transaction Manager, Director of Operations, and licensed agent to keep every moving piece aligned and every client experience elevated. Without ever missing a beat, she handles the details most people never see, ensuring transactions stay on track, clients feel supported, and the team operates at its highest level. Her steady presence allows team leads Sean Averill, Matt Buckmaster, and CJay Clark to focus on what they do best – leading Montana’s #1 team in sales volume and ranking among the top teams in the nation with over \$340M+ in annual production and hundreds of successful transactions.

Without intention, the work behind the curtain can go unnoticed. *Montana Real Producers* created the Unsung Hero Award to shine a light on the people in the background who drive success in the real estate market. Crystal was the 2025 winner of this award – recognition that was voted on by her peers.

“I cannot say how much I appreciate the Real Producers community,” Crystal said. “I really appreciate the support I’ve gotten and recognition I’ve received from other agents that recognize the work behind the scenes. When I was presented with the Unsung Hero award in Bozeman, I was shocked. I’m thankful to be recognized by my peers for this sometimes thankless job. The grind



never ends, but to be recognized made me stop and appreciate just how much this work means to me.”

Crystal’s roots in the Flathead Valley shaped both her work ethic and her appreciation for a life built on balance, beauty, and community. She began her career in title and escrow at Alliance Title in Kalispell, where a

family connection and a well-timed opportunity from a friend helped her get her start at the front desk. From there, she worked her way up with determination and consistency – moving from receptionist to escrow assistant and eventually becoming a trusted escrow officer over a 15-year career. During that time, she built lasting professional relationships, including

with Matt and Sean, who were frequent clients on the other side of the desk.

“Every couple of weeks, they’d ask me to join their team,” she said with a laugh. “They kept offering flexibility and a great retirement plan. I kept saying no, but they’d come back around and ask me again. Eventually, I gave in.”

She joined the team in 2016 and has forged a great partnership with The Whitefish Lake Team. Crystal’s job encircles every aspect of the business from coordination to client services. “Everything runs through me,” she detailed. “I handle everything so the guys can go out and do what they do best – sell, network, and close deals. It works well for us.”

Crystal’s commitment to the business doesn’t stop there. After years of proving herself as an indispensable part of The Whitefish Lake Team, she took her passion to the next level by becoming a part-owner in PureWest Real Estate. It was a natural evolution of her journey, rooted in a desire to help shape not just successful transactions, but a stronger, more supported organization for clients and agents alike. As an owner, Crystal continues to lead with the same servant’s heart that defined her career from the beginning – only now with an even greater impact on the culture, stability, and long-term success of the business she’s helping to build.

Crystal and the team are supported by Darcy and Madison. Since 2020, Darcy has served as their listing coordinator, handling the MLS details and supporting Crystal’s work. More recently, Madison joined the team, bringing an uplifting energy and a fresh approach to marketing. Together, Darcy and Madison strengthen the foundation Crystal has built, allowing her to focus on higher-level operations while ensuring every listing and client experience is supported with excellence. “I am so grateful for them,” Crystal said. “As we’ve grown and evolved in this business, I need their help more than ever.”

Together, the team has the magic to hold onto the top spot in the state year after year. “Everyone has their different strengths, but we make it work. We’re one big family,” Crystal said. “At the end of the day, I can’t say enough how thankful I am for how generous and thoughtful the guys are.”

“I love my job. I do love what I do, and I know I’m good at it,” she said. “I enjoy supporting the guys. I have great perks, and our clients are simply amazing. We work with amazing people from across the world. I know it’s rare to have a job that you love as much as I do.”

Crystal pours herself fully into the two roles that matter most to her – her work and her son, Gage. As a busy teenager at 15, Gage keeps life full and active, and Crystal makes it a priority to meet him there, carving out time for the things they love to do together like golfing, hiking, skiing, and simply getting outside to enjoy the Montana lifestyle they both appreciate.

The Whitefish Lake Team’s impact extends far beyond real estate – they are all deeply committed to giving back to the community they call home. A significant part of that effort is their ongoing support of Dream Adaptive Recreation, an organization that creates life-changing outdoor recreation opportunities for individuals with disabilities. Through multiple fundraisers each year, the team helps raise both awareness and critical support for their mission. Team leader Cjay Clark also serves on the organization’s board, further strengthening their hands-on involvement and commitment. In addition, Sean Averill regularly offers property and resources to help host events, ensuring fundraising efforts have the space and support needed to succeed. Crystal is proud to give back to an organization that gives so much to those in their community.

In every measure of success behind The Whitefish Lake Team, Crystal is the

“

I’m thankful to be recognized by my peers for this sometimes thankless job. The grind never ends, but to be recognized made me stop and appreciate just how much this work means to me.”





PORLIER
CUSTOM HOMES



406- 624-8815
steve@porliercustomhomes.com

SERVING BOZEMAN
& BIG SKY

“

WE WORK WITH
AMAZING PEOPLE
FROM ACROSS
THE WORLD. I
KNOW IT'S RARE
TO HAVE A JOB
THAT YOU LOVE
AS MUCH AS I DO.”

quiet constant holding it all together. She may not always be the most visible face of the organization, but she is undeniably its foundation. She gives relentlessly of her time, talent, and heart so others can lead, grow, and succeed. Her impact is felt in every smooth transaction, every supported teammate, and every client experience elevated by care and precision. More than a role or a title, Crystal is the unsung hero and the true heart behind the team – the one who makes success not just possible, but sustainable.

Connect with Crystal and the team at
crystal@purewestmt.com.

80 • September 2026



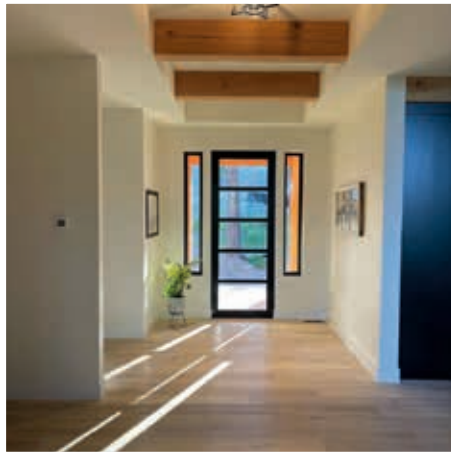
RELIABLE
BUILDS

TRANSPARENT
PRICING

SEAMLESS
PARTNERSHIPS

From Design to Done All Under One Local Roof.

For your clients who value craftsmanship and care — we're your flooring team. Locally owned, fully involved, and committed to delivering a finished product you'll be proud to recommend again and again. Because when your clients feel taken care of, everyone wins.



Design. Product. Install

📍 @tfskalispell 2472 US Hwy 93 S Kalispell, MT 59901 • 406-755-1136



TETON HERITAGE™
B U I L D E R S
ESTABLISHED 1996

BIG SKY | JACKSON

VISIT [TETONHERITAGEBUILDERS.COM](https://www.tetonheritagebuilders.com) TO START BUILDING YOUR DREAM.



**BACK
NINE**
PROPERTIES

BOZEMAN • MONTANA

Your Property. Our Priority. Always.

PROPERTY CARETAKING SERVICES AND ESTATE CONCIERGE

We offer peace of mind to second homeowners throughout the Gallatin Valley by providing exceptional care while your clients are away. From seasonal inspections and post-storm checks to routine property walkthroughs, pre-arrival grocery stocking, and coordinating professional housekeeping prior to your clients' departure — we ensure their home is impeccably maintained and always ready for their return.



303-818-2272 | chris@backnineproperties.com | [backnineproperties.com](https://www.backnineproperties.com)





*Soak More
& Worry Less!*

#1 HOT TUB DEALER
IN MONTANA
Now with 6 Locations

Bozeman Showroom
8488 Huffine Lane
406-586-5850

Butte Showroom
1315 N. Montana
406-723-6513

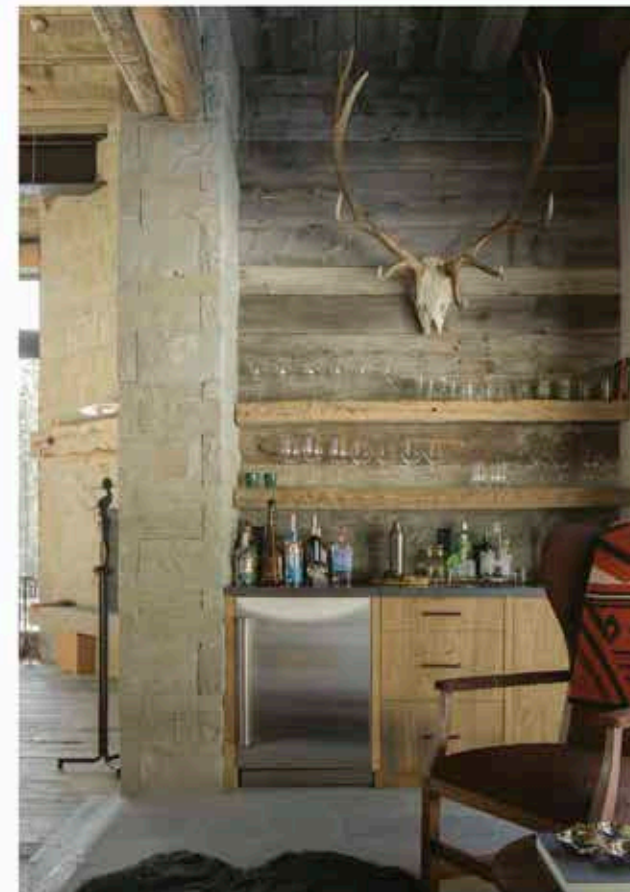
NEW Missoula Showroom
3275 N. Reserve Street
406-550-5482

Big Sky Showroom
47520 Gallatin Road
406-993-8300

Helena Showroom
2300 N. Montana
406-442-5551

NEW Whitefish Showroom
1830 Baker Ave
406-609-4308

EST. 1979 - LOCALLY OWNED AND OPERATED TODAY!




LOHSS
CONSTRUCTION

406.763.9081
www.lohssconstruction.com

ESSENTIAL CARPET CLEANING AND SANITIZING EXPERTS SERVING BOZEMAN/BIG SKY & KALISPELL



Truck-Mount Steam Cleaning | RX-20 Rotary Available

Wall to Wall Carpet Cleaning

Pet Treatments | Upholstery Cleaning

Oriental Rug Pick Up/ Drop Off

SAME DAY SERVICE AVAILABLE

 **SCHEDULE
ONLINE**

Bozeman: 406-580-4558
xtremecarpetcleaning.biz

Kalispell: 406-471-1143
cleaningkalispellcarpet.com

WHEN DISASTER STRIKES, WE ARE HERE TO HELP!
THERE IS NOTHING WE CAN'T HANDLE.



Water Damage

Mold Mitigation

Ice Dam Removal

Construction & Remodels

**FREE
ESTIMATES**



Bozeman: 406-451-5246 | Kalispell: 406-471-1143
xtremerestorationmt.com