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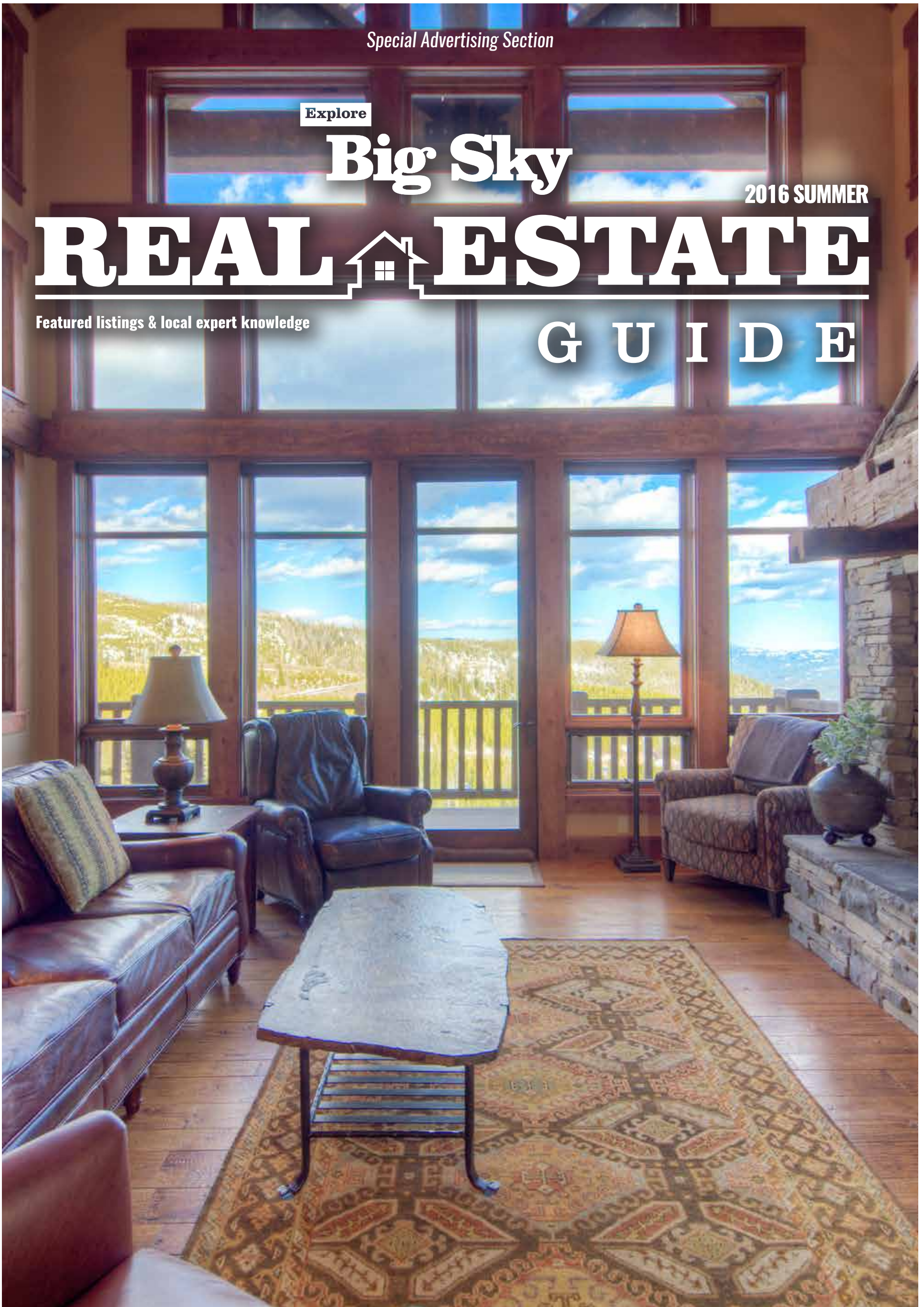
Big Sky

2016 SUMMER

REAL ESTATE

Featured listings & local expert knowledge

GUIDE



Poised upon a hilltop overlooking Big Sky Resort, Cascade Ridge offers luxury ski-in, ski-out, free standing condominiums with a private lodge and concierge services.
PHOTO COURTESY OF CASCADE RIDGE

Read more on page 6.

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Book your space in the Winter 2016 Real Estate Guide!

December brings with it visitors, snow, and holiday cheer to Big Sky. Engage thousands during peak seasons. Email us today!

Contact Ersin Ozer
ersin@outlaw.partners
406.995.2055 / 406.451.4073

WHY BIG SKY?

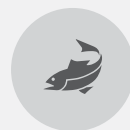


OUTLAW PARTNERS PHOTO

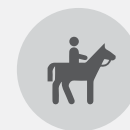
RECREATIONAL ACTIVITIES



Big Sky Resort:
 • 5,800 acres of skiing
 • 18-hole Arnold Palmer Golf Course
 • Mountain bike trails and zipline course



Gallatin Canyon / Big Sky
 • Gallatin River fishing, rafting, and kayaking
 • Big Sky Community Park
 • Hiking and biking trails



Lone Mountain Ranch:
 • Horseback riding and fishing
 • All inclusive dude ranch
 • Nordic ski trails

PRIVATE CLUBS



Yellowstone Club:
 • 2,200 acres of private skiing
 • 18-hole Tom Weiskopf Golf Course
 • Concierge services

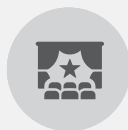


Spanish Peaks Mountain Club:
 • Private skiing
 • 18-hole Tom Weiskopf Golf Course
 • Concierge services

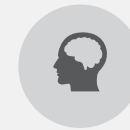


Moonlight Basin:
 • Combined skiing with Big Sky Resort
 • 18-hole Jack Nicklaus Golf Course
 • Concierge services

SMALL TOWN CHARACTER



Events:
 • Summer farmers markets
 • Annual Big Sky PBR
 • BSCO Annual Gala
 • Music in the Mountains concert series
 • Snobar at Big Sky Resort
 • TEDxBigSky



Health / Education / Arts
 • Bozeman Health Medical Center
 • Lone Peak High School and Ophir schools
 • Warren Miller Performing Arts Center

LOCATION



• 20 minutes from Yellowstone National Park border
 • Tucked between the Gallatin and Madison ranges at the base of Lone Mountain



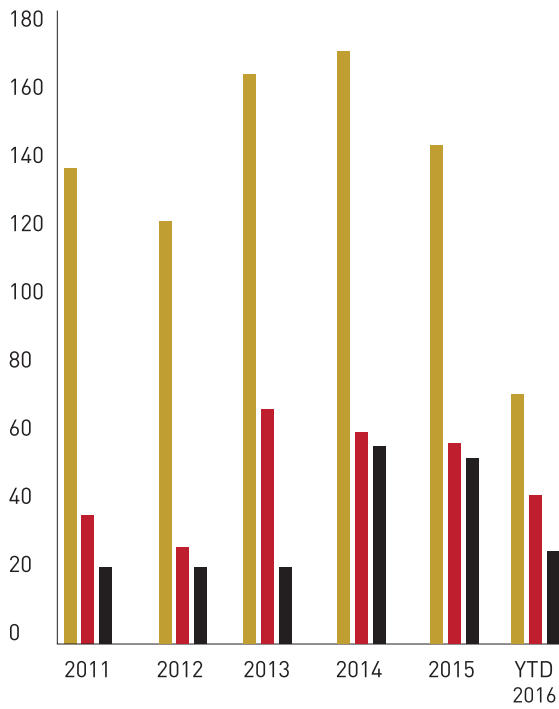
• 1 hour from Bozeman, Mont.
 • Proximity to Bozeman Yellowstone International Airport

Big Sky Residential Statistics

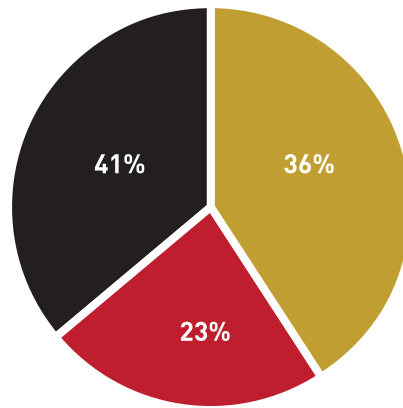
Market Segments

■ <\$500K
 ■ \$500K - \$1M
 ■ \$1M+

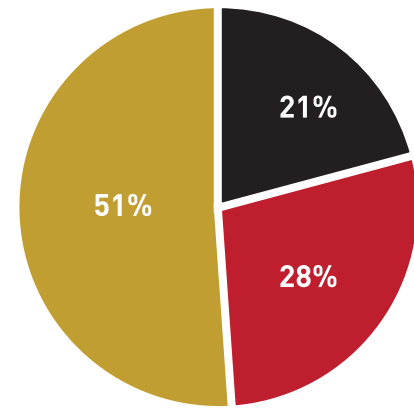
Historical trends by number of sales



Current inventory for sale



2016 YTD sales + pending contracts



<\$500K

Lack of inventory continues to push the lower end of the market. In 2011 single family homes made up 41% of this market sector. Now in 2016, it only makes up 1% of this market share due to limited availability, highlighting the difficulty for primary residents to purchase homes in Big Sky.

\$500K-\$1M

This sector of the market is showing the strongest growth of the three categories, on pace for the highest number of sales within this price range in the past 5 years. Additionally there has been a moderate 7% increase in median price from 2015-2016.

\$1M+

\$1M- The luxury home market remains steady compared to 5 year trends, but has a slower pace due to a higher inventory. It also has had a slight drop in average sale price in the past year.



Village Center #280 | Big Sky | \$395K
621 SQ FT / 1 bedroom, 2 bathroom
Incredible location in the base area of Big Sky Resort



Buck Ridge Lodge | Gallatin Canyon | \$839K
4,144 SQ FT / 3 bedrooms, 3 bathrooms
Enjoy Montana lifestyle on 20 acres with prime motorized access to forest service trails



388 Andesite Ridge Rd* | Yellowstone Club | \$6.45M
4,852 SQ FT / 4 bedrooms, 5 bathrooms
Ski-in, ski-out residence with incredible views

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Real Estate

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Don Pilotte / Berkshire Hathaway HomeServices Montana Properties

Finding your Montana



To some people, Montana invokes Big Sky Resort or one of the other ski areas in the state. To others it's a small city like Bozeman or a wide spot in the road such as Ringling. But often it's the land and its characteristics that draw people to a Montana location.

The outdoor recreation opportunities and privacy offered by a property play a large role in the real estate selection process. And more recently, agricultural production as well as return on investment is becoming more critical in the purchase of a ranch or recreational property. However, that is not to say that price, proximity to an airport or town, amenities, ease of access or property improvements have decreased in importance.

Pricing for recreational/ranch properties are closely tied to commodity prices, privacy, inventory and the "neighborhood." Parcels located in high demand locations such as the Rocky Mountain Front—as well as the Gallatin, Madison and Yellowstone valleys—are often listed at, and sell at, higher prices than the statewide averages.

The market for recreational or ranch properties has generally been improving since 2009—which was the recent low point in the market—both in terms of sales volume and amount of land sold. According to Southwest Montana Multiple Listing Service, in 2013 there were 14 reported sales of properties in excess of 200 acres, with a sales volume of nearly \$30 million.

In 2014, there were 21 reported sales with a volume just over \$51 million; during 2015, 15 sales generated close to \$39 million. Keeping in mind that most ranch or recreational transactions occur in the summer and fall, 2016 appears to be off to a strong start with nine reported sales totaling about \$15 million.

Research into a statewide database for similar properties shows approximately \$28.5 million in pending sales at this time.

In evaluating ranch and recreational sales pricing, properties with high amenity values such as "private" fishing water or abundant big game still tend to sell at the highest values on a per acre basis. If a property has high caliber fishing amenities—though it can be a challenge determining where that influence begins and ends—the value increase can range between \$7,000 and \$20,000 per acre.

Montana is an arid state, so the value of water for agriculture—whether that production is in the form of cattle, hay or grain production—also creates higher per acre prices. Pivot irrigation typically adds between \$3,000 and \$5,000 per acre, which on average is twice as valuable as flood-irrigated land.

If a property can cover all of its costs of operation, and kick back some cash at the end of the year, the property will generate more interest from the widest spectrum of potential buyers.

Over improvement on a ranch or recreational property tends to generate less interest from buyers as that "dream-come-true" residence. A barn, skeet range or tennis court can quickly become a nightmare with many potential buyers, when those improvements do not meet their dreams or expectations.

For more information or to discuss ranch/recreational opportunities statewide, contact Don Pilotte at Berkshire Hathaway HomeServices Montana Properties in Big Sky at (406) 580-0155, or email don.pilotte@bbhsmt.com.



The O'Dell Creek property in the Centennial Valley is 187 acres offered at \$1,995,000, bordering public land, with remote fishing and hunting. PHOTOS BY DON PILOTTE



Cottonwood Camp on the Yellowstone River is 228 acres of ideal upland, waterfowl and big game hunting listed at \$1,450,000.



The Diamond Bar 7, a 2000-acre working ranch just north of Big Timber, Mont., is offered at \$3,995,000.



CASCADE
RIDGE

A Unique Ski Neighborhood

Cascade Ridge offers luxury ski-in/ski-out, free-standing condominiums with a Private Lodge and Concierge Services.

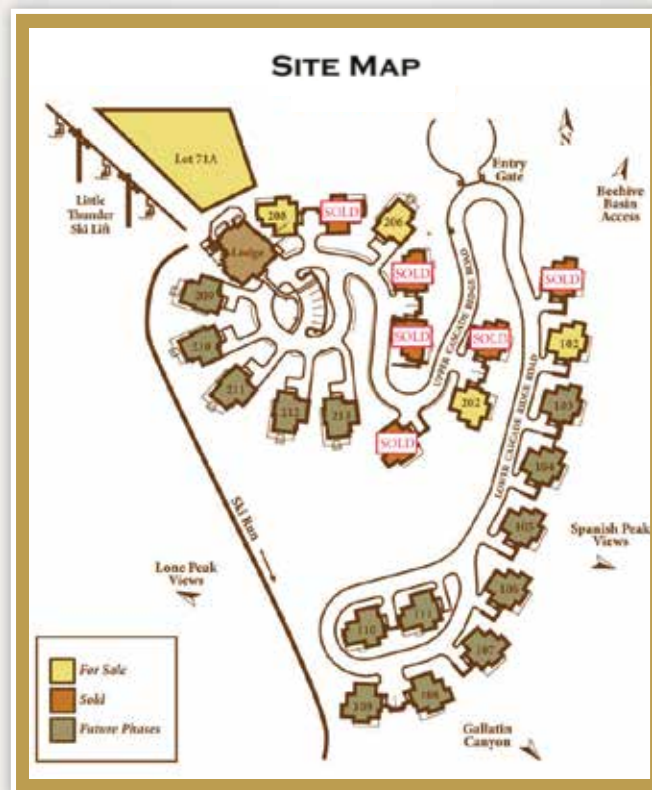


NEW OFFERING!

For the first time, Cascade Ridge is offering a Single Family Home adjacent to the Cascade Ridge Lodge! Home purchase includes full Cascade Ridge Lodge membership with concierge services.

Cascade Lot 71A / \$3,495,000 / 8 bedrooms / 9 baths / 5987+/- sq.ft.

**NO DETAIL IS
OVERLOOKED
IN THIS
EXQUISITE,
PRIVATE
HILLTOP
COMMUNITY.**



AVAILABLE PROPERTIES

PHASE II *All featuring en-suite bedrooms.*

102 / Jefferson / \$1,695,000
5 bedrooms / 6 bathrooms / 3089 +/- sq.ft.

207 / Jefferson / \$1,745,000 *(under contract)*
5 bedrooms / 6 bathrooms / 3089 +/- sq.ft.

208 / Jefferson / \$1,745,000
5 bedrooms / 6 bathrooms / 3089 +/- sq.ft.

206 / Yellowstone / \$2,395,000
6 bedrooms / 7 bathrooms / 4548 +/- sq.ft.

PHASE I

202 / Madison / \$1,775,000 *Fully Furnished*
4 bedrooms / 4 bathrooms / 4202 +/- sq.ft

Contact a listing agent for additional information:



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INTERNATIONAL REAL ESTATE

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BIG SKY, MONTANA



William Feher

Listing Agent / General Manager

WILLIAM@CASCADERIDGE.COM

406-600-0275



Sandy Revisky

Listing Broker, GRI, CRS, ABR, SFR

SANDY@OWNBIGSKY.COM

406-539-6316

Big Sky Sotheby's International Realty Home is between the brown and white signs



Gallatin Gateway Farmhouse, listed by Laura Sacchi at (406) 570-9651 PHOTOS COURTESY OF BIG SKY SOTHEBY'S INTERNATIONAL REALTY

Fishing in Montana is something akin to heaven. From majestic rivers and lakes to crystal-clear alpine streams, the vast amount of fishing in southwestern Montana is almost unfathomable.

You can hopscotch from one waterway to another, and never run out of fishing holes. Each area is unique and none less beautiful than the other.

Madison River

One of the select rivers in the U.S. with the blue-ribbon designation, the Madison River begins in Yellowstone National Park at the confluence of the Firehole and Gibbon rivers.

The Madison flows out of Yellowstone into Hebgen Lake, then into Quake and Ennis lakes before continuing through the narrow gorge of Beartrap Canyon. It then meanders 140 miles until it quietly ends at the confluence of the Missouri River in Three Forks, Mont.

Trout fishing in the Madison is exceptional with large browns and rainbows, and anglers can easily access the river via boating or wading. The Upper Madison has additional catch-and-release protocols to the standard Montana regulations, in order to maintain the wild trout populations, and you can easily access the river from the towns of West Yellowstone, Big Sky and Ennis.

Gallatin River, Gallatin Range and Spanish Peaks

Beginning at Gallatin Lake in the high mountains of Yellowstone National Park, the Gallatin River runs 115 miles to the Missouri in Three Forks. The majority of the river is closed to float fishing, which gives rise to some of the finest wade fishing waters in Montana and less fishing pressure.

The scenery along the Gallatin is spectacular. Where it flows through Gallatin Canyon, towering rock walls and national forest land surround you. The river opens up below the canyon and skirts west of Bozeman, where you'll find a variety of accesses and scenic mountain ranges all around you.

The Gallatin Range and Spanish Peaks are riddled with mountain lakes and hungry fish. You'll find good-sized cutthroats, the occasional golden trout and even some Arctic grayling—a beautiful and rare species with a shimmering blue dorsal fin.

These lakes are generally accessed by hiking; some are a short out and back, while others could entail multiple-night backpacking trips. Some of the more popular lakes in this area include Hidden Lakes, a series of eight beautiful waters; Golden Trout Lake, which true to its name is full of golden trout; Lava Lake is home to some good-sized cutthroat; and Deer and Diamond lakes require more challenging hikes, but are well worth the effort.



West Yellowstone Fishing Retreat, listed by Tim Cyr at (406) 580-6316



Gallatin Canyon River Home, Listed by Jeff Helms at (406) 539-0121

You'll also want to check out Dudley and Albino lakes, which are accessed by more family friendly hikes.

No matter if you're a spin, fly or bait fisherman, casting into these world-class rivers and lakes will not disappoint.

We can help you make southwest Montana home. Call any of the Big Sky Sotheby's International Realty listing agents above for details on these properties. Visit bigskysir.com or call (406) 995-2211 for more information.



Spanish Peaks Mountain Club

Mountain Properties



SETTLEMENT CABIN #18
5 BR/6.5 BA Settlement Cabin in the exclusive Spanish Peaks Mountain Club. The rustic exterior is timber sided with log accents, a true Montana dream cabin.

Offered for \$2,350,000



363 LOW DOG

The ideal ski-in/ski-out mountain home. This home has 4 bedrooms and 5 full baths plus a large family/TV room on the lower level with a separate kitchen.

Offered for \$2,895,000



180 THOMAS MORAN

4BD/5BA residence with over 5,000 sq. ft. of living space. A custom log home in a private setting just a short drive to the amenities offered at Spanish Peaks Mountain Club.

Offered for \$2,250,000



BLACK EAGLE 14, 20 & 23

Ski-in/ski-out properties in the heart of Big Sky Mountain Village. 4 BR/4 BA units built in 2014 with a mountain contemporary design and many upgraded finishes.

Offered from \$1,290,000



3225 OUSEL FALLS ROAD

This 4 bedroom + bunk room/4.5 bath custom home has been beautifully crafted and features 360 degree panoramic views and is surrounded by 80 acres of open space.



SADDLE RIDGE I-2

Being sold fully furnished, this attractive and well maintained 3 bedroom/2.5 bath townhome also has a hot tub off the lower level deck and BBQ on the upper level deck.

Offered for \$540,000



307 WILDRIDGE FORK

Fully furnished and exquisitely decorated 6 bedroom, 6.5 bath home. Offers open living room layout, large chef's kitchen and elegant master bedroom.

Offered for \$3,950,000



39 SWIFT BEAR

This exceptional ski in/ski out mountain home sits on 1.572 acres with a year round stream and adjacent to open space. It boasts stunning and inspiring views of Lone Peak.

Offered for \$3,582,000

MONTANA LIVING
BIG SKY REAL ESTATE



MONTANA LIVING

BIG SKY REAL ESTATE

Meadow/Canyon Properties



584 AUTUMN TRAIL

This spacious 3 level custom home located in the charming Aspen Groves sub-division boasts superb high end finishes.

Offered for \$1,378,000



795 KARST

A lovely Montana Homestead that features a main home with 3 bedrooms and 4 baths as well as a guest cabin with 1 bedroom and 1 bath on 1.41 acres.

Offered for \$759,900



SPANISH PEAKS NORTH HOMESITE #41

A wide open south facing homesite with exceptional views of the Gallatin Range on 3.91 acres.

Offered for \$359,000



BLUE GROUSE HILLS UNIT #14

A well maintained, tastefully furnished 3BR/2.5 BA with single car garage with privacy and convenience.

Offered for \$469,900

Luxury Land



YELLOWSTONE PRESERVE

1,580 acre collection of 8 mountain ranches being sold in its entirety. This rare property borders national forest, the Yellowstone Club, and Gallatin Preserve.

Offered for \$39,900,000



YELLOWSTONE CLUB LOT 404

A 2.25 acre homesite with breathtaking, dramatic mountain views. Lone Peak is literally in your back yard.

Offered for \$2,975,000



GALLATIN PRESERVE

In the heart of Big Sky, Montana the Gallatin Preserve offers a rare opportunity to own a 160 acre ranch in the middle of one of the fastest growing resorts in the country.

From \$3,500,000



ROCKING S7

An exceptional 50 acre parcel situated 25 minutes from Bozeman along the western side of the Bridger Mountains, adjoining large ranches and the closely held Dry Creek drainage.

Offered for \$1,375,000

THESE ARE ONLY A SAMPLE OF OUR MANY LISTINGS.

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LOCATED IN THE BIG SKY TOWN CENTER
ADJACENT TO GRIZZLY OUTFITTERS

THE FAIRWAYS

Big Sky, Montana

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BIG SKY
Properties

The NEW Fairways, ONLY ~~8~~ 6 units available, placing you STEPS from the tee box and minutes from Big Sky Resort's world-class skiing.

Building #1 Units A and B are both under contract
Building #2 is available (*Unit A is being offered at \$1,150,000 and Unit B \$1.1M*)

To learn more, contact us at [406.209.3069](tel:406.209.3069) or info@thefairwaysatbigsky.com



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Smart Home Systems

Integrated home controls to enhance your lifestyle

On a frigid February morning in Big Sky, Mont., the sun begins to rise and your home starts to come alive. Prior to waking, the house adjusts to your preferred climate using radiant floor heating and smart thermostat technology to ease you into the brisk morning.

You reach for the keypad on your nightstand and press the “Wake Up” button. With one touch, the coffee begins brewing and your favorite TV channel turns on—its audio playing from the bedroom and bathroom speakers. The lights begin to turn on at a low level and gradually brighten as you get ready to start the day.

After making your way downstairs for the morning coffee, you walk over to the in-wall kitchen touch panel to read the Big Sky weather forecast and mountain snow report while planning your ski day.

Carving through some fresh powder later that morning, you suddenly remember you forgot to arm your home’s security system. With the touch of a button on your cell phone, you hit the “Away” button from your mobile app and your home is now armed and secure.

Exhausted and content after a long day on the hill, you arrive back home at the ski room entry and enter your personalized code on the smart lock. The security system disarms immediately and you’re greeted by the warmth and pleasant ambiance of the ski room fireplace.

A day of mountain adventures means an evening of comfort and relaxation is in order. Before exiting the ski room you walk over to your lighting keypad and press the “Hot Tub” button. The pathway is now illuminated from the ski room, through the mudroom and proceeding out to the hot tub patio. This single button also turns on the hot tub jets and has begun playing your favorite music playlist through speakers on the patio.



Touch panels deliver dedicated control over all the technology in your home. With a simple swipe of the finger you can access music, display weather reports, and adjust the thermostats to the perfect temperature.



Remote capabilities through a mobile app allow you to keep an eye on your home even when you're away. PHOTOS COURTESY OF SMART HOME SYSTEMS

When bedtime arrives, you reach for the same nightstand keypad with the “Wake Up” button and push the “Good Night” setting. With a single tap, the system shuts down the lights, fireplace and hot tub, arms the security system, and begins to prepare itself for the day tomorrow.

Smart home technology is more than convenience and comfort in your home. It’s about enhancing your lifestyle by integrating all of the home’s controls to fit your needs. It also means spending more time enjoying vacation and less time relearning how to gain control of your home.

Visit *Smart Home Systems, Inc.* on Facebook or at sbs-mt.com for more information on the latest smart home technology and to stay up to date with industry trends.



Customizable keypads bring elegance, entertainment and convenience to your home with one-touch control.

BIG SKY PROPERTIES PRESENTS



66 SLEEPING BEAR ROAD HOME

- One of a kind log home and land
 - 3BR/3BA/3 Levels/2,394 SF
 - 2+ acres
- Listed at \$865,000



DIAMOND HITCH HOME

- 4BR/6BA/2 Master Suites
 - Fully Furnished & Turn-key
 - 3 Stone Fireplaces
- Listed at \$3,195,000



MINOR SUB 227C, CEIL DRIVE

- Lone Mountain Views
 - 6+ acre Home Site
 - Limited covenants
- Listed at \$395,000



ALPENGLOW CONDOS

- New Construction
 - 3-4BR/4BA/2596-2662 SF
 - Lone Mountain views
- From \$649,000 to \$669,000



FAIRWAYS CONDOS

- New Construction
 - #2184 4BR/4.5BA/2840 SF
 - #2188 4BR/3.5BA/3043 SF
- From \$1,100,000 to \$1,150,000



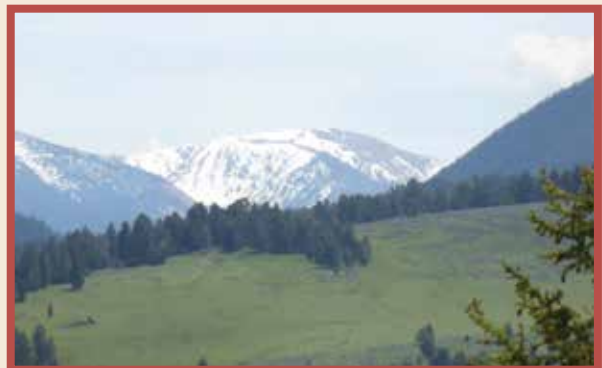
LONE MOOSE MEADOWS CONDO 101D

- 4BR/3BA/2600 SF
 - Ski-in/ski-out
 - Fully furnished
- Listed at \$1,295,000



MONTANA CLUB SUBDIVISION

- 4 Single Family Residential building sites
 - Only Residential lots on Lone Mountain
 - Great ski access
- From \$975,000 to \$1,200,000



RIVERVIEW RANCH - BLACK WOLF RIDGE

- 20 Acres Home Site
 - Spectacular Views
 - Perfect Horse Property
- Listed at \$495,000



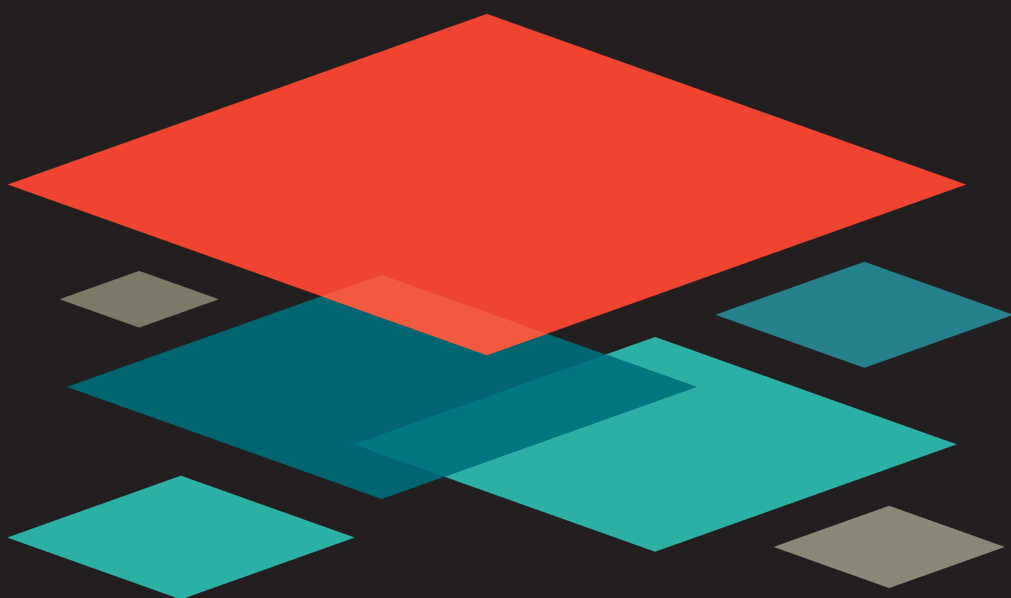
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1. Offered in select areas of Vermont, Colorado, Wyoming, Montana, Utah, Idaho, New Mexico, and California in the Lake Tahoe area.
2. The rate lock programs may not be available for all loan types or for all transactions. Please contact us for more details.

Subject to credit and property approval. Other restrictions and limitations may apply.

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TO YOUR CALL



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BERKSHIRE HATHAWAY

HomeServices

Montana Properties

Beehive Basin, Camp Arrowhead
\$6,200,000 | #208912



***A real estate company is like a home.
The great ones have a strong foundation.***



If you are looking for the ultimate ski getaway or unique mountain home, our team of skilled professionals and their intimate understanding of the market will help you find the perfect property.

Montana's #1 Real Estate Company with 13 offices to serve you around Western Montana.

Let our family help yours.

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The Knolls at Hillcrest

A 55-plus, active adult lifestyle community



The Knolls at Hillcrest is a 55-plus active adult lifestyle community located in Bozeman, Mont. PHOTOS COURTESY OF THE KNOLLS AT HILLCREST



Every building style features natural light on all four sides of the homes.

Conveniently located overlooking Bozeman and the surrounding mountains, The Knolls at Hillcrest may be a perfect solution for baby boomers embarking on a quest to “right-size” their lifestyle—if their current living space is no longer satisfactory. The Knolls offers many upscale features and finishes, along with forward-thinking amenities to make life easier for active adults.

Key features in each home include: spacious great rooms that provide creative options for intimate seating arrangements; generous dining and entertainment space; open access to the kitchen; and private courtyards that extend the indoor/outdoor living options. Homes are designed with no-step accessible entries, enabling individuals to access its main rooms without navigating stairs.

Other accessibility features include spacious walk-in showers; creative, accessible toilet rooms; natural lighting on all four sides of the home; and attached garages. Many floor plans offer offices, studios, and “flex” spaces. Wide entryways and hallways create spacious, comfortable living areas.

The overall architectural concept has built-in flexibility for interior design styles as well.

Any floor plan can easily accommodate a range of design choices from traditional, rustic, country, contemporary, or an eclectic style depending on an individual’s interior finish selections. The living space in the homes at The Knolls complements and supports a healthy, vibrant lifestyle in an aesthetically pleasing home design.

The Knolls is designed for easy living to enhance the lifestyle and well-being of its community residents. Footpaths from the doors lead to health care facilities, shopping, dining, spa, and social activities. Those same paths connect to an extensive corridor of Bozeman’s hiking and biking trails, as well as parks that showcase tranquil streams and serene fields with awe-inspiring vistas.

While retaining a small town feel, the Bozeman community offers activities and programs throughout its vibrant downtown and at nearby Montana State University. Cultural amenities rival those in larger metropolitan areas



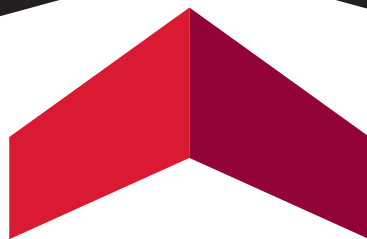
Key features offered in each home include generous dining and entertainment space with open access to the kitchen along with spacious and gracious hallways and circulation spaces, resulting in a relaxing and functional place to live and play.

and include opera and ballet; summer art walks; live theater like Montana Shakespeare in the Parks; and Museum of the Rockies, a world-famous dinosaur museum.

Combined with a wide array of outdoor recreational opportunities—such as fishing, skiing, mountain biking, hiking, rafting, and golfing, among others—it’s easy to understand why Bozeman ranks as one of the nation’s most livable cities and one of the best for retirement.

The Knolls is a maintenance-free community that provides scheduled lawn care, a landscaping maintenance service, snow removal, and best of all, the freedom to “lock and leave”—a home check-in and security program for absentee owners or active travelers.

ERA Landmark Real Estate offers these homes for sale. Contact sales associates Mark Meissner and Doug East at theknollsatbillcrest.com and on Facebook at [facebook.com/TheKnollsAtHillcrest](https://www.facebook.com/TheKnollsAtHillcrest).



ERASM
REAL ESTATE

DISTINCTIVE PROPERTIES

ERALANDMARK.COM

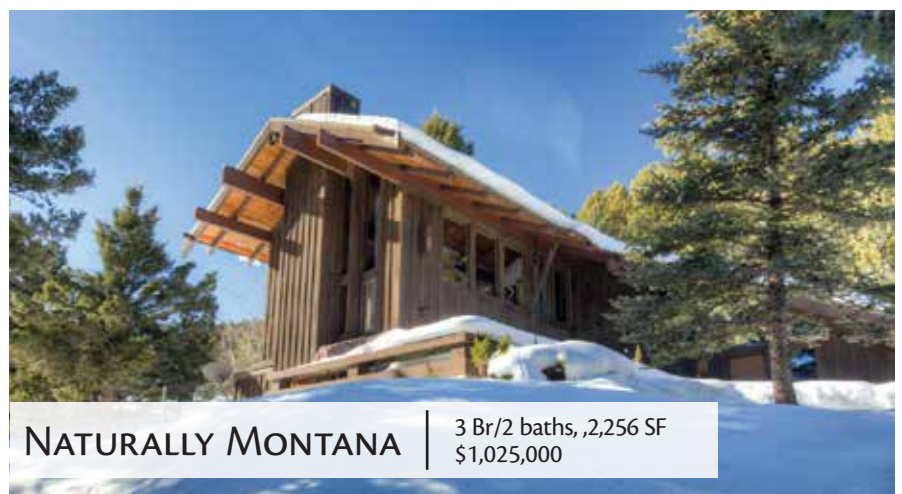
Stay a week... or a lifetime[®]



RIDGEVIEW ESTATES | 4 Br/4.5 baths, 5,100 SF
\$2,995,000



CABIN SPLENDOR | 4 Br/3 baths, 2.5 acres
\$1,064,000



NATURALLY MONTANA | 3 Br/2 baths, 2,256 SF
\$1,025,000



Maggie Biggerstaff
CRS, GRI, RSPS, Broker
406-580-6244



Daniel Delzer
Broker
406-580-4326



Kirk Dige
Broker
406-580-5475



Mitch Immenschuh
GRI, Broker
406-580-9392



Katie Haley Grimm
CRS, RSPS, CIPS, Broker
406-580-3444



Ron Seher
Sales Associate
406-580-3363



Ron Tabaczka
Sales Associate
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Robyn Erlenbush CRB Broker Owner Each office independently owned and operated.