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Explore **Big Sky 2017 WINTER** REAL # ESTATE **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. Read more on page 6.

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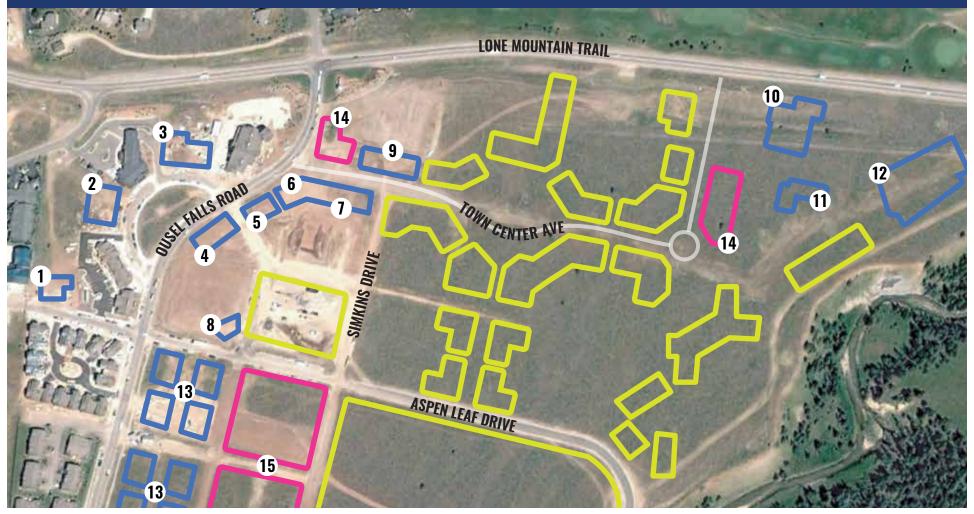
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EBS Special Sections: reserve your space in the next real estate guide

Contact Ersin Ozer ersin@outlaw.partners 406.995.2055 / 406.451.4073

A decade of development in 'downtown' Big Sky

A Google Earth image of Big Sky Town Center circa 2006 with completed development and planned projects overlaid



6. Lone Peak Cinema

7. Building 32*

8. Center Stage

COMPLETED PROJECTS UNDER CONSTRUCTION FUTURE PROJECTS

- **1.** Peaks Centre Building 9. 47 Town Center Ave.*
- **2.** Choppers Grub & Pub **10.** Roxy's Market
- **3.** Market Place Building **11.** Peaks Building*
- 4. Alberto's / China Cafe **12.** Big Sky Medical Center
 - **13.** Elevation 6000 Condos

MAPPING ASSISTANCE PROVIDED BY GAGE CARTOGRAPHICS

Big Sky Town Center has experienced remarkable growth since its inception two decades ago, and there's plenty more coming. Ryan Hamilton, Town Center's project manager, estimates the area billed by the developer as the place "where big sky comes together" is 40-45 percent built out.

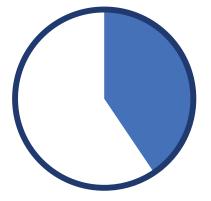
The triangular-shaped, 165-acre property located south of Highway 64 was approved for a planned unit development in 2000. In 2003, Town Center saw the rise of its first project in the Tamarack Court condos. Two years later, Town Center's first commercial space, Big Sky Western Bank, found a home just north of Town Center Park.

5. Clock Tower Building*

14. Under Construction Commercial

15. Under Construction Residential

*Mixed use - commercial and residential



BIG SKY TOWN CENTER IS CURRENTLY

40-45% **BUILT OUT**

More recently, a number of new businesses including Big Sky Medical Center, Roxy's Market and Beehive Basin Brewery have opened up shop at the eastern end of Town Center.

Future development will continue filling in the space between Building 32-home to East Slope Outdoors and other retailers on the lower level and residential units on the upper floor-and Roxy's Market. That stretch of Town Center Avenue, which was conceptualized as a walkable, higherdensity "Main Street" for Big Sky's growing population, will run roughly parallel to Highway 64.

One of those projects is a hotel, which will be built by Lone Mountain Land Company. Details are still being finalized, but Hamilton said community space in the form of a 1-acre plaza is included in the project design. The plaza will complement other common gathering areas like the ice rink, Center Stage, and Fire Pit Park—home to a weekly farmers market during the summer.

It won't be this year, or the next, but when the construction dust settles on the land owned by the Simkins family for more than 40 years, Big Sky just might have itself a downtown. - EBS Staff

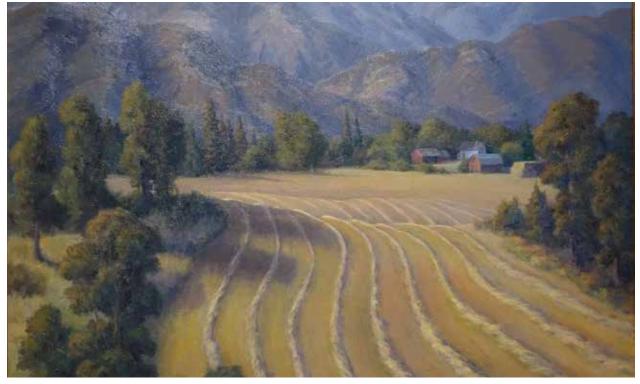
Architect's Wife A guide to designing your Montana home



Designing the interior of your home can be overwhelming. Often we find ourselves with an internal struggle to mimic a particular design period or aesthetic, which can result in our homes losing the most important aspect to design: our own unique style.

Bozeman's own design showroom Architect's Wife, located in the historic Montana Motor Supply building, and its counterpart Abby Hetherington Interiors, are dedicated to bridging the gap from outside inspiration to our own eclectic take on how our homes should be designed, lived in and most importantly, enjoyed.

Interior designer Abby Hetherington understands that imagination not only solves problems, but can also make a unique statement to each home. Hetherington challenges homeowners to trust their own style when it comes to designing a new space. "Don't be scared to design outside of the box," she advises. "Make your home yours, not your neighbor's."



Architect's Wife is a space that allows for conceptual ideas to become tangible, allowing each customer to envision the future of their own space. PHOTO BY SETH NEILSON

The philosophy that Hetherington abides by in her own firm mirrors the carefully curated furniture lines displayed at Hetherington's showroom: Architect's Wife is a space that allows conceptual ideas to become tangible,



providing each customer the ability to feel fabrics, explore textiles, play with room design and envision the future of their own space.

At Architect's Wife, you'll find world-renowned furniture vendors such as Thayer Coggin, Kelly Wearstler, Gamma Italia, Saba Italia, Younger and Cisco Brothersall of these companies believe in the same value of incorporating personal style to high-end spaces.

Saba Italia parallels that same philosophy, but primarily focuses on versatility. Saba does not stop at creating collections aesthetically pleasing to the high-end eye, but fixates on the integrity of their ergonomically designed product.

On their website, Saba describes their work as tailormade for each client: "The Saba collection



Saba Italia's furniture design is guided by the desire to experiment without overstepping the boundary of excess, supported by constant attention to quality and ergonomics. PHOTO COURTESY OF SABA ITALIA

The Kelly Wearstler Collection offers a blend of high-end quality and playful design. PHOTO BY SETH NEILSON

Architect's Wife believes in brands such as Kelly Wearstler, not only for her respected name in the business, but more importantly, Wearstler's ability to achieve a high-end look while simultaneously being playful in her design.

"There has been a false dichotomy that individual style is not synonymous with high-end design," Hetherington says. "I wanted to create a showroom that personifies the necessity for unique décor without having to forfeit clean lines." And Hetherington and her team see that particular ideology in Kelly Wearstler's collection. is based on

functional, modern design, but it also provides the clothing to dress a home in the desires and dreams of those who live there." Offering invisible-tothe-eye slip covering on most upholstered and leather models, and multifunctionality to each design, Saba has been recognized as one of the most innovative furniture lines to date.

The Architect's Wife welcomes the eclectic homeowner with staged vignettes that are layered in personality, allowing each customer to leave with a truly unique piece of furniture, art or décor.

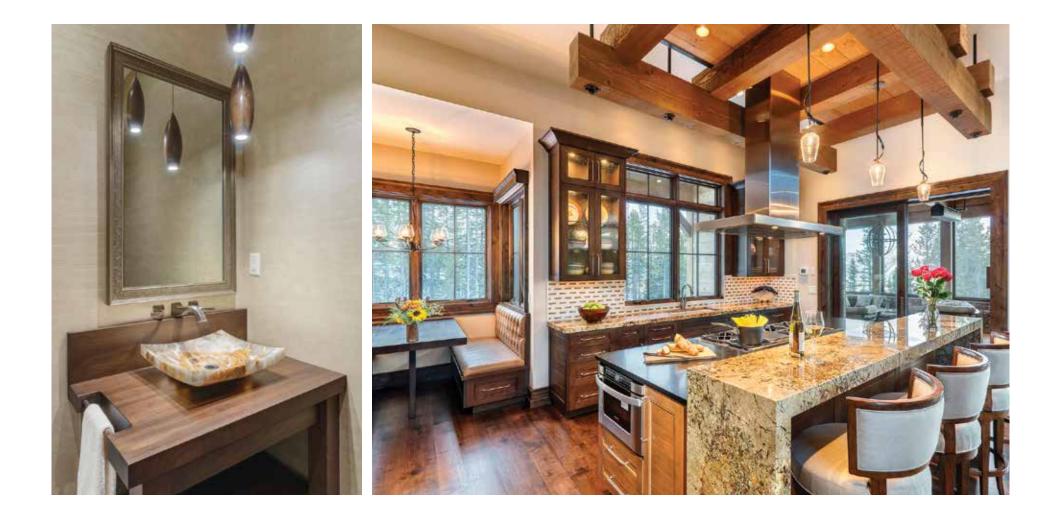
"I want each shopper to experience becoming their own designer, with the help of our educated staff of course," Hetherington says. To learn more about Hetherington and her collected lines, stop by the Architect's Wife showroom to collaboratively transform your Montana home.

Architect's Wife is always available at architectswife.com, or in person at 23 West Babcock Street in Bozeman. Call (406) 577-2000 or visit the store Monday through Saturday from 10 a.m. to 6 p.m. Full interior design services are available with Abby Hetherington Interiors at (406) 404-1330, or visit abbybetheringtoninteriors.com for more information.





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Don Pilotte / Berkshire Hathaway HomeServices Montana Properties

Montana's agricultural real estate market



As each new year begins, one of Montana's top rural appraisers makes an annual presentation summarizing the previous year's farm/ranch and recreational market, with an emphasis on the sales trends from the previous year.

Clark Wheeler, owner of Norman C. Wheeler and Associates and whose extensive database contains almost 7,000 transactions stretching back over 40 years, prepares his Annual Land Study for the Southwest Montana Farm and Ranch Broker's January meeting.

Wheeler's database of larger land sales shows that in 2016 about 190,000 deeded acres sold, which was down about 16 percent from 2015 when approximately 226,000 deeded acres sold. This compares to 2014 in which about 351,000 acres sold, and 2013 when approximately 223,000 deeded acres sold.



Willow Creek Ranch, near the Rocky Mountain Front and Augusta, Montana, is available at \$1,745,000. PHOTOS BY DON PILOTTE

Prices on a per acre average for those larger sales increased slightly in 2016, with the average price of \$1,665, compared to 2015 when that figure was \$1,426. Looking back to 2014, the average sales price was \$1,146 per acre, and in 2013 the average was \$1,310. These average prices include all of the typical land types commonly found within a large farm or ranch including native range, sub-irrigated, irrigated, dry cropland and forested land.

Most farm and ranch brokers agree that the farm/ranch and recreational market has remained relatively stable during the past four years, compared to the volatile years after the recession began in late 2008. In most of Montana, current land prices are still below the highest prices set from 2006 to 2008.

The value placed on most farms and ranches begins with commodity prices and production, then with recreational value added to that production figure. Location, as well as amenities such as access, privacy, recreation—including hunting and fishing including improvements—all combines to create a value for a specific property.



Diamond Bar 7 is an approximately 2,000-acre working ranch, north of Big Timber, Montana, offered at \$3,795,000.



In Montana, agriculture is a \$4.4 billion dollar industry with about 59.7 million acres involved in production, placing the state second only to Texas. Many people are familiar with only small portions of Montana and don't realize the large role that agriculture plays in the state. There are 28,000 farms and ranches in the state and the average Montana ranch is just less than 2,200 acres, ranking the state number two in average ranch size.

Cottonwood Crossing, a 228+/- acre recreational property, is filled with upland birds, waterfowl and big game, and is offered at \$1,450,000.

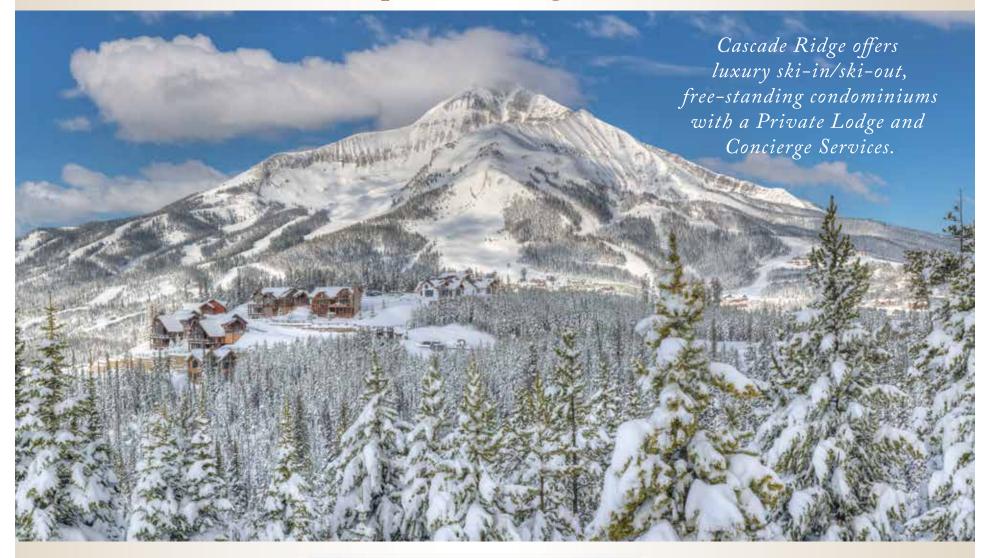
In terms of production Montana ranks first in lentils and organic wheat production; second in durum wheat, dry edible peas, flaxseed, safflower and spring wheat for grain; third for honey production, wheat for grain and all wheat, as well as Austrian winter peas, barley, other spring wheat, canola and garbanzo beans; fourth in winter wheat and alfalfa hay; fifth in sugar beets; sixth in wool production and lamb crop; seventh in calf crop; and 10th in cattle and calves, with 2.7 million animals.

Clearly, agriculture is big business in Montana. But it's often the number of elk, or miles of river or creek frontage, that initiate the calls for farm/ ranch properties, and then we discuss the production and characteristics of the property.

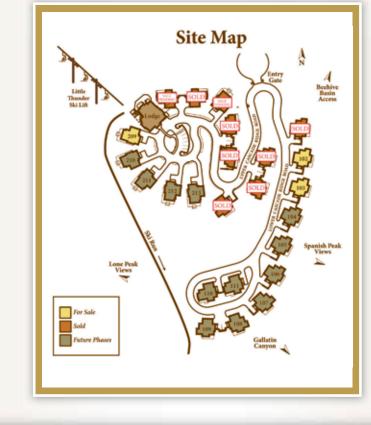
For more information on farms and ranches in Montana, contact Don Pilotte at Berkshire Hathaway HomeServices Montana Properties in Big Sky at (406) 580-0155, or email don.pilotte@bbbsmt.com.

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PHASE I

201 / Madison / \$1,995,000 Fully Furnished 4 bedrooms / 4 bathrooms / 4202 +/- sq.ft



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Powder Ridge Cabin #21 4BR/3BA/2567 SF Fully furnished/turn-key, Ski-in/ski-out Listed at \$1,149,000



97 Sleeping Bear Road 4BR/4BA/4431 SF 1.715 Acre lot, Horses allowed Listed at \$1,895,000





Cascade Ridge Condo #205 4BR/4BA/3128 SF Ski-in/ski-out, Spectacular views Listed at \$1,795,000



Montana Club Minor Subdivision 4 Single Family Residential Building Sites Fantastic Mountain views, Great ski access Priced from \$975,000 Alpenglow Condos - New Construction 3-4BR/4BA/2596-2662 SF Lone Mountain views From \$529,000 to \$669,000

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Stacy and Eric Ossorio / Berkshire Hathaway HomeServices Montana Properties

Another day in Paradise





Ulery's Lake Lot 17 is 20 acres in Moonlight Basin, offered at \$1,350,000 (MLS No. 215952). PHOTO BY STACY OSSORIO

"It's magical." We hear that a lot from visitors to Big Sky.

Well, it is magical here. If you're reading this, you already know. Sometimes we take things for granted and need a reminder of why this place is so special. Sometimes it takes a visitor to remind us.

The fact is that Big Sky is growing by leaps and bounds. It's not because anyone is compelled to be here, it's because so many people choose to be here and want to be here. Many lucky locals have made Big Sky their home. Many lucky visitors choose to make Big Sky their second home, sometimes after their first visit.

So, what is it that causes people to decide to rearrange their priorities to allow Big Sky to become a part of their lives? What view amazes them? Which location calls them into the woods, or to a nearby trail? Which building style strikes a chord? Which of our three club options suits their lifestyle?

There are not many places in the Rocky Mountains that clobber you with such a riveting and dominating alpine view: the silhouette of Lone Mountain on the western horizon.





Camp Arrowhead is a family compound on 25 acres, in Beehive Basin with Lone Mountain Views, and is offered at \$4,995,000 (MLS No. 208912). PHOTO COURTESY OF PEAK PHOTOGRAPHY

That rational desire sometimes leads to irrational, though thoroughly human behavior. The desire to be a part of Big Sky can be captivating and people often choose to belong to something that is unique and vibrant, and they rearrange their priorities accordingly. Fortunately, comprising just over 120 square miles of area—compared to Vail, Colorado's 4.5 square miles—Big Sky offers something for just about everyone.

View from the dining room of 2760 Bobtail Horse Road, offered at \$1,250,000 (MLS No. 217621) PHOTO COURTESY OF PEAK PHOTOGRAPHY

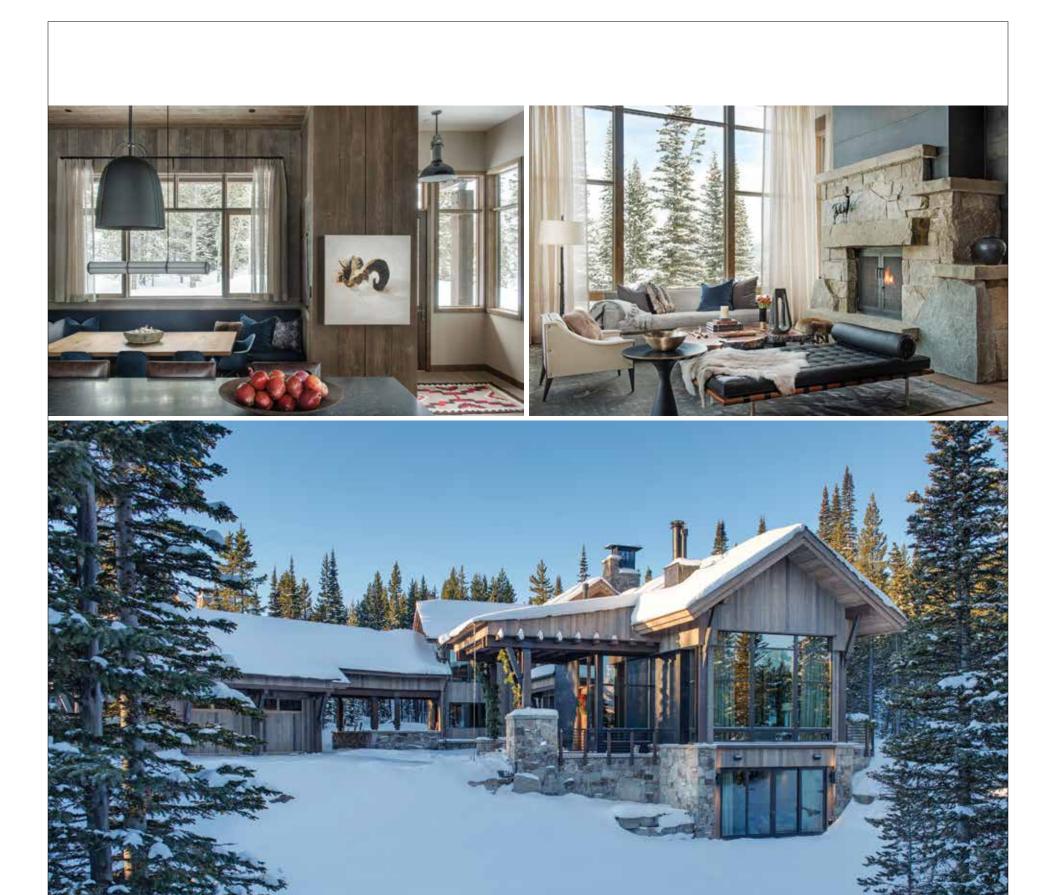
Big Sky is poised for \$1 billion in development investment over the next 10 years. This planned investment is the response to many factors, but can be boiled down to the very rational desire of so many people to enjoy the combination of unparalleled beauty, unparalleled outdoor recreation and the respect of nature reflected in the development of the area.

There are properties to fit all priorities: from condominiums and single-family residences, to fairway-side golf course or ski-in, ski-out lots, and 20-acre and larger tracts. Mesmerizing vistas are everywhere: there are no bad views.

As demand for Big Sky continues to put pressure on the existing built inventory, we see that land has reemerged as an attractive acquisition, allowing for a lower cost alternative to some speculative development and with the opportunity to create one's own vision when the time is right.

Exploring the abundance of opportunities can be daunting, as there are many factors to consider: proximity, neighborhoods, access, topography, and cost of ownership. We have lived here for 25 years and know the lay of the land, and would be happy to help you connect the dots in our growing community.

Stacy and Eric Ossorio are brokers with Berkshire Hathaway HomeServices Montana in Big Sky, and previously were brokers with Cushman & Wakefield of New York City. For more information, contact Stacy at (406) 539-8553 or stacy. ossorio@gmail.com, or Eric at (406) 539-9553 or eric.ossorio@gmail.com.









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Bozeman natives, the Simkins family has been responsibly guiding the planning and development of the Town Center neighborhood for over 20 years, always supporting their commitment to leave a legacy of which the community and their family can be proud. They have owned land in Big Sky since its pioneering days of the early 1970's.

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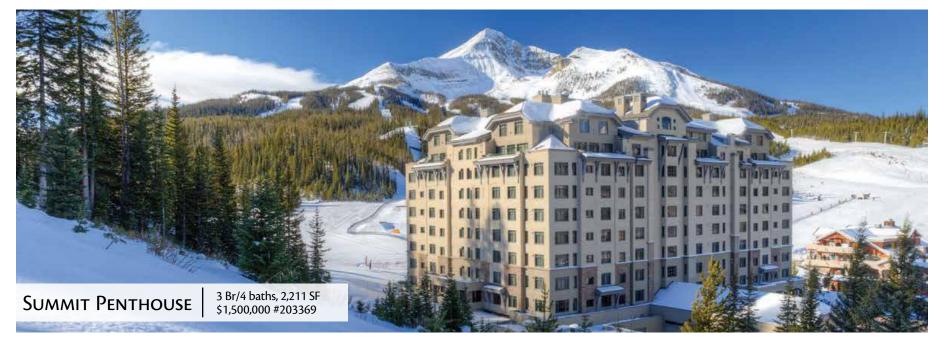
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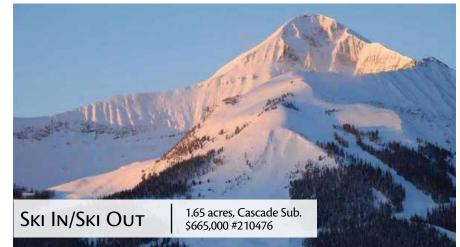


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