Big Sky

Special Advertising Section

REALALESTATE

Featured listings & local expert knowledge

GUIDE

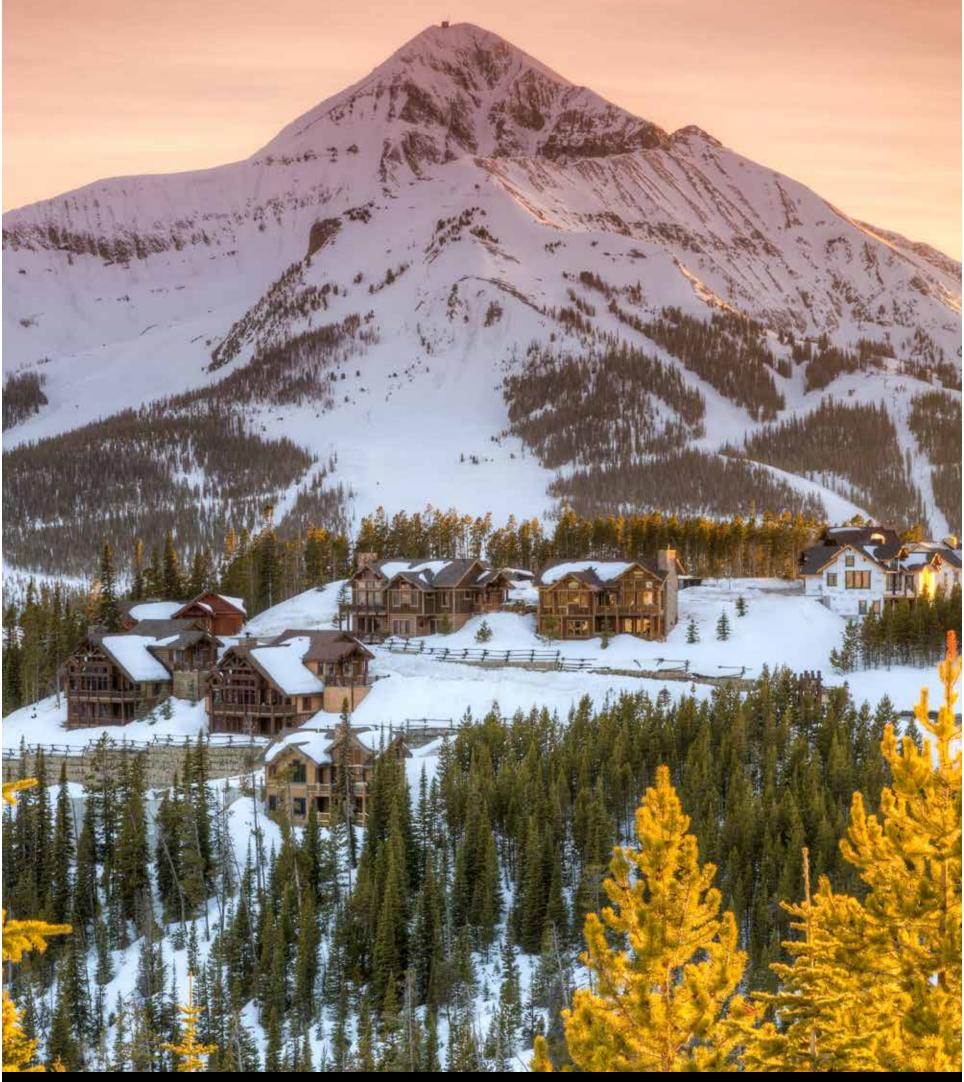


Photo Credit: Peak Photography



The Most Intimate Lodge Experience on the Mountain. Read more on page 3.



Making it in Big Sky

Tim Cyr and Cathy Gorman, Big Sky Sotheby's International Realty

BY SARAH GIANELLI EBS Associate Editor

BIG SKY – Tim Cyr and his wife Cathy Gorman have had a real estate presence in Big Sky for more than 30 years. Since moving to Big Sky in 1982, they have witnessed the area grow from a few businesses in the Meadow and the resort, to a thriving little town with increasingly world class amenities. In 2002, the couple left Big Sky Properties to found Big Sky Sotheby's International, now located in the Town Center Market Place building. In 2016, Cyr and Gorman opened an office in Bozeman.

As part of this ongoing series, realtors Cyr and Gorman shared their thoughts with EBS on the reasoning behind their success and longevity operating as a Big Sky small business.

Explore Big Sky: What has been the key to your success?

Tim Cyr: Listening to the needs and desires of our clients and customers. Also, longevity and persistence—we have lived here for 30-plus years. And our affiliation with Sotheby's International Realty [which operates in] 75 countries, [and has] 800 offices and 20,000 agents only in the nicest addresses on the planet.

Cathy Gorman: Respect, paying attention to client needs, knowing the market. Success has come mostly from having and sharing a deep love of this place and helping clients find their special place in it.

EBS: What are the biggest obstacles to operating a small business in Big Sky?

T.C.: There are none other than time and money. This is a very competitive environment. Talent is always rewarded.

C.G.: Big Sky is a small town. We face inventory shortages and high labor costs.

EBS: How has the business landscape changed since you started out?

T.C.: When we first arrived, Big Sky was basically the Meadow and Mountain Village and very little else. Now we have four resorts and subdivisions of all kinds. To have a theater, a big grocery store, and a hospital with a pharmacy is great progress. A downtown with a square is beyond any of my hopes of 30 years ago.

EBS: What is it about Big Sky that compels you to stick it out through the hard times?

T.C.: There is always something to do in Big Sky and it is almost always world class. The skiing, the hunting, cross-country, to springtime crust cruising, all great fun. My dogs are happy here. Big Sky is home. I am always happy to return to Big Sky.

C.G.: We chose quality of life over money a long time ago. Our children grew up with a freedom to roam the neighborhood, play outside unsupervised. We don't lock our doors. We hike from our house. We wake every morning to spectacular scenery, clean air, wildlife all around us. What hard times?



Realtor Cathy Gorman attributes a portion of she and husband Tim Cyr's success to "having and sharing a deep love of this place and helping clients find their special place in it." PHOTO COURTESY OF BULLOCK IMAGES

EBS: What is one of the most memorable moments you have had as a resident/business owner in Big Sky?

T.C.: In the early days of Big Sky, the promotion of the resort was a community effort shared by a few hotels and property managers. We formed a chamber of commerce and had a road show of fall ski events around the country.

EBS: Why do you think so many new businesses fold relatively quickly?

T.C.: I do not know of any good operators who have folded in Big Sky.

C.G.: They did not consider the off-seasons. They did not have enough money behind them. They were not equipped to run a business.

EBS: What advice would you give to small business owners just starting out in Big Sky?

T.C.: Stay away from debt.

C.G.: Do your homework. Have a plan.

EBS: What's the best piece of business advice you've received?

T.C.: Save your funds for a rainy day.

EBS: Where do you see your business in 10 years?

T.C.: With a Sotheby's office in five different towns across southwest Montana. To see a Big Sky Sotheby's International Realty office, 100 years from now, here in Big Sky on the square, and Big Sky is the best ski area in North America.

BIG SKY SOTHEBY'S - BY THE NUMBERS



Staff



Agents **20**



Years in business

16

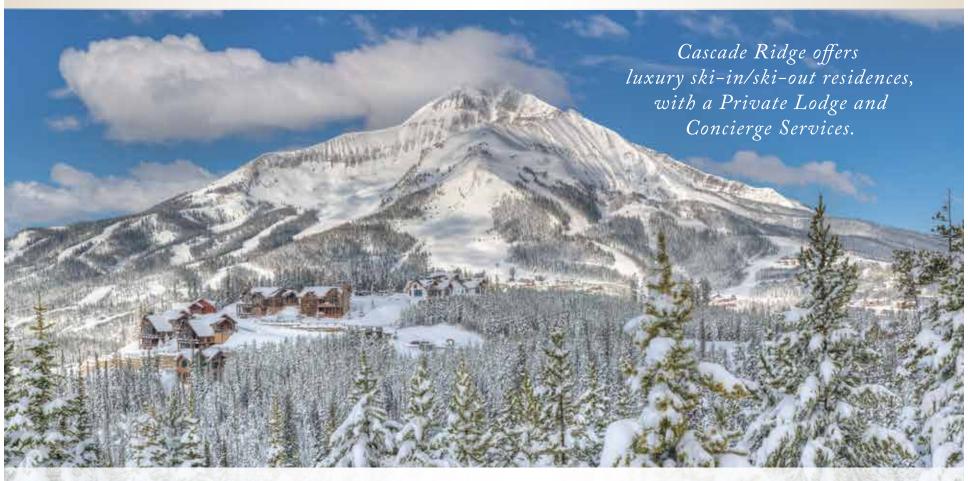


Longest serving employee:

Amy Sand - 15 years

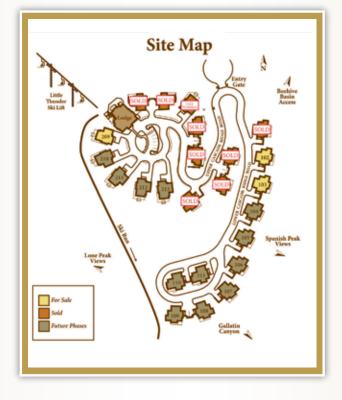


The Most Intimate Lodge Experience on the Mountain



- Personalized white-glove concierge service
- Ski-in/Ski-out to Big Sky Resort
- Guaranteed cost recovery on rentals
- Option to Custom design your home
- Fully managed, worry free maintenance
- Only 26 residences upon final build out 10 already built

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



AVAILABLE PROPERTIES

PHASE II All featuring en-suite bedrooms.

102 / Jefferson / \$1,995,000

5 bedrooms / 6 bathrooms / 3089 +/- sq.ft.

103 / Red Rock / \$2,395,000

6 bedrooms / 7 bathrooms / 4354 +/- sq.ft.

209 / Yellowstone / \$2,995,000

6 bedrooms / 7 bathrooms / 4390 +/-sq.ft.

PHASE I

Contact a listing agent for additional information:

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

Come Experience the Difference



CHRISTIE'S

406.995.4009 | **BIGSKYPUREWEST.COM**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





SAVOR THE SECRET | 5TH NIGHT FREE

MUKULRESORT.COM

TransUnion exec says shape up your credit now for spring house-hunting season

BY SARAH SKIDMORE SELL AP PERSONAL FINANCE WRITER

It may be winter now, but the spring house-hunting season is just ahead. John Danaher, president of consumer interactive at credit bureau TransUnion, says that makes this the perfect time for home-seekers who want the best terms and rates on a mortgage to take control of their credit.

TransUnion is one of the three major credit bureaus, which keep track of and provide consumer credit reports. Your credit report and score are integral to securing the best terms for a mortgage.

Q: Why think about real estate now?

A: Typically the home-buying season starts to heat up in the springtime. That is when people start looking around in earnest. So what we recommend is doing some work upfront to make that process go as smoothly as possible. That involves checking and knowing what your credit standing is and doing work to be preapproved for a loan so you're ready when you find the house you want. It helps you set a budget and know how much house you can afford.

Q: What are the first steps to take?

A: The first thing is to look at your credit report and see what your score is. And maybe people don't know this, but for a real estate transaction a mortgage lender looks at all three credit reports: TransUnion, Experian and Equifax.

So you want to understand what your credit score is and what is impacting that score.

On our side, we recommend things to consumers that they can do to improve that score. Utilization is one thing in particular that comes to mind.

I don't know about you, but I tend to overspend over the holidays. Typically in January I have my lowest credit score of the year because I have the highest utilization on my credit cards. I pay them down and my score tends to improve.

I think we recommend that the optimal utilization should be around 30 percent.

Q: What about just paying your bills on time? I understand that is the biggest driver of your score.

A: That is the single biggest determinant. If you are planning to buy a home, now is not the time to skip a payment. That will have the biggest negative impact on your score. It will do two things: it can drive the interest rate higher or it could, in certain cases, prevent you from getting a loan.

It's very critical for folks to pay their bills on time. And to the extent they can have a derogatory item on their credit (such as a very late payment, bankruptcy, tax lien or other negative item), to address or be aware of that.

Q: How long does it take to improve your score?

A: In some cases it can happen very quickly.

The example of if you pay off your credit cards, you'll see it next month. If you have a derogatory item, that can stay on your report for seven years. You just need to set your expectations that you are not going to get the best interest rate. You can take some actions that will change it within a month's time or it can be years.

Q: What should consumers know about efforts to change what the credit bureaus look at?

A: Certainly there is an effort to try to look at more consumer data to score more consumers, including things like payday loans or utility bills or rental payments. This is a trend in the industry that we call "alternative data" to score more consumers. But when you look at the continuum of products out there, the mortgage is the most traditional and resistant to change. The things they will look at are the same as years ago.

Credit score, debt-to-income ratio and the appraisal or value of property, those three are still the standard pillars of the mortgage industry.

Q: What are some common mistakes people make in the mortgage application process?

A: It's usually a gap between what they think they can afford versus what a lender would be willing to give them based on those three items. There can be a disconnect.

People say, "Hey I have good credit," and assume they do, then they go to the lender and the lender pulls their file and there's an issue or two on there. It's that gap between expectation and reality for some folks.

Taking the long view over the last twenty years or so though, that gap has narrowed because consumers have so much more access to their credit information than they ever did and tens of millions of consumers are checking their credit more often than ever before.

Q: Some people put a freeze on their account following the Equifax data breach. How long before seeking a mortgage should you lift that?

A: From a TransUnion perspective it can happen instantaneously. For mortgage lending purposes they are going to pull all three (reports). You have to remember where you froze it, how you froze it—online or whatever. You may want to take a day or two to unfreeze them before you apply but definitely make sure they are all unfrozen. It could potentially cause an issue if they can only get one or two out of the three.



YELLOWSTONE CLUB*



River Runs Through It 13,349 SQ FT / \$14M

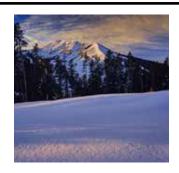
NEW LISTING

Lakeside Lodge Unit C-104 3,981 SQ FT / \$8.995M

BIG SKY



388 Andesite Ridge Rd. 5,020 SQ FT / \$6.69M



Lot 338 Bristlecone Dr 14.6 Acres / \$4.95M



Lot 86 Andesite Ridge Rd. 2.64 Acres / \$3.3M

400NLIGHT BASIN*



Lot 39 Diamond Hitch 1 ACRE / \$595K



Kandahar at Beehive Basin 5,409 SQ FT / \$3.45M



Moose Ridge Lodge 3,900 SQ FT / \$2.45M



2789 Two Moons 2,861 SQ FT / \$1.795M



25 Lower Dudley Creek 4,076 SQ FT / \$1.65M

BIG SKY



Firelight Condo C-15 1,092 SQ FT / \$274.9K



Cedar Creek Unit 38 868 SQ FT / \$260K



Cedar Creek Unit 13 783 SQ FT / \$245K

GREATER MONTANA



Big EZ Lot 42 20 ACRES / \$339K



Big EZ Lot 43 20 ACRES / \$375K

BOZEMAN



261 Parkland Trail 3,943 SQ FT / \$665K



353 Little Wolf Road 2,784 SQ FT / \$625K

1800 Skunk Creek Rd. 38.71 ACRES / \$393K

PRICE REDUCED

Osprey Cove Lakehouse Hebgen Lake, MT 4,628 SQ FT / \$1.495M



Lot 14 Chokecherry Lane Hebgen Lake, MT 1.08 Acres / \$97.5K

COMMERCIAL



Big Sky Entrance Property Big Sky, MT 4.61 Acres / \$3.24M



Marketplace Unit 104 Big Sky, MT 1,204 SQ FT / \$560,920 Lease Option



BeaverPond Plaza Units 8A & 8B Bozeman, MT 3,400 SQ FT | \$390K



RJS Tower Unit 205/207 *Big Sky, MT* 961 SQ FT / \$339K



Airport Garages
Bozeman, MT
\$24.9K per unit
Taking reservations for
building G

YELLOWSTONE CLUB*

Lot 433 Serpens Trail 1.89 Acres / \$2.95M

SPANISH PEAKS MOUNTAIN CLUB*



Ski Tip Lot 10 1.02 Acres / \$975K



Lot 38 Bitterbrush Trail 1.27 ACRES / \$800K



118 Old Barn Rd. 2.49 ACRES / \$475K



Lot 119 Old Barn Rd. 3.13 Acres / \$450K

BIG SKY



12 Ruby Range 3,133 SQ FT / \$755K



81 Pheasant Tail Unit 2 2,592 SQ FT / \$695K



21 Antler Drop 2,470 SQ FT / \$479K



Summit Hotel 911/912 1,303 SQ FT / \$695K

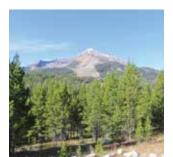


281 Village Center 473 SQ FT / \$295K

BIG SKY



Lot 4 Beaver Creek West 20 ACRES / \$539K



Lot 287A Rising Bull Rd. 1.04 Acres / See Agent



Lot 1 Ciel Drive 8.03 ACRES / \$415K



Lot 3 Joy Rd. 6.83 Acres / \$395K



Gallatin Rd. Tract 4 1.4 ACRES / \$254K

RANCH & RECREATION



Yellowstone Ranch Preserve Hebgen Lake, MT 753 ACRES Whiskey Jug Cabin: 2,702 SQ FT



SxS Ranch Bozeman, MT 483.78 ACRES / \$7.5M



Mountain Meadows Big Sky, MT 120 Acres / \$3.495M



Homestead at the Beacon Butte, MT 640 Acres / \$1.65M



Rocking S7 Ranch Lot 4 Bozeman, MT 20.232 ACRES / \$650K



LKRealEstate.com | 406.995.2404











BIGSKYBUILD.COM



LONE MOUNTAIN REAL ESTATE

www.lonemountainre.com



Black Eagle Lodge Unit 2 \$1,635,000

3 bedroom, 3.5 bath unit with the best views in the development. Direct ski access. Sold furnished with great rental income.



Aspen Groves Lot 7C

\$325,000

.952 acre lot just steps from hiking and Nordic ski trails. Lovely mountain views. This is a great building lot—2 mins to Town Center!



1539 BeaverCreek West

\$1,195,000

4 bedroom, 4.5 bath cabin on 20 beautiful acres. Commanding mountain views. Horses allowed. Sold furnished.



3 Speaking Eagle, Cascade Subdivision

\$2,495,000

Huge vistas of Lone Mountain from this sleek modern home under construction, 3,771 sq. ft. 4 bedrooms, 6 baths on 1.5 acres.



Grey Drake Lot 14

\$499,000

4.4 acres bordering 20 acres of open space. Very private setting and wonderful mountain views. Direct access to hiking trails.



Caroline Henley Broker/Owner (406) 581-0964



Josh Stevens Sales Associate (406) 600-7641



Bhrea Henley Sales Associate (406) 581-0735









\$2,100,000 3 bedroom, 3.5 bath home on 12 acres with a pond. Top of the world views. Adjacent to Lone Mountain Ranch Nordic ski trails.

1929 Chief Joseph Trail



Spanish Peaks Mountain Club Lot 76

\$624,000

1.06 acres adjacent to groomed ski access with spectacular views! Preliminary house plans and Geotech report included.



Grey Drake Lot 11

\$485,000

3 acres with building site that captures Lone Mountain. Enjoy hiking trails and the convenience of nearby Town Center.



Stillwater Unit 1043

\$429,000

2 bedroom, 2 bath end unit completely remodeled in 2017. Situated alongside a mountain stream in the heart of the Mountain Village.

LONE MOUNTAIN REAL ESTATE

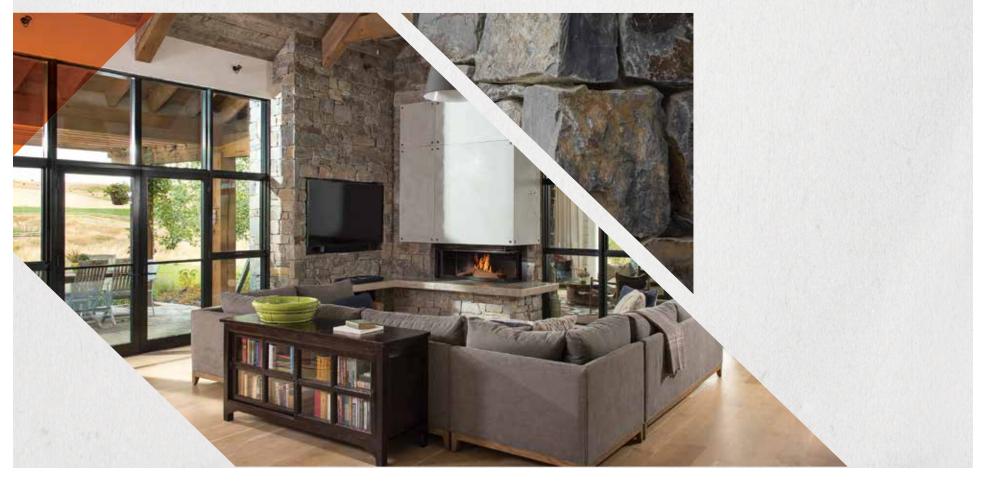
55 Meadow Village Dr. #4 Big Sky, MT 59716 (406) 995-4023

www.lonemountainre.com









A real estate company is like a home - the great ones have a strong foundation.



Our agents come with a network of experience and are backed by the most admired name in business.

Visit us at bhhsmt.com



Good to know.®

A member of the franchise system BHH Affiliates, LLC. Equal Housing Opportunity



DISTINCTIVE PROPERTIES

ERALANDMARK.COM

Hay a week... or a lifetime "









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



Daniel Delzer Broker 406-580-4326



Kirk Dige Broker 406-580-5475



Anna Hynson Sales Associate 406-230-6451



Mitch Immenschuh Katie Haley Grimm GRI, Broker 406-580-9392



CRS, RSPS, CIPS, Broker 406-580-3444



Ron Seher Sales Associate 406-580-3363



Ron Tabaczka Sales Associate 406-570-8105

ERA Landmark Big Sky | 406-995-3444 | Meadow Village Center & Arrowhead Mall, Big Sky, MT 59716 Robyn Erlenbush CRB Broker Owner Each office independently owned and operated.