

MONTANA'S REALTOR® DIGEST

*Photo by Erick Robbins
2026 Photo Contest Winner*

MAR'S ANNUAL PUBLICATION | 2025/2026

MontanaRealtors.org

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Cover: This photo was taken on the east side of Glacier National Park near St. Mary on the trail approaching Otokomi Lake. The predominant pink colored wildflower is Monkeyflower.



Bylines and columns express the opinions of the writers and do not necessarily reflect MAR policies or sentiments.

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PAST PRESIDENT'S LETTER

As we close the chapter on another year of service, it's remarkable to reflect on how much we've accomplished together. What began twelve months ago as a commitment to lead with purpose has grown into a year shaped by teamwork, perseverance, and a shared belief in strengthening the real estate profession across Montana.

Protecting Property Rights Through Legislative Action

This year brought several defining policy victories—wins made possible because REALTORS® across the state showed up, spoke up, and stood together.

- **Defeated [SB 358](#)**, would have eliminated exempt well use across Montana, significantly restricting responsible land use and development, reducing property values and limiting new housing supply while driving up future home prices.
- **Passed [SB 101](#)**, delivering meaningful protections for homeowners facing squatting issues.
- **Advanced subdivision reform through [HB 714](#)**, clarifying family transfers and reducing unnecessary barriers.

These efforts not only protected property owners—they reinforced the role REALTORS® play in shaping Montana's future. And while we celebrate these successes, we also prepare for the next session, knowing discussions around water rights, wells, and property taxes will require the same unity and resolve.

Progress in Governance and Member Support

We made significant strides on governance restructure this year. With the framework approved,

our association management team is now translating that vision into policy. In 2026, the Board of Directors will review the proposed changes, with implementation scheduled to begin in 2027. It's careful, intentional work—and it positions us for a stronger, more efficient future. Education also evolved in meaningful ways. Our refreshed GRI program now offers a shorter in-person requirement and the flexibility for members to choose from a suite of approved courses. This modernized structure supports lifelong learning while respecting the realities of a busy profession.

Building a More Informed Voice for Montana

Through expanded data collection, we strengthened our ability to advise policymakers with accurate, real-time insight. These efforts ensure decisions about housing, land use, and community development are informed by the people who know these markets best—Montana REALTORS® around water rights, wells, and property taxes will require the same unity and resolve.

A Year Defined by Relationships

Beyond the policy wins and program updates, what stands out most from this year is the deepening of our REALTOR® community

Across committees, meetings, and long work sessions, relationships grew—some newly formed, others strengthened by shared purpose. We supported each other through tough conversations, celebrated hard-earned victories, and found moments of levity when the work felt heavy. What makes this association exceptional isn't that we always agree, but that we meet one another with respect, curiosity,

Looking Toward 2026

As I reflect with gratitude on the privilege to serve, I'm also encouraged by the leadership ahead. A special thank-you to President-Elect Angela Klein Hughes, whose bright outlook, steady vision, and deep care for our members will help lead MAR into a strong and inspiring 2026. Our association is in good hands, and I'm excited for what her leadership will bring.

Closing Thoughts

This year has shown that when we serve, we grow—and when we come together, we accomplish more than any one of us could alone. Thank you for your trust, your collaboration, and your unwavering commitment to our shared mission. I'm proud of what we've built together, and even more excited for what's still ahead.



Robin Wallace
Immediate
Past President

Communication is the Foundation for 2026

Angela Klein- Hughes

2026 President, Montana Association of REALTORS®



Dear Members of the Montana Association of REALTORS®,

As we look ahead to 2026, I want to share the vision and commitments that will guide my year as your President. At the heart of everything we do will be two core principles: enhanced communication and greater transparency. Our members deserve timely information, clear expectations, and open access to what their Association is doing on their behalf—and 2026 will be the year we elevate that standard.

MONTHLY PRESIDENT'S NEWSLETTER

Beginning in January, you will receive a monthly President's Newsletter. This will be a true behind-the-scenes look at what is happening within MAR—what our leadership is working on, what decisions are underway, where your dues dollars are going, and what progress is being made on key initiatives. My goal is to bring our members directly into the conversation by giving you meaningful updates, not vague summaries.

STRONGER COMMITTEE COMMUNICATION & SUPPORT

Our committee chairs are essential to the success of this Association, and in 2026 we are increasing support and clarity around their roles. Expectations for chairs have been formally established, including monthly check-ins with me so we remain aligned and responsive. Clear direction results in stronger committees—and stronger committees serve our members better.

2026 MAR LISTENING TOUR

Next year, we will launch a statewide Listening Tour, visiting each of our local associations. We want to hear from you—what is working, what needs improvement, and what you need from MAR to thrive in your business and your communities. This is not a presentation; it is a genuine opportunity for us to listen, learn, and take action.

REAL-TIME NATIONAL DIRECTOR UPDATES

Transparency also means keeping you informed when national-level decisions are made. Our National Directors' reports will be emailed to membership immediately following each meeting. This ensures every MAR member receives accurate, timely information rather than waiting weeks for summaries or secondhand updates.

STAND-ALONE VIDEO COMMUNICATION

To better engage our members, we will incorporate short, direct video updates throughout the year. Video messages allow us to communicate quickly, clearly, and in a more personal way—especially when urgent issues arise or when we need to share important developments.

Communication is the foundation of trust, effectiveness, and leadership—and it will be the defining focus of 2026. I am honored to serve you, and I am committed to ensuring that every MAR member feels informed, involved, and valued.

Thank you for your continued dedication to professionalism, advocacy, and service across Montana. Together, let's make 2026 our most connected and transparent year yet.

With appreciation,

A handwritten signature in blue ink that reads "Angela Klein- Hughes". The signature is written in a cursive, flowing style.

Regional Ambassadors

Montana Association of REALTORS® Regional Ambassadors provide a critical connection between local associations and MAR. RA's relay needs and concerns from the local associations and offices directly to MAR so that offices and communities have resources they need.

Montana is divided up into three regions, Eastern, Central and Western. A detailed map can be found online at www.MontanaRealtors.org



Jim Anderson

Eastern Region

Jim serves the Eastern half of Montana and is the Regional Ambassador for the largest region based on geography. Jim is a Broker with Northern Land and Realty out of Havre. When not selling property, Jim is busy on his ranch and is actively involved with MAR's Government Affairs Committee.

Email: northernland@havremt.net



Michelle Haverstick

Central Region

Michelle represents the Central Region, all the way from the east side of Glacier National Park down to Yellowstone National Park. Michelle is the Broker/Owner of Gallatin Realty Group in Bozeman and is an avid outdoors person who loves dogs and fly fishing.

Email: michellehaverstick@gmail.com

and a commitment to the greater good. That spirit has been the true



Tim Lund

Western Region

Tim's territory is Western Montana and he's a Broker Manager with Coldwell Bankers Western States in Hamilton. Tim has served as a NAR Director and currently serves on the NAR RPAC Trustees Fundraising Committee.

Email: tlund@cybernet1.com

Regional Ambassadors welcome communication from MAR Members. Ambassadors bridge the gap between MAR and its members, sharing ideas of what works in offices to brainstorming solutions or discussing local or regional issues.

The Ambassadors are available to assist agents, offices and all MAR Members!

Legislative Recap

During the 2025 Legislative Session the Montana Association of REALTORS® tracked hundreds of bills and with your continued engagement and outreach, we helped shape outcomes on major issues — from water rights to zoning and permitting reform and housing investment — while staying vigilant on tax and regulatory policies that impact the business of real estate.

Recent changes to Montana's property tax system under [SB 542](#) and [HB 231](#) have added new layers of complexity that make it harder for homeowners and property owners to clearly understand how taxes are calculated and who ultimately bears the burden.

These bills significantly restructure tax rates, introduce multi-phase implementation, and rely on tiered valuations and shifting mill levies to address the impacts of recent reappraisals.

While we appreciate the Legislature's efforts to reduce tax burdens for primary homeowners, we are also observing unintended consequences from these policies that are affecting many long-time Montana residents.

Rapidly increasing property values over the last several years have already put pressure on household budgets, and the new tax structure shifts a greater share of the burden to higher-value residential properties and commercial properties, creating uncertainty and strain across the housing and business landscape.

MAR will continue to work with legislators and stakeholders to address these unintended impacts and to find a clearer, more predictable, and more equitable long-term solution to Montana's property tax challenges.

MAR also remains steadfast in our support for the responsible use of exempt wells.

During the 2025 legislative session, MAR worked diligently to stop harmful proposals that would have eliminated exempt well use across Montana, recognizing the vital role they play in providing water access for homes in rural and underserved areas.

We will continue to advocate for responsible water use while respecting senior water right holders and protecting private property rights.

With the recent lawsuit filed by the League of Cities and Towns challenging the 53-year-old law that allows de minimis water use from exempt wells for housing where no other water options exist, we are concerned about the potential consequences of overturning a long-standing policy.

It is difficult to imagine that a law in place for over five decades—mirrored by similar exempt well laws in 15 other western states—could suddenly be deemed unconstitutional.

MAR will continue to support the responsible use of exempt wells and work with legislators and stakeholders to find a practical, long-term solution in the next legislative session.

Thank you for being a vital part of our efforts this session. When MAR members speak up, policymakers listen—and it's your voice that helps protect property rights and promote homeownership across our state!

[View MAR's Final 2025 Bill Tracker](#)



“
It is difficult to imagine that a law in place for over five decades could suddenly be deemed unconstitutional.
”



Legal Update

JAMES A. BOWDITCH, Boone Karlberg P.C., Missoula, Montana

Property Tax Changes

The Montana Legislature recently passed legislation ([House Bill 231](#) and Senate [Bill 542](#)) which raised the tax burdens on non-owner-occupied residential properties such as second homes, vacation homes, and short-term rentals. The bills, which were signed into law by Governor Gianforte on May 12, 2025:

- Established a \$400 tax rebate for residential property owners for tax year 2024.
- Implemented a temporary, graduated tax rate for tax year 2025.
- Raised residential property tax rates from 1.35% to 1.9% for tax year 2026 and after, unless the residential property qualifies as a “homestead” or a “long-term rental” (essentially, if was occupied for at least 7 months during the calendar year).

Homes classified as homesteads or long term rentals will be taxed at tiered rates ranging from 0.76% to 1.9%, depending on their value relative to the state’s median home value.

The new tax burdens will take full effect in tax year 2026 and will be reflected in tax bills sent out in the fall of 2026. The Montana Department of Revenue’s statewide property appraisal for the 2025-2026 biennium is also anticipated to raise the value of all residential properties beginning in tax year 2025. Therefore, property tax bills for 2024 and prior years may not reflect the future tax burdens on non-owners occupied residential properties. MAR members are encouraged to notify potential buyers of such properties about the possible future tax burdens.

Exempt Wells Lawsuit

A coalition of plaintiffs — including the Montana League of Cities and Towns, Montana Farm Bureau Federation, Trout Unlimited, several environmental organizations, and individual

landowners — has filed suit against the State of Montana and the Department of Natural Resources and Conservation (DNRC). The lawsuit challenges Montana’s long-standing “exempt well” law, which allows small groundwater wells to be developed without a full permitting process.

If the plaintiffs are successful, the court could halt the use of exempt wells across much of the state. In many rural and developing areas of Montana, exempt wells are the only viable source of water for new homes. Removing this option would significantly slow — and in some places effectively stop — home building altogether.

The consequences would be serious:

- Fewer new homes built, especially in rural and growing communities
- A sharp reduction in housing supply over the coming years
- Increased pressure on already high home prices
- Housing becoming even less affordable for Montana families.

The Montana Association of REALTORS® intends to intervene in this lawsuit. While the State of Montana and DNRC are named as defendants, it is important to note that DNRC actively supported SB 358 during the 2025 legislative session — legislation that would have banned exempt wells across much of Montana. Because we cannot rely solely on parties that previously pushed for an exempt well ban to defend this law, it is critical that REALTORS® have a seat at the table to ensure the housing, property rights, and affordability impacts are fully represented.

MAR’s role as an intervener will be to advocate for the continued availability of exempt wells, protect the ability to build homes, and defend housing supply and affordability for current and future Montanans. MAR is joined by coalition partners in this effort.

MAR Photo Contest Winner - Erick Robbins



Erick has been a resident of the Flathead Valley since 1994. He was brought here from the desert southwest by the allure of the mountains of Glacier National Park, clean air and water, outdoor recreation and friendly people.

A graduate of Northern Arizona University with a Bachelor of Science in Hotel & Restaurant Management, he was previously employed at Whitefish Mountain Resort as group sales manager before becoming a full-time, licensed real estate agent and REALTOR® in 2002.

Affiliated with RE/MAX since 2003, his primary market focus is the “north valley” areas of Columbia Falls, the Canyon, West Glacier, the North Fork and Whitefish as well as Kalispell. Erick has been a consistent producer and award winner for numerous years, and he enjoys working with both Buyers and Sellers.

Pride, integrity and professionalism are paramount in how Erick represents his clientele.

When he is not hard at work, he spends his free time playing and exploring beautiful northwest Montana with his wife (a long-time educator with the Columbia Falls school district), kids and rescue dog. Erick is a proud member of the Rotary Club of Columbia Falls.

Picture was taken on the east side of Glacier National Park near St. Mary on the trail approaching Otokomi Lake. The predominant pink colored wildflower in the photo is one of my favorite, Monkeyflower.



SECOND PLACE - PATRICK DAUENHAUER, MISSOULA



THIRD PLACE - PATRICK LONDON, BIGFORK



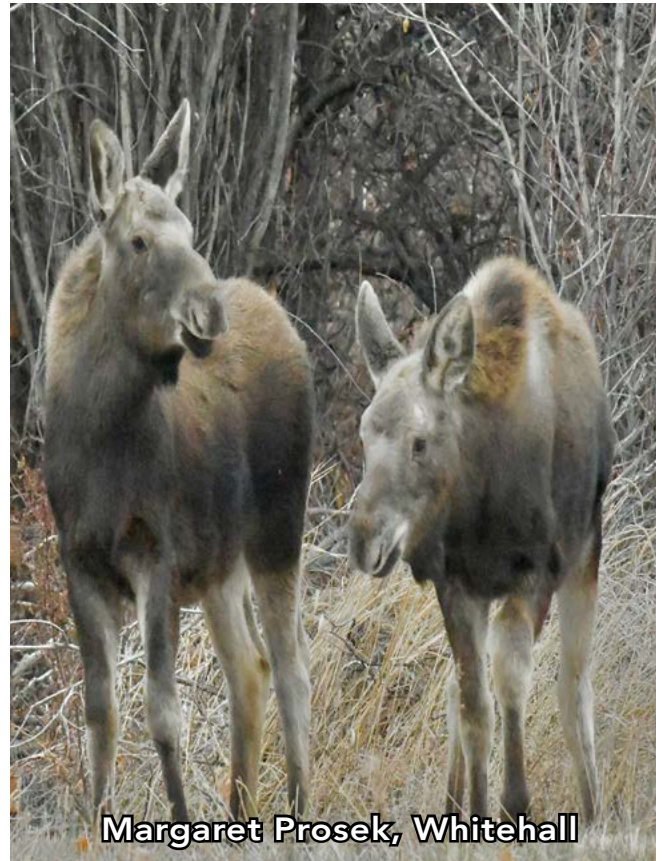
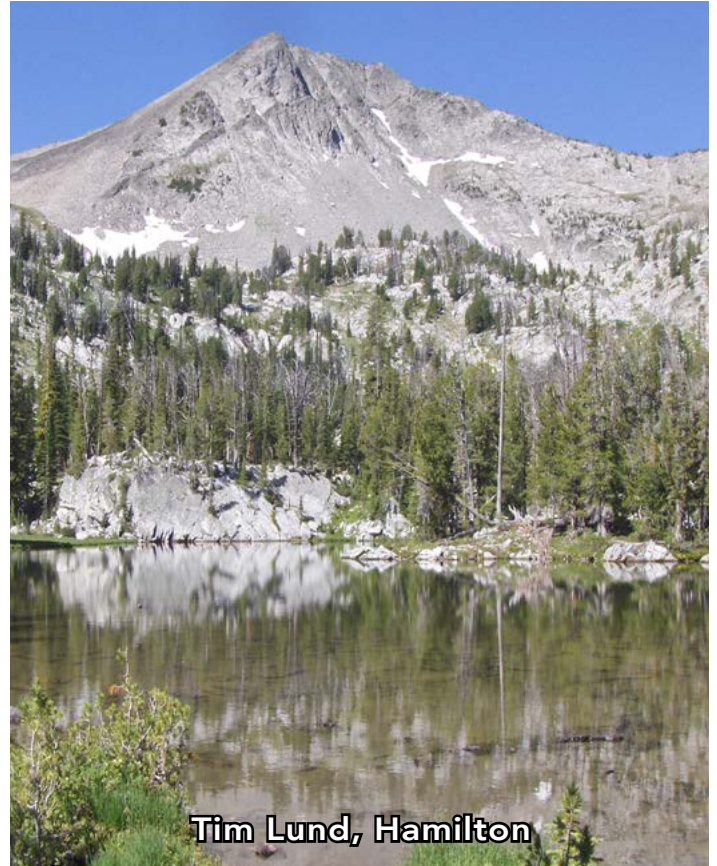
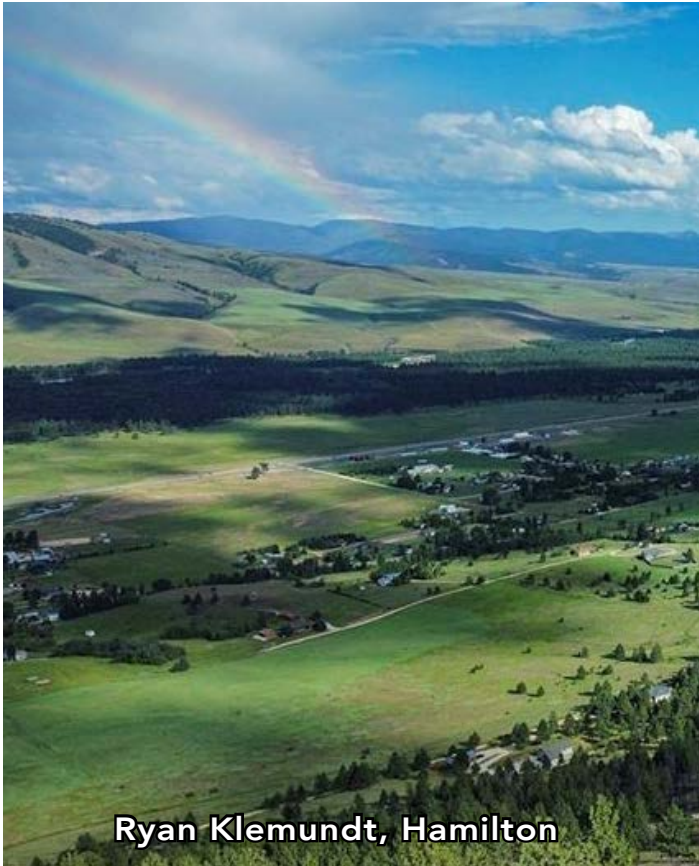
Photo Cover Contest

Thank you to everyone who entered photos for the 2026 cover contest!

MAR members entered photos showcasing wildlife, gorgeous landscapes, ranch lands, rainbows, wildflowers and everything that makes Montana, Montana!

We're highlighting the finalists on these and the previous pages.

MAR Photo Contest Finalists



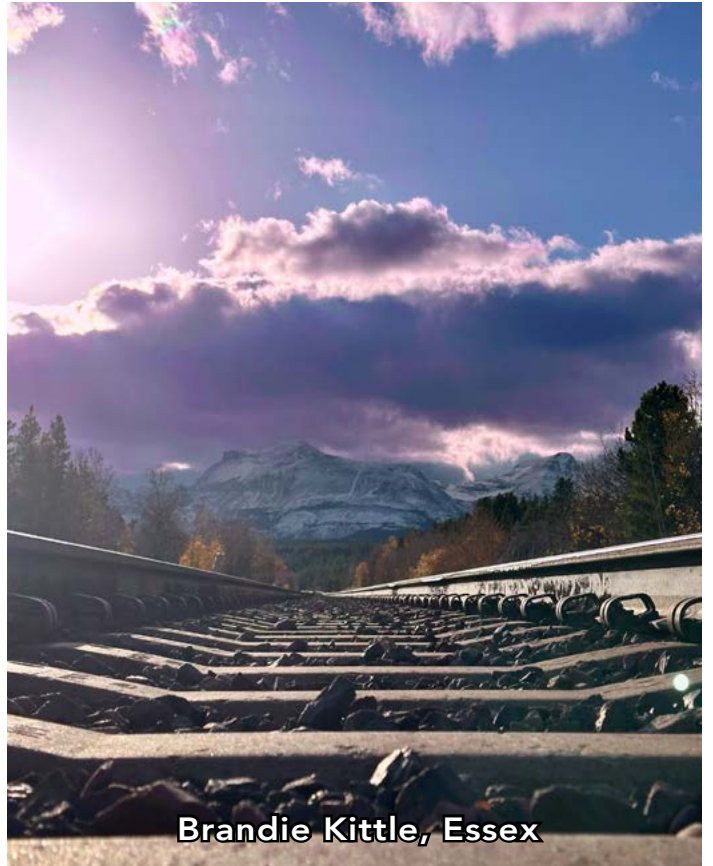
MAR Photo Contest Finalists



MAR Photo Contest Finalists



Kathie Butts, Hamilton



Brandie Kittle, Essex



Jill Hinrichs, Kalispell



Gidget Sannar, Lewistown

MARKET SNAPSHOTS

From Around The State





BAR Members present a Quality of Life check for \$34,000 to the Domestic and Sexual Violence Services program.



BVBOR member Miranda Malner awards the BVBOR Torch award at Florence-Carlton High School.

Billings Association of REALTORS®

This year marked a significant association milestone, 115 years of service to REALTORS® and the community. BAR celebrated the occasion with a “BAR-tday Party,” honoring the history of the association and the members who have helped shape its legacy over more than a century.

BAR welcomed Hailey Waldon as Government Affairs Director, strengthening the association’s connection with local government and advocacy efforts. One of Hailey’s early successes was reintroducing the association’s city government “field trip,” giving REALTORS® the opportunity to tour city departments to gain better understanding of how local government operates.

BAR also added Shawnee Krauszer as Communications & Events Manager, bringing fresh perspective and energy to BAR events and programming. Shawnee assumed leadership of the Quality of Life Community Involvement Program, enhancing event execution and supporting BAR’s long-standing commitment to giving back through REALTOR®-led fundraising.

The most significant organizational achievement of 2025 was the restructuring of the Board of Directors. Following a comprehensive review of board composition and member representation, BAR reduced the board from 35 members to a more effective 12–15. This change allows for more meaningful discussion, increased accountability, and a more agile, visionary leadership structure.

Community impact remained a cornerstone of BAR’s mission, as the Quality of Life program surpassed \$1 million in cumulative donations to local non-profits since its inception in 2004. This milestone reflects more than two decades of REALTOR® generosity and dedication to strengthening communities throughout eastern Montana.

Stats are for Yellowstone County

Single Family	2024	2025
Total Sales	1751	1810
Median Sales Price	\$385,500	\$386,500
Average Days on Market	52	47
Condo	2024	2025
Total Sales	62	69
Median Sales Price	\$259,000	\$260,875
Average Days on Market	44	35
Townhouse	2024	2025
Total Sales	192	233
Median Sales Price	\$318,000	\$323,750
Average Days on Market	52	54

Bitterroot Valley Board of REALTORS®

The Bitterroot Valley Board of REALTORS® continued its forward progress in 2025. Through careful financial management, BVBOR was able to pay off its headquarters office in Hamilton and improve its property value with new paint and guttering. BVBOR’s fiscal outlook remains strong!

As an unmistakable demonstration of its support for young people in the Bitterroot Valley, the BVBOR Torch Awards were created. BVBOR members worked with every public high school in the Valley to identify one student who had overcome tremendous obstacles to graduate in 2025.

BVBOR also awarded three scholarships to graduates going into the Trades through the Travis Martinez Memorial Trades Scholarship program. These education initiatives are positive ways to put the REALTOR® community before large groups of people by way of celebrations at year’s end and showing that BVBOR honors youth in our community.

In addition, BVBOR members were vigilant and alerted their colleagues whenever a scam was uncovered in the Valley. In keeping with the commitment to hold meaningful CE classes, BVBOR offered more than 40 CE credits free of charge to agent members.

BVBOR members performed Road Clean-Up along Highway 93 and held a River Clean-Up day along the Bitterroot River. Our members were in every school, most churches, and serve on more than 90 percent of Non-Profit Boards in the Bitterroot Valley.

Stats are for Ravalli County

Single Family	2024	2025
Total Sales	503	504
Median Sales Price	\$605,000	\$596,979
Average Days on Market	103	103
Condo	2024	2025
Total Sales	22	13
Median Sales Price	\$359,250	\$360,000
Average Days on Market	74	71
Townhouse	2024	2025
Total Sales	28	19
Median Sales Price	\$365,000	\$375,000
Average Days on Market	98	113



GFAR members taking part in REALTOR® Day at the Capitol in April.



HAR Members at the Battle of the Boards charcuterie competition and RPAC Fundraiser.

Great Falls Association of REALTORS®

At the end of 2025, we take a look back at the year and all that we accomplished!

- Continued growth and engagement across committees and leadership programs.
- Strong participation in education, professional development, and CE offerings.
- Recognition of outstanding members through our annual awards and initiatives.

Community & Advocacy

- Continued advocacy on behalf of property rights and homeownership at the local and state levels.
- Ongoing support of community partnerships and charitable initiatives.
- Promotion of the REALTOR® brand and ethics within our community. (Local Media Campaign)

Operations & Strategic Progress

- Strengthened governance, policies, and organizational systems.
- Prudent fiscal management and responsible budgeting for the year ahead.
- Continued focus on leadership development and member experience.

We look forward to an incredible 2026!

Helena Association of REALTORS®

We closed out the second half of 2025 with strong engagement and meaningful community impact. September saw the return of our second annual "Battle of the Boards" charcuterie competition RPAC fundraiser, where creativity met advocacy—raising just over \$1,200 for RPAC. A special thank-you to Robin Wallace for joining us and highlighting RPAC's vital role in protecting our industry and strengthening advocacy.

Our cherished "Velvet and Fur" Christmas Soiree fundraiser returned in December, which raised \$39,000 to support four local families in need.

Throughout 2025, HAR made significant strides in elevating professionalism and member connection. Association Executive Desirae Lindquist and President Jenna Simanton visited offices across the region to discuss association updates, industry trends, and the value of REALTOR® membership. One-on-one meetings with Designated Brokers are planned for 2026.

This year, HAR delivered 71 hours of continuing education, hosted 1,036 agents in class, and welcomed 52 new REALTOR® members and 13 new affiliate offices.

As part of ongoing strategic planning efforts, HAR completed Year 2 of the REALTOR® Member Satisfaction Survey, focusing on net promoter score (NPS) insights tied to services, leadership, and organizational direction. Notable improvements in 2025 NPS scores signal strong member loyalty and will guide Board discussions during January's Leadership Retreat.

We extend our sincere thanks to every member who gives their time through committee and leadership roles—your service drives our success. And a special thank-you to 2025 President Jenna Simanton for her exceptional leadership during a pivotal year of growth and momentum.

Stats are for Cascade County

Single Family	2024	2025
Total Sales	824	783
Median Sales Price	\$332,450	\$345,000
Average Days on Market	62	64
Condo	2024	2025
Total Sales	74	60
Median Sales Price	\$236,000	\$303,750
Average Days on Market	72	62
Townhouse	2024	2025
Total Sales	37	36
Median Sales Price	\$417,616	\$439,008
Average Days on Market	40	42

Stats are for Lewis and Clark County

Single Family	2024	2025
Total Sales	716	776
Median Sales Price	\$485,000	\$489,000
Average Days on Market	74	81
Condo	2024	2025
Total Sales	95	76
Median Sales Price	\$345,000	\$345,750
Average Days on Market	67	70
Townhouse	2024	2025
Total Sales	11	13
Median Sales Price	\$380,000	\$435,000
Average Days on Market	59	70



MOR Board Members present the City of Missoula with a Placemaking Grant for the Rose Park restoration.



NMAR Santas load up carts for a toy drive in 2025.

Missoula Organization of REALTORS®

MOR and our members stayed busy throughout 2025! Here's a look at what happened.

Foundation work via MOR4kids

- Launched the Common Grant Program for the community supporting various efforts that align with MOR4kids mission.
- Distributed over \$100,000 throughout the community.

Community Engagement and Advocacy

- \$7,500 Placemaking Grant to go towards Rose Memorial Park Restoration of WWII monument.
- DE&I Committee sponsored housing-related film at Big Sky Film Festival.
- Partnered with Missoula Food Bank for Can the Cats Food Drive and raised 2,200 pounds / \$.
- The "Welcome" sponsor for the Region 12 Community Land Trust Conference, in Missoula.
- Annual Five Valleys Housing Report presented February 28th. Data continues to be our most Popular webpage.
- Supported Infrastructure Property Tax Levy.

Member Benefits and Services

- For all members, new SentiLock Lockboxes without a rate increase and began selling the old ones.
- A Commercial Real Estate Task Force was launched for our commercial real estate practicing members.
- Transitioned to a Candidate scorecard to assess 13 candidates for the 2025 City of Missoula mayoral and municipal races.
- First and only association in the state with Commercial accreditation (Gold).
- Over 10% of membership continues to be involved in leadership / committees.
- New CE Classes launched: "Montana's Constitution Roadshow: A Shared Heritage" and Guiding Heroes Home: A Comprehensive Look at VA Loans.

Northwest Montana Association of REALTORS®

NMAR closed the year with 1,307 REALTORS®. Throughout the year, the association hosted a wide range of programs and events that brought members together while reinforcing the value of homeownership, professionalism, and property rights. From YPN activities and Bingo Night to the Bottle and Bootlegger event, Pickleball, and other networking opportunities, NMAR continued to foster a culture of connection and collaboration.

NMAR's education program experienced continued growth, offering 35 classes totaling 121 continuing education credits with 1,952 total attendees. Participation remained nearly evenly split between in-person and virtual attendance, reflecting evolving learning preferences while maintaining strong engagement across formats. New course topics coming in 2026 include serving every generation of buyers and sellers, fair housing, business management, wire fraud prevention, social media strategies, and special client services. Dedicated volunteers on the Professional Development Committee play a vital role in planning and proctoring each class.

NMAR recognized outstanding dedication from Jayne Yatchak, Professional Development Director, who received a Service Award for 20 years of dedicated service. This honor highlights her leadership in developing NMAR's education programs and her behind-the-scenes excellence, ensuring that events and classes run seamlessly while supporting countless REALTORS® in growing their skills and careers.

NMAR thanks every member and affiliate who contributed their time, energy, and leadership throughout 2025. The association looks ahead with excitement to expanding into additional space in 2026. Special appreciation goes to 2025 President Jesse Plevel and 2025 NMAR MLS President Zac Andrews for their dedication and many volunteer hours supporting NMAR and its future.

Stats are for Missoula County

Single Family	2024	2025
Total Sales	922	984
Median Sales Price	\$605,500	\$592,000
Average Days on Market	75	82
Condo	2024	2025
Total Sales	95	96
Median Sales Price	\$360,000	\$343,750
Average Days on Market	74	91
Townhouse	2024	2025
Total Sales	99	84
Median Sales Price	\$469,900	\$497,950
Average Days on Market	82	98

Stats are for Flathead County

Single Family	2024	2025
Total Sales	1164	1238
Median Sales Price	\$680,000	\$689,000
Average Days on Market	107	116
Condo	2024	2025
Total Sales	133	162
Median Sales Price	\$547,500	\$572,500
Average Days on Market	168	207
Townhouse	2024	2024
Total Sales	155	164
Median Sales Price	\$418,312	\$455,000
Average Days on Market	104	100



RMAR Members are recognized for their amazing work in 2025.

Rocky Mountain Association of REALTORS®

RMAR is proud to reflect on the many accomplishments made possible by the dedication of our members, volunteers, and leadership.

Advocacy played an active role in our communities by hosting Fair Housing Declaration Month events in April at both the Butte and Anaconda Courthouses. Their commitment to service continued with animal shelter drives supporting both communities, as well as a Thanksgiving turkey drive that delivered 146.5 pounds of food to the Anaconda Food Bank.

RPAC saw tremendous success with the "Let's Ruffle Some Feathers" fundraiser, strengthening our advocacy efforts and REALTOR® voice at the local and state levels.

Communications maintained strong outreach and visibility by coordinating monthly City-Wide Open House events, keeping members connected and engaged with the public.

Professional Development provided 26 Continuing Education credits, supporting our members' ongoing education and success.

RMAR was also honored on a national level when Jennifer Shea received recognition from NAR President Kevin Sears at NAR NXT 2025 in Houston, Texas, highlighting the outstanding leadership and contributions of our members beyond the local level.

Our Vegas Night-themed Annual Dinner was a highlight of the year—fun, festive, and well-attended—bringing members together for an evening of celebration and connection.

Finally, we are pleased to report that membership continues to grow, reflecting the strength, relevance, and value of RMAR.

Thank you to every member who contributed time, energy, and support this year. Together, we continue to strengthen RMAR, our profession, and the communities we serve.



The Southwest Montana REALTORS® Charitable Foundation presents Human Resource Development Council with a check for \$35,000.

Southwest Montana Association of REALTORS®

Awards & Installation at the Baxter Hotel on November 20th along with a RPAC desert auction where \$1,550 in investments were made. Awards were bestowed and the Board of Directors for the Association, Big Sky Country MLS and the Southwest Montana REALTORS® Foundation were installed.

We joined the Affordable Bozeman Coalition to fight against a water initiative that would have effectively created a moratorium on housing/building. We are proud to say we prevailed in educating the public and the initiative failed by a large margin.

We held our annual Housing Report Release event in April at the Commons where Jessica Lautz, NAR's Deputy Chief Economist & Vice President of Research presented on the national level of housing and the economy.

The Partners Committee held a Partner – REALTOR® Speed Networking event where both segments of our membership were able to connect and learn.

Ran a campaign to raise public awareness of the four tax relief programs available to Montanans. We were proud to have the Helena, Billings and Great Falls associations join us in this effort to help people and this was done through all of us gaining grant money from NAR.

We are extremely proud of the fundraising efforts and our Foundation having paid off our \$100,000 pledge to the HRDC's new warming center where there are enhanced and additional services being offered with it's opening this fall. The final payment was done on December 16th with a tour of the completed facility. This pledge was completed in three years, two years early!

The Foundation awarded several members who faced hardships and provided funds to support four organizations programs in our community.

PureWest Christie's Bozeman won the coveted Can the Griz trophy with brining in 5,550 pounds/dollars out of the total 20,646 raised as a whole via the efforts of so many of our members and their offices.

Stats are for Silver Bow County

Single Family	2024	2025
Total Sales	250	269
Median Sales Price	\$287,500	\$303,700
Average Days on Market	80	79
Condo	2024	2025
Total Sales	10	11
Median Sales Price	\$270,000	\$242,478
Average Days on Market	85	153
Townhouse	2024	2025
Total Sales	4	5
Median Sales Price	\$345,000	\$385,000
Average Days on Market	47	45

Stats are for Gallatin County

Single Family	2024	2025
Total Sales	1045	1089
Median Sales Price	\$810,000	\$799,000
Average Days on Market	25	61
Condo	2024	2025
Total Sales	374	376
Median Sales Price	\$529,500	\$530,000
Average Days on Market	41	86
Townhouse	2024	2025
Total Sales	175	162
Median Sales Price	\$512,250	\$515,000
Average Days on Market	21	49

Member Spotlights

Highlighting Outstanding Local Association Members



**Rachel Cox &
Susan B. Lovely**
Billings Association

Community impact remained a cornerstone of BAR's mission, as the Quality of Life program surpassed \$1 million in cumulative donations to local non-profits since its inception in 2004.

In recognition of that legacy, BAR honored Rachel Cox of Oakland & Company and Susan B. Lovely of Berkshire Hathaway HomeServices Floberg Real Estate as 2024 Quality of Life CARE Award recipients. Their nearly two decades of behind-the-scenes leadership and commitment helped shape the program and elevate the REALTOR® image through service.



All Members
Bitterroot Valley Board

For this honor, the Board wishes to recognize the accomplishments of the BVBOR membership.

All BVBOR members continue to step to the plate when issues arise in the communities up and down the Bitterroot Valley.

They serve their communities and their clients well, and as property owners in the Bitterroot Valley BVBOR members have an even greater stake in maintaining the beauty and desirability of this wonderful part of Montana!



Alicia Tangen
Helena Association

Alicia Tangen, the 2025 HAR Good Neighbor Award winner, is the kind of REALTOR® who elevates everyone around her.

She's known for her work ethic, integrity, and unwavering honesty—qualities she treats not just as professional standards, but as a personal mission.

Alicia's influence in the Helena community is undeniable. Alicia pours countless hours into outreach and fundraising, often giving more of herself than many full-time agents can imagine.



2025 GRI Graduates

In 2025 the Graduate REALTOR® Institute program took a hiatus from an in-person conference. Instead of an in-person conference, local association classes were identified as classes that could be used to count towards GRI Designation hours. Many members took advantage of this option to continue working on or

even starting their GRI track.

In 2025 the following members completed their GRI Designation:

- **Charla Bauman - BVBOR**
- **Doryce Hawkings - NMAR**
- **Amanda Seigfreid - BAR**

Member Spotlights cont.



John Brauer
Missoula Organization

MOR's John Brauer was presented with the Good Neighbor Award in 2025 for his amazing work the Missoula Community. John is a huge reason why the YMCA's Here for Good campaign and their annual campaigns perform so well!

Whether it be youth sports, conservation, or access to community and support that would otherwise be unattainable, John never waives in his drive!

The kids in our community are far better off because of John Brauer!



Jayne Yatchak
Northwest Montana

We are so happy to recognize the outstanding dedication from Jayne Yatchak, Professional Development Director, who received a Service Award for 20 years of dedicated service to NMAR.

This honor highlights her leadership in developing NMAR's education programs and her behind-the-scenes excellence, ensuring that events and classes run seamlessly while supporting countless REALTORS® in growing their skills and careers.



Kristen Hoell
Southwest Montana

Kristen Hoell made such an impact in her time with us and we are honored to posthumously induct her in the Southwest Montana Association Hall of Fame.

The Kristen M. Hoell Memorial Business Scholarship has been established at MSU's Jake Jabs College of Business and Entrepreneurship to celebrate her extraordinary life and enduring legacy as a visionary entrepreneur, devoted mentor and beloved member of the Bozeman community.

Her legacy lives on through the opportunities created by this endowment.

**NAR GNA
Applications
Due April 10th**

NAR's Good Neighbor Awards recognize REALTORS® who make an extraordinary impact as a volunteer in their community. The winner stories are examples of the incredible impact REALTORS® make through community service. REALTORS® volunteer at more than twice the rate of the typical American.

Montana has only had one winner since this recognition was started in 2000, but we know there are many more members who should be recognized for their impacts in their community, but in true Montana fashion, remain humble. Let's get another MAR Member recognized! Nominate someone before April 10th!

Young Professionals Network (YPN)

YPN is a dynamic entry point for real estate professionals striving to become more successful in their careers and gain leadership experience. While the name says “young”, this group is for anyone new to the profession.

YPN gives real estate professionals the tools to become successful at their local, state and national associations, take an active role in industry issues, network with peers and become active in their community. Here’s a look at some of the great things YPN groups did in their community during 2024.



Billings Association of REALTORS® YPN

The Billings YPN committee creates opportunities for committee members to showcase their skills and talents, building the impact YPN Billings has on the great work being done as a whole.

YPN has opened so many doors for our members, both professionally and personally. It’s more than just networking; it’s about growth and development for all.

Together, we are building a brighter future for real estate professionals across our community. During the year we hosted a variety of events. Everything from networking mixers, Hot Topic Luncheons, YPN Day of Service in collaboration with YPNs across the state, and several other opportunities for members to engage, learn, and share.



BAR YPN Members take time from their busy afternoon at their Earth Day project to pose for a picture.

Bitterroot Valley Board of REALTORS® YPN

We are excited that our YPN committee is actively involved and brings our REALTOR® community together!

In 2025, YPN coordinated with the American Red Cross for a successful Blood Drive. YPN also sponsored a successful Feed Drive for families in the southern part of the Valley, and they continue to offer REALTORS® time outside of work to come together and relax.



BVBOR YPN Members attending a Meet and Greet networking event .

Helena Association of REALTORS® YPN

In the second half of 2025, HAR’s Young Professionals Network (YPN) shifted its focus to strategic growth and intentional planning—efforts that led to its second annual “Tap on the Shoulder” event in October at the Myrna Loy. The timing aligned with the opening of the 2026 committee application window, creating a prime moment to spark new involvement within the association.

Members were encouraged to literally “tap” another REALTOR® and bring them along, especially those who hadn’t yet engaged with HAR committees or leadership. Attendees connected with committee chairs and vice chairs, learned about ongoing initiatives, and could even apply for committee positions on the spot. A highlight of the evening was a presentation from Kadee French, Chair of NAR’s YPN Advisory Board, who spoke on leadership development and giving back to the Association.



HAR’s YPN members at the Tap on the Shoulder Event at the Myrna Loy.

The event saw an impressive turnout, and YPN looks forward to welcoming many new faces into 2026 committee roles. Looking ahead, YPN is preparing refreshed sponsorship packages for its “YPN Champions” and continuing to build partnerships with local organizations—all aimed at expanding networking, strengthening leadership pathways, and supporting the growth of HAR’s emerging leaders.

Missoula Organization of REALTORS® YPN

MOR YPN stayed active in 2025 with fun and impactful events and work for our community.

- Hosted “Axe for Kindness” tournament and volunteer day, both benefiting Rose Park Memorial Park.
- Hosted several blood drives this year with the American Red Cross.
- Sponsored six classes available for all members throughout 2025.
- Headshot Networking event to encourage new members to get their professional headshot done and for all members to update their current headshots.



MOR YPN Members pose for a picture during their Earth Day work at Rose Park Memorial Park.

Northwest Montana Association of REALTORS® YPN

The NMAR Your Professional Network (YPN) continued to deliver high-impact events that blended education, advocacy, and community support in 2025. Builders and Brews, now in its third year, has become NMAR's most attended event, drawing more than 175 REALTORS®, affiliates, and industry professionals. Hosted in partnership with the Flathead Builders Association, the event featured a panel of five local builders representing both residential and commercial construction. The evening raised \$708.55 for Workshop MT, a non-profit whose mission is to build community and foster creativity through access to new experiences, resources and skill sets.



NMAR YPN members pose outside the Flathead County Jail prior to their tour.

YPN also hosted its Fifth Annual Cornhole Tournament at The Clubhouse Lounge in Kalispell, marking the first time the event was held indoors. The Round Robin format encouraged meaningful conversations and stronger business connections throughout the tournament. Participants raised \$1,199 for the Flathead School Snack Program and donated 1,000 units of snacks, providing direct support to local students.

Beyond events, YPN members stepped into an advocacy role by touring the Flathead County jail to better understand safety and infrastructure challenges. Following the tour, members became vocal advocates for the jail bond initiative, which ultimately passed. This hands-on effort reinforced YPN's commitment to informed decision-making, public safety, and leadership within the communities NMAR serves.

Rocky Mountain Association of REALTORS® YPN

RMAR's (YPN) offered both education and connection throughout the year, hosting a panel discussion on distinct property types, a lively Singo Night at the Elks Lodge, and an Oktoberfest social for REALTOR® members. YPN also celebrated Earth Day by volunteering at Sunshine Camp to help prepare the grounds for summer. The year concluded with a festive Ugly Sweater Party and Cornhole Tournament, providing a fun and memorable way for members to connect and celebrate the season.



RMAR YPN members at their Earth Day clean up project.

Southwest Montana Association of REALTORS® YPN

2025 saw some fun events for our YPN.

- Holiday Toys & Treats – networking event where members donated toys for Hope for the Holidays and much needed pet supplies for Heart of the Valley.
- Ever popular Top Producer Panel where members can get golden nuggets from some of the most successful agents in our association, while also getting to network with fellow members.
- March Madness Fun for getting together for cheering on teams and networking, while also raising money for the Foundation with a \$20 buy in to participate in the YPN March Madness Brackets.
- Summer Social at the new park in Belgrade with so much fun, great food, games, and an RPAC Cornhole Tournament.

Our YPN continues to bring members together for fun, learning and great causes.



Some of the items collected by YPN members for the Holiday Treats and Toys Drive.



MOUNTAINS OF OPPORTUNITIES

Building Resilience in Real Estate!

MISSOULA, MT | OCTOBER 14-15, 2026

SAVE THE DATE!



Meet Your MAR Staff



Kaaren Winkler

Chief Executive Officer

Kaaren@MontanaRealtors.org

406-441-4860 Direct

I joined the Montana Association of REALTORS in 2021, after nearly two decades in REALTOR®

association management. My career started with the Washington REALTORS®, and I later served as CEO of the Tacoma-Pierce County Association of REALTORS®. I have a Master of Public Administration, along with the CAE and RCE designations. As CEO, I'm responsible for delivering all MAR programs, products, and services, ensuring the daily operations run smoothly, and guiding the organization under the direction of our Board of Directors.

I'm a mediocre golfer who keeps trying, a beginner fly fisher, and, along with my husband, love exploring the many corners of Montana. We're the proud parents of two sons who live in Washington State. At home on The Winkstead, we share life with two Australian Shepherds and one very ornery cat.



Nicole Riebe

Communications Director

Nicole@MontanaRealtors.org

406-441-4862 Direct

I joined MAR in 2018 after dedicating 13 years at KTVH-TV in Helena "doing a little bit of everything" while

working as a Commercial Producer, Creative Services Manager, and Promotions Director. There is no substitute for hands on experience in small market media that prepares you for any challenges that come your way!

Having grown up in Helena, I am deeply-rooted to the community. As the Head Tennis Coach at Helena High School and an active member of the Helena Kiwanis Club, I'm committed to being involved and making a difference.

Reach out if you have questions about Forms, MAR Website and Member Login, Social Media, reMARKs newsletter, Communications Committee or DEI Committee.



Julie Emge

Education Director

Julie@MontanaRealtors.org

406-441-4863 Direct

I joined MAR in 2019, bringing more than 20 years of experience, including international tradeshow and

meeting planning with Qualcomm in San Diego. My background spans even strategy, communications, community engagement, project management, and board collaboration.

I also have marketing and communications experience, most recently serving as an independent contractor with AARP Montana as Community Events Director and Meeting Coordinator.

As a Helena native, I'm proud to serve my community. Outside of work, I enjoy mountain biking, floating the river, hiking Mt. Helena, cooking international cuisine, and relaxing on the porch with my husband.

Please reach out with any questions about GRI, Supervising Broker Enhancement, or the Professional Development Committee.

www.MontanaRealtors.org

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Helena, MT 59601

406-443-4032
info@MontanaRealtors.org



Meet Your MAR Staff



Shanna Semmens

Director of Operations

Shanna@MontanaRealtors.org

406-441-4861 Direct

I joined the Montana Association of REALTORS® in 2016 and brought an extensive

background in accounting, management and customer service and received my accounting degree from Helena College in 2022.

I mostly work with MAR Membership, Transaction Desk or ZipForm Membership, Dues, Accounts Receivable/Payable, eCommerce/NRDS and RPAC.

Prior to joining MAR, I gained valuable expertise related to my current position as the Operations Manager at Rural Employment Opportunities, Assistant to the Academic Vice President at Rocky Mountain College, and Events Director at Carroll College.

I was born and raised in Helena, MT and I always enjoy spending time with my family and friends, traveling, and values physical and spiritual health.

Contact me if you have questions about: MAR Membership, Membership Dues, Transaction Desk or ZipForms, Accounts Receivable/Payable, eCommerce/NRDS/RPAC, Finance & Audit Committee, Risk Management Committee.



Samantha Smith

Member Engagement

Coordinator

SSmith@MontanaRealtors.org

406-441-4884 Direct

I joined MAR in 2019 and brought with me an abundance of experience in

event planning, research, tracking various data and implementation processes, assisting in database development; as well as more than 10 years of administrative support and customer service.

Prior to joining MAR, I served as a Consumer Advocate at Blue Cross Blue Shield Montana and a Legal Secretary while fine tuning my skills in

event planning, research, tracking various data and a Legal Secretary while fine tuning my skills in customer relations, project management, teamwork, and developed a keen understanding of client needs.

I was born and raised in Helena, MT and in my spare time, I enjoy spending time with family, camping, and reading.

Contact me if you have any questions about YPN Committee, MAR Business Meetings and Events, NAR Meetings and Conventions, or Strategic Planning.



Daniel Cox

Government Affairs Director

Daniel@MontanaRealtors.org

406-441-4867 Direct

I joined the Montana Association of REALTORS® in the summer of 2024 just in time

to prepare for the 2025 Legislative Session. Coming from Oklahoma, I bring years of experience advocating for member-based organizations at the State Capitol.

I have a proven track record of driving impactful legislation and policies which reflects my unwavering commitment to members. With a strong strategic approach and the ability to navigate complex legislative environments, I am able to be a strong advocate for MAR at the table with trusted advocates.

When I'm not pouring over legislation or working with coalition partners, I'm busy wading the rivers and streams of Montana in search of the best fish on earth! And if I'm not fishing, I'm out roaming the hills and mountains tracking Montana's fantastic wildlife!

If you have any questions about Government Affairs or RPAC, just reach out at any time.



Supervising Broker Enhancement Course

In 2023, MAR launched a Supervising Broker Enhancement Course for our members. MAR's Professional Development Committee wanted to improve knowledge and professionalism among Supervising Brokers, thus the Supervising Broker Enhancement Course was created.

This course is open to anyone thinking of becoming a Supervising Broker as well as those who have already earned their Supervising Broker Endorsement. This is a "raise the bar" type of course designed by Supervising Brokers, for Supervising Brokers, taught by Supervising Brokers.

For current Supervising Brokers attending this

course, it does fulfill your annual 4-hour update requirement. It does not; however, apply towards the 8-hour Supervising Broker Pre-Endorsement Course.

However, if you are thinking of becoming a Supervising Broker, this course is still helpful even though it does not meet the Supervising Broker Pre-Endorsement Class requirements.

It will provide you with a realistic, no-nonsense, real-world look at the roles and responsibilities of the Supervising Broker and what you can expect. Save the dates in April and May and hopefully we'll see you at one of the classes!

REGISTER NOW!
April 22-23 in Butte

Supervising Broker Enhancement Course

With instructors







Learn more and register at www.MontanaRealtors.org

REGISTER NOW!
May 13-14 in Billings

Supervising Broker Enhancement Course

With instructors







Learn more and register at www.MontanaRealtors.org

2026 MARLA Class



2026 MAR Leadership Academy Class



Jennifer Jollie, RMAR



Sherman Kirby, BAR



Cassie Sherley Krei, HAR



Alex Morgan, BAR



Shannon Mork, RMAR



Jana Richards, RMAR



Kerry Skiles, BAR



Courtney Smith, HAR



Lisa Tomlin, GFAR



Burke Tyree, GFAR



Carson Woodland, HAR

This accomplished group of REALTOR® leaders represents communities from across the state and brings diverse perspectives, professional experience, and a shared commitment to strengthening the REALTOR® organization and the industry as a whole.

The MAR Leadership Academy is designed to develop informed, engaged, and strategic leaders who are prepared to serve at the local, state, and national levels. Through a combination of in-person sessions, experiential learning, and peer engagement, MARLA participants deepen their understanding of governance, advocacy, leadership styles, and the broader role REALTORS® play in Montana's communities.

We look forward to working with the 2026 class over the coming year and are confident they will make a meaningful impact—both within their associations and beyond. Please join us in congratulating this outstanding group as they begin their MARLA journey.

We are pleased to announce the 2026 class of the Montana Association of REALTORS® Leadership Academy (MARLA).

Graduate, REALTOR® Institute 2026



MOUNTAINS OF OPPORTUNITIES

Building Resilience in Real Estate!

MISSOULA, MT | OCTOBER 14-15, 2026

For those pursuing their GRI designation, anyone who has started their GRI (even if it was 10 or more years ago), and for those just starting out in 2026, you have until 2031 to complete your designation. Once you begin, you have 5 years to complete your courses.

GRI 2026 is back in person and we couldn't be more excited to invite you to join us in Missoula this fall at the Hilton Garden Inn!

We have two full days of phenomenal classes, plus a vendor trade show all day on the 14th.

Wednesday we kick off GRI with Amy Stockberger who will teach *From Chaos to Control: Real Market Mastery Through Repeat & Referral Systems*.

Today's clients are more distracted, tech-savvy, and loyalty-resistant than ever. In this bold, workshop-style session, Amy Stockberger walks you through exactly how she scaled from a traditional real estate business to a repeat-and-referral empire—powered by systems, service, AI, and strategic monetization. You'll get a behind-the-scenes look at Amy's SADD Strategy—Systematize, Automate, Delegate, and Delete—including how her team has used AI to automate over 60% of workflows across operations, marketing, and client experience. She'll show you how to install high-impact automations that create consistent touchpoints, amplify value, and keep your database engaged for life. Amy built a business that's over 90% referral-based, dominates more than 10% of her local market, and runs with just 20 agents.

You'll leave with actionable systems to recession-proof your income, elevate retention, and scale smart—without chasing cold leads or burning out.

Don't miss the REALTORS® *Behaving Badly: Avoiding Setbacks, Fines & Lawsuits* Legal Panel with:

- Jaymie Bowditch, MAR Legal Counsel
- Mark Lancaster, Attorney, Department of Labor & Industry
- Sharon Virgin, BRR Board Member, Moderator

If you've ever wondered what could land a REALTOR® in hot water - or worse, in court, the panel will show you how to protect your license, your business, and your clients – all while staying ahead of ethical and legal pitfalls.

The second day of GRI starts off with Addie Owens teaching you about *High Conflict Real Estate*.

The GRI Graduate Celebration immediately follows, and then sit back and take in Daryl Braham's course on *Understanding Money - How to Set Yourself Up for Success* where you will learn the importance of understanding financials in the real estate arena.

Daryl will cover the basics of what financial statements are, what they mean and how they work. You'll also dive into how profit & loss and a balance sheet works together, the differences between expenses and assets, realized and unrealized gains in real estate, how to properly budget, forecast and run a successful business.

GRI is open to anyone interested in attending - attendees are not required to be working towards their GRI Designation.



Amy Stockberger



Addie Owens



Daryl Braham

MAR REALTOR® OF THE YEAR

HISTORY



DJ Smith

MAR 2025 REALTOR® of the Year

Since 1956, the NATIONAL ASSOCIATION OF REALTORS® has been honoring the state REALTORS® of the Year at the NAR Annual Convention held in November.

The program is designed to give recognition to REALTORS® who have served not only in their profession, but also in their communities. REALTOR® of the Year Nominees are judged on the following:

- REALTOR® Spirit
- Civic Activity
- Business Accomplishments
- Local Association/Board Activity
- State Association Activity
- National Association Activity

MAR 2025 REALTOR® OF THE YEAR NOMINEES



Angela Klein-Hughes

*Billings Association
of REALTORS®*



Maria Laughlin

*Bitterroot Valley Board of
REALTORS®*



Cortney Blum

*Helena Association
of REALTORS®*



DJ Smith

*Missoula Organization
of REALTORS®*



Jesse Plevel

*Northwest Montana Association
of REALTORS®*



Valerie Nielson

*Rocky Mountain Association
of REALTORS®*

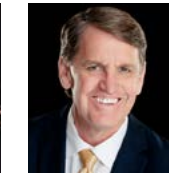
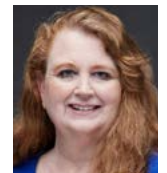


Brian Tudor

*Southwest Montana Association
of REALTORS®*

2026 National Committee Appointments

Jim Anderson	• <i>FPC Advisory Committee</i>
Diane Beck	• <i>Business Issues Policy Committee</i> • <i>Federal Technology Policy Committee</i>
Lacy Browne	• <i>Vice Chair of Leadership Academy Advisory Group</i>
John Carlson	• <i>Professional Development Committee</i>
Candis Dorsch	• <i>Board of Directors</i> • <i>Credentials and Campaign Rules Committee</i>
Laura Drager	• <i>Public Policy Coordinating Committee</i>
Beth Duke	• <i>Membership Policy and Board Jurisdiction Committee</i>
Hattie Graham	• <i>Board of Directors</i> • <i>Housing Opportunities Committee</i>
Rochelle Houghton	• <i>Board of Directors</i> • <i>Leading Edge Advisory Board</i>
Tracy Johnson	• <i>Commitment to Excellence Committee</i>
Angela Klein-Hughes	• <i>Board of Directors</i> • <i>Risk Management Issues Committee</i>
Bill Leininger	• <i>Insurance Committee</i>
Tim Lund	• <i>RPAC Trustees Fundraising Committee</i>
Brenda Miller	• <i>REALTOR® Safety Advisory Committee</i>
Jeri Moon	• <i>Professional Standards Committee</i>
Amber Parish	• <i>Housing Opportunities Committee</i>
Billie Parrott	• <i>Meeting and Conference Committee</i>
Gary Shea	• <i>Board of Directors</i> • <i>Public Policy Coordination Committee</i>
Jennifer Shea	• <i>Meeting and Conference Committee</i>
Cindi Siggs	• <i>AEC/AE Institute Advisory Board</i>
DJ Smith	• <i>Public Policy Coordinating Committee</i> • <i>Single Family Investment Management Committee</i> • <i>Smart Growth Advisory Board</i> • <i>Chair of State and Local Issues Policy Committee</i> • <i>Sustainable Advisory Group</i>
Brint Wahlberg	• <i>Multiple Listing Issues and Policies Committee</i>
Robin Wallace	• <i>RPAC Participation Council</i>
Kaaren Winkler	• <i>AEC/RCE Certification Advisory Board</i>
Jannie Wiseman	• <i>RPAC Major Investor Council</i>



MAR Committees & Regional Ambassadors

MAR committees and subcommittees do valuable work for the association and REALTORS® in the state of Montana. One of the best ways to learn about the industry and the real estate profession is to be involved with a committee. You can find a complete description of each committee and full committee rosters online at MontanaRealtors.org. 2026 Chairs and Vice Chairs are listed below.

STANDING COMMITTEE CHAIRS & VICE CHAIRS

ASSOCIATION MANAGEMENT

Chair: Jennifer Benski
jennifer@thehomecorealtygroup.com

Vice Chair: Beth Duke
beth@thefallsmt.com

COMMUNICATIONS

Chair : Ron Boyd
ron@teamboyd.com

Vice Chair: Kristi Holmlund
kristileemail@gmail.com

DIVERSITY, EQUITY & INCLUSION

Chair: Ashley Braaten
livingthewest@gmail.com

Vice Chair: Jesse Plevel
plevelrealty@gmail.com

GOVERNMENT AFFAIRS

Chair : Kelly Ecklund
kelly@ecklundproperties.com

Vice Chair: McCullough Roach
mccullough.roach@bhhsmt.com

PROFESSIONAL DEVELOPMENT

Chair : Mark Corner
marklcorner@gmail.com

Vice Chair : Katrina Ramsted
katrinaramsted@gmail.com

RISK MANAGEMENT

Chair : Doryce Hawkins
doryce@montanahomesandrealstate.com

Vice Chair : Dianne Click
dianne@bozemanbrokers.com

YOUNG PROFESSIONALS NETWORK (YPN)

Chair : Courtney Smith
csmith.platinum@gmail.com

Vice Chair : Vacant

SUBCOMMITTEES

RPAC Chair - Melissa Walter
homes.melissa@gmail.com

Forms Chair - Mike Nugent
mike.nugent@bhhsmt.com

Finance & Audit Chair - Rochelle Houghton
rochelle@ronehomes.com

GRI Chair - Jenni Swartz
jenni.swartz@remax.net

Property Managers Chair - John Carlson
john@johnsellsmt.com

REGIONAL AMBASSADORS

Western Montana

Tim Lund - tlund@cybernet1.com

Central Montana

Michelle Haverstick - michellehaverstick@gmail.com

Eastern Montana

Jim Anderson - northerland@havremt.net

A Transformative New Tool For Homebuyers

By Michelle Rogers, Marketing & Program Specialist at NeighborWorks Montana

Montana's housing landscape has shifted dramatically over the last decade. Across the state, families who once could afford a first home are now finding themselves priced out by rapid market appreciation and limited inventory. This challenge is especially acute for households in the "missing middle"—those earning too much to qualify for traditional down-payment assistance, yet not enough to comfortably compete in today's market.

To help bridge this widening gap, NeighborWorks Montana, in partnership with NeighborWorks Great Falls, has officially launched HomeStretch, an innovative homebuyer assistance program operating across 22 Montana counties. Designed to empower working families who are financially stable but struggling to close the affordability gap, HomeStretch offers a powerful new avenue for REALTORS® striving to expand homeownership opportunities for their clients.

For REALTORS®, understanding the HomeStretch program is a chance to help more Montanans achieve the stability and wealth-building opportunities that come with owning a home.

How HomeStretch Works

HomeStretch is structured to make the total cost of homeownership more attainable without burdening buyers with excessive secondary debt. Rather than offering a typical loan or down-payment assistance product, HomeStretch contributes 30% of the total home purchase price—a significant investment that directly reduces the size of the first mortgage needed.

In return, HomeStretch receives a limited equity share at resale. This shared-equity model ensures that the program remains sustainable and can continue to support future Montana homebuyers for years to come. Realtors working with buyers who need additional support to qualify, or who are struggling to afford the monthly cost of a first mortgage, will find this structure uniquely helpful.

Here is what makes the HomeStretch model effective:

- Substantial Affordability Boost
- A Sustainable Shared-Equity Approach
- Clear, Homebuyer-Friendly Requirements

One of the most important—and strategic—aspects of HomeStretch is its targeted income range. The program is open to households earning 60% to 140% of the Area Median Income (AMI). By intentionally serving this demographic, HomeStretch fills a gap few other programs address—and that many REALTORS® encounter daily when working with pre-approved but still frustrated buyers. Learn more about HomeStretch at www.homestretchmt.org



Where buyers become confident homeowners!

With trusted education and financial coaching, NeighborWorks Montana empowers buyers to start strong and continue to thrive.



2025 Montana RPAC Major Investors

GOLDEN R



Mike Basile
Southwest Montana



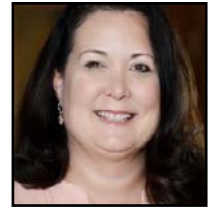
John Carlson
Bitterroot



Candis Dorsch
Southwest Montana



Lanissa Fortner
Billings



Doryce Hawkins
Northwest Montana



DJ Smith
Missoula



Robin Wallace
Northwest Montana



Jannie Wiseman
Southwest Montana



CRYSTAL R



Jeanie Deetz
Northwest Montana



Robyn Erlenbush
Southwest Montana



Jacqueline Hoff
Northwest Montana



Tim Lund
Bitterroot Valley



Jana Richards
Rocky Mountain

STERLING R



Jim Anderson
Billings



Margaret Asay
Southwest Montana



Bryan Atwell
Southwest Montana



Diane Beck
Northwest Montana



Jeff Berger
Billings



Bert Brandon
Southwest Montana



Lacy Browne
Southwest Montana



Wallis Bryan
Southwest Montana



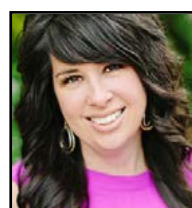
Everdawn Charles
Southwest Montana



Mark Corner
Southwest Montana



Amber Corrow-Scott
Great Falls



Melissa Dascoulias
Great Falls



Jim Dea
Great Falls



Alicia Donovan
Billings

STERLING R



Laura Drager
Billings



Patti Dundas
Billings



Jim Ecklund
Great Falls



Kelly Ecklund
Great Falls



Gina Ellis
Northwest Montana



Courtney Foster
Southwest Montana



Claire Gillam
Southwest Montana



Pat Goodover
Great Falls



Hattie Graham
Southwest Montana



Michelle Haverstick
Southwest Montana



Rochelle Houghton
Billings



Angela Klein-Hughes
Billings



Cindy Lanier
Northwest Montana



Bill Leininger
Northwest Montana



Josh Lind
Great Falls



Don Lint
Southwest Montana



Brenda Miller
Northwest Montana



Billie Parrott
Billings



John Rausch
Helena



Clay Seccomb
Rocky Mountain



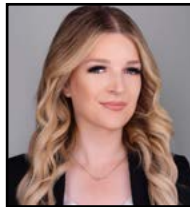
Darryl Seymour
Southwest Montana



Gary Shea
Rocky Mountain



Cindi Siggs
Southwest Montana



Jaidyn Simmons
Billings



Craig Siphers
Bitterroot



Jackie Smart
Northwest Montana



Susan E. Smith
Northwest Montana



Courtney Smith
Helena



Jenni Swartz
Helena



Brian Tudor
Southwest Montana



Sharon Virgin
Great Falls



Brint Wahlberg
Missoula



Melissa Walter
Billings



Marie Willson
Great Falls



Kaaren Winkler
MAR





Montana REALTORS® Political Action Committee (RPAC) promotes the real estate industry, protects private property rights, preserves the American dream of homeownership, and advocates for tax reforms and reductions in burdensome business regulations.

NAR PRESIDENT'S CIRCLE

Lacy Browne Southwest Montana	John Carlson Bitterroot	Jeanie Deetz Northwest Montana	Candis Dorsch Southwest Montana	Laura Drager Billings
Robyn Erlenbush Southwest Montana	Lanissa Fortner Billings	Claire Gillam Southwest Montana	Doryce Hawkins Northwest Montana	Cindy Lanier Northwest Montana
Billie Parrott Billings	Robin Wallace Northwest Montana	Melissa Walter Billings	Jannie Wiseman Southwest Montana	

The President's Circle is an influential group of REALTORS® who contribute directly to REALTOR® friendly candidates at the federal level. Political Action Committees, like our REALTORS® Political Action Committee (RPAC), can only legally contribute \$10,000 per election cycle to a Congressional candidate. The President's Circle Program supports REALTOR® Party Champions - members of Congress who have made significant achievements in advancing the REALTOR® public policy agenda. The President's Circle Program allows REALTORS® to contribute beyond RPAC dollars and increase the strength of the REALTOR® voice on Capitol Hill.

MONTANA RPAC HALL OF FAME

Jim Anderson Billings	Mike Basile Southwest Montana	Diane Beck Northwest Montana	Tom Brown Northwest Montana	Lacy Browne Billings
John Carlson Bitterroot	Dennis Cook Billings	Rachel Cox Billings	Jeanie Deetz Northwest Montana	Candis Dorsch Southwest Montana
Patti Dundas Billings	Quinn Donovan Billings	Robyn Erlenbush Southwest Montana	Lanissa Fortner Billings	Claire Gillam Southwest Montana
Vicky Hammond Missoula	Doryce Hawkins Northwest Montana	Jacqueline Hoff Northwest Montana	Angela Klein-Hughes Billings	Cindy Lanier Northwest Montana
Bill Leininger Northwest Montana	Tim Lund Bitterroot Valley	Rich Mayo Southwest Montana	Joyce Miller Southwest Montana	Brian Nicodemus Northwest Montana
Billie Parrott Billings	Jana Richards Rocky Mountain	Jackie Smart Northwest Montana	DJ Smith Missoula	Susan E. Smith Northwest Montana
Ryan Swinney Helena	Ronda Tompers Rocky Mountain	Peggy Trenk MAR	Ken Vidar Southwest Montana	Dan Wagner Billings
Trina White Billings	Robin Wallace Northwest Montana	Jannie Wiseman Southwest Montana		

The Montana RPAC Hall of Fame recognizes dedicated members who have made a significant commitment to RPAC over the years by investing an aggregate lifetime amount of at least \$10,000.

THANK YOU FOR YOUR INVESTMENT



FAIR HOUSING

Fair Housing laws prohibit discrimination in all housing-related practices, including Rental, Advertising, Sales, Mortgage, Lending, Appraisal, and Insurance transactions, and the actions of Homeowners Associations.

FEDERAL PROTECTIONS

THE FAIR HOUSING ACT, enacted in 1968, prohibits discrimination in the sale, rental, and financing of housing based on:

RACE	COLOR	RELIGION
SEX (INCLUDING GENDER IDENTITY AND SEXUAL ORIENTATION)		
NATIONAL ORIGIN	FAMILIAL STATUS	DISABILITY

MONTANA PROTECTIONS

In addition to the Federal protected classes, Montana law protects three additional classes:

AGE	CREED	MARITAL STATUS
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Montana Department of Commerce states that fair housing is the right to choose a home free from unlawful discrimination.

FAIR HOUSING LAWS PROTECT YOU AGAINST INTIMIDATION, COERCION, AND HARASSMENT. Should you file a complaint of housing discrimination, federal and state Fair Housing laws prohibit retaliation. Local ordinances may provide additional protections.

IF YOU BELIEVE YOU HAVE EXPERIENCED DISCRIMINATION IN ANY HOUSING TRANSACTION, CONTACT MONTANA FAIR HOUSING AT:
501 East Front Street Suite 533, Butte, MT 59701
Voice: (406) 782-2573 / Montana Relay Service: 711
Web Site: www.montanafairhousing.org
E-Mail: inquiry@montanafairhousing.org

MUST BE DISPLAYED IN ALL OFFICES, NEW CONSTRUCTION, ETC. INCLUDING:

- At Brokerage offices and any other places of business where covered dwellings are offered for sale or rent; and
- At dwellings under new construction, beginning with the commencement of construction and maintained throughout construction and until such dwellings are sold or rented.

