
2017 MARKET REVIEW

REAL ESTATE IN THE GREATER BOZEMAN, MONTANA AREA

SINGLE FAMILY HOMES PRICED \$500,000 AND ABOVE
VACANT LAND OF FIVE ACRES AND ABOVE

SCHLAUCH UHLMANN
PLATINUM PROPERTIES

SINGLE FAMILY HOMES PRICED \$500,000 AND ABOVE

VACANT LAND FIVE ACRES AND ABOVE

BOZEMAN

AREAS WITH BOZEMAN CITY SERVICES

Bozeman is the area Downtown along with surrounding neighborhoods serviced by city utilities.



GREATER BOZEMAN

BRIDGER CANYON | FOUR CORNERS

GALLATIN GATEWAY | SOUTH SIDE

NORTH SIDE | TRAIL CREEK

Greater Bozeman is comprised of the South Side (2SE, 2SW), Gallatin Gateway (2G), Four Corners (2FC), the Northside (2NW, 2N), Trail Creek (2T), and Bridger Canyon (2B).

Each area in our Valley is distinct,
with attributes that impact the market.

SCHLAUCH UHLMANN PLATINUM PROPERTIES

specializes in real estate transactions in
the Gallatin Valley for both single-family
homes and residential acreage.

Information contained within this **2017 Market Report** has been **compiled by Schlauch Uhlmann Platinum Properties** utilizing data from Southwest Montana Multiple Listing Service figures reported as of December 30, 2017. Late reportings and private transactions are not included. We deem the information accurate given the data, but urge all readers to confirm for themselves.

Regardless of your real estate needs, **there's a reason to call us.** We provide premier service to all our clients, whatever your price point may be.



All information contained herein is gathered from a variety of sources deemed reliable, however, it is not guaranteed or verified by the seller, Platinum Properties, PureWest Christie's International Real Estate, or any of its associates. We urge independent verification of each and every item submitted to the satisfaction of a prospective purchaser.

DEAR CLIENTS, FRIENDS, AND NEIGHBORS,

2017 was a Boom Time for Bozeman, Montana, real estate transactions.

The 2016 downturn is all but forgotten as closed transactions reached—and in some areas exceeded—levels set in the strong 2015 market. As Bozeman population continues to increase, with job growth trending upward and unemployment downward, the pressure on home and land inventory levels remains a constant concern. We are in the midst of a Seller's Market, but with caveats: First, and foremost, a home priced at or slightly below-market price will normally sell within days unless it requires major renovation. A seller hoping to capture a price even slightly above the market price will experience push-back, with their Days on Market (DOM) more than likely extended. Buyers are more informed than ever.

A total of 1,485 single-family homes closed in Bozeman and the Greater Bozeman Area in 2017, down 4.5% from the 1,555 closings in 2016. However, the sales volume of just over \$644 Million dollars is 5.6% higher than 2016's volume of just under \$610 Million. There were **320 transactions for homes priced \$500,000 and above**, representing 21% of the market share. At the end of 2017, a total of 312 single-family homes are listed with **165 homes (53% of all listings) priced \$500,000 and above**. Inventory, especially at the lower price points, is a crucial component in this market. Working with a knowledgeable Realtor is more important than ever.

Vacant land continues to be increasingly valuable and difficult to find in our limited Valley. A total of 379 parcels of land were sold in 2017. Of these transactions, 54 were parcels of 5+ acres, a 38% increase over the 39 transactions in 2016. **Inventory levels for 5+ acres have dropped 32%** by the end of 2017, with 98 active listings compared to 144 parcels available at the beginning of 2017.

Schlauch Uhlmann Platinum Properties

at Pure West Christie's specializes in homes in Bozeman and Greater Bozeman Area priced at \$500,000 and above and in residential land of five or more acres. This report focuses on the health and state of this market segment as well as the overall market trends in Bozeman Real Estate. **We represent clients at all price points** and know that knowledge aids in making the right decisions, whether you are buying or selling real estate.

Mike, Sally, Torrey, and Brett of SU Platinum

Properties hope you find this report informative. The data is drawn from MLS reporting and does not reflect private transactions or ones conducted by non-members. For ease of reading, we have taken the liberty to round off multi-million-dollar figures. We encourage you to verify information on your own as this is factual to the best of our knowledge but other information may exist. We are always available to answer your questions and guide you in all real estate transactions. **The core of our belief is that this is all about YOU, our client.**

AS BUYERS FIND IT
INCREASINGLY DIFFICULT TO
FIND THEIR IDEAL HOME, THEY
WILL SEEK CHOICE LAND TO
BUILD THEIR DREAM HOME.
THEY FIGURE AN AVERAGE OF
25% OF THEIR OVERALL COST
WILL GO FOR LAND.

MEET THE PLATINUM PROPERTIES TEAM



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RESIDENTIAL LAND REVIEW

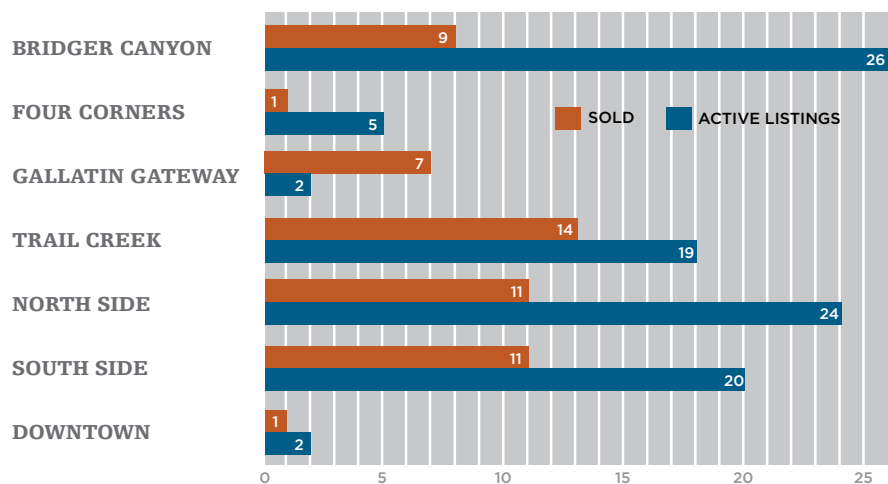
5 ACRES AND ABOVE | GREATER BOZEMAN AREA



Chester Lane | MLS #220884 | \$599,500 for 41(+/-) Acres

- 54 PARCELS OF 5+ ACRES SOLD WITH A SALES VOLUME OF \$25,427,687
- 98 ACTIVE 5+ ACRE LISTINGS WITH A LIST VOLUME OF \$124,803,653
- \$3.5 MILLION HIGHEST LAND SALE FOR 80 ACRES ON PATTERSON ROAD

2017 RESIDENTIAL VACANT LAND



BUYERS INCREASINGLY
LIST DRIVE TIME
TO DOWNTOWN
BOZEMAN AS A PRIME
CONSIDERATION ON
WHERE THEY WISH TO BUY.
BUYERS TEND TO SHY
AWAY FROM VACANT LAND
ACCESSED WITH
UNPAVED ROADS.



Cliff Manor | MLS #211795 | \$349,000 for 1.1 acres on the Gallatin River

Vacant land sales in Bozeman and Greater Bozeman Area for parcels of five or more acres in 2017 enjoyed a **38% increase** over 2016 sales, rising from 39 transactions to 54. However, in 2015, 55 parcels sold, so the market has simply recovered the ground it lost in 2016. It is noteworthy that the total volume of sales for 2017 is **\$65.5 Million for the 54 parcels, while the volume was \$69.2 Million in 2016 for 39 parcels.** Zoning and tougher water regulations in 2017 have slowed the rush to purchase potential development land that may face stiff hurdles in obtaining permitting. Still, the highest land transactions in 2017 are all properties with a potential to be sub-divided. Five acres on Durston Road closed for \$150,000 an acre while a 58-acre tract on Baxter and Love Lane sold for \$2.55 Million, nearly \$44,000 an acre.

The 54 closed transactions in 2017 are spread across the Gallatin Valley, with Trail Creek continuing to be the area in which 10-acre parcels are available at reasonable prices. **Land buyers seek privacy, views, and the ability to build their dream Montana home** as is reflected in the 21 transactions of 20-to-40 acre parcels, none of which can be sub-divided.



5-to-10 acre parcels are rare as stand-alones. Of the 20 currently listed, 18 of them are tracts in newer subdivisions: six in Bridger Canyon, and 12 in Trail Creek. There were ten transactions in 2017 of 5-to-10 acre tracts. Only one parcel of land sold in Four corners in 2017 and it was for 7.8 acres of development land, which went for \$425,000.

There are **only 20 listings for 10-to-just under 20 acre parcels.** There were 15 transactions in this range in 2017, with eight of them in Trail Creek. The largest segment of available land is 20-to-just under 40 acres, with 35 available tracts. 17 of these are on the Southside, 12 on the Northside, and six in Bridger Canyon.

Larger acreage is found on the Northside and in Bridger Canyon, with a decreasing number of 40+ acre parcels available in other areas of the Valley. Montana Ranch, located in Gallatin Gateway, had two 160-acre, non-dividable, tracts close in 2017. As “ranchettes” close to Bozeman sell, the inventory diminishes as there are few ranches and farms remaining in the Valley to sub divide. **Land is extremely limited in the City of Bozeman** with only two listings of five or more acres, both targeted for development. If you want to build a new home Downtown, you will need to tear down an existing non-historical home or do an extensive remodel.

**WATER AND
WATER RIGHTS
WILL BECOME
EVEN MORE OF A
DRIVING POINT
ON ALL FUTURE
DEVELOPMENT.**



Gallatin River Preserve | Four lots left starting at \$225,000 with Gallatin River, hunting, and 50 acres of private preserve

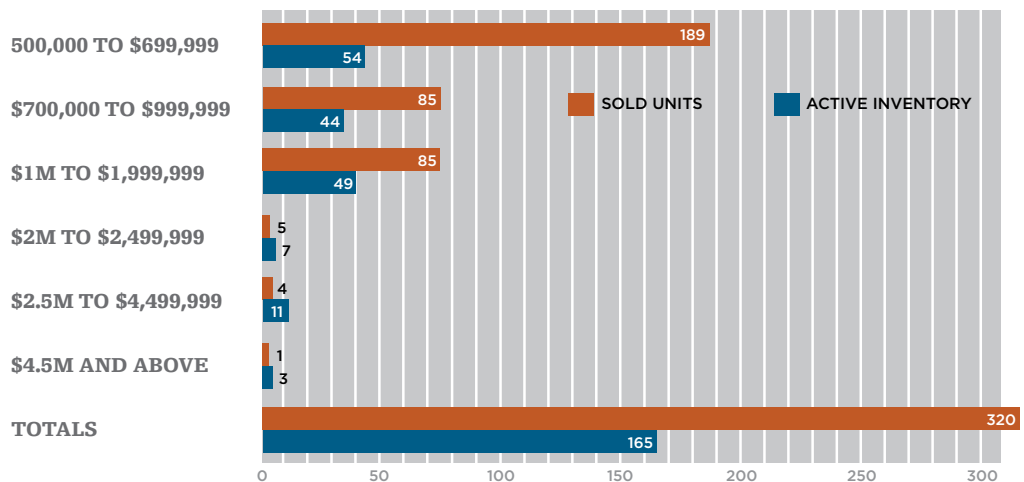
2017 REAL ESTATE IN REVIEW

BOZEMAN AND GREATER BOZEMAN HOMES \$500,000 AND ABOVE

- 320 HOMES SOLD COMPARED TO 277 IN 2016
- HOMES AVERAGED 97.4% OF LIST-TO-CLOSE PRICE AND AVERAGED 161 DAYS ON MARKET
- 85% OF CLOSINGS WERE HOMES PRICED \$500,000 TO \$1 MILLION
- 165 HOMES ACTIVELY LISTED COMPARED TO 169 AT JANUARY 1, 2017

SINGLE FAMILY HOMES

ANNUAL SALES GRAPH FOR GALLATIN COUNTY:
1,946 SALES IN GALLATIN COUNTY TOTALING \$978,807,530



BOZEMAN AND GREATER BOZEMAN HAD 1,485 CLOSINGS TOTALING \$644,173,195

OLDER GENERATION

BOZEMAN FOLKS
ARE DOWNSIZING,
SELLING THEIR
EXISTING HOMES AND
MOVING DOWNTOWN.
THEY ENJOY WALKING
TO RESTAURANTS
AND SHOPPING,
A SENSE OF COMMUNITY,
AND LOWERED
MAINTENANCE.



513 Doney Way | MLS#300891 | \$1,495,000 | Four bedroom main house / one bedroom guest on one acre



Tract 10 | Star Ridge Road | MLS#305826 | 20 acres \$445,000

Bozeman Real Estate is a small, niche market in sales volume, number of units sold, and prices paid per square foot when compared to urban markets like San Francisco and Denver, or even resort markets like the Yellowstone Club and Lake Tahoe. Bozeman has a vibrant upper-end market though, with 2017 making up for the slowdown in the 2016 upper-end sales. Both the number of units sold and the inventory levels at year end 2017 are near and/or surpassing those of year-end 2016. In 2017, homes \$500,000 and above averaged **161 Days on Market, and 97.4% of original list price to closing price.**

The Bozeman market is driven by Downtown, which accounts for 36.5% of the sales volume in homes \$500,000 and above, and 44% of the number of homes sold. The Northside, with 23% of the sales volume, and Southside, with 17% of the sales volumes, are the second market definers. Although Bridger Canyon is a much sought-after locale, the lack of inventory, higher price points,

and perceived distance from Downtown is responsible for it generating only 5% of the sales volume, and only 3% of the number of homes sold. Four Corners, with new sub divisions offering homes in the \$500,000 to \$699,000 range, accounts for 13% of the total number of homes sold in 2017. Trail Creek, with less than 2% of the home sales and Gallatin Gateway with 4% of the sales, are very small market areas.

**BUYERS LOOKING
FOR HOMES
WITH CENTRAL
AIR IS MORE
POPULAR—MAYBE
DUE TO GLOBAL
WARMING?**



Aspen Springs | Three one-acre lots left starting at \$345,000



31 South View Ridge | MLS#300893 | \$2,295,000 on two acres | 7,079 sq. ft. | Four bedrooms

DOWNTOWN BOZEMAN

- 141 RECORDED TRANSACTIONS OVER \$500,000
- 61 ACTIVE LISTINGS
- \$2 MILLION IS HIGHEST CURRENT ASKING PRICE



The Annual Christmas Stroll in Downtown Bozeman

Downtown Bozeman, and the areas surrounding Downtown with city services, is the epicenter of real estate activity in the Bozeman area, with **over \$277 Million in total transactions in 2017**. Just over \$96 Million was transacted in 2017 for single family residences over \$500,000 Downtown, a **23% increase** from its 2016 figure of \$78.8 Million. Actual number of units sold only increased by 15%, rising from 123 transactions in 2016 to 141 in 2017. People are willing to invest money in Downtown and pay upwards of \$500 per square foot for new construction or remodeled historic homes.

The Willson residences and the new multi-story buildings on Mendenhall have driven up per-square-foot figures. The highest recorded sale of the year Downtown was \$2.1 Million for one of the Willson Residences, which sold at **\$584 a square foot**.

Downtown's growth comes with controversy. People question the changing face of neighborhoods, the pressure on parking, how the skyline is being altered, and what the future holds. Meanwhile, new businesses including some much-welcomed and heralded restaurants, along with Downtown's solid core of existing viable businesses and history, have helped cement the area's booming economy and energy. Due in part to the new apartment complexes coming onto the market, inventory levels **Downtown increased 35%** by the end of 2017, going from 45 listings at the beginning of the year to 61 active listings at year end. 94% of the closed upper-end transactions Downtown in 2017 are for properties between \$500,000 to \$1 Million and 87% of the current Downtown listings are between \$500,000 and \$1 M. The highest current asking price Downtown is for a \$2 Million townhome in the Village Downtown.



725 South Willson | MLS #216381 | \$1,650,000
5,915 sq. ft | Four bedrooms

SOUTH SIDE

- **\$2.25 MILLION HIGHEST CLOSING IN 2017**
- **53 CLOSINGS OF HOMES \$500,000 AND ABOVE TOTALING \$45.3 MILLION IN VOLUME**
- **INVENTORY HAS DECREASED 14%**
- **11 PARCELS OF LAND SOLD, TOTALING 239 ACRES**



400 Hayrake Lane | MLS#301294
\$2,935,000 on 20+ acres | 7,742 sq. ft. | Three bedrooms

South Side Bozeman accounted for 16% of the sales of homes \$500,000 and above, with 53 recorded closings. Homes on the Southside averaged 103 DOM overall, while homes priced between \$500,000 and \$699,000 averaged 78 DOM. The 53 recorded sales are a 15% increase over the 46 transactions in 2016. **Schlauch Uhlmann Platinum Properties** had the highest recorded South Side home sale for \$2.25 Million for a home on 20 acres.

Triple Tree, considered to be one of Bozeman's finest "established" neighborhoods, had five closings, up from two closings in 2016, but still short of the seven sales in 2015. The highest sold price in Triple Tree was \$1.7 Million, with the highest per-square-foot price being \$239. Vacant Triple Tree tracts of land, between 1-to-3 acres, continued to close, with **SU Platinum Properties** selling a Triple Tree lot for \$525,000, the highest price paid

in Triple Tree for a lot under 10+ acres. Drive around Triple Tree and you will see several magnificent homes under construction.

Sundance Springs and West Meadow had 15 closings in 2017, with a West Meadow home having the highest closing price at \$875,000. Homes in Sundance Springs averaged \$281 per-square-foot, with 18 DOM. West Meadow homes averaged 69 DOM and \$272 a square foot.

Painted Hills had six closings, with \$865,000 the highest sale. It is interesting to note that four of the six sales averaged only **11 DOM**. One of the homes sold took 294 days to go under contract. Pricing and the need to remodel are strong factors in DOM.

If you are considering buying in either neighborhood, it is wise to have a Pre-Qualification letter from a Mortgage Company and be ready to make an offer.

Eagle Rock Reserve, the jewel of South Side neighborhoods, had one recorded home closing in 2017 for \$1.45 Million. **SU Platinum Properties** did a private sale for well over \$2 Million, and sold a 20-acre tract for \$627,750, the highest price paid in Eagle Rock for vacant land.

South Side land sales for 5+ acres are solid, with 11 closed transactions totaling 239 acres and \$8.1 Million in sales. **SU Platinum Properties** sold 20 acres off John May Lane for \$850,000, which is **\$42,300 an acre** for non-development, non-dividable land. South Side land averaged \$34,000 an acre. Currently there are 20 land listings, with a 35-acre tract on Cottonwood Road being the highest, listed at \$1.9 Million.

**ZONING LAWS
AND COVENANTS
ARE BIG FACTORS
ON BUYING
DECISIONS.**

NORTH SIDE

- **56 HOMES \$500,000 AND ABOVE SOLD**
- **31 HOMES LISTED AT \$500,000 AND ABOVE**
- **HOMES AVERAGED 147 DOM**
- **11 VACANT LAND SALES OF 5+ ACRES**



171 Old Farm Road | MLS#214201 | \$11,475,000
Three Bedroom Main House, two bedroom guest on 20-acres with lake

The North Side experienced a **10% increase in closed transactions** for homes \$500,000 and above, with 72% of the closings for homes between \$500,000 and \$1 Million. The North Side accounted for \$78.6 Million in total homes sales, with \$59 Million of the volume for homes priced \$500,000 and above.

Currently there are 31 homes listed for \$500,000 and above with a listed volume of \$55.6 Million. 35% of the listings are for homes priced \$500,000 to \$1 Million. There were **40 sales in 2017 priced between \$500,000 and \$1 Million and now only 11 listings.**

Five homes are listed at \$2 Million and above, and five homes sold at \$2 Million

and above. The highest concentration of North Side listings is 15 homes priced between \$1 Million and \$2 Million.

The North Side is responsible for five of the ten sales of \$2 Million and above recorded in 2017. The top three sales of the year are for North Side homes, with **Schlauch Uhlmann Platinum Properties** being involved in two of the transactions including bringing the buyer for the highest sale in Bozeman of the year: a **\$6.25 Million property**, designed by Locati Architects and built by SBC in Old River Farm.

Black Bull had ten transactions of \$500,000 and above in 2017, with an average price-per-square-foot of \$324 and the highest sale at \$1.69 Million. Sales averaged 113 DOM. **Stonegate** had two transactions, with \$622,533 being the highest sale of the year, while **Manley**



Homestead, The place to Build, Close to Town. Lots from 5 to 54 acres
www.thehomesteadbozeman.com

"Mike and Sally are a delight to work with and were awesome in helping us with the closing details from afar.

We are now in our new home and love it. Sally and Mike offer first-class service in so many ways. We highly recommend them." **ML**

Meadows had one sale at \$1.47 Million. Other sales on the North Side were spread across the area.

11 tracts of land totaling 302 acres traded hands, with the highest sale being a 58-acre parcel on Baxter and Davis slated for development and selling for \$2.55 Million. The other ten parcels accounted for \$4.1 Million in transactions for 244 acres, **averaging \$16,790 an acre**, down 38% from 2016 average acre costs of \$27,185 an acre. There are 24 North Side land listings at the end of the year, with 12 listings for 20-to-40 acre tracts and only one listing for a 5-to-10 acre parcel. The recent offerings of four large tracts on McIlhattan Road—with an asking price of \$10.3 M for 735 acres—is driving the stats for North Side land. People wanting to build their own homes have great choices of land on the North Side with three listings in Autumn Ridge averaging 32 acres each, and **SU Platinum Properties' listing in The Homestead**, which has tracts of varying acreages, all with stupendous views and minutes from Downtown.

www.thehomesteadbozeman.com



849 Kelly Creek | MLS#214380 | \$2,125,000 on 11 acres
6,830 sq. ft | Four bedroom suites

BRIDGER CANYON

- **11 HOMES SOLD \$500,000 AND ABOVE**
- **\$2,375,000 HIGHEST RECORDED SALE**
- **22 HOMES CURRENTLY LISTED AT \$500,000 AND ABOVE**
- **9 VACANT LAND SALES OF 5+ ACRES**



6500 Tepee Ridge
MLS#219364 | \$3,995,000 | 60(-) acres
Two 3-bedroom homes with barn

Home sales in Bridger Canyon slowed for the second year in a row, **dropping 35% from 17 transactions in 2016 to 11 in 2017**. Volume of sales also fell from \$19.6 Million in 2016 to \$14.8 Million in 2017. Much of this is due to zoning restrictions, lack of inventory, and Sellers asking top dollar. **Bridger Canyon remains high on the list for potential Buyers** seeking a primary or second home in Bozeman, but lack of inventory and options has resulted in Bridger Canyon accounting for only 5% of the sales of \$500,000 and above for Bozeman homes. There were only five sales under \$1 Million in the Canyon in 2017 compared to 133 sales in

BUYERS WANT A
CONTEMPORARY / MODERN
FEEL IN THEIR HOMES
BUT ALSO GRAVITATE TO
MATERIALS AND MONTANA
AESTHETICS BASED ON
NATURE. WOOD BURNING
FIREPLACES STILL RULE,
AND BIG PICTURE WINDOWS
WITH VIEWS ARE A
DEFINITE PLUS.

Downtown. Steep asking prices are reflected in the 286 DOM average in the Canyon compared to 69 DOM on the South Side and 147 DOM on the North Side.

Bridger Canyon remains steady in listings, with **22 homes currently on the market**, compared to 21 homes on the market at the beginning of 2017. There are ten properties listed in the \$1 Million to \$2

Million range, with four properties closing in 2017 in these price points.

Land sales in Bridger Canyon increased 80%, from five transactions in 2016 to nine this past year. 144.5 acres traded hands, along with a private transaction conducted by **SU Platinum Properties** for a cabin and an adjoining 40 acres. Land sales totaled \$2.7 Million, **averaging \$18,465 an acre**. There are 26 land listings equally distributed by acreage, with six parcels of 5-to-10 acres offered in a newer sub division. In 2017, a 10-acre parcel sold in Bridger Canyon for \$450,000.

11220 Bridger Canyon | MLS #302485
\$1,650,000 on 20 acres | 6913 sq. ft | Five bedrooms



GALLATIN GATEWAY

- **13 HOMES SOLD AT \$500,000 AND ABOVE**
- **9 TRACTS OF 5+ ACRES SOLD**
- **7 HOMES CURRENTLY LISTED AT \$500,000 AND ABOVE**



Montana Ranch | Tracts from 20 to 267 acres

Home sales in Gallatin Gateway are up 86% in 2017, with 13 homes sold compared to seven sales in 2016. This has resulted in a **53% decrease in inventory**, with only seven homes currently listed compared to 15 at the start of 2017. Slightly over \$11 Million in closed transactions were recorded for homes priced \$500,000 and above. Currently there

is \$7.6 Million in listings of homes \$500,000 and above.

Land sales have increased 28%, rising from seven transactions in 2016 to nine in 2017. A total of 433 acres sold, with \$4.2 Million in volume and an **average of \$9,668 paid per acre**. Two of the transactions were for 160 acre tracts in Montana Ranch, with **SU Platinum Properties** selling one of the parcels. \$1,169,000 was the highest Gallatin Gateway land sale.

FOUR CORNERS

- **43 HOMES SOLD \$500,000 AND ABOVE**
- **1 VACANT LAND SALE**
- **10 CURRENT LISTINGS OF HOMES \$500,000 AND ABOVE**

For the second straight year Four Corners has experienced a big increase in home sales, from 30 in 2016 (which was a 58% increase over 2015) to 43 sales in 2017, an increase of 43%. Home sales in Four Corners totaled \$85 Million, with \$32.4 Million of homes listed at \$500,000 and above. There is only \$16 Million in current listings. The highest sale was just under \$3M for a completely remodeled home with a guest house and barn off Cameron Bridge along the Gallatin River. River frontage always commands higher prices, as is evidenced with the current \$3.5 Million listing in Four Corners for a home on River Road.

Homes ranged from 17 to 375 DOM. The DOM for the four properties that sold for over \$1 Million averaged 99 DOM. 39 of the 43 sales were homes priced between \$500,000 and \$1 Million. **Current listings have decreased by 33%**, dropping to ten listings, with seven of them being for homes under \$1 Million.

Land sales plummeted to a single transaction of a 7.8-acre tract for \$425,000. In 2016, seven parcels sold. However, there are only five vacant land listings in Four Corners and three of them are for large tracts of land off Norris Road including 1,167 acres listed for \$4.6 Million.

TRAIL CREEK

- **5 HOMES \$500,000 AND ABOVE SOLD**
- **14 PARCELS OF 5+ ACRES SOLD**
- **4 HOMES CURRENTLY LISTED**

Home sales rose slightly in Trail Creek, going from four sales in 2016 to five in 2017. A total of **\$3.2 Million was recorded in transactions**, averaging 46 DOM. Homes sold quickly in Trail Creek, with 73 DOM being the longest time frame. The limited inventory and price points, combined with acreage and privacy is driving the sales. Listings dropped from five at the beginning of 2017 to four at the end. There is \$5.1 Million in total volume of listings, with one listing under \$1 Million, and three listings in the \$1 Million to \$2 Million range. The highest sale of the year was \$650,000, and **highest price paid per-square-foot was \$360**.

Trail Creek had the largest number of land transactions, with 14 parcels sold, a 40% increase over the ten parcels sold in 2016. A total of 262 acres traded hands, averaging \$10,616 an acre. Just under \$2.8 Million was recorded in sales, with \$525,000 the highest sale for 61 acres. There are 19 land listings currently in Trail Creek with 12 listings of 5-to-10 acre parcels, the highest concentration in the Valley.

"In almost 40 years of practicing law I have worked with hundreds of real estate agents. Sally Uhlmann and Schlauch Uhlmann Properties are simply the best in attention to detail, industry and property knowledge and client care. They make transactions come together and keep both sides feeling good. They are always my first choice."

SB



2017 SOLD PROPERTIES

**SCHLAUCH UHLMANN PLATINUM PROPERTIES
ENJOYED GREAT SUCCESS IN 2017.**

**WE CONDUCTED HIGH-END PRIVATE TRANSACTIONS,
AND BROUGHT THE BUYERS FOR A NUMBER OF LISTING.**

**WE SOLD,
SOLD,
SOLD
OUR
LISTINGS:**



255 Starner | #218784 | \$1,125,000



120 Churn Road | #211788 | \$1,145,000

*"From beginning to end, our experience
with Mike and Sally as our brokers selling
our property was positive." MM*



Lot 17 Myers Lane | #197442 | \$297,500



Four lots sold in Gallatin River Preserve



4800 Meadow Lane | #194133 | \$2,473,500



Tract 22 Star Ridge | #211723 | \$675,000



Lot 4 Columbine Court | #300996 | \$585,000



Lot 7 Picnic Point, Montana Ranch | #183974 | \$795,000

"Sally and Mike are extremely knowledgeable of the Bozeman market—economic drivers, property sales and valuations as well as market trends. I feel they represent their clients' best interests at all times." KJ



6500 E Baseline Road | #303899 | \$3,100,000



75 Crestview Lane | #212053 | \$1,194,000



18150 Bridger Hollow Road | #216479 | \$1,270,000

"I have worked with Sally and Mike for many years now both on the buy and sell side. Great professionalism and competence. They continue to be my go real estate resource."

BW



John May Lane | #207876 | \$899,000



11330 Bridger Canyon Road | #220652 | \$1,295,000

"Sally and Mike are experienced, effective professionals who are experts on the market. They are a team that manages every detail of the process and they are there for you after the sale. They sold my house in less than a week for full price." **JP**



390 Hayrake Lane | #212442 | \$2,399,000



85 Boom Time | #214253 | \$757,500

"Mike and Sally handled all the details of a difficult transaction and made it all work out beautifully, we could not have asked for more. Very professional and pleasant to deal with."

KH

"Our experience with Mike and Sally was excellent. From finding the right buyer for our property to helping us find the right home for our next phase in life. Always a pleasure to deal with and accommodating."

CB



430 Rocking Horse | #304541 | \$1,487,500

WELCOME TO OUR TEAM

Schlauch Uhlmann Platinum Properties operates as a Team, with Mike Schlauch, Sally Uhlmann, Torrey Benson, and Brett Evje contributing their expertise, marketing and business backgrounds, and skills sets to every transaction. All four are focused on **YOU**, the client, insuring you receive the benefits of their combined strengths, knowledge, and vast experiences. You will have four highly qualified people working together on one goal: providing you with the best possible real estate outcome.



Mike Schlauch, a native Montanan, graduated from Montana State University in Bozeman with a degree in Construction Engineering Technology. He spent 13 years working throughout the U.S., managing complex

MIKE SCHLAUCH
Agent | Owner

406.580.8380
mike@suplatinum.com

construction projects, before returning to Bozeman and co-founding Schlauch Bottcher Construction (SBC), one of the regions most respected custom home building firms. In 2012, Mike decided he wanted another chapter in his career and joined PureWest Christie's as a Sales Agent, where he and Sally partnered up, forming SU Platinum Properties. Every year, Mike ranks as one of Bozeman's Top Real Estate Producers. He is known for his strong work ethic, positive outlook, and extensive knowledge of real

estate, construction and business. He guides clients through all aspects of real estate, both residential, vacant land, and commercial, specializing in home inspections, assessing a home's ability and cost to be remodeled, as well as aiding any new construction projects. He is happily married to an interior designer. Both are active outdoors people who love family, friends, and Montana.



Sally Uhlmann settled in Gallatin Valley 15 years ago and is consistently ranked as one of Bozeman's Top Producing agents for high-end properties. She is well versed in marketing and advertising,

SALLY UHLMANN
Agent | Owner

406.223.5964
sally@suplatinum.com

with real Estate being her fourth successful career. She began as the owner and designer of Salaminder, an International clothing company with 1,400 active wholesale accounts at the time she sold the company. She then raised 3-Day event horses on her 680-acre ranch outside of Kansas City, which lead to her helping found Ariat International, an equestrian boot company. Sally has built and remodeled several homes, been involved in numerous non-profits, and traveled the world. Cooking and gardening are major passions, as is her family.

THERE'S A REASON TO CALL US

- We operate as a team, with four active members—plus **YOU!**
- We have a proven track record, consistently ranking as Top Producers in both the selling and purchasing of Bozeman real estate.
- Given your needs and wants, we pair you with the right Team Member for the specific skills and expertise required at any point of your transaction. Buying and selling real estate is a process, with many steps and procedures. We have expertise in every area.
- We keep you informed. We specialize in the Bozeman real estate market and know the market trends, comparable properties, and what is available on the market. We pre-tour homes before introducing them to clients. We study what is—and is not—selling. We keep you current and provide you with in-depth information and our own Market Reports.
- We market. We negotiate. We represent you. We keep stress to a minimum.
- We get results.

We work for YOU.



TORREY BENSON
Agent | Associate

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Torrey Benson jokes that real estate is in her DNA. She was raised in Minnesota with her father pioneering a 40-year-successful commercial real estate firm. A fierce competitor

in sports, Torrey served as the captain of her high school tennis, softball, and downhill ski teams, winning state championships and

participating in the Junior Olympics. She graduated from Boston College and worked as an Associate Producer for E! Entertainment in Los Angeles. She found she couldn't live without snow, and moved to Colorado, beginning her own real estate career. Torrey successfully navigated the Denver and Vail real estate industry in retail leasing, historic development, sales and commercial transaction brokerage, and luxury real estate. Torrey, along with her husband and two young girls, relocated

to Bozeman a few years ago seeking a mountain town with soul, smarts, and possibilities. She loves to share her passion for Bozeman with folks moving here, marketing and selling homes and businesses, and working on projects that make the area an even better place to live.



BRETT EVJE
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Brett Evje is a fifth generation Montanan who knows and loves this state, with an emphasis on Bozeman and Livingston. An entrepreneur and businessman, Brett has owned restaurants

and bars (most currently Bozeman's premier wine bar and restaurant, Plonk), been a project manager on commercial buildings, and accomplished

stone mason. He loves old cars, flying his plane, fine wines, his amazing daughter and wife, and working with clients to bring about successful transactions.

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