

APERTURE  
GLOBAL REAL ESTATE



ZAREMBA POTTS GROUP

ZAREMBA POTTS GROUP



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LUXURY REAL ESTATE

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# BIG SKY BUYER'S GUIDE

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# WELCOME NOTE

## **HELLO!**

Thank you for downloading our Big Sky Buyer's Guide. We're honored to introduce you to one of the most remarkable mountain communities in the world. Known for its extraordinary natural beauty, world-class recreation, and refined mountain living, Big Sky offers a lifestyle that is both adventurous and deeply rewarding.

Whether you are exploring the area for a primary residence, a legacy mountain retreat, or a luxury investment property, this guide is designed to give you a thoughtful introduction to the region and the opportunities that await here.

We hope the information inside provides helpful insight as you begin discovering what makes Big Sky such a special place to call home. When the time is right, we would be delighted to help guide you through the process of finding your perfect place in Big Sky.

Sincerely,

*Matt & Allen*

**Matt Zaremba & Allen Potts**



# ABOUT ZAREMBA POTTS GROUP

## Working with us

Zaremba Potts Group represents luxury real estate at the highest level in Big Sky. As a top-producing team with Aperture Global, our experience includes serving on a billion-dollar-a-year sales team and leading the launch of some of Big Sky's most exclusive and private developments.

Our work has helped shape the premier alpine communities within Spanish Peaks Mountain Club and Moonlight Basin — where discretion, architectural excellence, and legacy-level properties define the market. We have also played a key role in the launch and marketing of some of the newest developments within Big Sky Town Center, bringing elevated positioning to the area's evolving luxury landscape.

We bring global-caliber marketing, strategic positioning, and elite negotiation to every representation. From ski-in/ski-out estates to expansive mountain retreats, our clients trust us to navigate rare opportunities with precision and confidentiality.

In a market this exclusive, execution is everything.

- 01** Elevated representation
- 02** Exception results
- 03** Unparalleled marketing



OUR LEADERSHIP

# MEET THE TEAM



## MATT ZAREMBA

Team Owner

Matt's experience in sales and hospitality makes him the perfect match for any client. He's inherited a deep understanding of the Big Sky market while working in real estate and owning a property management company. Whether you're already a resident, or about to become a member of our vibrant community, Matt would love to help you find what you're looking for. In his free time, Matt enjoys , skiing, golfing, and mountain biking with his 3 kids and wife.



## ALLEN POTTS

Team Owner

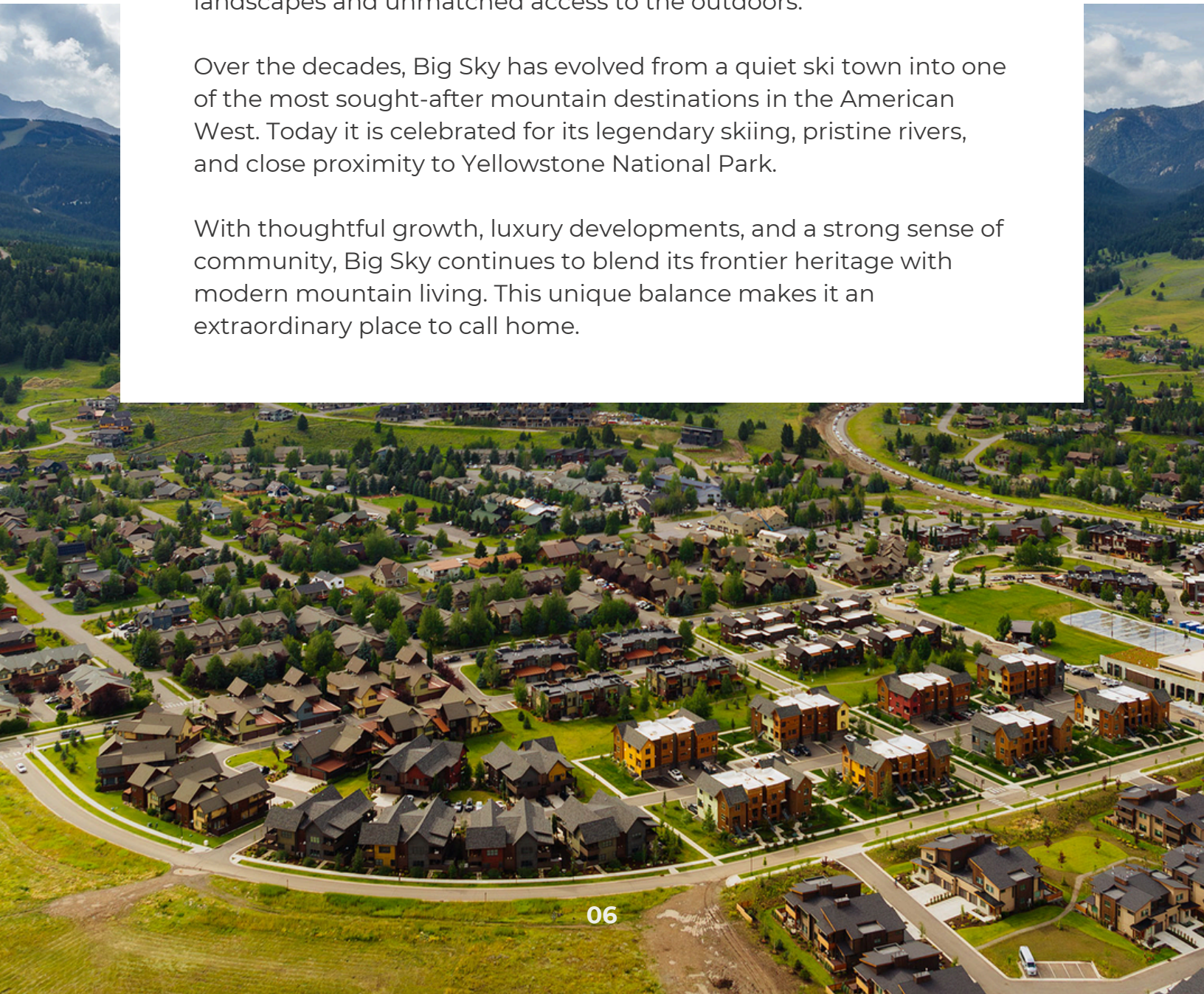
Raised on the New England coast, Allen first discovered Big Sky after a Marine Corps deployment in 2005 and was immediately drawn to its mountain landscapes and wide-open spaces. Today he and his wife Emily are proud to raise their three children in the community they love.

# HISTORY OF BIG SKY

Big Sky's story began in the early 1970s when NBC news anchor Chet Huntley envisioned creating a world-class mountain destination in the vast wilderness of southwest Montana. In 1973, Big Sky Resort officially opened and transformed what was once rugged ranchland into a growing alpine community known for its breathtaking landscapes and unmatched access to the outdoors.

Over the decades, Big Sky has evolved from a quiet ski town into one of the most sought-after mountain destinations in the American West. Today it is celebrated for its legendary skiing, pristine rivers, and close proximity to Yellowstone National Park.

With thoughtful growth, luxury developments, and a strong sense of community, Big Sky continues to blend its frontier heritage with modern mountain living. This unique balance makes it an extraordinary place to call home.



# ABOUT BIG SKY

Big Sky is one of the most remarkable mountain communities in the American West. Surrounded by the towering peaks of the Madison Range and located just an hour from Yellowstone National Park, the area is known for its breathtaking scenery, world class skiing, and unmatched access to the outdoors. What began as a quiet ski destination has grown into a vibrant year round community with luxury homes, private mountain clubs, and an expanding dining and arts scene.

Visitors and residents alike are drawn to Big Sky for its balance of adventure and tranquility. From skiing at Big Sky Resort and fly fishing on the Gallatin River to hiking, golfing, and exploring nearby Yellowstone, there is no shortage of ways to experience the landscape. Despite its growth, Big Sky has maintained its welcoming mountain town character, making it a truly special place to visit and an extraordinary place to call home.



# BIG SKY BY THE NUMBERS

## POPULATION



**3,600**

## SKI TERRAIN



**5,850 Acres**

## BOZEMAN YELLOWSTONE AIRPORT



**1 Hour**

## BIG SKY

Big Sky is a thriving mountain community in southwest Montana known for its world class skiing, breathtaking landscapes, and close proximity to Yellowstone National Park. With a growing economy driven by tourism, hospitality, and luxury real estate, Big Sky offers a unique blend of outdoor adventure and modern mountain living.

## YELLOWSTONE



**45 Miles**

## ELEVATION



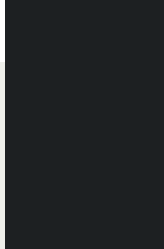
**~6000-11,000 Ft.**

## MEDIAN HOME PRICE



**~\$2,100,000**

- **Land Conservation:** In Big Sky, over 26,400 acres of fish and wildlife habitat, pristine streams, and open space have been permanently preserved, ensuring the long-term protection of the region's natural beauty and ecological integrity.



# *Big Sky* **LOCAL GUIDE**

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Locals and part-time residents love the small and tight-knit nature of Big Sky. It's a community people want to be a part of. They want to unplug from the chaos of city life and create real memories with their families and friends who share the same goal of being rejuvenated by connecting with the outdoors and living in the present. An ideal day in Big Sky begins when the air is cool regardless of the season, and ends with tired legs and stories to tell.



# COST OF LIVING

01

## INCOME TAXES

Montana offers a competitive tax environment with a top income tax rate of **5.9%**, often offset by the absence of additional local taxes. For many buyers relocating from high-tax states, this can represent a meaningful reduction in overall tax burden.

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02

## PROPERTY TAXES

Property taxes in Montana remain relatively low compared to many luxury markets across the country. In Big Sky, effective rates generally range from **0.7%** to **0.9%**, supporting long-term value retention for primary residences, vacation homes, and legacy properties.

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03

## SALES TAX

Montana is one of the few states with **no state sales tax**, offering a significant advantage for high-value purchases. From home furnishings to vehicles and lifestyle investments, this creates substantial savings over time.

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04

## TAX FRIENDLY POLICIES

Montana is widely recognized for its favorable tax structure for affluent buyers. Benefits may include no sales tax, potential advantages for second-home ownership, and flexible ownership structures. Combined with Big Sky's strong luxury market and limited inventory, this positions the area as an exceptional opportunity for both lifestyle and long-term investment.



# CLIMATE INSIGHT

01

## AVERAGE TEMPERATURE

Big Sky experiences a true alpine climate with an average annual temperature of approximately **37°F**, offering cool summers and snowy, picturesque winters.

- **Summer Average Temp:** Around **75°F** in July
  - **Winter Average Temp:** Around **20°F** in January
- 

02

## PRECIPITATION LEVELS

Big Sky receives approximately **20 inches** of annual precipitation, with the majority falling as snow during the winter months, contributing to its renowned ski conditions.

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03

## EXTREME WEATHER EVENTS

Big Sky is known for its exceptional snow, averaging over **400 inches** annually. The region's consistent snowfall and long ski season make it one of the premier destinations in North America.

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04

## SEASONAL CHANGES

Expect distinct and highly desirable seasons, from powder filled winters and vibrant summers to crisp autumns and refreshing spring transitions. Each season offers a unique lifestyle experience centered around the outdoors.

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05

## LOCAL PRO TIP

Embrace the mountain lifestyle by preparing for winter conditions and taking advantage of year round recreation. Whether skiing, hiking, or fly fishing, Big Sky offers an unmatched balance of adventure, privacy, and natural beauty.

# LUXURY REAL ESTATE AT A GLANCE

The Big Sky real estate market is defined by exclusivity, limited inventory, and strong demand for premier mountain properties. The average home price exceeds **\$2.1M**, with luxury estates commanding significantly higher values.

With approximately **300–400 active listings** and average market times of 60–120 days, opportunities are limited and highly competitive. Big Sky offers a rare chance to invest in privacy, lifestyle, and long-term value.



# RECREATIONAL OPTIONS

## **BIG SKY RESORT - HOME TO THE “BIGGEST SKIING IN AMERICA”**

During the winter months, and an array of activities during the summer months including, mountain biking, zip-lining, hiking, scenic tram rides, etc.



## **HIKING/BIKING/CROSS-COUNTRY TRAILS**

There are a number of hiking/biking trails in and around Big Sky, most of which can be used year-round and are groomed for cross-country skiing in the winter.



## **GALLATIN RIVER**

Originating in Yellowstone National Park, this 120-mile long river offers blue-ribbon trout fishing, white water rafting, and incredible sightseeing. It flows through Big Sky to the east and continues on to Three Forks, MT where it joins the Madison and Jefferson rivers to form the Missouri River



## **YELLOWSTONE NATIONAL PARK**

The west entrance to one of America's most famous National Parks is located ~50 minutes south of Big Sky in West Yellowstone, MT. However, a number of hikes, fishing spots, and scenic areas can be found starting about 20 minutes south of Big Sky when Yellowstone National Park property begins.



# LOCAL ATTRACTIONS



## **BIG SKY RESORT**

Skiing in the winter and summer activities galore.



## **HIKING**

Ousel Falls Trail and Beehive Basin are some of the most popular hiking spots around



## **GALLATIN RIVER**

Whitewater rafting, fishing, and sightseeing



## **BIG SKY TOWNCENTER**

The “downtown” area of Big Sky and location of the area’s shopping, restaurants, and nightlife. Also home to popular summer attractions like the Wednesday Farmer’s Market, Thursday concert series (Music in the Mountains), and the PBR (Professional Bull-Riding Rodeo).

# SHOPPING AREAS

The majority of the shopping in Big Sky is located in the Towncenter and Meadow Village, but additional options exist in the Mountain Village at Big Sky Resort and the various hotels.



**01**

**BIG SKY MEADOW (TOWNCENTER AND MEADOW VILLAGE)**

Groceries, specialty shops, outdoor sports/apparel, banks, hardware.

**02**

**BIG SKY MOUNTAIN VILLAGE**

Mostly shops complimentary to the recreational activities offered at Big Sky Resort: outdoor gear/apparel, souvenirs, specialty shops.

**03**

**MONTAGE BIG SKY**

Luxury boutique shopping, ski and outdoor apparel, and premium equipment.

**04**

**ONE&ONLY MOONLIGHT BASIN**

Luxury boutique shopping, curated ski and outdoor apparel, and high-end equipment.

# COMMUNITY EVENTS



## FARMERS MARKET

A refined take on a local tradition, featuring seasonal produce, artisan goods, and a curated selection of regional vendors set within Big Sky's scenic mountain setting that occurs every Wednesday of the summer.



## MUSIC IN THE MOUNTAINS

An acclaimed summer series showcasing world-class performances, where symphonic music and alpine landscapes come together for an unforgettable open-air experience and occurs every Thursday of the summer.



## BIG SKY PBR

A premier western event blending professional bull riding with elevated hospitality, offering an exclusive and high-energy experience in the heart of Big Sky.

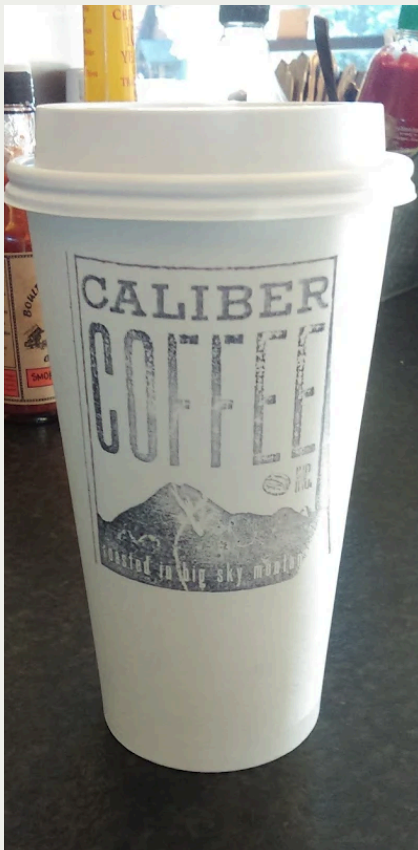


## WILDLANDS FESTIVAL

An exclusive alpine music experience featuring world-class artists beneath Lone Peak, with a mission rooted in conservation and the preservation of the Greater Yellowstone ecosystem.

# COFFEE SHOPS

Visitors and locals alike will find a variety of coffee shops across the various neighborhoods in Big Sky, providing adventure-seekers with the energy needed to stay active from dusk till dawn!



## Big Sky Meadow (Towncenter and Meadow Village)

- Caliber Coffee Roasters
- Cowboy Coffee
- Hero Snow Coffee



## Mountain Village

- Treeline Coffee Roaster
- Cafe and Bakery (The Exchange in Big Sky)



## Montage Big Sky (Spanish Peaks)

- Wildflower Market



## One & Only (Moonlight Basin)

- Cafe (downstairs in the Sky Lodge)



## Gallatin Canyon

- The Lone Perk
- Cafe 191

# DINING/NIGHTLIFE

Options for dining and nightlife are most concentrated in Big Sky Meadow (Towncenter and Meadow Village), followed by the Mountain Village (Big Sky Resort), and then at the nearby 5-star hotel resorts (Montage Big Sky and One&Only Moonlight Basin), and finally the Gallatin Canyon. We've included our top picks below!



## Towncenter/ Meadow Village

- Horn & Cattle at Lone Mountain Ranch
- Ousel & Spur
- Blue Buddha
- Tips Up
- By Word of Mouth
- Pinky G's Pizzeria



## Mountain Village

- The Cabin
- Scissorbills Saloon
- Vista Hall



## Montage Big Sky (Spanish Peaks)

- Alpenglow
- Cortina
- Backcast
- Beartooth Pub



## One & Only (Moonlight Basin)

- The Landing
- Akira Back
- Wildwood
- Dear Josephine



## Gallatin Canyon

- Cafe 191
- Gallatin Riverhouse
- Buck's T4

# SPECIAL RESOURCES

## MEDICAL RESOURCES



- Big Sky Medical Center - Eight-bed critical access hospital providing emergency and primary care to the Big Sky and West Yellowstone communities.
- B2 Urgent Care - Facility providing urgent/emergency care at Big Sky Resort

## SCHOOL DISTRICT



Big Sky offers a growing number of school/daycare options ranging from pre-k to 12th grade including: Morningstar Learning Center, Discovery Academy, The Community School, Ophir Lower/Middle School, and Lone Peak High School

## CONCIERGE



Big Sky Concierge, The Big Sky Vacation Concierge, and Elevated Concierge offer full-service lifestyle support and in-home experiences.

## DRIVERS



Karst Stage, Big Sky Shuttle, and Black Car Service Bozeman provide private transportation and airport transfers.

## INTERIOR DESIGNERS AND ARCHITECTS



Envi Interior Design, Studio H Design Group, Locati Architects, Alder & Tweed, Gallatin Valley Design, and Centre Sky Architecture specialize in refined mountain design.

## VACATION HOME MANAGEMENT



Local VR, Big Sky Vacation Rentals, Natural Retreats, and Ascend Property Management provide full-service property care and management.

# POPULAR NEIGHBORHOODS

Neighborhood Summary - Big Sky can be broken into five broad neighborhoods, each one defined by a set of unique characteristics, allowing visitors and real estate prospects the opportunity to hone in on the one best suited for their lifestyle



01

**Moonlight Basin**



02

**Spanish Peaks  
Mountain Club**



03

**Mountain Village**



04

**Meadow/Town  
Center**



05

**Gallatin Canyon  
(North and South)**

# MOONLIGHT BASIN

PRIVATE SKI-IN, SKI-OUT LIVING ON LONE PEAK



Located on the north side of Lone Peak, this private/membership community is one of the premium neighborhoods in Big Sky. In winter, residents enjoy direct ski-in/ski-out access that links seamlessly to Big Sky Resort's 5,800+ skiable acres. In summer, The Reserve at Moonlight Basin—a Jack Nicklaus Signature Course—offers a challenging 18-hole layout set against stunning alpine scenery at nearly 7,500 feet. One&Only Moonlight Basin is a 5-star hotel that was completed in 2025 and offers an array of up-scale restaurants/bars, and world class spa.

- Private/Membership Community
- ~20 minutes from Towncenter
- Close/immediate access to skiing
- Club amenities more spread out
- Real estate price range: ~\$2.5M-\$20M+

## COMMUNITY VIBE:

Private community whose membership is primarily made up of vacation-home owners looking to experience unrivaled access to all the activities available right in Moonlight Basin's backyard. The membership is as enthusiastic about the outdoors as it is socially energetic and welcoming.



**Residences:**  
Private Enclave



**Median Home Price:**  
~\$2.5M+



**Access:**  
Direct Ski Access



**Membership**  
Private Club  
Amenities

# SPANISH PEAKS MOUNTAIN CLUB

AN EXCLUSIVE GOLF AND ALPINE RETREAT IN BIG SKY



This private/ membership community is located approximately 10 minutes south of Big Sky's Towncenter and offers members the ability to ski in and out of a growing set of clubhouses and lodges, as well as a 5-star Montage hotel. The club also features a 7,300-yard 18-hole Tom Weiskopf Championship golf course and a 10 hole par three course called "Tom's Ten".

- Private/Membership community
- ~10 minutes from Towncenter
- Close/immediate access to skiing
- Club amenities located within one central location
- Real estate price range: ~\$1.5M-\$20M+

## COMMUNITY VIBE:

Boasting closer proximity to Towncenter (compared to Moonlight Basin), immediate access to skiing, and 5-star hotel amenities all within a stone's throw, it's no surprise that the membership at Spanish Peaks Mountain Club loves its easy access to outdoor activities, but truly cherishes the convenience that comes with having all their creature comforts located within walking distance.



**Residences:**  
Private Club  
Community



**Median  
Home Price:**  
~\$1.5M+



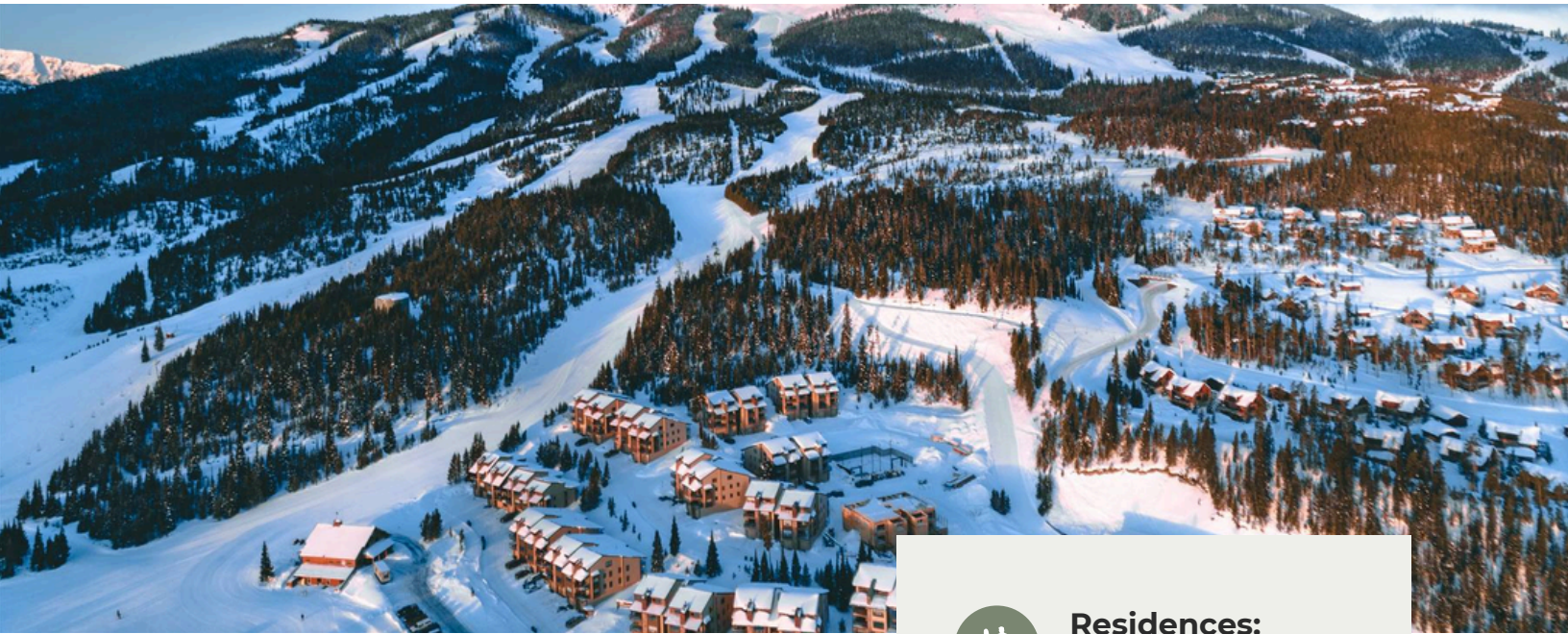
**Access:**  
Golf & Ski Access



**Membership**  
Luxury Club  
Amenities

# MOUNTAIN VILLAGE

REFINED RESORT LIVING AT THE BASE OF LONE PEAK



Mountain Village is Big Sky Resort's central base village where residents and guests converge to ski, hike, bike, dine, and shop. Four hotel properties and several condominium offerings are located in Mountain Village, with direct access to 5,800 of skiable and adventure-focused terrain.

- Public/Resort neighborhood
- ~15 minutes from Towncenter
- Close/immediate access to skiing
- Real estate price range: <\$500k-\$10M+

## COMMUNITY VIBE:

For those seeking the joy of on-mountain living, but don't require a private/membership community, the Mountain Village offers a wide range of options for visitors and home-owners alike. From vacant lots, to hotel-condos, to single family homes... The Mountain Village offers something for everyone.



### Residences:

Luxury  
Condominiums &  
Residences



### Median Home Price:

~\$1M+



### Access:

Ski-In, Ski-Out  
Access



### Membership

Dining, Retail &  
Après

# MEADOW/TOWN CENTER

THE VIBRANT HEART OF BIG SKY LIVING



Big Sky Town Center is the vibrant heart of the community, set in the meadow area at the junction of Ousel Falls Road and Lone Mountain Trail. Spanning 165 acres, it blends mountain-style architecture with walkable streets lined with shops, restaurants, and residences. From local boutiques and gear stores to farmers' markets, live music, and winter ice skating, it's the year-round gathering place for Big Sky life and adventure.

- Combination of year-round residents and vacation home-owners
- Close proximity to year-round necessities (groceries, hospital, etc.)
- ~15 minutes to Big Sky Resort
- Real estate price range: <\$500k-\$5M+

## COMMUNITY VIBE:

Compared to the private clubs and Mountain Village, the Meadow is home to a higher percentage of locals due to the close proximity to everyday necessities such as groceries, schools, medical care, etc. The Meadow is also the epicenter for restaurants and shopping and popular summer events like the Music in the Mountains concert series, the Farmer's Market, and the Big Sky PBR.



### Residences:

Luxury  
Residences &  
Condominiums



### Median Home Price:

~\$1.5M+



### Access:

Central Big Sky  
Access

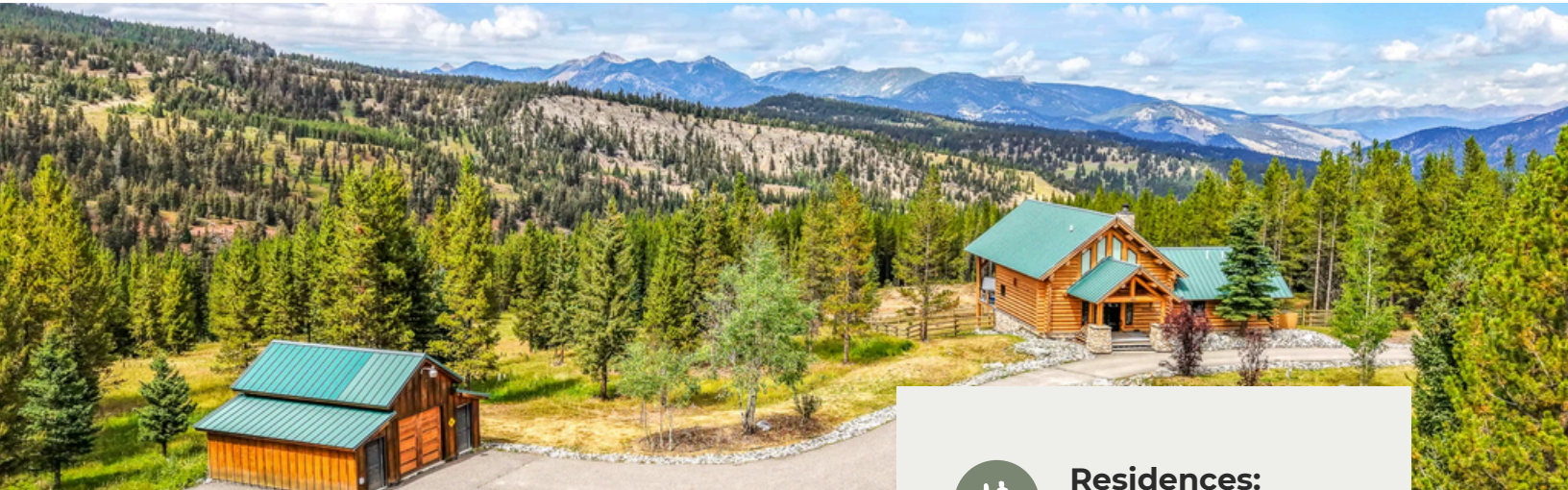


### Membership

Shops, Dining &  
Year-Round Events

# GALLATIN CANYON (NORTH & SOUTH)

SCENIC CANYON LIVING ALONG THE GALLATIN RIVER



Gallatin Canyon spans the north and south passageway from Bozeman to Big Sky to Yellowstone National Park. The fresh waters of the world-famous Gallatin River carve through sheer rock and sprawling National Forest toward Big Sky. Gallatin Canyon offers exceptional year-round blue ribbon trout fishing, horseback riding, hiking trails, and seasonal camping, hunting, and white water rafting alongside wildlife and stunning views and the convenience of living in Big Sky.

- Combination of year-round residents and vacation home-owners
- Close proximity to Gallatin River, and further from Towncenter and skiing
- ~8-20 minutes from Towncenter / ~20-40 minutes from Big Sky Resort
- Real estate price range: <\$500k-\$10M+

## COMMUNITY VIBE:

The Gallatin Canyon is a bit further away from skiing and town, thus it attracts a crowd who doesn't mind (or often prefers) that separation. Due to its lower elevation and closer proximity to the Gallatin River and Yellowstone National Park, the Canyon attracts a crowd more passionate about Montana summers, whether that be locals residing in Ramshorn Estates (higher density neighborhood living) or vacation home owners seeking elbow room on larger acreage lots.



**Residences:**  
Estate Homes &  
Cabins



**Median Home Price:**  
~\$1.5M+



**Access:**  
Riverfront & Trail  
Access



**Membership**  
Fly Fishing, Hiking  
& Outdoor Living



## WE LOOK FORWARD TO WORKING WITH YOU

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Thank you for taking the time to explore our Big Sky Buyer's Guide. We hope this has provided valuable insight into the lifestyle, communities, and exceptional real estate opportunities that define this remarkable destination.

Whether you are seeking a legacy mountain retreat, a private club residence, or an investment in one of the most sought-after markets in the West, our team is here to guide you with discretion, expertise, and a personalized approach.

We look forward to assisting you in finding a property that aligns with your vision and elevates your experience of Big Sky living.

*let's connect!*

### **Zaremba Potts Group**

YOUR LOCAL EXPERT REALTORS®

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*Matt Zaremba and Allen Potts*





## CONTACT US

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