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FINLEY POINT BREEZE

SPRING 2019



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Welcome to our Spring Breeze. As we write this on March 6 it is hard to believe the amount of snow on the ground. Our Finley Point house has 4-5' of snow in the meadow. We were having a typical "Seattle winter" until the first of February with temps in the 30's and mid 40's, with lots of clouds. Then February 1st hit and everything broke loose. We would say everyone (except maybe John, a neighbor and Finley Point Firefighter) is just sick of it. Unending snow and cold weather. The good news is that the days are already longer with light until 6:30 PM. Ric typically has a spring float/fishing trip with the boys in March and that is just not happening this year. The Missouri has ice and is impassable right now.

More good news.....snow packs as of today throughout western Montana are 90% to 100% of normal. So while shoveling etc is not fun at all, this snow is good for our forests, critters, lake and fish.

What we would like to see this spring is a gentle warming so that the snow comes off slowly throughout the season and not a sudden heat wave where the snow comes off all at once. We'll probably get the heat wave!

CONTINUED ON PAGE 2

Smith Team and the company, Century 21 Big Sky, have had strong months of sales in January and February. We are pleased, especially due to the fact weather has not been a hinderance. We are actually showing lakeshore and a broad range of homes.

Ashlee, our amazing licensed personal assistant, will be taking her Brokers exam this fall. Exact date TBD. We pinch ourselves every day that she is a part of our team. Thanks Ashlee!

Speaking of the team, we get the Point. We know how to market properties on the Point. We know how to find the right place for you on the Point. The three of us pride ourselves on our expertise (50+ years) and communication. We will keep you informed and up to date.

We have always believed the right moral path and the proper business model is to provide potential sellers with real market data and pricing evaluations. We will never give anyone a big offering price to buy the listing. Please take a look at our Finley Point Market Report and Sales Map toward the end of the issue....you will see the numbers speak for themselves.

If you are looking for results and service that exceeds your expectations, reach out to us. If you are curious as to your property's value, we will provide you with an analysis at no charge. We will provide you with guidance on which you can depend.

FUN CONTEST:

Winner receives a free "I (heart) Finley Point" T-Shirt!!!

We are looking for the oldest house on Finley Point! Please email the age of your house to us. The winner will be announced in a big splash in our world famous 4th of July Finley Point Breeze issue. In order for a house to qualify, it must have running water and electricity.

Send all emails to: smithteam@century21bigsky.com



We get the Point!

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SMITH TEAM REAL ESTATE UPDATE

Here's our pitch: Our team of 3 licensed professionals provides experience, professionalism, & results. When you're ready to sell or buy your home, you have a team with 57 years of combined experience on your side. We know how to navigate an ever-changing real estate market and have an extensive network of connections to facilitate your sale. For sellers, we understand the importance of setting the right selling price for your home, giving it huge exposure, and identifying suitable prospective buyers. We confidently negotiate optimal sale price, whether you are buying or selling. We prioritize communication throughout the transaction, thoroughly explaining timelines and paperwork. All of this knowledge and experience leads to a pleasurable selling & buying experience! Give Smith Team a call today, and let's get your house on the market quickly & find your buyer, or find you the right property that fits your needs and wants!

WHAT OUR TEAM CAN DO FOR YOU

Smith Team Real Estate was formed in 2002 and brings 50+ years of combined Montana Real Estate Experience.

We have witnessed countless trends, changes in law, up markets, down markets, and everything in between. This experience allows us to provide our clients with a unique market perspective.

Each member brings different strengths and perspectives to the table, resulting in a well-balanced, dynamic, dependable team for our clients. When you choose Smith Team Real Estate, you have two Brokers and our licensed assistant working for you. The three of us, Ric, Sarah, and Ashlee are committed to our clients and are here to provide support. Our clients' needs are paramount. With this support team on our clients' side, they are assured of service, communication, and results. We live, work and play here. We have served on many boards, are members of community organizations, and have watched too many local sporting events to count, supporting the youth of this area. We know the community and are dedicated to the betterment of our neighborhood. The days of sticking an ad in the newspaper and selling the house are over. It is not that easy, and probably never will be. The network we have built up over the years adds direct value to our clients. We know the market. We know the go-to people. We know the planners, the contractors, the inspectors, title officers, lenders, service force, and more.

A FRESH INTRODUCTION ~ WHO WE ARE



Ric Smith has been in the real estate business with Century 21 Big Sky since 1983. He moved to the Polson area from California, where he surfed and owned/managed a natural foods restaurant for over a decade. He soon was hired to manage the Century 21 office and in 1999 bought the company. He has been a top producer with Century 21 for too many years to count. Negotiating is a critical part of the real estate business and Ric loves it and excels at it. In 2014 he was appointed by the Governor of MT to join the Board of Realty Regulation and now serves as Chair. The rivers and oceans are his sanctuary, and during his time off he can be found on the water fly fishing. He adores spending time with his sons and 2 crazy chocolate labs, and reads the Wall Street Journal cover to cover every day.

Sarah Beck has been in Polson, MT since 1995. She originally hails from the Philadelphia area. Prior careers include meeting planning in the pharmaceutical industry, event planning for a hotel association, and a barista. She has been in real estate since 2002 and has been a Century 21 Centurion Top Producer for the past 7 years. She loves people, podcasts, movies, books, running (actually jogging), and chillaxing on patios and decks. Her unofficial claim to fame is a featured realtor on HGTV's Lakefront Bargain Hunters!

Ashlee Perry was born and raised in Lake County, Montana. Before real estate, she worked in sales and marketing in the hospitality industry for 7 years. Ashlee joined the Smith Team in the beginning of 2017, and was licensed May 2017. Ashlee and her husband Shane have 2 children growing up in the Polson community and love it! They enjoy playing on Flathead Lake in the summer months and skiing in the winter.



We get the Point!

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WHAT SETS US APART FROM OTHER FIRMS WHEN IT COMES TO MARKETING, WHEN MANY OF THE INDUSTRY TOOLS ARE THE SAME?

The difference is how we use them. When it comes to communication, with 3 of us, we are always available as we navigate your transaction. Availability to other industry professionals is as important as availability to our clients as we promote your property. We optimize our gorgeous website and social media to target buyers who fit the profile for your property. Our social media presence is relevant, fun, consistent and EFFECTIVE. We utilize a lead generation software that closely tracks data on prospective buyers, making it easy to communicate with them and direct them to your home! Results? Yes indeed! We are one of the busiest real estate teams in the market and have a long list of satisfied and return clients.

See our testimonial webpage here: <https://www.realsatisfied.com/Sarah-Beck-Smith>

Stay Connected with Us!
Facebook, Instagram, YouTube, Twitter!



S. Finley Point Road

FOR SALE

This stunning lake lot is just waiting for a new custom home! Make it yours! 150' level/walkout gravel frontage, 1.64 acres , all on scenic South Finley Point. South/West exposure guarantees beautiful sunsets and long summer nights. Approach off of South Finley Point Rd down to property is delightful as you wind your way past a beautiful cherry orchard. Mature foliage offers natural privacy. Option to hook into existing shared well makes development and enjoyment even easier. Not too many of these gems out there. Don't let this one pass you by!

\$899,900 MLS 21810257



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THE MONTECAHTO CLUB

By: Maggie Plummer

Greetings!

The Montecahto Club has had a busy winter... baking more than 75 pies for the Polson Senior Citizens Center Thanksgiving dinner, donating food and money to the local food pantry, volunteering to cook and serve at the soup kitchen in Polson, and providing homemade desserts for their annual fundraiser. In addition, for the second year in a row we baked and assembled Valentine's Day cookie/ candy/flower gift packets for the residents at the Polson Health and Rehabilitation Center.

In March, we will be making wine-and-cheese baskets for the Special Olympics fundraising auction.

Club members look forward to providing another annual scholarship to a graduating Polson High School student this spring. We are hoping to make an additional annual scholarship available as well.

Our next big project will be at the end of June: our Garage/Bake Sale in coordination with Finley Point Volunteer Fire Department Fundraiser, at their firehouse. They have helped make this project a great success for the past several years. This year, we've decided that we cannot accept electronic equipment (large TVs and so on). Also, we're hoping that sale items can be brought directly to the firehouse on the Thursday before the sale (June 27). If absolutely necessary, we will arrange to have items taken to the Montecahto Clubhouse before that. The sale will be held on Friday and Saturday, June 28 and 29. See you there! We welcome your donations to the sale, as well.

We hope your winter was filled with warmth, fun, and fruitful projects. The Montecahto Club always welcomes new members. If you are interested in becoming a member, or would simply like to attend a meeting, please contact Alice Erb, 250-3189.



119 Timber Shadow Trail \$92,000 MLS 21606764 FOR SALE

3+ acre lot in the Finley Point Estates, a tasteful, well-planned community in the heart of Finley Point. Enjoy quiet privacy along with easy access, community water, septic approved, paved roads, streetlamps, lighted entryway. Lovely building sites for your dream home nestled in the trees. Community lake access just a few minutes away for boating and swimming. Visit www.smithteamflatheadlake.com for more details.

FINLEY POINT/YELLOW BAY FIRE DEPARTMENT

By: Brent Burland

A FEW ANNOUNCEMENTS FROM FIRE CHIEF BURLAND:

- Open Burning is allowed now until April 30th, please use caution when burning and that only natural vegetation and wood are allowed.
 - Our annual open house and fundraiser is tentatively set for end of June this year
 - The Yellow Bay Fire Hall(Station 2) is now fully operational and houses 1 engine
 - The Department sent 2 firefighters to Wisconsin in February to be certified as Ice Rescue Instructors and can certify our members as well as member of other departments.
 - We are still looking for new applicants for the department. Stop in on Wednesday nights at 7pm for applications or call Chief Brent Burland at 250-8970.
-

FIRE SLAYERS COFFEE HUT & MORE!

By: JaJa Cardiff

Fire Slayers Coffee Hut & More is coming soon, located on the north end of the Finley Point Grill parking lot with drive-thru and walk-up windows! The name came about because I am a 5 year volunteer member of the Finley Point Fire Department and want my business to give back to the community. I plan to give up to 5% of my profits back to the Finley Point/Yellow Bay Fire Department.

My Mission Statement is: *To provide the Best possible service with a Smile, at the most convenient location, with a Community minded "Give Back/Pay it forward mindset & attitude.*

I will be starting out with normal coffee hut items, but plan to expand to serving homemade muffin tops & goodies, exceptional quality protein shakes, great oatmeal with fruits & nuts, healthy sodas & waters, & more. After the first season, incorporating a Fresh Fruit & Vegetable stand is within my plan.

I will be open year round from 6am-3pm, so as not to interfere with the Finley Point Grill restaurant that opens up at 4pm. I look forward to providing a much needed service to all Finley Point and the surrounding areas along Hwy 35, as well as tourists traveling the Hwy or visiting Finley Point. Locals, as well as visitors, will be able to ride their bikes out to the lower parking lot of The Grill, and the vision is to have outdoor tables for patrons to enjoy sitting and having a cup of coffee & pastry for a nice outing close by. My anticipated opening is will be the beginning of May 2019.

If you have any further questions please don't hesitate to call:

JaJa Cardiff 406-491-9366 E: fireslayerscoffeehut@gmail.com

FINLEY POINT LEGACY FLATHEAD LAKE PROPERTY FOR SALE

32511 TARRS LN

\$994,700 | MLS#21807888

Beaches on Flathead Lake like this just don't come up very often. Don't miss out on this one! 240' sunny gravel frontage with south/west exposure on idyllic Finley Point is the highlight of this comfortable lake offering. Property also features 2.79 acres, a 1600 sq ft 2 bed/2 bath home with wraparound deck, 2 vintage A-Frame guest homes offering 2 beds/2 baths and kitchen, newer septic system (2001), boathouse, dock. Lush foliage in all the right places for privacy and the true Montana experience.



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FINLEY POINT REAL ESTATE MARKET RECAP



FOR SALE

104 LYNX DRIVE

Large parcel offered w/ lake-through-the-trees views in the beautifully planned Finley Point Estates community. Many desirable building sites. Paved roads, streetlamps, community water, septic approved, lovely rock entryway just a few of the amazing features of this neighborhood. Large lots ensure privacy and quiet. Finley Point State Park just a short drive for lake recreation, boat launch, etc.

\$99,000

MLS 21703930



80 Bobcat Circle FOR SALE

Level building lot in the trees! 2.23 parked out acres with community water on Finley Point ready for your getaway home. Parcel is located on cul de sac with no through traffic in well-planned Finley Point Estates community with paved roads, attractive homes. Quiet, just a few miles from Finley Point State Park for recreation, swimming, boat ramp.

\$76,000 MLS 21804231

Visit our website for full details:
smithteamflatheadlake.com

RESIDENTIAL

There were 6 residential sales on Finley Point in 2018. Sales prices ranged from \$206,000 - \$850,000 with nice disbursement throughout. Here are some details:

- \$206,000: Manufactured home on permanent foundation, 4 bdrm/2 bath with large shop on 4.76 acres, off-lake.
- \$510,000: 1500 sqft. original cabin built in 1989 on 1.71 acres with 96 lake frontage feet with seawall.
- \$850,000: Legacy Property consisted of 2.3 acres and over 200 feet of gorgeous lake frontage. Large vintage home, a campy guest cottage, and two train cabooses.

There has been 1 residential sale for 2019, and there are currently 12 active residential listings on Finley point. Of these listings, 2 are under contract (in escrow). List prices of homes under contract range from \$399,000 for a striking custom one level 2200 sqft home on 1.94 acres, high-end finishes, and gorgeous lake views; to \$2,350,000 for 2 waterfront lots with 219 ft frontage, 2 docks, 2200 sq ft Main home sits at water's edge, Guest house, large barn with guest loft, greenhouse, office cabin, 100 tree orchard, and more.

LAND

There were 3 land/lot sales on Finley Point in 2018. Here are the details:

- \$27,500 .82 Acre interior Mellet Point lot
- \$52,500 3.02 Acre interior Finley Point Estates lot
- \$695,000 pristine lakefront lot with 349' frontage on 5.29 acres. Gorgeous gravel beach on Mulligan Bay with views east into Skidoo Bay and across the Mission Mountains.

There has been 1 interior lot sale in 2019 and there are currently 11 active land listings on Finley Point. Of these active listings, 1 is currently under contract (in escrow). List price of lot currently under contract is \$995,000 for a 76+ acre lot featuring 1500+ feet of Flathead Lake frontage. 45.88 acres are considered wetland area and approximately 30.48 acres for development.



We get the Point!

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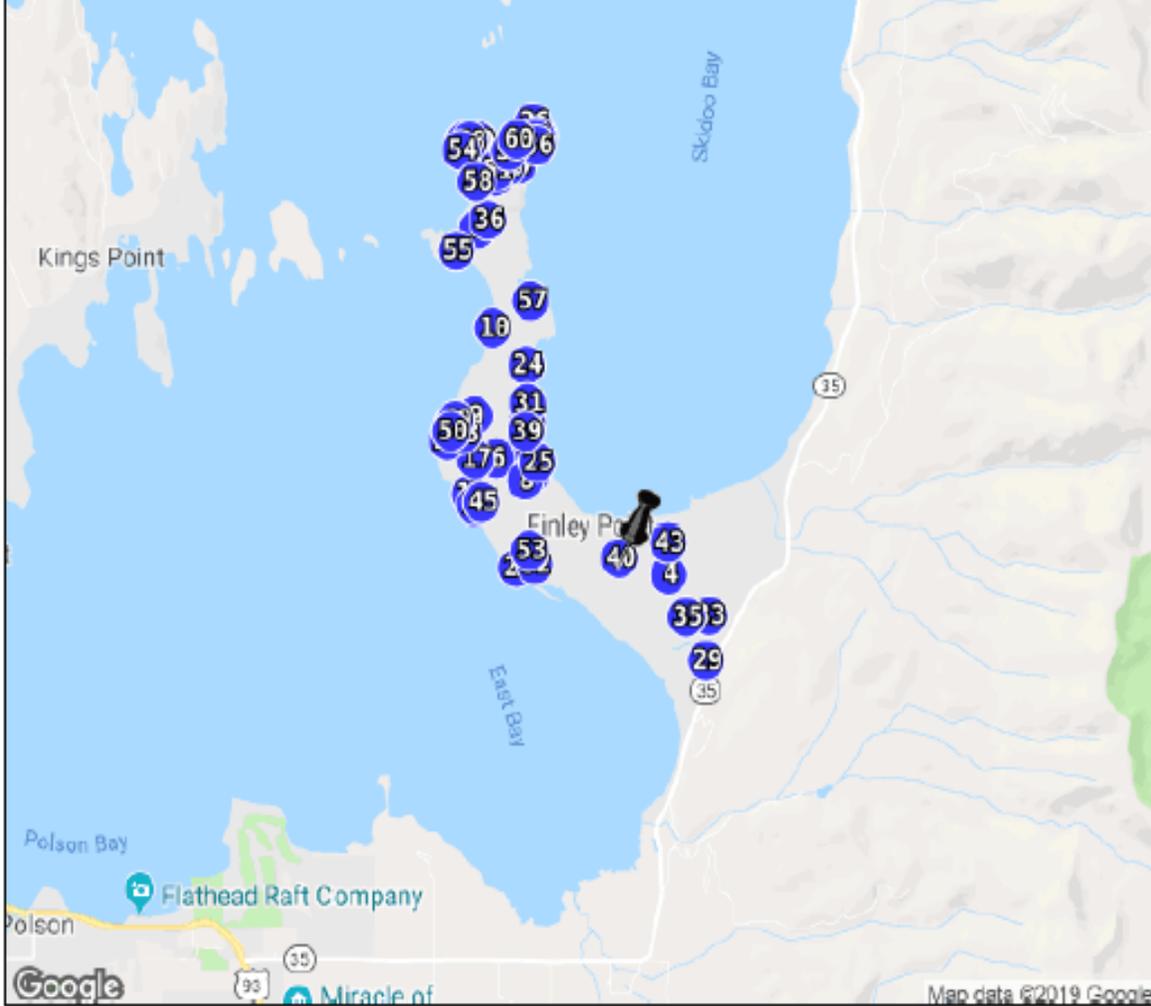
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SMITH TEAM FINLEY POINT SALES - 10YR GLANCE

This map shows our sales on Finley Point over the past 10+ years. As you can see, we brokered a significant number of sales (60 total). We are your local experts and we get the Point! We know who to call for zoning, septic, dock permits, construction and repair, orchard care taking, etc. If you need real estate advice on the Point, please allow us to help!



● Active ● Sold ● Pending ● Withdrawn ● Cancelled ● Expired

	Address	MLS #	Status	Distance from Subject
Subject	34016 S FINLEY POINT RD , Polson MT 59860			
1	58 LYNX Drive , Polson MT 59860	257058	Closed	1.15m
2	NHN Lindberg Lane , Polson MT 59860	259841	Closed	3.52m
3	29018 Finley Point Lane (714 Georgia Rd), Polson MT 59860	266191	Closed	3.42m
4	NHN S Finley Point Road , Polson MT 59860	267510	Closed	0.43m
5	829 Finley Pt Lane , Polson MT 59860	267517	Closed	2.89m
6	115 Timber Shadow Trail , Polson MT 59860	272258	Closed	1.32m
7	32388 Finley Point Road N , Polson MT 59860	277773	Closed	1.03m
8	1575 Finley Point Road , Polson MT 59860	278769	Closed	1.03m
9	Nhn S. Finley Point Rd. , Polson MT 59860	281922	Closed	1.68m
10	34471 Staves Lane 3357 Finley Pt Rd, Polson MT 59860	289001	Closed	2.14m
11	29018 Finley Point Lane , Polson MT 59860	289491	Closed	3.43m
12	32498 Tarrs Lane , Polson MT 59860	289842	Closed	1.37m

15	NHN N Finley Pt , Polson MT 59860	293259	Closed	1.36m
16	29963 Mission View Drive , Polson MT 59860	299912	Closed	3.21m
17	34582 WHISKEY JACK Lane , Polson MT 59860	301828	Closed	1.46m
18	29737 Westside Drive , Polson MT 59860	302932	Closed	3.53m
19	Nhn Westside Drive , Polson MT 59860	306022	Closed	3.56m
20	NHN LINDBURG Lane , Polson MT 59860	306036	Closed	3.54m
21	Nhn S Finley Point Road , Polson MT 59860	307391	Closed	1.74m
22	33203 S Finley Point Road , Polson MT 59860	307794	Closed	0.85m
23	NHN S FINLEY POINT Road , Polson MT 59860	308019	Closed	1.66m
24	31568 N Finley Point , Polson MT 59860	310485	Closed	1.75m
25	32304 N FINLEY POINT , Polson MT 59860	310844	Closed	1.06m
26	28920 Finley Point Lane , Polson MT 59860	311725	Closed	3.53m
27	Nhn Finley Point Lane , Polson MT 59860	313277	Closed	3.24m
28	31937 S Finley Point Road Lot 4, Polson MT 59860	314454	Closed	1.77m
29	5779 East Shore Route , Polson MT 59860	314491	Closed	1.02m
30	Nhn Lindburgh Lane , Polson MT 59860	318590	Closed	3.52m
31	31870 N Finley Point +31874, Polson MT 59860	318920	Closed	1.48m
32	Lot 6 Finley Point Road , Polson MT 59860	324269	Closed	0.84m
33	33736 Finley Point Road , Polson MT 59860	324272	Closed	0.84m
34	Lot 10 Finley Point Road , Polson MT 59860	324281	Closed	0.88m
35	Lot 12 Finley Point Road , Polson MT 59860	324541	Closed	0.88m
36	Nhn Sunset Point Lane , Polson MT 59860	325272	Closed	2.92m
37	34547 Three Dock Lane , Polson MT 59860	325950	Closed	1.29m
38	34322 Hilltop Drive , Polson MT 59860	330154	Closed	3.26m
39	32046 N Finley Point Road , Polson MT 59860	331191	Closed	1.31m
40	33391 N FINLEY POINT Road (S of 33359), Polson MT 59860	332749	Closed	0.09m
41	29018 Finley Point Lane , Polson MT 59860	333134	Closed	3.42m
42	34322 Mission View Road , Polson MT 59860	335422	Closed	3.27m
43	32388 N Finley Point Rd , Polson MT 59860	20082031	Closed	0.47m
44	29018 Finley Point Lane , Polson MT 59860	20093993	Closed	3.41m
45	32498 Tarrs Lane , Polson MT 59860	20094405	Closed	1.25m
46	29963 Mission View Dr , Polson MT 59860	20105343	Closed	3.21m
47	NHN Westside Dr , Polson MT 59860	20113258	Closed	3.56m
48	NHN Lindburg Ln , Polson MT 59860	20113263	Closed	3.54m
49	31937 S Lot 4 Finley Point Road , Polson MT 59860	20124937	Closed	1.78m
50	Nhn S Finley Point Road , Polson MT 59860	20136720	Closed	1.75m
51	34322 Mission View Road , Polson MT 59860	20154149	Closed	3.25m
52	Nhn S Finley Point Road , Polson MT 59860	21600589	Closed	0.70m
53	Nhn South Finley Point Road , Polson MT 59860	21609540	Closed	0.75m
54	29737 Westside Drive , Polson MT 59860	21612580	Closed	3.50m
55	34671 Snowberry Lane , Polson MT 59860	21703375	Closed	2.81m
56	29064 Finley Point Lane , Polson MT 59860	21710978	Closed	3.35m
57	34182 Mulligan Point Road , Polson MT 59860	21803339	Closed	2.20m
58	29977 Finley Point Lane , Polson MT 59860	21805413	Closed	3.23m
59	Nhn Mellet Point 2 Lot 114, Polson MT 59860	21805902	Closed	3.37m
60	Nhn Lanier Lane , Polson MT 59860	21812484	Closed	3.44m



SMITH TEAM REAL ESTATE
 Century 21 Big Sky Real Estate
 119 Anchor Way
 Polson, MT 59860

Or Current Resident

DO YOU HAVE FRIENDS OR FAMILY WHO
 WANT TO RECEIVE A COPY OF THE BREEZE?

Simply drop us an email at sarah.smith@century21bigsky.com with their name and address and we will happily add them to our mailing list. You may also fill out the form below and mail it to: Sarah Beck Smith, Century 21 Big Sky, 119 Anchor Way, Polson, MT 59860.

Name:

Address:

Phone (optional):

Email (optional):

We never sell, share, or show anyone our mailing list.
 Our mailing list is for our exclusive use.

FINLEY POINT HOMEOWNERS ASSOCIATION

Please check the local papers for upcoming events. If you are interested in joining, please fill out the form below and return to Barry Hansen, FPHA President.

[Finley Point Property Owners Association](#)
 Membership for Annual Dues, \$10.00

Name:

Mailing Address:

Finley Point Address:

Mail (along with \$10) to: Barry Hansen, President
 33668 Lilac Hedge Ln., Polson, MT 59860

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