

FINLEY POINT BREEZE

We get the Point!

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Spring is trying to arrive with what seems like limited success. While we have had some nice sunny, warm days, we sure are having more wind and clouds than we would like. Having said that, grass is beginning to turn green. Ric has already thatched and is looking forward to turning the sprinklers on! We have 13+ hours of sunlight each day, with of course more on the way!

Polson and Finley Point are busy, as they've been all winter. Lefthand turns downtown used to be impossible only in the summer, but they are becoming more difficult all the time. Lots of people have discovered our paradise.

The real estate market remains crazy with unprecedented demand and vanishing supply. We appear to be in an auction market, with most offerings procuring 3+ bids. The Smith Team has been involved with several offerings over the past 60 days fetching 6-7 bids. If you are thinking of selling, reach out to us. It is obviously an optimal time to sell! We will provide you with a complimentary market evaluation. Pricing property has never been an exact science, and it is even less so now, with what seems to be daily appreciation. It is important to price to the market, and there is growing strategy in pricing offerings competitively to the market to procure a bidding war. It is literally impossible to underprice an offering in this market, as a bidding war will correct it.

Buyers, don't be discouraged! To make you feel better, Sarah is actually jumping in and buying a home in this crazy market as well. There is always new inventory, and you and your agent need to be ready to act immediately with a strategy. The Smith Team has the skill set to get you into your house. We have been navigating these waters for 2+ years now, and we have your back. Montana will always be a desirable place to live, so your investment, even at the top of the market, will be a sound one, and you can begin enjoying the Last Best Place for years to come.

This issue of the Breeze features a section on a good friend of ours, Jaben Wenzel. Jaben grew up with our sons. The boys played soccer throughout school, and enjoyed countless bonfires and sleepovers at our Finley Point Home. All of those boys remain besties. Jaben started a company called Guardian Property Services. His company will provide an entire menu of services for our seasonal and full time residents with custom, affordable pricing. They will do everything from checking your house during the winter to stocking your refrigerator before you arrive, to meeting the UPS or furniture delivery person if you would rather be playing on the lake. Take a look at their article in this issue, and see what services you may need. Jaben is one of the most capable, motivated, honest young men we know. We could not recommend him more highly!

Finally, if you are interested in receiving our monthly newsletter covering market data and trends, send us your email at smithteam@century21bigsky.com. Also, don't forget to follow Smith Team Real Estate on Facebook and Instagram. We post serious and silly content, and you will get to know our beloved office dog, Howard.

Happy Spring....and thanks for reading.

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Dear Friends at the Finley Point Breeze,

I read with interest the story in the January 2022 edition of the Finley Point Breeze about the 'strange lights' on Flathead Lake. Like many of you, I have seen what I thought were all sorts of weird things happening on the lake at night as my eyes tricked me in to thinking I was seeing something I wasn't. But in this case it seems to me it could as likely be something natural as it could be supernatural.

As somebody who enjoys being on the water during the peaceful and quiet time after dark I think it is possible these 'strange lights' could be from one of the many boats that are equipped with LED lighting systems. These lighting systems project a lot of light both in to the water below the boat and in to the night sky. I believe it is possible this was a boat parked out in Skidoo Bay with the lights on and then when it went to leave it turned them off and used the navigation lights that would not be as visible.

I will concede it seems somewhat farfetched to say this was the reason for what your reader says they saw but it seems as likely as a weird light emanating from the bottom of the lake.

Best regards,

One of your neighbors with one of those boats.
Could have been us; could have been somebody else.



Breeze Featured Cocktail from Ric

While we still have some time to pass before our hot summer days and nights,
let's dream a bit and be prepared with this fresh and tasty cocktail:

Tulum Raider

Tropical and lightly smoky

Everybody loves a margarita! For bonus points, grill the pineapple before juicing to really bring out the earthiness and smokiness of the mezcal.

1.5 oz Tequila Blanco

1/2 oz Mezcal

1 oz Lime Juice

3/4 oz Pineapple Juice

1/2 oz Aperol

1 tsp Agave Nectar

2 dashes Bittermens Hopped Grapefruit

Bitters (optional)

To make, shake all ingredients with ice to chill and dilute, then strain into an ice-filled glass. Garnish with pineapple frond.



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Our team at Guardian Property Services is built 3 on communication and integrity.

If you choose to work with GPS, we are committed to servicing all your property management needs, big or small! We will see it through until you're satisfied. When you're with Guardian, you'll be able to relax and know your property is in trusted hands.

Already have a home? We will manage the general upkeep of your property while you're away to ensure your home is ready for your seasonal or long term stay.

From the arrival to departure, our team is always working hard to create a seamless experience for you and your guests.

As your boots on the ground, we will keep a watchful eye when you're gone. As well as being your helping hands upon your arrival, we consolidate the communication of all your property's needs to a single point of contact. With the Guardian guarantee, you'll always have someone to call if an issue arises.

FULL BOAT SERVICE

Ready to enjoy some time on the water? We will ensure that your boat is ready upon arrival, serviced and in the water waiting for you! Your boat is also taken care of at the end of the year when you are ready to depart for the season.

AIRPORT SHUTTLE

We all know traveling can be stressful. We're here to help. We make sure your vehicle is detailed and ready for you at the airport when you arrive. Departing? We will pick up your car from the airport. It will then be delivered back to your property or designated location after your stay.

FULLY STOCKED HOME

We offer the option of having all your favorites ready for your stay. Upon request, we are happy to fulfill your grocery and supplies list for everything you may need for a comfortable stay. Your first task shouldn't be a grocery run, and we're happy to arrange food, cleaning supplies, and all the extras that you need.

ROUTINE HOUSE CHECKS

Not going to be around for awhile? We will monitor your property for you. We will visit your property 2-3 times a month to check on the electric, landscaping, security, plumbing and more! Any special requests will be taken care as well to prepare your property for your arrival.

(Cont'd on page 4)

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PROJECT MANAGEMENT

Need some work done on the property? From the largest endeavors associated with building a new home to smaller renovation projects, we are happy to handle and supervise the right contractors for the job. With our team's experience in construction, we can ensure quality work, adherence to timelines and be your voice on the site.

GUARDIAN GUARANTEE

The GUARDIAN guarantee is our commitment to excellence. We are available for any issue that presents itself. Rest assured that your home is in good hands and being monitored in those moments that you can't be there. We'll be on call for the duration of your stay and you can travel with ease knowing your property is under our watchful eye.

PRICING:

All our fees are custom tailored to your specific property needs. If you are interested in receiving a free quote or have some questions about our services, please give us a call or send us an email!

CONTACT:

Jaben Wenzel, Owner

guardianproperty406@gmail.com

(406) 249-3038

<http://guardianpropertyservices.me>

FLATHEAD CHERRY FESTIVAL

SAT JULY 30
9AM-6PM

SUN JULY 31
10AM-4PM

POLSON MONTANA



The Montecahto Clubhouse is happy to announce their Spring and Summer Pie Sale/Fundraiser is back for 2022.

This year we will have pies available for sale leading up to Memorial Day and the Fourth of July for all your hosting needs.

Make sure to reserve your pie featuring Finley Point's own Fat Robin Orchard Organic Cherries. Our pies are handmade at the Clubhouse and will be available either frozen or fresh-baked for all your unique hosting and dining ideas this summer.

Call or text Rachel Murphy at 360-333-7576 to place your Memorial Day Weekend order or Follow the Montecahto Club on Facebook and Instagram to find our online order form and stay informed, or simply chat with neighbors and friends about any upcoming social events with music, food and creative connection up on the little hill next to the Fire Hall.

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PARADISE ORCHARD
32624 South Finley Point Road, Polson, MT 59860
#22201763 ACTIVE \$1,350,000



A rare opportunity to own a 12.25-acre piece of "Paradise" nestled in the heart of Finley Point, a peninsula on the southern end of Flathead Lake. This property features stunning views with ample building sites for your dream home.

Currently the property boasts 10 fenced acres of cherry trees consisting of Lapin, Sweetheart, Montmorency, and Rainer varieties. 2021 production consisted of 103,000 lbs. The orchard area has a 24 x 36 heated shop with large walk-in cooler, bathroom, kitchenette and well with automated irrigation micro-spray system. The orchard has lake and well water rights. Other outbuildings are in the orchard.



The unfenced portion (2 acres) provides access off South Finley Point Road and includes a 60 x 50 shop with 16x14-foot commercial doors, full bathroom and commercial kitchen. This building has its own septic system.

Less than a mile away from Finley Point State Park, lake access is available with boat docks and ramp. Call the Smith Team at 406 261 0641, or your real estate professional.

Fire Department Update

Friends and neighbors, welcome back to spring!

As open burning comes to an end this month, remember you can still get a permit to burn after April 30th through June 30th by searching "CSKT Burn Permit." Fill out the form, and keep your permit number until your fire is extinguished. Please remember to check the weather before starting your fires, and know they must be out at dark.

If you have a vacation rental with a security system please advise your guests of the "deactivate" or "disarm" procedure should they activate the fire alarm. We've had several false alarms that resulted in us being called out to residences with guests who didn't know how to deactivate the alarm. Write this "disarm" or "deactivate" procedure down inside a cabinet or closet where they can access it when needed. This will save volunteer energy and department resources.

After last year, many of you might be wondering how you can learn more about living with the risk of wildfire. You can check our website and Facebook for articles and video links. We also provide brochures to leave in your vacation rentals. Our annual fundraiser will be scheduled soon. There again, check online for updates or contact the fire hall at 406 887-2161 or myself at chief.finleypointfire@gmail.com. Remember we're 100% volunteer and we'll do our best to get back to you in a timely fashion.

Our Facebook page is "Finley Point/Yellow Bay Fire Department" and our website is <https://www.finleypointfiredepartment.com/>.

We have several address signs. Please order through us. As always, we need fire-fighter volunteers, and we meet every Wednesday at 7:00 pm.

Sincerely,

Chief John McCullough



State of the Lake

Flathead Lake Activity
Activity as of April 1, 2022

RESIDENTIAL

ACTIVE LISTINGS

Up to \$500,000 - 1
\$500,001 to \$1,000,000 - 4
\$1,000,001 to \$2,000,000 - 3
\$2,000,001 to \$4,000,000 - 3
\$4,000,001+ - 9
TOTAL - 20

PENDING SALES

Up to \$500,000 - 0
\$500,001 to \$1,000,000 - 0
\$1,000,001 to \$2,000,000 - 1
\$2,000,001 to \$4,000,000 - 1
\$4,000,000+ - 0
TOTAL - 2

SOLD/CLOSED

Up to \$500,000 - 0
\$500,001 to \$1,000,000 - 3
\$1,000,001 to \$2,000,000 - 3
\$2,000,000 to \$4,000,000 - 2
\$4,000,001+ - 10
TOTAL - 8

LAND

ACTIVE LISTINGS

Up to \$500,000 - 0
\$500,001 to \$1,000,000 - 1
\$1,000,001 to \$2,000,000 - 2
\$2,000,001+ - 6
TOTAL - 9

PENDING SALES

Up to \$500,000 - 1
\$500,001 to \$1,000,000 - 0
\$1,000,001 to \$2,000,000 - 1
\$2,000,001+ - 0
TOTAL - 2

SOLD/CLOSED

Up to \$500,000 - 2
\$500,001 to \$1,000,000 - 2
\$1,000,001 to \$2,000,000 - 0
\$2,000,001+ - 0
TOTAL - 4

Compliments of The Smith Team, Ric Smith, Sarah Beck and Ashlee Perry, Brokers, Century 21 Big Sky
(This data is compiled from the Montana Regional Multiple Listing Service)



Help Support the Bio Station and Keep Our Waters Blue with a Gift in Your Will or Trust

Creating a gift through your will, revocable living trust or by beneficiary designation is easy to do. Your gift can be for a specific dollar amount or for a percentage of your estate, allowing you to support the Flathead Lake Biological Station while also providing for your loved ones.

Remembering the Flathead Lake Biological Station with a gift from your estate will help ensure the Bio Station can continue serving as a steward of Flathead Lake and the greater region through research, monitoring, education & outreach. Some of the advantages of giving in this way include:

- Estate gifts costs nothing now, yet give you the satisfaction of knowing you have provided for the Flathead Lake Biological Station in the future
- You retain control of your assets during your lifetime
- You may modify your gift if your circumstances change
- Estate gifts to the University of Montana Foundation to support the Station are exempt from federal estate taxes
- Your gift qualifies you for membership in the Oscar J. Craig Heritage Society

If you would like to support the Flathead Lake Biological Station with a gift in your will or trust, or to notify us of an existing gift, please contact

Alison Schultz, Director of Planned Giving | University of Montana Foundation | 406-243-5121 | alison.schultz@supportum.org

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Yearly Sold/Closed Sales Comparison - Residential
Flathead Lake
Year-to-Date

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
As of April 1		7	10	8	10	7	7	7	4	7	13	8
As of July 1		21	26	15	23	25	20	18	21	19	29	
As of Oct 1	36	51	47	33	42	35	37	37	41	86	53	
As of Dec 31 (total for year)	53	65	59	43	54	50	49	60	57	126	71	

Yearly Sold/Closed Sales Comparison - Land
Flathead Lake
Year-to-Date

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
As of April 1		4	6	1	0	3	0	3	1	3	3	4
As of July 1		10	12	5	6	5	5	10	6	8	11	
As of Oct 1	2	12	14	7	10	8	12	17	8	13	20	
As of Dec 31 (total for year)	5	14	16	8	11	12	14	19	11	35	23	

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We get the Point!

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Do you have friends or family who want to receive a copy of *The Breeze*?

Drop us an email at **sarah@century21bigsky.com** with their name and address, and we will happily add them to our mailing list. You may also include their phone number and email address for Century 21 Big Sky's monthly newsletter.

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

CENTURY 21®
Big Sky Real Estate

Finley Point Homeowners Association

Check out the local newspapers for upcoming events.

If you are intersted in joining, please fill out the form below and return to Barry Hansen, FPHA President.

Annual fee for Finley Point Property Owners Association membership is \$10.

Name:

Mailing Address:

Finley Point Address:

Mail form and \$10 to Barry Hansen, President, 33668 Lilac Hedge Lane, Polson, MT 59860.

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