



# Mill Pond Realty, Inc.

747 Water Street, P.O. Box 1093, Saugatuck, MI 49453  
269-857-1477 ♦ www.millpondrealty.com

Laura J. Durham  
Broker/Owner

*Just a note ...* What a

*Laura J. Durham*

**Now Hiring for All Seasonal Summer Positions...** Housekeepers, Quality Control, Front Desk, First Impressions, and Marketing positions all available. For more information, send a short email about you and what you're looking for to [careers@millpondrealty.com](mailto:careers@millpondrealty.com)

## Residential Sales Comparison

Area	Number of Residential Sales				Average Residential Sales Price			
	2013	2014	2015	Change	2012	2013	2014	Change
Saugatuck Douglas H23	200	161	185					
Laketown H20	183	189	195					
Fennville/ Manlius H24&28	64	72	85					
Ganges H27	46	46	57					
Casco S93	53	57	39					
Allegan H29	80	60	60					
Total Sales	626	585	621		*Phone our office for information on Vacant Land and Commercial sales			

Number of Residential Properties Currently on the Market in the Saugatuck / Douglas Area	2 million +	4	500,000 - 599,999	16
	1 mil - 2 mil	18	400,000 - 499,999	21
	900,000 - 999,999	2	300,000 - 399,999	53
	800,000 - 899,999	5	200,000 - 299,999	68
	700,000 - 799,999	7	100,000 - 199,999	70
	600,000 - 699,999	7	0 - 99,999	33

## Don't Just Take Our Word For It... Our Clients Are Talking!



"I don't think Mill Pond Realty's service could have been better. How do you better something that is already top notch? Laura is tops in her field! Always there for the client. Always on top of things. Willing to help in all situations. We've been with Laura from day one. Great experience to watch her and Mill Pond grow to what she has accomplished. Couldn't have asked for better." Ray and Jess, Culver Street



"Love you guys! Glad I landed in Saugatuck! Glad to have you as my agent of choice!" John and Ellen, Clearbrook Green

"Being an out of state client, I was offered ever possible advantage available to handle my business from a distance which occurred and ended very profitably. Laura's staff responded in a timely manner to whatever level of situation came up and were very polite. What more could one ask. Laura advised, kept in constant contact with me with updated information regarding our business together and finding a more efficient way of handling the situation." Shirley and Gus, 64th St



"Everyone was very helpful. Great team to work with. Being open 7 days a week helps a ton. No others out there willing to do that. Laura and her staff made it easy to see houses, answered questions day or night and set us up with great contact people!" Troy and Nicole, Glenview



# Statistics, Knowledge, Additions & Community

## Knowledge is Power

### The Mill Pond Realty Team Continues to Learn & Grow

Laura Durham, Melanie Durham, and Mark Klungle joined more than 1,300 vacation rental experts at the



Vacation Rental Managers Association (VRMA) Annual Conference October 25-28 in New Orleans, Louisiana. The conference provided an avenue for the industry's top influencers to exchange information and ideas through 4 days of educational sessions, networking and a tradeshow.



Laura Durham and Mark Klungle attended the Sell-ation annual conference. This is the only event in the industry that is specifically for Certified Residential Specialist (CRS) Designees, candidates, and those interested in improving their business through world-class education.

Laura Durham and Mark Klungle attended the Real Estate Success Rocks annual conference Sept. 24-28 in Seattle, Washington. This conference prides itself on timely content from industry leaders, excellent networking opportunities, and a great environment to learn, grow, and have fun.

Laura Durham and Mark Klungle went to New York City for the Inman Global Connect event - an exclusive event where the leaders who build and sell the world's most prestigious residential properties come to meet and debate what's next.

In the fall, Melanie Durham completed training and obtained a Certificate for Apartment Maintenance Technicians through the National Apartment Association at the M-Tech Center in Holland. She hopes this will enable her to better serve our clients and guests.



## Update: Follow Your Dreams Scholarship

Laura Durham's 2015 Follow Your Dreams Scholarship was awarded to Skylar Fucile from Saugatuck High School and NAME NAME from Fennville High School. Skylar has provided us with the following update...



*"Making the decision to attend an out of state college was one of the toughest decisions I've ever made, but I am sure glad I did. I am studying what I love in paradise. Between nursing school, a social life, taking care of myself, and doing fun things, I'm busy. This college experience is unlike any other. My dorm is located directly on the Gulf of Mexico where I watch a beautiful sunset every night. I am studying to be an RN and I am very excited to take what I have learned and apply it to help others back in Michigan. Going from the tight knit community of Saugatuck to the island of Key West was an extreme culture shock for me. I adjusted well and I am thankful to be here every day. Recently, I found out that with some hard work and attending college during the summer, I will be scheduled to graduate with my A.S. in Nursing in August of 2017. Thank you to Laura Durham and everyone at Mill Pond Realty for selecting me as the first recipient of the Laura Durham Follow your Dreams Scholarship."*

**S** If you know a senior in high school in the Saugatuck or Fennville school district, please have them apply for Laura Durham's Follow Your Dreams Scholarship. One \$1,000 scholarship per school will be awarded in May. See details below:

**Eligibility:** Any graduating senior.  
**Due Date:** Mail, fax, email or deliver to the Mill Pond Realty office on or before April 30, 2015.

**Notification:** The winners of the scholarships will be contacted by mid-May.

**Use of Scholarship:** Scholarship may be used for any post secondary education, trade school, or equivalent. Payments will be made directly to the school of their choice.

**Judging:** The basis of the scholarship will be awarded on the content

of the essay, not form, and not the student's GPA. The idea of the scholarship is to award a student who shows teamwork and leadership skills with a desire for additional education after high school.

**Essay:** The essay should be focused on teamwork, including the student's experiences and understanding of the value of teamwork in the work place, home, and community. We are looking for a student that shows passion, heart, and a vision to follow their dreams.

## Welcome to Our Newest Vacation Rental Homes



Blueberry Cottage  
2bd / 1ba / Sleeps 6  
Lake Michigan Access



Brookside Hollow  
2bd / 2ba / Sleeps 7  
Walk to Lake Michigan



Carriage House  
1bd / 1ba / Sleeps 4  
Riverfront Downtown



Comfortably Numb  
2bd / 2.5ba / Sleeps 6  
Condo with Pool



Coorinda  
4bd / 2ba / Sleeps 10  
Downtown Saugatuck



Escape on Hutchins Lake  
4bd / 2.5ba / Sleeps 14  
Hutchins Lake



Four Seasons  
6bd / 3.5ba / Sleeps 14  
Downtown Saugatuck



Now interviewing properties for our vacation rental family!



Harding House  
6bd / 4.5ba / Sleeps 16  
Walk to Oval Beach



Silverberry Acres  
5bd / 2.5ba / Sleeps 12  
Silver Lake Access



Smitten Mitten  
1bd / 1ba / Sleeps 4  
Downtown Saugatuck



South Shore Cottage  
3bd / 2ba / Sleeps 8  
Macatawa



Sunrise Cottage  
3bd / 2ba / Sleeps 8  
Hutchins Lake Waterfront



Sunset Wonder  
3bd / 4ba / Sleeps 12  
Lake Michigan Waterfront



The White House  
3bd / 3ba / Sleeps 8  
Downtown Saugatuck

Looking for extra income? Interested in some help with the mortgage payments on your second home? 2016 could be the year you start receiving income when you are not able to use your vacation home! Plus, gain tax benefits when you complete your income taxes. We are continually seeking to add properties to our vacation rental family. Phone today for all the details on our nationally recognized, award winning vacation rental management program!



# Residential Sales September through December



**September, October, November & December Real Estate Sales**  
 You may have a new neighbor between south of Holland and north of South Haven  
 I'm watching ... I'm analyzing ... I'm paying close attention to your neighborhood.

Address	Asking Price	Selling Price	Address	Asking Price	Selling Price	Address	Asking Price	Selling Price
3470 Riverside Drive	\$1,890,000	\$1,690,000	4419 64th Street	\$269,900	\$260,000	6478 Spruce Lane	\$149,900	\$143,900
1001 Park Street	\$1,200,000	\$1,050,000	335 Culver Street	\$319,000	\$260,000	184 E 35th Street	\$144,900	\$142,000
2236 Lakeshore Drive	\$1,299,000	\$1,000,000	6643 Bandle Street	\$274,900	\$255,000	2319 68th Street	\$149,900	\$142,000
2628 Lakeshore Drive	\$995,000	\$988,000	995 Lake Street 5	\$274,900	\$254,000	6317 126th Avenue	\$137,500	\$140,111
6238 Woodcliff Street	\$849,900	\$849,000	147 W 39th Street	\$250,000	\$247,500	6243 144th Avenue	\$149,900	\$140,000
6465 Riverside Road	\$899,000	\$775,000	3065 May Avenue	\$259,900	\$247,000	5886 124 Avenue	\$179,900	\$140,000
7270 Beverly Drive	\$795,000	\$720,000	3961 65th Street	\$275,000	\$245,000	838 Harvest Drive	\$139,900	\$138,400
241 Park Street	\$669,000	\$669,000	4217 Beeline Road	\$265,000	\$240,000	660 Crestview Street	\$144,900	\$138,000
3240 Silver Acres Drive	\$649,000	\$581,000	4588 Jack Pine Drive	\$239,500	\$239,500	3023 Old Allegan Road	\$134,900	\$138,000
2234 Maksaba Trail	\$599,000	\$575,000	3631 Vienna Strauss Road	\$249,900	\$233,000	615 Park Street 4	\$137,000	\$137,000
4067 64th Street	\$599,000	\$575,000	6486 Maple Lane	\$239,900	\$232,500	3171 52nd Street	\$134,900	\$136,900
2976 Peach Creek Court	\$579,000	\$540,000	3152 Marcia Lane	\$229,900	\$229,900	2579 63rd Street	\$144,000	\$136,000
823 Campbell Road	\$549,000	\$539,000	3317 Heritage S	\$227,500	\$227,500	1092 Fountain View Circle 3	\$139,900	\$131,000
653 Lake Shore Drive	\$639,900	\$500,000	5738 105th Avenue	\$242,500	\$225,000	107 E 35th Street	\$124,900	\$130,500
2223 Recreation Drive	\$498,500	\$495,000	149 Taylor Street	\$229,900	\$222,500	807 Pine Avenue	\$124,900	\$130,100
39 North Shore Drive N	\$495,000	\$485,000	312 Francis Street	\$229,900	\$220,000	3581 65th Street 6	\$139,900	\$129,000
304 McVea Drive	\$499,500	\$480,000	1168 Alden Court	\$219,900	\$219,000	291 33rd Street	\$132,900	\$125,000
6514 Creekwood Drive	\$474,900	\$475,000	625 71st Street	\$234,900	\$218,000	612 Midway Avenue	\$126,900	\$125,000
6220 146th Avenue	\$489,900	\$475,000	2750 60th Street	\$225,000	\$217,500	301 W 33rd Street	\$129,900	\$125,000
185 St. Peters Drive	\$489,900	\$472,000	3377 Clearbrook Green	\$229,900	\$215,000	6155 104th	\$149,900	\$125,000
79 North Shore Drive North	\$489,000	\$460,000	4517 64th Street	\$223,000	\$208,000	1060 Elizabeth Street	\$124,500	\$124,500
4540 S Audubon Road	\$499,500	\$446,500	110 Washington Street A	\$215,000	\$207,500	4635 135th Avenue	\$124,900	\$124,000
2650 Bear Creek Drive	\$439,000	\$425,000	3882 62nd Street	\$221,900	\$207,000	4686 South Street	\$123,900	\$123,900
86 O Sullivan	\$419,000	\$410,000	5554 138th Avenue	\$210,000	\$206,000	204 Reynolds Street	\$135,000	\$122,500
3681 65th Street	\$459,000	\$410,000	212 Randolph Street	\$230,000	\$205,000	482 Amity Lane	\$115,000	\$120,250
987 Lake Street #26	\$409,000	\$399,500	6940 W 121st Avenue	\$219,000	\$203,000	615 Park Street 5	\$119,000	\$119,500
6402 Otoman Trail	\$409,900	\$398,125	3525 Whiteside Lane	\$219,000	\$202,000	5971 109th Avenue	\$104,500	\$118,500
5999 122nd Avenue	\$399,900	\$385,000	2642 64th Street	\$209,000	\$200,000	846 Brook Village Drive 65	\$117,500	\$115,500
701 Wilderness Ridge	\$399,900	\$382,000	3321 Heritage S	\$199,900	\$199,900	855 Harvest Drive	\$119,900	\$115,000
397 Troon Court	\$389,900	\$375,000	3325 Heritage S	\$199,900	\$199,900	5606 113th Avenue	\$110,000	\$110,000
991-2 Lake Street	\$475,000	\$370,000	5207 141st Avenue	\$199,500	\$196,500	325 W Fennville Street	\$107,500	\$110,000
392 Helmer Street	\$399,000	\$362,500	926 52nd Street	\$203,000	\$195,000	910 W 32nd Street	\$109,900	\$107,000
6621 Haycyn Drive	\$359,900	\$361,500	800 Holly Creek Drive	\$192,000	\$191,000	53 Old Mill Drive 11	\$104,900	\$104,900
7251 Michigan Drive	\$375,000	\$360,000	2148 58th Street	\$190,000	\$190,000	3702 62nd Street	\$72,000	\$104,096
2525 Lakeshore Drive	\$369,000	\$355,000	2594 Chase Farm Road	\$169,900	\$182,000	7374 North Shore Drive 14	\$114,800	\$102,700
1248 Hemlock Drive	\$349,900	\$355,000	5339 Nadeau	\$183,500	\$182,000	798 Appleblossom Lane	\$101,900	\$100,000
5953 141st Avenue	\$359,900	\$348,000	6031 Pottawatomie Ridge Drive	\$170,000	\$181,500	4670 South Street	\$99,000	\$99,000
9 Cider Hill Lane	\$355,900	\$340,000	6034 Birds Nest Lane	\$189,900	\$180,000	320 Blue Star Hwy 12	\$100,000	\$98,000
1089 Graystone Road	\$339,000	\$339,000	6328 Orchard Trail	\$189,000	\$180,000	2135 62nd Street	\$99,900	\$98,000
574 Campbell Road	\$349,900	\$339,000	6832 123rd Avenue	\$199,000	\$180,000	52 Old Mill Drive 3	\$97,500	\$97,500
7242 Orchard Street	\$335,000	\$335,000	4554 64th Street	\$198,500	\$179,000	830 Harvest Drive	\$97,500	\$97,500
6875 Wiley Road	\$339,900	\$335,000	642 Jasmine Drive	\$199,900	\$178,000	850 Brook Village Drive	\$99,900	\$94,900
772 Manchester Drive	\$349,500	\$332,500	6421 Old Allegan Road	\$178,000	\$178,000	812 Pine Avenue	\$92,700	\$92,700
6408 Destin Court	\$349,500	\$330,000	2746 54th Street	\$172,900	\$172,900	7129 Evergreen Lane	\$105,000	\$90,000
35 Lincoln Avenue	\$334,900	\$322,500	2444 66th Street	\$179,500	\$172,000	3576 Hidden Dunes Drive 16	\$89,000	\$87,500
6143 146th Avenue	\$349,900	\$312,500	6093 133rd Avenue	\$177,900	\$171,500	95 Old Mill Drive 9	\$89,900	\$84,000
6673 S Cherry Avenue	\$349,900	\$312,500	820 Lugers Road	\$169,900	\$170,500	5549 109th Avenue	\$74,500	\$81,000
3178 Lighthouse Way	\$324,900	\$312,000	6852 126th Avenue	\$179,000	\$170,000	52 Old Mill Drive 7	\$82,900	\$80,000
1719 66th Street	\$324,000	\$305,000	6312 107th Avenue	\$189,900	\$170,000	6884 121st Avenue	\$89,900	\$78,000
1250 St. Andrews Drive 32	\$319,000	\$300,000	636 W 29th Street	\$159,900	\$170,000	4566 60th Street	\$79,900	\$77,675
6625 Pine Hill Drive	\$299,900	\$295,000	3431 Harvest Way Court	\$168,900	\$168,900	331 49th Street	\$79,900	\$77,500
4449 Whisper Court	\$294,900	\$294,900	6342 140th Avenue	\$169,900	\$168,500	7433 Washington Street	\$85,500	\$70,000
880 Pleasant Street	\$329,000	\$290,000	6421 136th Avenue	\$189,000	\$165,000	479 Elm Street	\$70,900	\$69,500
6392 111th	\$299,900	\$285,000	3250 Dogwood Drive	\$159,900	\$163,100	5170 109th Street	\$74,900	\$69,900
340 Fremont Street	\$270,000	\$285,000	2918 65th Street	\$169,900	\$162,000	6913 126th Avenue	\$60,000	\$68,000
4162 Beeline Road	\$299,900	\$284,900	3861 64th Street	\$179,900	\$161,100	6436 124th Avenue	\$79,900	\$64,000
4612 Forest Lane	\$275,000	\$281,250	6438 146th Avenue	\$184,500	\$160,000	6808 Danielle Lane	\$68,000	\$63,654
47 Randolph Street	\$299,500	\$280,000	420 W 35th Street	\$159,000	\$159,000	6564 124th Avenue	\$69,700	\$63,000
6902 2nd Street	\$295,000	\$280,000	336 W 33rd Street	\$154,000	\$157,900	1178 58th Street	\$69,000	\$59,000
61 Randolph Street	\$299,000	\$275,000	592 W 40th Street	\$159,000	\$155,000	2363 63rd Street	\$62,500	\$58,710
184 Hamilton Court	\$289,000	\$272,000	7409 Washington Street	\$183,000	\$153,000	2360 55th Street	\$68,900	\$50,000
4235 Elm Tree Lane	\$290,000	\$270,000	2075 68th Street	\$169,000	\$151,500	5538 124th Avenue	\$65,000	\$45,000
144 51st Street	\$289,000	\$270,000	57 W 40th Street	\$158,500	\$150,000	102 Reynolds	\$59,900	\$42,000
201 A Outlook Way 6	\$274,900	\$268,900	847 Central Avenue	\$149,900	\$149,900	215 N Maple Street	\$45,000	\$40,000
3579 54th Street	\$279,900	\$268,000	3873 54th Street	\$149,900	\$147,000	901 53rd Street	\$49,000	\$35,000
444 N Maple Street	\$289,000	\$265,000	1494 70th Street	\$147,000	\$147,000	5582 Laraway Drive	\$30,720	\$30,148
1253 St. Andros Drive	\$274,900	\$265,000	865 CreekrIDGE Drive 70	\$145,000	\$145,000	1258 56th Street	\$19,000	\$18,799
3860 65th Street	\$279,900	\$260,000	85 Douglas Cove	\$149,900	\$144,800			

Save the date - Thursday May 19th  
 Hospice of Holland's Annual Black & White Gala  
 For tickets & information call 616-396-2972



Boat Raffle Tickets - Win a New 23ft Pursuit Center Console!  
 Your next donation to Hospice of Holland may win you a new boat!  
 Tickets available at Hospice of Holland and the Mill Pond Office.

Whether you are buying, selling, renting, or looking for a property management company, talk with Laura Durham first. Laura has consistently been the top selling agent in our area. Work with the Realtor who has the local Real Estate knowledge and the track record to prove it. Laura and her team get the job done.



## Local Real Estate Newsletter



# Mill Pond Realty

747 Water Street, Saugatuck, MI 49453-1093

## THANK YOU to all our 2015 Clients

William and Kristi O'Connor  
 Andy and Sarvin Culley  
 Susan Martini  
 David Boersma  
 David and Martina Heilman  
 Dr. James and Priscilla Lynch  
 Christian Vene  
 Ruth Tozer  
 Dominic and Andrea Grear  
 Donald & Judith Bollenbacher  
 Scott and Colleen Robison  
 Tim and Angela Griffin  
 James and Nancy Kuglin  
 Paul Marineau  
 Ann Travis and Vicki Dill  
 Sheila Dean  
 John Koenes  
 George and Loretta Greig  
 Lisa Thal  
 Timothy and Sandra Stoike  
 Corey and Emily Bruursema  
 Hugh Tozer  
 John and Sherrie Caron  
 Melissa Kluck  
 John and Sue Gibbons  
 Joyce Steffen & Bonnie Pisarik  
 Joe and Debbie Mathis  
 John Boersma  
 Lawrence and Carol Rybicki  
 Scott and Amanda Irps  
 Nick Fera  
 Alex and Rita Bastys  
 John Meshkin & Vicki TenHaken

Wendy Salazar  
 Buck and Leslie Quinn  
 Lurie Miller  
 Monica Weakly  
 Jeff and Elizabeth Ebihara  
 Wade & Chris Keats  
 Al and Shirley Tedaldi  
 Richard Hanley  
 Suzzanne Bowman & Lori Jump  
 Diane Woods  
 Carol and Steve Nasser  
 Bill Brackenridge  
 Joseph and Joyce DeCook  
 Mark and Gail Martis  
 Robert Langevin  
 Gail Petrucci  
 Pat and Kris Sheridan  
 James Vander Eyk  
 Eric and Jill Biegansky  
 Mary Currey  
 Gary and Barbi Korzelik  
 Hugh Stephens  
 William and Lisa Walker  
 John and Ellen Myers  
 Garrett and Jennifer Jennings  
 Steve Enders  
 Jerry and Elanie Chew  
 Jerry and Darlene Alferink  
 Leslie Thomas  
 Mary Ellen Olsen  
 David and Debra Schiller  
 William and Carla Bryant  
 Chuck and Sheri Ippel

Eric and Tara Ehlers  
 Corey and Sally McPherrin  
 Mary Puglise  
 Bill and Sue Turner  
 Greg and Kim Tharp  
 Kim Enders  
 James and Suzanne Jenkins  
 Troy and Nicole Thompson  
 Amy Koeller  
 Vince Beckman & Family  
 Joe and Andrea Coscino  
 Dave Richardson  
 Ken Berris  
 Darren and Karen Massey  
 Lori and Shai Levit  
 Ed and Leanne Berry  
 Chris and Amy Adams  
 Susan and Randy Heitkamp  
 Glen and Debra Korff  
 Patrick Monroe  
 Joseph and Denise Riera  
 Dr. Robert & Carla Lootens  
 Martin Rosas  
 Becky Woodruff  
 Robert and Ruth Ulmer  
 Shirley Steanburg  
 Carl & Carol Fetkenhour  
 Cari Bausone  
 Tim and Lisa Condon  
 Fiona Cummings  
 The Chapman Family  
 Edward and Emily Zabrocki  
 Santiago and Kelly Barrera

Linda Brooks  
 Mary Graham  
 Gus and Shirley Kappos  
 Marty Frank  
 Bary Spengler & Patricia Cleland  
 Charles Zolper  
 Jim Fittzell  
 Larry and Susan Blose  
 Jim and Sharyn Currie  
 Scott and Max Dean  
 Nick and Judith Unema  
 Steve Birnbaum  
 Matt and Robin Buchler  
 Jim Dracopoulos  
 Steve and Jackie Kubica  
 Jean Fournier  
 Bob and Shelley Walters  
 Rob & Carrie von der Sitt  
 James Greene  
 George and Dorothy Kopicki  
 Jeremy Stoddard  
 Michael Millikin & Joel Warmolts  
 Paul and Joanne Laudolff  
 Ina Grodzin  
 Dennis and Barbara Kiszonas  
 Patti Murphy and Connor  
 Ridney Rhode  
 Ed and Nancy Karasek  
 Timothy and Victoria Borst  
 Donald Carpenter  
 Keith and Michelle Anderson  
 Richard Lipsig  
 Mike and Kristie Noguera

Janet Shalks & Joe Swojenski  
 Kimberly Langevin  
 Randy Bottrall  
 Robert Croly & Diane Schuemann  
 Chris Bernhardt  
 Janel Mueller  
 Rick Strauman & Darl Grooters  
 Virginia Geary  
 Frank & Diane Lazowski  
 Michael and Cynthia Ortega  
 Rudy Bianco  
 David Swartz & William Hendrickson  
 Andrew & Shirley Dement  
 Mike Gouwens  
 Lauren Potempa & Tracy Benson  
 David and Mariah Schaefer  
 John Henke & Vera Ruseckas  
 James and Evelyn Nerad  
 Percy and Pamela Lucina  
 Gautam & Anusree Bose  
 Lorie Bryce & Shelly Wells  
 Gerrie & Dennis Baarson  
 John Meshkin & Vicki Tenhaken  
 John Huenink & Susan Saffer-Huenink  
 Robert Cline & Laura Rosenberg  
 Daneil Hogueiesson & Nathan Greene  
 Ray Barnowsky & Jess Escareno