



Mill Pond Realty, Inc.

747 Water St, PO Box 1093, Saugatuck, MI 49453
269-857-1477 or www.millpondrealty.com

Laura J. Durham
Broker/Owner

Calendar of Events

Saugatuck –Douglas A place for all four seasons



November

- 4: Pancake breakfast - Masonic Lodge
- 10: Christmas craft bizarre - Ganges United Methodist
- 11: Pancake breakfast - St. Peter's Church
- 11: "Lady with a Song" - Red Barn
- 13: "Romeo & Juliet" - Red Barn
- 16: Saugatuck Holiday Preview
- 17: Children's Film Fest - SCA
- 17: Douglas Holiday Preview

- 22: Happy Thanksgiving!
- 23: Sparkle lighting ceremony 2007 - Wicks Park
- 24: Second City - SCA
- 24: "Summer Hours" - Red Barn
- 27: "Billy Bud" - Red Barn



- 30: World Class Wine Series Dinner - Clearbrook Country Club

December

- 1: Christmas parade
- 1: Toys for kids benefit
- 1: Nouveau Fest - Fenn Valley
- 2: Pancake breakfast - Masonic Lodge
- 1-2/8-9/15-16: Horse drawn carriage rides - Saugatuck
- 7-9/14-16: "A Christmas Carol" - Saugatuck's Woman's Club
- 9: Pancake breakfast - St. Peter's Church
- 9: "Tis the Season" - Red Barn
- 11: "Age of Innocence" - Red Barn
- 20: A Musical Creche - Red Barn
- 25: Merry Christmas!
- 31: Fireworks at Midnight



Just a note ... Seems a day doesn't go by that you don't hear or read about the down Real Estate market. The media would have all of us believe that the real estate market has come to a complete stop. This is not the case in our area. Our MLS data will show, that for the months of July, August & September the total number of sales for Saugatuck Douglas has actually gone up compared to the same three months a year ago. Laketown stayed the same and Fennville—Ganges also showed an increase. Stop by we would be happy to share the statistics and data with you ... The coffee is always on. Best wishes for a loved filled holiday season.

Laura J. Durham

Number of Residential Properties Currently on the Market in the Saugatuck / Douglas Area	1,000,000 & over	16	400,000—499,999	33
	900,000—999,999	2	350,000—399,999	33
	800,000—899,999	3	300,000—349,999	41
	700,000—799,999	5	200,000—299,999	85
	600,000—699,999	12	100,000—199,999	35
	500,000—599,999	14	50,000—99,999	6

Don't Just Take Our Word For It Our fans our talking!



"Laura is professional and compassionate. She sold a difficult property. It was very comforting to have someone up by the house to check on things and give us feedback.

What can we say? She held our hands through the entire process as out of state sellers." - Pat & Arnie Tydell

"Laura's personal interaction was always superior or exceptional. I appreciated her perseverance." -Melvin Remus



"Laura did an excellent job in getting our deal closed earlier than we expected. Her service was great." - Peter and Reggie



"In a challenging marketplace Laura made it happen! Great personal style but also a professional through and through. We will continue to work with Laura in Selling our farm and continue to refer her to others as well because we like how she does business." -Shelly Walters

New Offerings Worthy Of Your Attention. Be the 1st to See These Prime Properties



Soaring ceilings, unique architecture & beautiful views are all included in this waterfront gem. Enjoy a peaceful setting along the Kalamazoo River.



Truly a Lake Michigan home worthy of your attention. Peaceful setting. \$950,000



Secluded paradise with Lake Michigan Access. Private wooded 11.5 acres with 1/4 acre Koi pond.



Old world craftsmanship welcome you into this exceptional home. Reduced \$795,000



Newly constructed masterpiece. All the extras make this home amazing. Must see!



Beautiful custom built home "On the Hill" in Saugatuck. \$474,900



Transformed from top to bottom. A jewel. Currently rents for \$2,350/week.



Uniquely angled home with access to Lake Michigan, hiking trails and tennis court.



Classic style home with perfect floor plan to "make your own." Many options. \$398,500



Remodeled historic home located across from the Kalamazoo River. \$384,500



Located near Kalamazoo River access. Open floor plan with soaring ceilings. \$369,900



Total Delight. Only unit to offer water views. Maintenance free living. \$359,900



Secluded 10.4 acre site. Large home and newer pole barn. \$349,900



Newly updated! New kitchen, bamboo flooring & fresh paint. \$346,000



This is a beauty. Quality construction with all the extras. \$329,900



1st time offered! Be the first to see this property. Wonderful shaded lot. \$324,900



Historic, classic Saugatuck cottage. Currently rents for \$1450/week.



110 feet of sandy Lake MI frontage. Private stairs. Immediate possession. Many possibilities.



Incredible opportunity. Remodeled. Situated on a double lot in downtown Saugatuck..



Saugatuck beauty. Bubbling with character and ambiance. Cottage style flair.



Must see unit. Large & spacious floor plan. Offers dock, pool & play area. \$269,500



Under appraised value. Most unusual setting, must be seen to be appreciated. \$265,000



1st time offered Private wooded setting. Open floor plan has all the bells and whistles



Deeded Lake Michigan access in Glenn Haven Shores Association. \$249,900



Tranquil hideaway. Outstanding panoramic views on Hutchins Lake. \$249,500



Enjoyable during all four seasons. Heated in ground pool, hot tub & extensive landscaping.



Immediate possession. Home is larger than appears. On two city lots. \$219,900



Motivated seller. Delightful home on double deep lot. Close to Holland & Saugatuck



Affordable condo. Conveniently located. Year-round or second home. \$164,500



Immediate possession. Affordable family home ready for your finishing touches. \$159,9000



Nestled on a wooded lot overlooking a beautiful private lake. \$134,000



Ideal location close to golf course, Goshorn Lake and all town activities. \$115,000



Year-round cottage style home on nearly 20 acres. Touches Scott Creek. \$84,900



Picture perfect -scenic woods & water. Spacious floor plan. Well maintained



Beautiful, quiet, wooded lot with easy access to Lower Scott Lake. \$78,500

COMMERCIAL INVESTMENTS



200ft. of Lake Kalamazoo frontage, 12 boat slips, 5 cottages, 1 home and 1 duplex.



Downtown Saugatuck on the shores of the Kalamazoo River next to Wicks Park





The Cracked Pot

An elderly Chinese woman had two large pots, each hung on the ends of a pole which she carries across her neck. One of the pots had a crack in it while the other pot was perfect and always delivered a full portion of water. At the end of the long walks from the stream to the house the cracked pot arrived half full. For a full two years this went on daily, with the woman bringing home only one and a half pots of water. Of course, the perfect pot was proud of its accomplishments. But the poor cracked pot was ashamed of its own imperfection, and miserable that it could only do half of what it had been made to do. After two years of what it perceived to be bitter failure, it spoke to the woman one day by the stream. 'I am ashamed of myself, because this crack in my side causes water to leak out all the way back to your house.' The old woman smiled, 'Did you notice there are flowers on your side of the path, but not on the other pot's side? That's because I have always known about your flaw, so I planted flower seeds on your side of the path, and everyday while we walk back, you water them. For two years I have been able to pick these beautiful flowers to decorate the table. Without you being the way you are, there would not be this beauty to grace the house. Each of us has our own unique flaw. But it's the cracks and flaws we each have that make our lives together so very interesting and rewarding. Take each person for what they are and look for the good in them. Remember to smell the flowers on your side of the path!

Happy Birthday!

November

- 3: Dick Anderson & Neale Obedin
- 4: Rick Ferris
- 5: Hank Krafft
- 7: Dennis Shipley
- 9: Nancy Hess
- 11: Julie Beall & Nicky Skinner
- 16: Kim Richardson
- 18: Carolee Anderson
- 20: Tracy Taylor
- 23: Forrest Hudson

- 13: Jean Henning
- 14: Jim Nerad
- 15: Steve Saginaw
- 16: Sally Shaink
- 21: Sandy Schmude
- 22: Mike Gallagher & Lu Krafft
- 25: Jimmy Jeltema
- 27: Keomany Northaweth
- 28: Bruce Henke

January

December

- 2: Jim Geisinger
- 4: Karen Kostyla
- 6: Paul Grover & Dr. Terry Beal
- 7: Jane Peterson
- 8: Scott Chamberland
- 11: Tony Rienett
- 12: Nick Agnew

- 2: Don Zenas
- 5: Jess Escareno
- 6: Joan Mims
- 7: Dr. Barry Meyer
- 8: Mike Ellis, Carolyn Hoskin, Chris Skrocki & Michelle VanStedum
- 10: Tim Lemanski
- 15: Rochelle Meyer
- 18: Sarah Toppins

Vacation Rental Management Corner



Did you know that two of our rental properties, and their owners, have been with our rental management division since day one. The first summer season was 1992... It is hard to believe, but it has been 16 years, since I purchased Kay Jackson's rental business. I would like to express my heartfelt thanks to Jess Escareno & Ray Barnowsky owners of the 'Chestnut Tree' and Jack & Virginia Taylor owners of the 'Raintree' for allowing Mill Pond the opportunity to manage their homes & properties since day one of operating our vacation rental program. You are all more than clients you have become friends and family. Thank You from the bottom of my heart.

Mill Pond realty is now interviewing properties to be part of our 2008 rental program. Phone Laura today to see if your property qualifies for our rental program. 269.857.1477

The only local company to be national recognized for our property management services.

Questions & Answers



Q: Do I need to get a home inspection before putting my home on the market?

A: It is not mandatory to have an inspection done before listing your property. It can, however, give you the opportunity to find and repair any problems that the inspector may find before it goes on the market. This helps indicate what your home is worth and provides more negotiating power once a buyer makes an offer.

Most homes that are for sale do have a home inspection. Lenders need to determine that the property is in good condition and worth its asking price and buyers want the peace of mind that a home inspection can deliver. If you have more questions, call me. As your Real Estate professional, I would be happy to answer all your questions and help with all your buying, selling and relocating needs.

Laura Durham just completed an intensive series of professional development education sessions, conducted by VRMA in New Orleans. The demanding series of professional development sessions focused on: management, employee development, marketing, customer service, operational efficiency and also offered new industry products and services. Mill Pond Realty is a fully credited member of VRMA for the past 11 years. Laura has been a part of the conference planning committee for the past 2 years. Education makes all the difference.



The Mill Pond Team .. Karen, Corinne, Jennifer, Jill, Laura, Melanie & Heather





Local Real Estate Newsletter



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Laura J. Durham Founder/Owner

July, August & September Real Estate Sales
 You May Have a New Neighbor located
 between South of Holland and South of Glenn



I'm watching ...I'm analyzing ... I'm paying close attention to your neighborhood.
 When you want to know the value of your home, call me - your neighborhood expert.

Information based on data from the West Michigan Lakeshore Association of Realtors

BE INFORMED...KNOWLEDGE IS POWER

Address	Asking Price	Selling Price	Address	Asking Price	Selling Price	Address	Asking Price	Selling Price
2442 Cedar Walk	1,980,000	1,975,000	3356 Gaslight Lane	364,900	364,900	474 Amity Lane	207,000	207,000
1210 Shore Crest Drive	1,400,000	1,315,000	3389 Clearbrook Green	369,900	362,000	6405 Sterling Lane	209,900	195,000
5 Park Street	919,000	865,000	312 Singapore Court	402,900	360,000	4742 Charleston Court	195,900	187,000
2393 Lakeshore Drive	699,000	625,000	3348 Gaslight Lane	359,900	348,000	933 Pioneer Avenue	198,000	185,000
2215 Recreation Drive	679,000	615,000	6563 Bradley Road	349,900	338,000	3271 50th Street	189,900	185,000
1118 Edgewater Terrace	599,900	535,000	3576 Hidden Dunes Dr. 16	329,900	329,900	4739 Charleston Court	189,000	184,900
450 Culver Street	490,000	460,000	6287 Hawthorne Court	325,000	300,000	307 Wiley Road	179,000	178,000
933 Center Street	519,000	450,000	490 Summer Grove	312,500	296,000	214 Randolph Street	199,650	165,000
968 Lake Street	475,000	450,000	7125 Charles Street	305,000	285,000	312 Francis Street #3	169,900	162,500
6468 144th Avenue	459,900	435,000	957 Chelsea Court	299,900	272,000	6525 124th Avenue	159,900	159,900
7143 Maple Avenue	429,000	411,225	131 Ferry Street	268,000	258,000	2502 Orchard Valley Court	159,900	157,500
2180 62nd Street	435,000	405,000	4796 Sandy Ridge Lane	257,900	257,900	4857 132nd Avenue	155,000	155,000
318 Singapore Court	389,900	400,000	3486 Wkama Way	259,000	247,000	5993 126th Avenue	168,000	153,000
2660 Chestnut Lane	429,900	387,500	5463 Dalton Ridge	249,500	241,000	2484 Orchard Valley Drive	159,900	151,000
342 Ferry Street	399,000	380,000	665 Spear Street	250,000	232,500	4725 Woodridge Court	149,900	149,900
5852 Preservation Drive	389,900	370,000	415 Harbor Drive	239,000	222,250	849 Brook Village Court	154,900	145,000
11 Kingfisher Trail #11	349,900	369,900	3548 60th Street	229,900	210,000			

Obituary: The Death of an Old Friend

Today we mourn the passing of a beloved old friend by the name of Common Sense who has been with us for many years. No one knows for sure how old he was since his birth records were long ago lost in bureaucratic red tape. He will be remembered as having cultivated such value lessons as knowing when to come in out of the rain, why the early bird gets the worm, and that life isn't always fair.

Common Sense lived by simple, sound financial policies (don't spend more than you earn) and reliable parenting strategies (adults, not kids, are in charge). His health began to rapidly deteriorate when well intentioned but overbearing regulations were set in place. Reports of a six year old boy charged with sexual harassment for kissing a classmate; teens suspended from school for using mouthwash after lunch; and a teacher fired for reprimanding an unruly student, only worsened his condition

Common Sense was preceded in death by his parents, Truth and Trust; his wife Discretion; his daughter, Responsibility; and his son Reason. He is survived by two step brothers, My Rights and I am a Whiner. Not many attended his funeral because so few realized he was gone. If you know him, pass this on, if not, join the majority and do nothing.
 Anonymous

MARKET SHARE In recent weeks I have been asked what is the market share advertisement all about.

I believe it is real simple. Do you want to work with an agent that states his company is ranked a certain percentage but once you analyze the numbers you see the facts. 25% market share divided by the total number of agents that being 15. The numbers look real different. It all boils down to what are you looking for when selecting an agent? An agent that closes many real estate transactions in a year or one that sells only a few. Ask for the printed data from the MLS when choosing an agent.

The choice is yours - Be informed.

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