



Laura J. Durham
Broker/Owner



Mill Pond Realty, Inc.

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*Just A Note ... This year more than ever, I look forward to the promise of Spring and all it has to offer. This past Winter was not only difficult on me personally, but also on our Real Estate Market. For me, what started as a cold, very quickly turned into much more. After a visit to Holland Hospital, it was determined that I had pneumonia and bronchitis. Nearly 6 weeks into this battle of many ups and downs, Melanie put my symptoms into a medical internet site and said I had a medical overdose. It became clear, the illness was not keeping me down but the reaction to the medication. I was feeling better within hours of stopping the medication. I would like to share three lessons I've learned from this experience. Lesson #1, Please beware, just because a doctor prescribes the medicine doesn't mean it will help you. Lesson #2, When you have your health, you truly do have everything. Lesson #3, Once again, my customers and clients have amazed me with their concern and thoughtfulness ... THANK YOU. As for the Real Estate Market, I believe the weather and media is having a negative effect on our Real Estate Sales. Please turn to page 4 to see the list of sales for the past 3 months from South of Holland to South of Glenn. Compared to sales during the same time frame in 2006, the total number of sales are down by only 11. The media would have our buyers think the Real Estate market is in a desperate state. As a result, we are seeing low offers being placed on properties and sellers flatly rejecting the offers. Ahhh ... The promise of Spring is here and summer is around the corner.
Be Happy & Healthy!*

Laura J. Durham



Laura, Sarah, Sue, Sue and Sandy—Laura's dear friends from Dr. Fred coaching

Sell-a-bration® 2007

Laura is proud to hold her Certified Residential Specialist designation for 8 years. It represents the top 4% of all Realtors nationally. She suggests that when choosing a Realtor you chose wisely; education and knowledge make a difference.

Laura recently attended Sell-a-bration® 2007 at the MGM Grand in Las Vegas. She attended many educational sessions that focused on topics such as negotiating, investment, lead conversion and marketing strategies. Laura looks forward to attending Sell-a-bration® 2008 next January in Honolulu.

**My One and Only Baby
Turns 21 on May 2nd**



**Call and Wish Melanie
A Happy Birthday**

616-836-0330

Number of Properties Currently listed For Sale in the Saugatuck Douglas Area

1,000,000 and over	8
900,000—999,999	3
800,000—899,999	9
700,000—799,999	7
600,000—699,999	10
500,000—599,999	9
400,000—499,999	28
300,000—399,999	76
200,000—299,999	77
100,000—199,999	35
99,999 and under	5



Don't Just Take Our Word For It....

"I appreciate the quick response to our questions and the positive attitude about helping us find our new home. Laura and her team were excellent. Karen was eager to help and provided very good insight into the area." - Steve & Sandy Riggs

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



Lake Michigan Beauty nestled on 1.7 acres north of the washout ... 100 feet of private Lake Michigan frontage. Property can be split ... 1st time offered.



Large & Spacious great party home ... fully landscaped, complete with in-ground pool. \$284,000



Better than new—soaring great room with nature views nestled on 2.5 acres. Walk to Saugatuck.



Magnificent custom built home nestled on 2.5 wooded acres. A Must see!



Deeded Lake Michigan access just steps away. New addition, many extras.



Great lake views just steps from lake. Includes barn & extra property. \$179,500



Douglas Beach area with deeded Lake Michigan Access. Great rental history.



Hutchins Lake Open floor plan ideal for entertaining. Master suite with hot tub \$249,900



Saugatuck cottage style home, walking distance to waterfront and all town activities.



A lot for the money 4 bed/3baths, family rm, 3 stall garage, full basement \$199,000



Walk to Lake Michigan access. Newly remodeled from top to bottom nestled on acreage.



Immediate Possession Nearly new ... Soaring ceilings. Back yard over looks Kalamazoo River.



Goshorn Lake 2bed, 1.5 baths swimming pool plus steps from lake. \$176,000



Walk to all town activities Much remodeling and updating has been completed ... Great Value!

Just Listed Be the 1st to see this offering in Douglas. Zoned multi family \$175,000



Thinking of selling? We have a qualified buyer looking to purchase a home within walking distance to Lake Michigan. You have no obligation to List.

Watch the never ending parade of boats entering the harbor from your balcony. Ask for Karen



Outstanding investment in the heart of Saugatuck. Wonderful views of the harbor are included with this great offering. Historic Bed & Breakfast with room for expansion, including 3 plus stall garage. PLUS 4 separate retail spaces ... Don't miss out ... 1st time offered.



Coming soon to the Saugatuck Center for the Arts

May 12, Michael Holmes with Francesca Amari & Mark Kahny

May 19, Duo Pianists Yuki And Tomoko Mack

May 25, 10,000 Maniacs pop/rock artists

May 26, The Second City's "Truth, Justice or the American Way"

May 27, "Cuba Meets Brazil" featuring tumbao Bravo and Paulinho Garcia with Jim Cooper.

May 31, Michael Feinstein four time grammy nominee

June 16, The Wallin' Jennys Folk/roots/rock

Phone SCA for tickets 269.857.2399

Looking for something to do in the greater Saugatuck Douglas area?

Check out Saugatuck.com calendar of events or saugatuckdouglas.com events calendar Both are great information sites.



Questions & Answers

Q. I am ready to put my home on the market. What steps should I take to ensure that I get the best possible price?



A. When it is time to sell your home, you want it to show well, both inside and out. A well-maintained home is likely to attract more potential buyers and bring the best offer. Consider the following tips: **Floors.** Refinish wood floors or install new wall to wall carpeting. **Walls and ceilings.** A fresh coat of paint can instantly transform the look of your home's interior. This is one of the most affordable ways to add thousands of dollars in increased value to your home. **Major Systems.** Have a specialist examine the major systems of the home and make any necessary repairs. Replace filters, light bulbs and repair leaky faucets. If you pay attention to the details, you are more likely to be rewarded by a speedy top-dollar sale. Call me for additional ideas on how to streamline the selling process.

The Great Lakes facts and figures ... Lake Michigan, the second largest Great Lake by volume with just under 1,180 cubic miles of water, is the only Great Lake entirely within the United States. Approximately 118 miles wide and 307 miles long, Lake Michigan has more than 1,600 miles of shoreline. Averaging 279 feet in depth, the lake reaches 925 feet at its deepest point.

The lake's northern tier is in the colder, less developed upper Great Lakes region, while its more temperate southern basin contains the Milwaukee and Chicago metropolitan areas. The drainage basin is approximately twice as large as the 22,300 square miles of surface water.

Reference: Great Lakes, Environment Canada and U.S. Environmental Protection Agency

Current Interest Rates

Conventional Fixed 30 yr. 6.25% 15 yr. 5.87%
NOW is the ideal time to Buy!

269.857.1477



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Thought for the Day **The Hospital Window**

Two men, both seriously ill, occupied the same hospital room. One man was allowed to sit up in his bed for an hour each afternoon to help drain the fluid from his lungs. His bed was next to the room's only window. The other man had to spend all his time flat on his back. The men talked for hours on end. They spoke of their wives and families, their homes, their jobs, their involvement in the military service, where they had been on vacation.

Every afternoon, when the man in the bed by the window could sit up, he would pass the time by describing to his roommate all the things he could see outside the window. The man in the other bed began to live for those one hour periods where his world would be broadened and enlivened by all the activity and color of the world outside.

The window overlooked a park with a lovely lake. Ducks and swans played on the water while children sailed their model boats. Young lovers walked arm in arm amidst flowers of every color and a fine view of the city skyline could be seen in the distance. As the man by the window described all this in exquisite detail, the man on the other side of the room would close his eyes and imagine the picturesque scene.

One warm afternoon, the man by the window described a parade passing by. Although the other man couldn't hear the band - he could see it in his mind's eye as the gentleman by the window portrayed it with descriptive words. Days and weeks passed.

One morning, the day nurse arrived to bring water for their baths only to find the lifeless body of the man by the window, who had died peacefully in his sleep. She was saddened and called the hospital attendants to take the body away. As soon as it seemed appropriate, the other man asked if he could be moved next to the window. The nurse was happy to make the switch, and after making sure he was comfortable, she left him alone.

Slowly, painfully, he propped himself up on one elbow to take his first look at the real world outside. He strained slowly to turn to look out the window beside the bed. It faced a blank wall. The man asked the nurse what could have compelled his deceased roommate to describe such wonderful things outside this window. The nurse responded that the man was blind and could not even see the wall. She said, "Perhaps he just wanted to encourage you."

Epilogue: There is tremendous happiness in making others happy, despite our own situations. Shared grief is half the sorrow, but happiness when shared, is doubled.

Laura Durham is the only local Realtor to obtain and hold the prestigious designation as a Certified Luxury Home Marketing Specialist and also her Million Dollar Guild. The recognition is awarded by the Institute for Luxury Home Marketing which trains real estate agents in the luxury home market and awards international designations to those who meet stringent performance standards.



A "spec home" tops the list of the most expensive homes currently on the market for sale with an asking price of \$155 Million Dollars. This estate is located in Big Sky, Montana.

Vacation Rental Management Corner

Please Welcome Corinne Roberts who joined the Mill Pond Realty team on December 1st. Laura is delighted to have Corinne on board. Corinne is eager to assist you with all your vacation rental needs. In addition to her wealth of knowledge, she brings over 9 years of hospitality experience to our vacation rental management department. Corinne has lived in Saugatuck since 1982. When she is not in the office, you can find her in her garden.

Looking for a vacation rental for yourself or your guests?

Be the 1st to rent these 6 new additions to our vacation rental management program. Phone today for availability or visit our web site for additional details & information on all of our vacation rental properties.



Waterside
\$2,650 a week



RiverSong
\$1,600 a week



Scenic Shores
\$2500 a week



Saugatuck Penthouse
\$1,450 a week



Bear's Cabin
\$1,900 a week



Sweet Dreams
\$1,450 a week

Ever wonder what means a buyer uses when looking to purchase property?

- Real estate agent - 85%**
- Yard sign - 63%**
- Internet - 80%**
- Newspaper - 55%**
- Home magazine - 34%**
- Open house - 47%**
- Builders - 26%**
- Television - 11%**
- Relo company - 5%**

Information received from the National Association Of Realtors



Nirvana
Asking \$395,000...\$1,850 weekly



Chestnut Tree
Asking \$384,500...\$1,700 weekly



Rose of Sharon
Asking \$299,000...\$1,300 weekly



Sweet Retreat
Asking \$299,000...\$1,450 weekly



Sweet Dreams
Asking \$229,900...\$1,100 weekly



Almond Ridge
Asking \$176,000...\$1,269 weekly

Have you thought of purchasing a Vacation Home that can also produce income when you are not using the property?

Inventory is high and interest rates are still low, so now is a great time to purchase your dream getaway.

We are offering several properties with asking prices as low as \$176,000. Consult your accountant concerning all the tax deductions that are available to you as an investor.





Local Real Estate Newsletter



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January, February & March 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			

Don't overlook the importance of regular attention to items in and around your home.
Here are indoor and outdoor lists to help you when giving your home the attention it needs each spring.

- Inside:**
- ◇ Check smoke, carbon-monoxide detectors and fire extinguishers.
 - ◇ Maintain and clean major household appliances.
 - ◇ Check basement walls and floors for dampness, remedy if necessary.
 - ◇ Clean and organize basement and/or attic.
 - ◇ Inspect locks on doors and windows.
 - ◇ Touch up paint and repair wallpaper.
 - ◇ Tidy the garage.
 - ◇ Clean humidifier or dehumidifiers.
 - ◇ Inspect attic fans and ceiling fans, and replace air-conditioning filters.
- Outside:**
- ◇ Check for leaky faucets, and replace washers as needed.
 - ◇ Organize drawers, cupboards and cabinets including medicine cabinets and replace torn liners.
 - ◇ Service vacuum, replacing bag, rollers and belts as needed.
 - ◇ Take down and clean or repair all curtains, drapes and blinds as needed.
 - ◇ Check caulking around windows and doors.
 - ◇ Clean windows, and repair any damaged window screens.
 - ◇ Replace damaged or missing shingles and tiles.
 - ◇ Clear gutters and downspouts.
 - ◇ Inspect concrete driveways, patios and sidewalks for cracks.
 - ◇ Check for peeling or chipped paint.
 - ◇ Trim tree branches.
 - ◇ Check foundation for fractures and water damage, remedy if necessary.
 - ◇ Inspect wood decks for loose boards and rotting wood.
 - ◇ Perform maintenance on lawnmower and other lawn equipment.
 - ◇ Clean barbecue grill
 - ◇ Check mailbox for damage, repair and repaint if needed.
 - ◇ Replace or repair broken play equipment.

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