



Mill Pond Realty, Inc.

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269-857-1477 ♦ www.millpondrealty.com

Laura J. Durham
Broker/Owner

Just a note ...

I am often asked "Do buyers really come out over the Holidays and during the winter months to purchase property?" The answer is, yes. We find that many buyers have off during the Holidays and the serious buyer will take the time to drive to our wonderful area to purposely look at Real Estate. Historically, properties sell every single month. The only real question is ... Which properties will the buyers perceive to be the deal and therefore, which properties will sell?

NAR (National Association of Realtors®) states there are only three reasons a home does not sell - Price, Location and Marketing Plan/Agent. The good news is the seller controls two of these factors. As you may have read or heard, interest rates are at an all time low. What better time than NOW to purchase a year round residence, vacation home or investment property? Saugatuck—Douglas are both absolutely beautiful, especially during the Holidays. I wish you and your family a Joyous Christmas and Holiday season filled with many fond memories and special moments.



Photo by: Felicia Fairchild, Executive Director
Saugatuck-Douglas Convention & Visitors Bureau

Merry Christmas and Happy New Year,

Laura J. Durham

Melanie continues to enjoy her life in Sydney!

Earlier this year Melanie received her Certificate of Registration which is the equivalent of a Real Estate License in the United States. She is working in Property Management and Marketing for a family branch of Richardson and Wrench located in Seaforth/Balgowlah, which is just outside of Sydney. Melanie loves the challenges of Real Estate in a different country and is learning something new every day. I am proud of her as she follows her dreams as she experiences living life abroad. I look forward to my next visit.



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

I was very pleased with all my dealings with Mill Pond. Laura's service was EXCELLENT, Top Shelf, couldn't ask for more. I was very pleased and have recommend her services. ~Roland Schreiber

1248 Hemlock, Glenn



The one thing we liked about Laura is no matter how small this transaction was, she was going to work just as hard as if she would have



worked on a million dollar home. Nothing was to small for her. She made us feel good. ~Keith and Michelle Anderson

4232 117th Ave., Allegan

Laura kept me informed of the market at all times. Everyone was very helpful when I called and seemed to take a personal interest in me. ~Pauline Jousma Lot #5 Lewis Lane



Laura & Peter Greenberg
Front-line Journalist and Travel
editor for CBS news

Education Is Very Important to Mill Pond Realty and our Clients.

REZFEST Summit for Professional Property Managers by HomeAway provided a three day conference which was held at the Red Rock Hotel in Las Vegas. The conference offered 110 break away sessions with valuable information to benefit both our guests and our Property Owners.



Alex Risser (VRMA President)
 Laura Durham and Mark Klungle

VRMA was held at the Hilton Bonnet Creek in Orlando, Florida. Matching Media to Today's Traveler, Emerging Lifestyles and Travel Trends: Implications for the Vacation Rental Industry, Vuja De—How to Make the Brilliant Shift, these were a few of the many outstanding topics that were offered over the four days of intensive training.

Join Our Team ... Mill Pond Realty is growing once again. We are seeking the right candidates to fill two positions. A part time Marketing Director and a Vacation Rental Specialist. The ideal candidates must be excellent in both written and verbal communications, proficient with computers, have an outgoing personality, be a quick learner and understand the importance of placing our clients and guests first by offering impeccable customer service. Contact Laura by email should you feel you are

Number of Residential Properties Currently on the Market in the Saugatuck / Douglas Area	2 million +	2	500,000 - 599,999	9
	1 mil - 2 mil	6	400,000 - 499,999	22
	900,000 - 999,999	4	300,000 - 399,999	46
	800,000 - 899,999	8	200,000 - 299,999	69
	700,000 - 799,999	2	100,000 - 199,999	34
	600,000 - 699,999	11	0 - 99,999	7

New Offerings Worthy Of Your Attention



Exquisite 4 BR recreational home with Lake Michigan Beach access.
 \$574,500



Newer custom built 5 BR cottage style home walking distance to Lk Michigan
 \$449,000



One of a kind home with over 3,300 sf and full waterfront views. Walk to town!
 \$445,000



Incredible Saugatuck Offering. Office space with fantastic upstairs penthouse.
 \$429,500



Fantastic 2 or 3 BR Condos, priceless location, stunning harbor views. Starting at \$419,000



Wonderful, spacious lodge-style home just a short walk to Lake Michigan.
 \$369,500



Fine Saugatuck 5 BR year round or rental home. Close to all town activities.
 \$320,000



Contemporary home nestled on 2 acres with over 115' of river frontage.
 \$299,900



Charming cottage close to Douglas Beach, garage and attached guest area.
 \$296,000



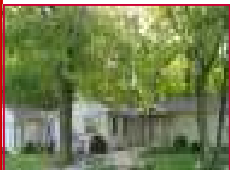
Delightful Mariners Cove end unit. Nature & water views plus a 2 car garage.
 \$280,000



Beautiful end unit Saugatuck Townhome. Walk to town, ideal rental property.
 \$274,500



Ideal Douglas get-away ready for you to make your own. Walk to Lk Michigan
 \$265,000.



Amazing 6 BR home tastefully redone. Nestled on 3 acres with 30x60 outbldg.
 \$264,500



Sophisticated country living at it's best. Stunning 5 BR home on 2+ quiet acres.
 \$255,000



Nicely built 4 BR home on 1.4 wooded acres. Large finished lower level.
 \$235,500



Unique rustic home on 6+ wooded acres, amazing tree house & 30x60 out bldg.
 \$220,000



Affordable Saugatuck home on a 1.5 acre setting with a 3 stall garage.
 \$119,500



Affordable lake front cottage with 100ft of frontage on Lower Scott Lake.
 \$85,000

Want to be the FIRST to know when new listings come on the market? Ask us how!



Season's Greetings

The trees are all trimmed, the lights are aglow. The horse and buggy are just waiting for snow! Butler Street glistens from head to toe; It's Christmas, again, in Saugatuck you know. With or without the "Famed" lake effect snow. A very special time, in a very special place. Why, you would hardly know it from its fast summer pace. Children are excited, shopkeepers too, and as usual, there's oh so much to do. With gifts to be wrapped and cookies made, carols to be sung, and ornaments hung. A visit to Santa helps keep us on track, Why, we even bring his favorite snack, They say he's making a list and checking it twice, he wants to know if we've been naughty or nice. Yes, it's a very special time, in a very special place and even Santa seems to like our slower pace. It's Christmas again in Saugatuck, you know; with or without the "Famed" Lake Effect Snow.

*Christmas at **Mill Pond Realty** is very special too!*

The sound of Christmas Carols and the shining lights of Christmas burning bright, remind us of that very first Christmas night. We feel a special peace, count our blessings, Thank our God and think of you.

Christmas is, without a doubt, a time of joy, oh yes it is; a time, we're told, when dreams often do come true! Yet, we know our dreams at

***Mill Pond Realty** would never have come true, were it not for people just like you!*

This Christmas Day, as we say our prayers and open gifts, we want you to know, we'll have a very special glow; it comes from thinking about each and everyone of you and what a special gift you are too!

*It's Christmas again in Saugatuck, you know, with or without that "darned" lake effect snow; and **Mill Pond Realty** Extends, from our hearts and homes to yours, a very Merry Christmas and a Happy New Year!*

May all of your wishes and Dreams come true.

That's our special Christmas prayer for you!

Merry Christmas and Happy New Year!

©Dennis Schwartz1991



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.

Laura J. Durham
CRS GRI CDPE
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- Local Sales Facts
 - Greetings Poem
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Local Real Estate Newsletter

Just Sold

BE INFORMED ... KNOWLEDGE IS POWER

September and October 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. 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

Address	Asking Price	Selling Price	Address	Asking Price	Selling Price	Address	Asking Price	Selling Price
5588 North Street	10,000	10,000	68 W. 39th Street	89,900	85,500	1033 64th Street	199,900	200,000
458 Elm Street	20,600	21,100	4857 132nd Ave.	82,900	85,651	150 Center Street #L	229,500	219,000
6706 124th	22,400	22,500	1094 Cobblestone #19	94,900	92,000	6914 Third Street	249,000	220,000
2292 57th Street	29,900	23,000	792 Easy Court	98,000	94,000	3266 Oak Ridge Circle	232,900	222,500
1101 54th Street	29,900	25,000	2306 Atkins Road	84,000	94,200	4757 Charleston Court	223,500	223,500
5349 122nd Ave.	25,500	30,050	4436 64th Street	105,000	98,000	200 50th Street	224,900	224,900
6657 124th Ave.	37,900	31,500	147 W. 35th Street	109,900	98,000	3574 Walnut Park Drive	249,900	230,000
195 63rd Street	47,000	37,500	5584 126th Ave.	119,900	105,000	6419 Palmetto Court	269,000	242,100
1351 64th Street	37,900	37,900	888 Clarewood Court	114,900	110,000	181 St. Peters Drive	255,900	250,000
5264 110th Ave.	44,900	41,000	4112-A 52nd Street	129,900	115,000	3313 S. Heritage Court	274,000	259,000
5096 118th Ave.	45,900	43,100	4721 65th Street	122,000	115,000	6543 Sanctuary Way #6	279,900	270,000
2252 68th Street	38,300	45,500	6334 147th Ave.	109,900	119,900	564 Jasmine Drive	290,000	272,250
75 Old Mill Drive #22	64,900	47,000	2408 66th	124,900	120,000	144 51st Street	329,900	310,000
52 Old Mill Drive #5	52,000	52,000	5535 124th Ave.	124,000	120,000	1019 Midway	339,900	325,000
268 W. 36th Street	59,900	53,000	5349 136th Ave.	124,900	123,500	987 Lake Street #30	400,000	359,500
155 E. 48th Street	58,500	54,250	745 Marylane Dr.	129,900	125,000	6050 Cedar Street	396,500	385,000
6466 147th Ave.	69,900	61,000	5823 Ellcourt Dr.	139,900	135,000	71 North Shore Drive	449,000	405,000
285 Chatham Ave.	74,500	65,500	4845 104th Ave.	185,000	140,000	6437 Hidden Hollow Lane	449,900	425,000
283 Wiley Road	95,000	70,000	3219 Dogwood Drive	154,900	148,000	4671 Valleywood Court	449,000	430,000
1092 Fountain View Cir. #12	83,900	73,000	3157 52nd Street	149,900	148,500	4560 Lovers Lane	799,000	630,000
846 Brook Village Drive	79,900	75,350	615-1 Park Street	149,000	149,000	30 Park Street	889,000	747,000
7216 Orchard Road	74,250	76,000	71 Lawn Street	170,000	150,000	2425 Waukazoo Trail	899,900	899,900
2820 58th Street	76,900	76,400	4740 Hedgestone Court	159,900	154,000	3440 Riverside Drive	1,250,000	1,200,000
825 Apple Blossom Lane	84,900	78,000	149 Taylor Street	165,000	156,600	3714 Shorewood Dunes	1,995,000	1,750,000
7268 Macbeth Ave.	81,900	78,000	959 Lake Street	188,000	164,500	2216 Lakeshore Drive	2,400,000	1,750,000
6431 Old Allegan Road	75,000	83,500	143 Takken Street	190,000	190,000			
6537 142nd Ave.	89,900	85,000	538 62nd Ave.	199,500	199,000			

We are currently interviewing properties for our vacation rental program. Have you considered renting your vacation property when you are not able to use it? Phone today to learn if your home qualifies. The call is FREE ... The service is PRICELESS!