



Local Real Estate Newsletter
Offered every other month

503 Park Street, P.O. Box 1093, Saugatuck, MI 49453
269-857-1477 or www.millpondrealty.com
Laura J. Durham, Founder/Owner

Calendar of Local Events

- **Sparkle Christmas Lights** throughout the downtown area December
- **Christmas Parade in Saugatuck** December 7
- **Charles Dickens 'A Christmas Carol'** December 13-15, 20-22
- **Horse drawn carriage rides** Every weekend in December
- **New Years Eve Fire Works**
- I have set **every Friday in January from 3PM to 5PM** as a **'stop in' day**. Feel free to **'stop in'** and catch up while enjoying **snacks & treats**
No appointment is necessary .. Looking forward to seeing you!

Just a Note

Recently I asked my 'mom' where in the world did she ever wish she had traveled to and her reply was Paris. After little thought, I asked her if she would like to go. With a quick yes from mom, I said we leave in a couple of weeks. I feel blessed and honored to be able to take my mom on a dream trip. In addition to my mom, my daughter Melanie was also able to enjoy Paris with us. We had a wonderful time, complete with priceless memories. My business and life coach has taught me, don't wait. Life is truly too short. Please consider to take the time, especially during the Holidays, to do something special with your loved ones. We never know what tomorrow will bring.

I promise, you'll not be disappointed.

Laura J. Durham



September & October Real Estate Sales

You May Have a New Neighbor located between Laketown and 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.

Address	Asking Price	Selling Price	Address	Asking Price	Selling Price	Address	Asking Price	Selling Price
32 N. Shore Dr.	\$1,650,000	\$1,150,000	822 Allegan St.	\$219,000	\$219,000	6463 127th Ave.	\$125,000	\$115,000
1644 Walker St.	\$850,000	\$775,000	977 Lake St.	\$229,900	\$200,000	5456 107th Ave.	\$119,900	\$115,000
8 W. Center St.	\$540,900	\$540,000	612 Holland St.	\$199,900	\$199,900	1015 64th St.	\$119,900	\$105,000
338 Park St.	\$499,900	\$495,500	6421 Destin Ct.	\$189,900	\$183,000	38 70th St.	\$105,000	\$100,000
192 Hamilton St.	\$365,000	\$355,000	511 S. Maple St.	\$188,500	\$180,000	5971 109th Ave.	\$104,900	\$95,000
1124 Edgewater Ter.	\$419,000	\$350,000	110-C Washington St.	\$193,900	\$175,000	2275 57th St.	\$99,900	\$94,500
790 Lake St.	\$379,900	\$339,000	6055 122nd Ave.	\$169,900	\$165,000	6020 105th Ave.	\$99,900	\$94,000
2700 Deep Forest Way	\$329,000	\$319,000	6418 Palmetto Ct.	\$159,900	\$160,000	419 3rd St.	\$111,900	\$92,500
6009 River Ridge Dr.	\$298,800	\$310,000	3545 Sandra Lane	\$159,900	\$159,900	2742 62nd St.	\$89,900	\$86,000
2928 65th St.	\$289,500	\$300,000	6363 Silver Lake Dr.	\$169,900	\$158,000	5254 110th Ave.	\$75,900	\$76,000
135 Union St.	\$299,900	\$289,900	427 Harbor Dr.	\$155,000	\$155,000	2371 54th St.	\$74,900	\$73,500
515 Mason St.	\$298,900	\$285,000	6264 118th Ave.	\$148,900	\$145,900	57 Blue Star Hwy.	\$72,900	\$72,900
5879 Preservation Dr.	\$289,500	\$280,830	6677 124th Ave.	\$144,900	\$144,900	2313 54th St.	\$69,900	\$69,900
883 Pleasant St.	\$290,000	\$275,000	1473 Lakeshore Dr.	\$145,000	\$139,000	7363 N. Shore Dr. #7	\$71,900	\$69,000
6346 Silver Lake Dr.	\$279,900	\$268,000	4921 118th Ave.	\$137,900	\$137,900	311 Walter St.	\$74,990	\$68,000
3442 66th St.	\$259,900	\$265,000	2003 Lakeshore Dr.	\$129,900	\$130,000	6175 127th Ave.	\$69,900	\$63,000
54 Hamilton Dr.	\$259,900	\$249,900	129 Euclid	\$130,000	\$125,000	854 60th St.	\$61,900	\$61,900
3036 Harbor Rd.	\$295,000	\$240,000	83 Pershing St.	\$129,000	\$122,000	1212 62nd St.	\$61,900	\$60,800
346 Mary St.	\$247,500	\$239,900	391 Ellis St.	\$117,900	\$116,000	907 54th St.	\$55,000	\$52,300
7 Cider Hill Ln.	\$239,900	\$239,900						

There Really is a Difference in Real Estate Companies.

Our Clients Say It Best!

“FRINDLY, KNOWLEDGABLE & HONEST.

Not a pushy sales person answered all our questions promptly.

Thank you for everything you did.”

John & Kathy Mooradian—Purchaser

977 Lake Street, Saugatuck

**Laura Durham And Julie Shoemaker
Complete Professional Rental Management
Conference in Las Vegas, NV**

Laura & Julie have just completed an intensive series of professional development educational sessions, conducted by an international trade association.



Successful completion of the program reflects a commitment to service and professional rental management.

The Vacation Rental Managers Association sponsored the demanding series of professional development sessions, focusing on management, employee development, marketing, customer service, operational efficiency, and new industry products and services.

The Annual Conference in Las Vegas, brought together a record number of leaders of the vacation rental industry in North America.

Mill Pond Realty is a fully accredited member of the only professional trade association dedicated to improving the service and performance of the vacation rental industry.

Laura & Julie took time to have a photo taken with Elvis and Marilyn Monroe, while in Las Vegas



**You're Invited
Baby Shower—Open House**

Mommy to Be: Kristie 'the worlds best assistant'

**Date: Wednesday 12/11/02 Time: 4:00 pm—6:30 pm
Place: 503 Park Street (Mill Pond Realty's Office)**

Please join us to celebrate this happy occasion

OUR CLIENTS SAY IT BEST!



We Bought and Sold our unit with Laura. She also managed our condo for us through the years. We received excellent service. The Siebenmorgen's



Laura was very helpful through out the purchasing process. We needed much help and Mill Pond was there to meet all of our needs. Josh & Bridget Barons



Laura was very helpful in setting a realistic price on our home. She offered good advice that we were able to use when we were making a decision. Richard & Jerry Golf

**Try it Before you Buy it!
Several Quality Rental
Properties
Available Immediately
Phone Julie for details.**

**FOR SALE
Several Vacant Land Listings
Lake Michigan, Goshorn Lake,
Wooded, Private & Secluded
(269) 857-1477**

EDUCATION IS PRICELESS

Laura Durham and Kristie Noguera

ATTEND NATIONAL ASSOCIATION OF REALTORS CONFERENCE IN NEW ORLEANS

"A New View in '02," was the slogan for this year's conference, which brought together an array of nationally and internationally known real estate experts, forecasters, top government officials and lawmakers to address the hottest industry issues.

Among the topics covered at the four day conference were: emerging trends in online property listings, the latest in industry technology tools, the impact of the recent election results on NAR-supported legislation, new challenges in the insurance industry, NAR's extensive battle to keep banks out of real estate, economic trends and changes in real estate business models.

While the conference exposed us to new information on our industry and how we can best meet the needs and demands of today's consumers, the meetings also highlighted the community-building roles Realtors® play in their neighborhoods, towns and cities.

The conference provided an "excellent opportunity" to reconnect with colleagues from other areas and to calibrate her profession and business practices with new developments in the industry. I was inspired by the stories of Realtors®' community-building activities all over the country.

Sen. Shelby, General H. Norman Schwarzkopf; political analyst Charlie Cook; and Gaddie Vasquez, director of the Peace Corps, were among the speakers addressing the conference.

The conference and expo hosted more than 100 education sessions and 400-plus exhibitors. The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing more than 840,000 members involved in all aspects of Real Estate.



Interest Rates are at an all time LOW It is the perfect time to invest in Real Estate.

Be the 1st to know when a new property hits the market. Its easy, just email or call us with your email address and our new automated system will work 24hrs a day to give you instant information.

Be Informed!

Hot on the Market from Mill Pond Realty



Magnificent Saugatuck Property
Unbelievable landscaping .. Cascading waterfall. Includes separate guest cottage, awesome sun porch. Walk to Lake Michigan.



Boat Lovers Paradise
Spacious, rambling main home plus separate guest cottage at the waters edge. Steel seawall & deep dock. Under appraised value! \$640,000



Watch a Lake Michigan Sunset from the Kalamazoo river.
Truly one of a kind property ... All American cottage nestled in the woods. Private setting.



A home to Enjoy the Waterfront!
Owners have much attention into the manicured yard, steal sea wall capped with boardwalk & permanent pier Includes 6 stall garage plus apartment.



Lakeshore Drive
Wow, offering living space you can't believe. Truly one of a kind. Possibilities are endless...Great retreat. Listen to the sounds of Lake Michigan



Offers All Water Activities
Exceptional large, spacious waterfront home. Walk out lower level, easy water access, dock your boat at your back door. Huge price reduction



Douglas Beach Location
Darling year round cottage bubbling with ambiance. 2 screened porches, cathedral ceilings, private patio w/ hot tub. Includes separate apartment.



Outstanding Waterfront Condo
Newly renovated, professionally decorated. immediate possession. Includes boat slip, garage, club house, tennis courts & swimming pool.



Commercial or Residential
This one has it all. Acreage, Location, Commercial availability, darling shop, flowering grounds plus desirable cottage style home. Priced to sell!



Recently Remodeled & Updated
Artistic touches abound in and around this family style home. Nestled on award winning flowering corner lot in the city. Extremely Motivated seller.



In the 'Heart' of Saugatuck
Location, Location .. Just steps to all town activities. Harbor views, swimming pool, open floor plan, immediate possession, 1st time offered.



Like New Condition
Open floor plan, professionally decorated, bright & airy, huge master suite, private patio/deck overlooking lush clearbrook greens. Seller transferred.



Saugatuck Shores
Tastefully decorated, move in condition, must see interior. Open floor plan with full waterfront panoramic views. Includes 40 ft boat dock.



Affordable Home
Convenient location walking distance to town and schools. 3 bedrms, full basement fenced in yard. \$107,900



Views of the Harbor
Area of fine homes. Cottage with potential. Cottage includes storage building. Sold as is .. Needs some TLC Kalamazoo River access



Affordable Vacation Home
Cute, Cute, Cute ... Carefree living. Nestled in the meadows, professionally landscaped w/ flowing creek. Goshorn lake just steps away \$69,900



Two Family Unit
Duplex nestled in the woods on acreage in the village of Douglas \$149,900



Two Family Unit
Recently remodeled and Updated. Hot tub on private deck. Rents weekly.



Commercial Building
Huge commercial building nestled on acreage on Main Road. Could be a great strip mall. Income potential

**RESERVED
FOR
YOUR
PROPERTY**
Phone for details!

For more pictures of our current listings, visit our web site
www.millpondrealty.com

Open 24 hrs a day for your viewing convenience.

Now Accepting New Listings

Wondering what your property is worth? Thinking of selling?
This newsletter entitles you to a free computerized Market Evaluation.
There is NO Obligation.

SEASON 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. ITS 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 IT'S 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. ITS 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, REMINDED 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, WERE 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 OUR GIFTS, WE WANT YOU TO KNOW, WE'LL HAVE A VERY SPECIAL GLOW IT COMES FROM THINKING ABOUT EACH AND EVERY ONE OF YOU AND WHAT A SPECIAL GIFT, YOU ARE TOO!

ITS 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!

Laura Durham and Staff