



Laura J. Durham
Broker/Owner



Mill Pond Realty, Inc.

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269-857-1477 or www.millpondrealty.com

Local Calendar of Events

- April
- 21-29 "I Love You, You're Perfect, Now Change" 857.2399
- 22nd Japanese Arts Workshop SCA
- 22nd Jazz Concert Saugatuck's Woman's Club 857.2287
- 30th Allegan Antique Market
- May
- 6-13th Tulip Time Festival—Holland
- 16th Community Pride Day 857.1248
- 19th Green Market starts Every Friday
- 20th Mason Street Warehouse Spring Event
- 27th Douglas Social 5:30 -9:00
- 29th Memorial Day Parade 9:00a.m.
- June
- 3rd Art Around Town
- 8-11th Waterfront Film Festival
- 17th Saugatuck's Arts & Crafts Sponsored by CVB 857.1701
- 23-25th 'Hunka Hunka Burning Love' Mason Street 857.4898
- 24th "Rain" Summer benefit for the Saugatuck Arts Center 857.2399 limited tickets
- 30th Fresh Art for children, Every Friday 10-12 SCA

Just a Note

Meet the Splitters . A fairly new segment of home owners - people who own two or more primary residences and travel between them are pushing the Real Estate industry in new ways. According to the National Association of Realtors, 36% of all homes purchased in 2004 were second homes. For Mill Pond Realty, that number is even higher. With 75 million baby boomers heading into their golden years, experts say the splitters factor could alter the way developers build and manage communities of tomorrow. The greater Saugatuck-Douglas area was chosen and recognized in a national publication 'Where to Retire in 2005'. The choice to rent your vacation home is a very personal choice. Although nationally, splitters do not typically rent out their 2nd or 3rd homes, we find that whether or not our buyers chose to rent their new vacation home, they like to have the ability to do so, should the need or desire arise. As our vacation Rental Management Department continues to grow with popularity and demand, I have made a decision to become more involved in the Vacation Rental Management Association (VRMA). This is the only association available for vacation rental managers. The Board of Directors has selected me to be on committees to plan and develop the next convention in San Diego in the Fall. I am honored to have been chosen by my peers to be on this committee for 2006. My commitment to my clients and customers fuels my desire to stay on the cutting edge of new technologies and information, which is why I continue to volunteer and participate in educational opportunities in professional organizations such as the Board Of Realtors, VRMA and the National Association of Realtors.

Happy Spring! Laura J. Durham

NOW AVAILABLE Zero Down

Vacation Home Financing

Kris Daniels of Huntington Banks is now able to finance a vacation home with no money down.

Now, may be the time to invest in a vacation home while interest rates are still low. Phone for details.

RECEIVE A FREE COPY OF YOUR CREDIT REPORT

Your credit report can effect your financial life in many ways. It is important to stay informed on what that report contains. Thanks to the Fair and Accurate Credit Transaction Act, consumers in Michigan can receive a credit report from each of the three major bureaus every 12 months for FREE. Either phone 877.322.8228 or email www.annualcreditreport.com



Our Raving Fans are Talking!

"The service we received from Laura was excellent!
Laura did everything very well and her entire team was excellent."
The Jim Lamb Family 371 Vine Street

New Offerings Worthy Of Your Attention



New Affordable Living on Acreage \$109,900



Spacious Lakeshore Living .. Sandy Beach



Custom Newer Home Association Access



Affordable Starter Home. Just minutes from Lk MI



3 Bedroom Home on Nearly 5 Acres ...\$69,900



Contemporary Jewel ... With private dock



Spacious Pier Cove Beach Beauty \$448,500



Lake Michigan Beach Access \$299,900



Waterfront Condo w/ Boat Slip & Garage...\$239,900



Outstanding Floor Plan Like New \$278,500

Desirable Vacant Land

- ◆ 100 ft of frontage on Lake Macatawa
- ◆ Lake Michigan building sites
- ◆ Wooded with deeded Lake MI access
- ◆ Nearly 10 acres of woods
- ◆ Several wooded building sites w/ acreage
- ◆ Kalamazoo River dock included w/ this site
- ◆ Acreage w/ scenic pond



Tastefully Built and Decorated. Separate Office



100ft of Lake Front With This Year Round Cottage



Located in the heart of Saugatuck Turn Key!

CREATIVE, INEXPENSIVE DECORATING TIPS HELP SPRING NEW LIFE INTO YOUR HOME

Ah, spring! It's almost time to let your hair down, step outside, breathe in the fresh air and have some good old-fashioned fun. Or, in some cases, it may be time to start your spring home decorating projects. The promise of warm weather and longer days has the tendency to make almost all of us want to spruce up our homes and update décor. With that in mind, the following are some inexpensive and highly effective ways to motivate you, while making the most of your spring decorating dollars.



- ◆ Add an area rug. Unlike wall to wall carpet, area rugs can bring colorful designs and patterns into your room without overwhelming it.
- ◆ Punch up the color with paint. Painting is one of the easiest and least expensive ways to transform a room.
- ◆ If your furniture is tired and worn looking or you need to match your new wall color, consider slip covers.
- ◆ Consider updating draperies because if your draperies are heavy and dark, it won't matter what color your walls or furniture are.
- ◆ During the winter our homes tend to become filled with lots of bulk and piles of things ... Tidy up and organize.

JUST REMEMBER, SPRING DECORATING DOESN'T HAVE TO BREAK YOUR BUDGET. SMALL, COST-EFFECTIVE IMPROVEMENTS CAN REALLY MAKE A DIFFERENCE IN YOUR HOME'S OVERALL APPEARANCE, AND MOST IMPORTANTLY HOW YOU FEEL ABOUT YOUR SURROUNDINGS.

Join the Mill Pond Team

Looking for additional team members
Phone Laura Durham for Details

People May Soon Purchase Homes on the Internet

The idea that some buyers may buy a home over the internet without actually viewing it is not as far-fetched as it would have seemed several years ago as buyers become more active in the transaction through web sites.

With more information than ever at their fingertips, consumers now follow house prices the way investors follow the stock market. A neighbors house, listing price and photos provide an instant barometer for a consumer to value their own property.

Buyers searching online most frequently viewed approximately 10 to 30 homes before they purchased (33% of respondents), however 22 percent had looked at between 100-200 homes online before they purchased. The buyers most frequently viewed between 10 to 20 homes in person.



When buyers were asked: On the whole, did the homes you saw online meet your expectations when you went to view them? The majority of respondents (79%) confirmed the homes online met their expectations when they viewed them.

We recently sold a 28 acre farm from our web site advertising. The buyer found the farm on the internet and put in an offer on the site unseen. He had never been to South western Michigan or the greater Saugatuck-Douglas area before he purchased this land. Marketing has certainly changed through the years.



The Tea Cup

There was a couple who used to go England to shop in a beautiful antique store. This trip was to celebrate their 25th wedding anniversary. They both liked antiques and pottery, and especially tea-cups. Spotting an exceptional cup, they asked "May we see that? We've never seen a cup quite so beautiful."

As the lady handed it to them, suddenly the tea-cup spoke. "You don't understand," it said, "I have not always been a tea-cup. There was a time when I was just a lump of red clay. My master took me and rolled me pounded and patted me over and over and I yelled out, don't do that. I don't like it! "Let me alone," but he only smiled, and gently said; "Not yet!"

"Then, WHAM! I was placed on a spinning wheel and suddenly I was spun around and around and around. "Stop it! I'm getting so dizzy! I'm going to be sick!", I screamed. But the master only

nodded and said, quietly; 'Not yet.' He spun me and poked and prodded and bent me out of shape to suit himself and then.....Then he put me in the oven. I never felt such heat. I yelled and knocked and pounded at the door. "Help! Get me out of here!" I could see him through the opening and I could read his lips as he shook his head from side to side, 'Not yet'.

"When I thought I couldn't bear it another minute, the door opened. He carefully took me out and put me on the shelf, and I began to cool. Oh, that felt so good! "Ah, this is much better," I thought.

But, after I cooled he picked me up and he brushed and painted me all over. The fumes were horrible. I thought I would gag. 'Oh, please; Stop it, Stop it!!' I cried. He only shook his head and said. 'Not yet!'.

Then suddenly he put me back into the oven. Only it was not like the first one. This was twice as hot and I just knew I would

suffocate. I begged. I pleaded. I screamed. I cried. I was convinced I would never make it. I was ready to give up. Just then the door opened and he took me out and again placed me on the shelf, where I cooled and waited and waited, wondering what's he going to do to me next?

An hour later he handed me a mirror and said 'Look at yourself.' And I did. I said, that's not me; that couldn't be me. It's beautiful. I'm beautiful!" Quietly he spoke: "I want you to remember, then," he said, 'I know it hurt to be rolled and pounded and patted, but had I just left you alone, you'd have dried up.

I know it made you dizzy to spin around on the wheel, but if I had stopped, you would have crumbled.

I know it hurt and it was hot and disagreeable in the oven, but if I hadn't put you there, you would have cracked.

I know the fumes were bad when I brushed and painted you all over, but if I hadn't done that, you never would have hardened.



You would not have had any color in your life. If I hadn't put you back in that second oven, you wouldn't have survived for long because the hardness would not have held. Now you are a finished product. Now you are what I had in mind when I first began with you."

The moral of this story is this:

So when life seems hard, and you are being pounded and patted and pushed almost beyond endurance; when your world seems to be spinning out of control; when you feel like you are in a fiery furnace of trials; when life seems to "stink", try this.... Brew a cup of your favorite tea in your prettiest tea cup, sit down and think about this story.

Data for listed residential homes in the Saugatuck—Douglas Area	
Listing Price Range	Quantity
1,000,000 and over	4
949,999—900,000	2
899,999—850,000	4
849,999—800,000	2
799,999—750,000	1
749,999—700,000	2
649,999—600,000	3
599,999—550,000	9
549,999—500,000	9
499,999—450,000	11
449,999—400,000	10
399,999—350,000	20
349,999—300,000	43
299,999—250,000	25
249,999—200,000	17
199,999—180,000	8
179,999—160,000	7
159,999—140,000	7
139,999—120,000	7
119,999—100,000	4
99,999—90,000	1
79,999—70,000	4
69,999—60,000	2

Saugatuck's Only Nationally Recognized Rental Management Company. Newest additions to our Rental Management Program



Cottage At Summer Grove



The Hideaway



Singapore Harbor #315

Since 1991, we have handled the management and rental of the finest homes and condominiums, offering property owners many services under one roof.

Now that makes good sense! The phone call is free - The management is priceless!

Thought for the day Don't fear criticism

The galleries are full of critics, they play no ball. They fight no fights. They make no mistakes because they attempt nothing. Down in the arena are doer's. They make mistakes because they attempt many things. The man who makes no mistakes lacks boldness and the spirit of adventure. He is the one that never tries anything. He is the brake on the wheel of progress. And yet, it cannot be truly said he makes no mistakes, because the biggest mistake he makes is the very fact he tries nothing, does nothing except criticize those who do things. Submitted by William Schmidt

Mill Ponds Newest Arrivals



Josie Jane
Proud Parents
Jill and Dan
Big Sister
Jenna



Isabelle
Proud Parents
Kristie and Mike
Big Brother
Daniel





Local Real Estate Newsletter

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January, February & March Real Estate
 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
2488 Lakeshore Dr.	\$2,450,000	\$2,100,000	14 Cider Hill Ln #14	\$246,900	\$289,736	4650 Pine Dr.	\$145,900	\$138,000
4646 Sailview	\$1,495,000	\$1,420,000	3358 Clearbrook Gr.	\$239,000	\$236,000	807-7 Lake St.	\$139,900	\$139,900
2614 Lakeshore Dr.	\$1,199,000	\$1,025,000	5498 126th Ave.	\$225,900	\$200,000	5993 Church St.	\$139,900	\$132,000
3111 62nd St.	\$995,000	\$950,000	6008 122nd Ave.	\$225,000	\$210,000	476 Elm	\$129,900	\$130,900
3210 River Walk	\$650,000	\$635,000	1176 54th St.	\$224,900	\$224,900	951 52nd St.	\$125,000	\$120,000
1248 Blue Star Hwy.	\$595,000	\$700,000	2955 66th St.	\$218,500	\$212,000	2261 Cedar St.	\$122,900	\$115,700
807-6-10 Lake St.	\$589,900	\$589,000	2579 62nd St.	\$210,000	\$219,250	166 E 63rd St.	\$119,000	\$119,000
2232 Sunset Dr.	\$509,000	\$449,000	214 Randolph St.	\$210,000	\$198,000	790 Brook Village Ct.	\$111,700	\$107,000
170 West Shore Dr.	\$449,000	\$415,000	4741 62nd St.	\$209,900	\$194,900	931 Vasser Ave.	\$109,900	\$107,000
23 Lawn St.	\$439,000	\$425,000	6239 111th Ave.	\$199,900	\$195,000	357 68th St.	\$108,900	\$106,950
1448 71st St.	\$405,000	\$378,300	3515 64th St.	\$199,500	\$157,000	2249 68th St.	\$104,500	\$108,000
42 Mixer	\$399,500	\$375,500	6264 Old Allegan Rd.	\$195,500	\$183,500	5951 108th Ave.	\$101,900	\$106,000
196 Hamilton Ct.	\$389,500	\$370,000	2496 64th St.	\$190,000	\$177,500	807-8 Lake St.	\$99,900	\$99,900
371 Vine St.	\$385,500	\$345,000	560 Main St.	\$179,000	\$172,000	807-9 Lake St.	\$99,000	\$99,000
2664 Chestnut Lane	\$379,900	\$340,000	1029 Central Ave.	\$178,900	\$179,900	256 W 36th St.	\$95,900	\$95,900
1285 Prestwick Dr.	\$372,525	\$372,525	807-6 Lake St.	\$175,000	\$175,000	2282 58th St.	\$95,000	\$87,000
6227 Lighthouse Ct.	\$349,900	\$340,000	218 72nd St.	\$169,900	\$165,000	6821 Serentiy Lane	\$93,999	\$65,000
201-C Garden Ter #16	\$339,900	\$315,890	6178 147th Ave.	\$169,900	\$163,000	807-10 Lake St.	\$89,900	\$89,900
201-A Garden Ter #14	\$329,900	\$329,900	385 Holly Field Ct #22	\$169,500	\$165,000	6792 116th Ave.	\$89,500	\$85,000
4578 61st St.	\$324,000	\$318,000	74 W 40th St.	\$164,900	\$167,000	7115 Baseline	\$79,900	\$63,900
211-C Garden Ter #12	\$319,500	\$320,150	1178 Alden Ct.	\$159,900	\$159,500	155 E 48th St #28	\$69,900	\$60,000
6274 Hawthorne Ct.	\$314,900	\$300,000	420 W 35th St.	\$159,900	\$143,500	193 E 34th St. #3	\$68,500	\$66,500
7112 114th Ave.	\$313,500	\$385,000	3782 56th St.	\$154,900	\$152,000	123 W. Fennville St.	\$52,500	\$45,000
7261 Maple St.	\$298,500	\$288,500	6548 118th Ave.	\$150,000	\$114,000	404 49th St.	\$42,500	\$42,500
6392 138th Ave.	\$289,900	\$269,900	1219 62nd Ave.	\$149,900	\$149,900	676 62nd St.	\$42,000	\$42,000
567 71st St	\$279,900	\$270,010	16 UNT 65th St.	\$146,900	\$158,000	392 60th St.	\$32,500	\$32,500
191 Maple St.	\$261,900	\$228,000	361 W 40th St.	\$139,900	\$135,900			

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