



Mill Pond Realty, Inc.

747 Water St, P.O. Box 1093, Saugatuck, MI 49453
269-857-1477 ♦ www.millpondrealty.com

Laura J. Durham
Broker/Owner

Just a note ...

As Real Estate markets face the challenges of distressed properties and a difficult economy, real estate investors and second home buyers have the opportunity to find productive deals while helping communities stabilize. Today, millions of homeowners are either delinquent on their mortgages or in the foreclosure process. One potential solution for homeowners in this situation is a short sale, in which the lien holder accepts a sale price of the home that is less than the mortgage amount owed. Increasingly, real estate investors are facilitating this solution. I have recently earned the prestigious Certified Investor Agent Specialist (CIAS) designation. Completing this extensive training has equipped me to understand the different Real Estate investor types and the investment opportunities, financing options and calculations needed to provide solutions for each. Over the past 12 months, investment and second home properties comprised more than \$300 billion in sales, representing approximately 27% of all residential real estate transactions and 48% of those transactions were made with all cash. I continue to pride myself in investing in continued and higher education, with the benefit of helping our clients. We are here to help you realize your real estate and investment goals. I welcome your call.

Laura J. Durham

Melanie Durham takes up residency in Sidney, Australia.



After 4 months, Melanie is absolutely loving all the country has to offer. From short weekend get-aways sightseeing to sand boarding to being up close and personal with a lazy kangaroo. Her list of favorites is long. Stay tuned as she continues to update us on her adventure.

Is your Property being assessed for the correct amount? Are you paying too much for your property taxes?

Don't miss your small window of opportunity to become aware. The board of review will be meeting shortly. Call your municipality and schedule an appointment before it's too late.



www.legislature.mi.gov/documents/publications/taxpayersguide2010.pdf

Number of Residential Properties Currently on the Market in the Saugatuck / Douglas Area	2 million +	4	500,000 - 599,999	13
	1 mil - 2 mil	9	400,000 - 499,999	26
	900,000 - 999,999	3	300,000 - 399,999	35
	800,000 - 899,999	7	200,000 - 299,999	73
	700,000 - 799,999	2	100,000 - 199,999	44
	600,000 - 699,999	10	0 - 99,999	11

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

My sister directed me to work with Laura and Mill Pond. I am very pleased with all phases of the procedure. The entire staff was very professional, courteous and helpful.

Vicki Lynch 5863 Old Allegan



Laura was great. Always available to advise and to answer any questions we had. We really enjoyed working with Mill Pond Realty and would definitely use them again.



Amy and Chris Adams 47 Randolph

Laura was quick to return phone calls, was very thorough and her team was excellent.

Kim Gunn-Stone
11858 Seven Pines Dr.



Laura gave excellent advice and service.

Robert Killackey 2815 Crescent Street

Just Sold

October, November, December 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

BE INFORMED ... KNOWLEDGE IS POWER

Address	Asking Price	Selling Price	Address	Asking Price	Selling Price	Address	Asking Price	Selling Price
318 West Walter Street	19,900	11,800	4816 Green Meadow Court	104,900	94,000	200 Garden Terrace #C	209,000	202,000
2378 58th Street	29,975	16,500	2814 Crescent Street	110,000	95,000	301 Union Street	219,900	203,000
1232 62nd Street	30,000	22,500	5807 124th Avenue	99,900	100,000	995 Lake Street #50	235,900	210,000
1389 56th Street	22,000	22,500	2366 63rd Street	115,000	100,000	7400 North Shore Drive #51	227,000	212,000
417 North Maple	22,999	23,600	378 W 34th Street	104,900	102,400	4556 60th Street	225,800	220,000
6643 109th	30,000	29,000	3808 64th Street	119,900	103,000	6851 Fallenleaf Trail	259,000	235,000
5584 124th Avenue	39,000	30,000	5510 113th Avenue	103,000	103,610	3060 Park Drive	279,900	259,000
705 East Main Street	29,900	30,000	615 Park Street #7	117,000	105,000	2939 65th Street	259,900	259,000
7154 Lakeview Avenue	39,900	30,000	6049 Cedar Street	109,900	109,900	1325 St. Andrews Drive	299,900	260,000
5462 109th Avenue	29,950	30,150	4691 Martin Street	114,900	110,000	2881 66th Street	278,000	265,000
2397 59th Street	35,000	32,000	7233 Orchard	164,900	110,000	4140 65th Street	275,000	275,000
1281 62nd Street	38,000	32,500	933 Village Court	119,850	112,000	39 Lincoln Avenue	299,900	280,000
5514 124th Avenue	44,950	42,000	3208 Dogwood Drive	114,000	114,000	422 Beeline Road	329,900	290,000
2267 Atkins Drive	31,900	42,655	2852 58th Avenue	115,000	115,000	87 Main Street	329,000	295,000
715 East Main Street	44,900	42,000	6354 Orchard Trail	116,900	116,900	32 West Wall	309,000	295,000
246 65th Street	48,460	45,110	141 North Street	159,900	118,000	6164 Bayou Trail	319,900	296,000
926 Melville Place	59,900	47,500	1088 Fountain View Cir. #1	118,900	118,900	546 Butler	349,000	296,118
674 Graafschap Road	67,900	49,500	958 Songbird Lane	120,000	120,000	3331 Clearview Lane	309,900	296,500
6478 Wintergreen Drive	59,999	50,000	7219 Atlantic Avenue	135,000	125,000	6950 Wiley Road	385,000	320,000
3797 36th Street	68,500	55,000	1072 64th Street	129,000	129,000	33 Wilderness Ridge	399,900	320,000
861 Millbridge Avenue	59,900	57,000	3150 53rd Street	129,900	129,900	3578 Kingfisher Trail #09	320,900	320,900
5896 124th Avenue	59,900	58,000	571 71st Street	154,900	130,000	295 Park Street	359,000	334,000
5406 Marty Street	58,250	58,000	7190 103rd Avenue	137,500	133,500	1191 Cherry Drive	399,900	335,000
792 Brookvillage	64,900	60,000	880 Clarewood Court	139,900	135,000	2922 Peach Creek Lane	399,900	356,500
4080 64th Street	69,000	60,000	3545 Sandra Lane	139,000	139,000	6562 Creekwood Drive	399,900	359,900
52 Old Mill Drive, #12	62,900	63,900	7244 Longfellow	134,000	141,500	6379 Lake Ridge Drive	399,900	369,900
485 Sophia Way	84,900	68,250	807 Claremont Court	144,900	144,900	6652 Halcyon Drive	448,000	375,000
6711 Baseline Road	69,900	69,000	550 Mason Street	159,900	150,000	1432 Katherine Street	399,000	375,000
2327 64th Street	75,000	72,000	3859 56th Street	149,900	152,000	3551 Palmer Drive	449,000	382,000
3964 M-40	74,900	72,500	758 Pleasant Street	143,500	153,000	2374 Maksaba Trail	499,000	400,000
5868 107th Street	83,000	73,000	4581 64th Street	170,000	155,000	968 North Lake Street SW	495,000	425,000
320 Blue Star Hwy #20	79,900	74,500	3178 Marcia Lane	157,900	157,000	4676 Forest Beach Drive	499,000	432,000
250 66th Street	78,000	74,500	385 Holly Field Court	162,500	159,500	668 Spear Street	499,900	450,000
5883 136th Avenue	85,900	75,000	5984 Church Street	159,900	159,900	6452 Sand Castle View	499,900	469,000
7052 107th Avenue	75,000	75,000	549 Hoffman Street	172,500	165,000	6514 Creekwood Drive	539,000	511,000
290 Winsted Avenue	79,900	77,450	7064 111th Avenue E	195,000	170,000	6108 St. Andrews Lane	579,900	545,000
807 Pine Avenue	87,900	80,000	1117 66th Street	189,000	175,000	4679 Forest Ridge Drive	599,000	549,000
2003 Lakeshore Drive	99,999	80,000	413-2 Harbor Lake Drive	209,000	179,000	6563 Heron Bay Drive	565,000	550,000
623 62nd	99,000	80,000	2341 59th Street	189,900	179,000	7254 Beverly Drive	649,900	600,000
1940 62nd Street	80,900	80,900	6114 Old Allegan Road	219,900	180,000	619 Lakeshore Drive	649,000	828,000
6284 143rd Street	83,900	82,500	3071 Peach Street	219,999	181,500	1041 Ravine Road	695,000	635,000
3544 Sandra Lane	129,900	84,000	150 Center Street #M	227,500	185,000	7251 Beverly Drive	699,000	650,000
5653 Landsburg Road	95,000	87,150	6029 River Ridge Drive	209,900	185,000	2985 Lakeshore Drive	795,000	725,000
533 Water Street	93,950	90,000	3528 Greenfield Lane	192,000	192,000	2969 Lakeshore Drive	1,150,000	975,000

Please Join Us In Welcoming Our NEWEST Vacation Rental Homes!



Sunsational
\$2,100.00/wk



Natures Wonder
\$1,800.00/wk



Sand Castle
\$4,200.00/wk



Hutchins Lake Star
Spangle \$2,200.00/wk



Octagon Manor
\$1,350.00/wk



Four Seasons
\$1,400.00/wk



La Fleur Cottage
\$1,000.00/wk



La Dolce Vita
\$1,850.00/wk

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 for all the details and turn your vacation home into an income producing vacation property.

The call is free... The service is priceless!



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 CIAS
Broker/Owner



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Local Real Estate Newsletter

Learn How A Short Sale Can Help You Avoid Foreclosure

If you **cannot** make your mortgage payments, look at the options. Now, more than ever before there are solutions.



If you are behind in your payments and need help, guidance, and someone who understands the difficult choices you are facing about your home, your family, and your life, we may be able to help you. Quite often a homeowner facing a foreclosure thinks they have to go through the process alone, forced into a daunting situation caused by unforeseen circumstances beyond their control. Facing damage to your credit, and the possibility of not being able to purchase another

can change the joy of owning a home into an incredible burden. Maybe you've lost your job or have unexpected medical bills beginning to pile up, or your monthly mortgage payments have increased beyond your current budget. No matter what the cause of your troubles, ignoring the problem won't help, it will only make it worse.

The following are a few examples of how to stop a foreclosure on your home:

1. Look for Other Sources
2. Contact Your Lender
3. Review the Options
 - Deed in Lieu of Foreclosure
 - Claim Advance
 - Re-Amortization
 - Short Sale

home for 10 years can be a tough future to face. However, by tapping into the expertise of a knowledgeable real estate agent, there are options available for you and you've come to the right place.

We can provide you with information about how to avoid a foreclosure, explain the effects it can have on you and your family, and offer other options that may be available to you. This includes a short sale, and we can help you determine if you qualify.

All communication will be strictly confidential.
There are a myriad of ways that unforeseen hardships

One note of warning ... beware of any company claiming that they guarantee they can stop any foreclosure no matter what you owe. The Federal Trade Commission recently compiled a list of warning signs that a "foreclosure fixer" company may be a scheme. Those warnings include any company that requires you to pay for services up front, tells you to send mortgage payments to it directly, asks you to turn over the property deed, or tells you to avoid contacting your lender directly.

We Are Experienced.

We have successfully closed several short sales.

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"Let us not get so busy or live so fast that we can't listen to the music of the meadow or the symphony that glorifies the forest." ~ Dale Carnegie
What can you do on a daily basis to slow down the pace of life and be in the moment?