



## November and December 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
625 - 68th Street	\$31,900	\$24,000	7270 Macbeth Ave.	\$159,900	\$147,000	191 Maple Street	\$261,900	\$228,000
5563 - 117th Ave	\$39,900	\$39,900	39 Ellis Street # 1	\$165,000	\$155,000	7400 North Shore Drive 3C	\$269,000	\$229,445
155 E. 48th St. # 22	\$49,500	\$49,500	494 Amity Lane	\$169,000	\$150,000	411 Harbor Lake Drive	\$274,900	\$263,000
5300 - 112th Ave.	\$55,900	\$69,000	5471 Dalton Ridge Rd.	\$169,000	\$162,000	6421 Ototeman Trail	\$279,000	\$282,000
325 - 71st Street	\$66,900	\$68,500	2341 - 59th Street	\$169,000	\$147,521	6458 - 113th Ave.	\$279,000	\$274,000
537 W. Main Street	\$72,000	\$70,000	2821 - 63rd Street	\$179,900	\$179,900	203 Heirloom Lane	\$294,900	\$289,500
802 - 64th Street	\$79,000	\$82,300	4730 Woodridge Court	\$179,900	\$179,900	314 Elizabeth	\$298,500	\$270,000
6782 - 116th Ave.	\$81,000	\$83,110	7400 North Shore Dr. 3A	\$185,045	\$185,045	3329 Coppice Court	\$299,000	\$302,000
1944 Katherine	\$89,000	\$80,000	135 Grant Street	\$189,000	\$180,000	201 - C Outlook Drive # 8	\$300,000	\$285,000
5715 - 142nd Ave.	\$94,900	\$91,200	4243 Sand Creek Lane	\$189,900	\$185,000	462 Summer Grove	\$312,900	\$295,000
6473 Blue Star # 109	\$96,900	\$80,000	6832 - 123rd Ave.	\$189,900	\$165,000	5813 Hunters Ridge Road	\$319,000	\$308,000
2395 - 53rd Street	\$99,900	\$99,000	29 - 72nd Street	\$191,900	\$159,000	550 Jasmine Drive	\$334,000	\$320,000
107 Glennview Lane	\$114,900	\$114,000	728 Lake Street	\$212,000	\$197,000	3677 - 65th Street	\$339,900	\$330,000
833 Brookvillage Ct.	\$116,900	\$112,000	420 St. Joseph	\$220,000	\$205,000	3338 Clearbrook Green	\$339,900	\$310,000
821 CreekrIDGE Dr.	\$116,900	\$113,000	6426 Palmetto Court	\$220,900	\$216,000	995 Lake Street # 10	\$349,000	\$310,000
5588 - 124th Ave.	\$116,900	\$111,000	1021 Holland	\$222,000	\$240,500	6277 Chippewa Ave.	\$349,000	\$340,000
102 W. First Street	\$120,000	\$118,000	415 Harbor Drive	\$227,500	\$210,000	362 Mariners Cove	\$369,000	\$340,000
124 - 68th Street	\$124,900	\$125,000	3366 Clearbrook Green	\$239,000	\$215,000	877 Holland Street	\$379,000	\$379,000
5683 Landsburg Rd.	\$127,900	\$119,900	13 Cider Hill Ln. # 13	\$246,900	\$247,088	308 Singapore Ct. # 8	\$492,900	\$465,000
343 - 66th Street	\$129,900	127500	1 Cider Hill Lane	\$246,900	\$278,292	336 Lucy	\$619,000	\$619,000
6478 Wintergreen Drive	\$132,500	\$127,500	5906 - 126th Ave.	\$246,900	\$238,900	3019 Newport Drive	\$629,900	\$595,000
5522 - 124th Ave.	\$145,000	\$145,000	6723 - 126th Ave.	\$249,000	\$237,500	2382 Waukazoo Trail	\$698,000	\$660,000
2075 - 68th Street	\$149,900	\$140,000	2 Cider Hill Lane # 2	\$249,900	\$276,981	1149 Edgewater	\$749,900	\$635,000
426 Water Street	\$150,000	\$145,000	3285 Preservation Court	\$254,900	\$255,500	4697 Forest Ridge Drive	\$869,900	\$852,450
6524 - 142nd Ave	\$159,900	\$147,000	3258 Oak Ridge Circle	\$259,900	\$255,500	178-192 74th Street	\$5,500,000	\$5,500,000

### Did you Know?

Mill Pond Realty is the only local company to be Nationally recognized for offering outstanding Rental Management services.

Since 1991, we have handled the management and rental of the finest homes and condominiums in the area. Phone today, if your goal as an owner is to maximize the potential of your investment.

The phone call is free ....The management is priceless! Phone 1-888-528-7238

### Shop Before Renewing Insurance

We encourage you to shop around before automatically renewing your home, health, automobile insurance, or any other memberships. Review your policy and your coverage annually. Do a risk assessment and ask your agent for ways to lower your costs. Pay premiums semi-annually or annually to save 5-10% on the cost of the policy. I saved thousands of dollars by switching my insurance from one company to another ... Believe me, I found it was worth my time.

269.857.1477

### Historically Strong Home Sales Expected In 2006

NAR President Thomas M. Stevens from Vienna, Va., said that housing has always been the soundest investment for most families. "As the old saying goes, homeownership beats the heck out of a drawer full of rent receipts," said Stevens, senior vice president of NRT Inc. According to the Federal Reserve Survey of Consumer Finances, the median net wealth of a homeowner household is 36 times higher than a renter household. Reprinted from REALTOR® Magazine (December, 2005) with permission of the NATIONAL ASSOCIATION OF REALTORS®.

### MILL POND REALTY LAUNCHES NEW WEB SITE www.saugatuckrealestate.com

We encourage you to visit our new web site. Make sure you sign up for the freebies ... It'll be worth your time.



### Have you made the decision to sell your property?

Look at all your options and compare companies and the services they offer before signing on the dotted line.



www.millpondrealty.com



Local Real Estate Newsletter

747 Water St, PO Box 1093, Saugatuck, MI 49453

269-857-1477 or

www.millpondrealty.com

Laura J. Durham, Founder/Owner



As I look back over 2005, I feel particularly blessed this past year with the completion of our "New Home" on Water Street, the great team that works daily along side me and the sacred relationships I have enjoyed and experienced with my clients & friends. I am blessed to have developed such an incredible business that still fulfills, challenges and rewards me. After 24 years in the business, I have learned a few things which I continue to live by: Under promise and over deliver. Tell people the truth, not what they want to hear. Do what you say you're going to do. Prevent fires rather than put fires out. Give the benefit of the doubt, but trust your instincts. Be appreciative and be grateful. Serving others may not make an earth shattering difference on the world's scale, but hopefully it will make a difference in the lives of the families I serve. Life is good, Thank you for being part of it.

Laura J. Durham

### Meet the Mill Pond Team



Laura, Jill, Kristie, Becky, Claire & Jaimie

### Working with a team makes all the difference.

How many professionals do you know that do everything themselves? We know that there are not many. Your doctor doesn't schedule your appointment, greet you at the front desk, take your blood pressure and temperature, keep your files and records in order. Which doctor would you trust more on the operating table? One who is experienced in hundreds of operations each year or one who does just a few? The answer is obvious and the same applies to real estate. Mill Pond Realty is structured quite differently than the others. Laura Durham has assembled a dynamic, creative team of highly-skilled individuals, each serving a specialized role in servicing our clients. We welcome your call.



### HAPPY VALENTINES DAY

- ◆ Approximately One Billion Valentine's Day Cards are sold in the United States each year.
- ◆ Roses are the single most popular flower to be given.
- ◆ There are 900 varieties of dark red and medium red roses.
  - ◆ At least 7 Saints had the name Valentine.
- ◆ 17 percent of pet owners surveyed say they include their animals in Valentine Celebrations.

### Real Estate Facts and Figures for 2005

Data includes the area from Glenn—Muskegon. The total number of homes sold declined 2%. However, the total dollar \$\$ Value has increased since last year.

	2004	2005	Saugatuck Area
Total Sales:	\$806,921,418	\$826,617,824	\$37,533,513
Homes Sold:	5,171	5,023	117
Average List Price:	\$160,121	\$169,685	\$335,780
Average Sold Price:	\$156,047	\$164,567	\$320,799



### Our Raving Fans are Talking!

I received excellent service! Laura was very professional and friendly. She couldn't offer anything more to make my Real Estate experience better. Everything, including her entire team, did an excellent job, plus the fact that I gained a friend. Audrey E. Clark Seller

**AUTOMATIC EMAIL**  
Be the 1st to know about all area properties the minute they are offered for sale. Phone or email your specifications (your dream property), your email address and leave the rest to us.

## Hot New Listings for Your Consideration



Work in progress ...  
Totally gutted, open floor concept with space for 4 bedrooms.



Walk to Lake Mac and Kollen Park from this cozy private lot walking distance to all town activities. Good rental history.



Build your new home on this 2.3 acre, wooded parcel. Quiet area with lots of potential.

Cute bungalow style home. Great summer rental, walk to all town activities.  
Adorable home on large, private lot walking distance to all town activities. Good rental history.  
Farm with endless possibilities. May be purchased several different ways. Phone for complete package details.

Immediate Possession...  
Walk to town activities and many updates, full base-ment, attached garage, insulated barn + more!  
Affordable Condo Living.  
Walk to town activities and enjoy magnificent views from your own private boat slip.  
Kalamazoo Harbor and concept with space for 4 bedrooms.

2,000 sq ft home with completely to your liking.  
Totally gutted, open floor concept with space for 4 bedrooms.

Walk to Lake Mac and Kollen Park from this cozy private lot walking distance to all town activities. Good rental history.

Build your new home on this 2.3 acre, wooded parcel. Quiet area with lots of potential.

Commercial building with room for expansion. Business not for sale, only building.

Build your new home on this 2.3 acre, wooded parcel. Quiet area with lots of potential.

Build your new home on this 2.3 acre, wooded parcel. Quiet area with lots of potential.

## Listed and Sold data for the Saugatuck/Douglas Area

Listing Price Range	Quantity	Average DOM
\$19,999 or under	2	114
\$20,000 - \$29,999	13	308
\$30,000 - \$39,999	12	251
\$40,000 - \$49,999	4	218
\$50,000 - \$59,999	11	666
\$60,000 - \$69,999	31	166
\$70,000 - \$79,999	15	124
\$80,000 - \$89,999	21	139
\$90,000 - \$99,999	21	226
\$100,000 - \$119,999	18	181
\$120,000 - \$139,999	22	374
\$140,000 - \$159,999	12	371
\$160,000 - \$179,999	23	221
\$180,000 - \$199,999	15	102
\$200,000 - \$249,999	32	168
\$250,000 - \$299,999	35	207
\$300,000 - \$349,999	28	158
\$350,000 - \$399,999	27	203
\$400,000 - \$449,999	17	210
\$450,000 - \$499,999	10	146
\$500,000 - \$549,999	12	225
\$550,000 - \$599,999	14	100
\$600,000 - \$649,999	3	88
\$650,000 - \$699,999	4	174
\$700,000 - \$749,999	2	97
\$750,000 - \$799,999	2	584
\$800,000 - \$849,999	5	95
\$850,000 - \$899,999	3	247
\$900,000 - \$949,999		
\$950,000 - \$999,999		
\$1,000,000 and over		
Average	13.7	214.

## A Heart Warming Story

You know, he almost didn't see the old lady, stranded on the side of the road. But even in the dim light of day, he could see she needed help. So he pulled up in front of her Mercedes and got out. His Pontiac was still sputtering when he approached her. Even with the smile on his face, she was worried.

No one had stopped to help for the last hour or so. Was he going to hurt her? He didn't look safe, he looked poor and hungry. He could see that she was frightened, standing out there in the cold. He knew how she felt. It was that chill which only fear can put in you. He said, "I'm here to help you ma'am. Why don't you wait in the car where it's warm?" By the way, my name is Bryan."

Well, all she had was a flat tire, but for an old lady, that was bad enough. Bryan crawled under the car looking for a place to put the jack, skimming his knuckles a time or two. Soon he was able to change the tire. But he had to get dirty and his hands hurt.

As he was tightening up the lug nuts, she rolled down the window and began to talk to him. She told him that she was from St. Louis and was just passing through. She couldn't thank him enough for coming to her aid. Bryan just smiled as he closed her trunk.

She asked him how much she owed him. Any amount would have been all right with her. She had already imagined all the awful things that could have happened had he not stopped.

Bryan never thought twice about the money. This was not a job to him. This was helping someone in need, and God knows there were plenty who had given him a hand in the past...He had lived his whole life that way, and it never occurred to him to act any other way.

He told her that if she really wanted to pay him back, the next time she saw someone who needed help, she could give that person the assistance that they needed, and Bryan added "...and think of me".

**I would like to thank each and everyone of our clients for making 2005 an outstanding year... Thank you from the bottom of my heart.**

- Richard & Agnes Compton
- James & Julia Lamb
- William Balliarrean
- Andy & Muriel Antonakes
- Robert & Marilyn Kay Sapita
- Matt Balmer
- Ray Barnowski & Jess Escareno
- Josh & Bridget Barron
- Ed & Leanne Berry
- Rudy Blanco
- Jeff Vickers
- Jim & Susan Brown
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