

# Mill Pond Realty, Inc.

Local Real Estate Newsletter

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Laura J. Durham, Founder/Owner

## Just a Note



*I have talked and written on many occasions about not putting things off for a later day. Life is so short, so don't wait till tomorrow. When I've looked over my life, and what I really haven't accomplished and really wanted to do, a mission trip keeps coming to the top of my lists. So, I've decided to put my actions where my mouth is. I am eagerly looking forward to spending a week at a children's orphanage in Mexico. I can't wait to share my experience. Please let me know if you would like information or if you would like to help with this trip. Stay tuned!*

*Laura J. Durham*

## MILL POND'S 'NEW HOME' UPDATE

Board by board, nail by nail our dream is becoming a reality.

The roof is on and we are patiently waiting for the windows and doors. In the meantime the crew are working hard and long on the interior, making everything perfect.



## Saugatuck's only Nationally recognized Rental Management Company. Newest additions to our Rental Management Program



Saugatuck Woods



Singapore Harbor

Instead of worrying about your vacation home when you are not there, turn to Mill Pond Realty's award-winning Property Management Department. Since 1991, we have handled the management and rental of the finest homes and condominiums, offering property owners many services under one roof. If your goal as an owner is to maximize the potential of your investment, you need a company with a proven management formula. Mill Pond's Vacation Rental Program allows you to use your home any time you would like and receive income when you are not there. **Now that makes good sense!**

**The phone call is free—The management is priceless!**

**Phone 1-888-528-7238 or 269-857-1477**

## Our Clients Say It Best!



*Laura is an excellent realtor whose demeanor and attitude blended perfectly with ours. Her work ethic was wonderful and her honesty was refreshing. Laura worked hard, did not pressure us, handled our questions, concerns, freak-outs, etc. very professionally. Laura has helped us realize a dream come true and my wife and I are very grateful!!!"*

Dr. Robert Klomprens

## Our Raving Fans are Talking!

**Outstanding New Offerings .... Worthy of your Attention ... Phone for a Private showing**



Compare prices and amenities ... You'll want to take a closer look. \$218,000



Like new custom home nested in a wooded park like setting ... \$295,000



3 bedrooms / 2 baths, master suite w/ cathedral ceilings 2 stall garage.



Waterfront Acreage in Saugatuck Township \$1,375,000



Laura recently took a ride with the seller to see the whole 28 acres. This is a wonderful scenic, rolling parcel huge parcel. Conveniently located .. Short drive to Lake Michigan and Saugatuck. This is one of the last large parcels available.

Phone today for complete details on these or any of our wonderful offers.



**Taxes and Vacation Homes**

**TAX FACTS:** Vacation homes have separate tax rules depending on the owner's personal use days. A residence is a vacation home if it was used personally more than 14 days or 10% of the days it was rented (if rented for more than 140 days).

For a vacation home, all mortgage interest and property taxes are generally deductible, either as rent expenses or as additional itemized deductions. If there was rent income, other property expenses may be deductible, including depreciation, but only up to the amount of the rent income (losses are not allowed).

**HELPFUL HINTS:** For non-vacation rental homes, you may claim rent expense deductions other than interest and taxes, even if it results in a loss. When personal use of a vacation home is involved, deductions are determined by allocating expenses, including interest and taxes, between the rental and personal use periods. If you rent your vacation home (or principal residence) for 14 days or less a year, you do not have to pay taxes on that rental

Our condolences go to our client family Marv Ten Brink on the recent loss of his wife of 61 years Ann Ten Brink and Kyle Spainhour on the loss of his life partner Doug Kohfeld.

We will miss you...

Our thoughts, love and prayers are with you at this difficult time.

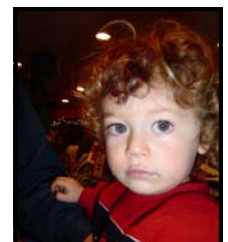


**Listed and Sold data for the Saugatuck/Douglas area Residential Homes/Condo—Jan 1, 2004—Dec. 31, 2004**

Sold Listings			Listings Currently on Market		
Listing price range	Quantity	Average DOM	Selling price range	Quantity	Average DOM
\$30,000-\$39,999	1	120	\$60,000-\$69,999	1	23
\$40,000-\$49,999	1	90	\$80,000-\$89,999	1	383
\$50,000-\$59,999	1	108	\$90,000-\$99,999	4	431
\$60,000-\$69,999	2	234	\$100,000-\$119,999	3	412
\$70,000-\$79,999	1	0	\$120,000-\$139,999	6	425
\$80,000-\$89,999	2	29	\$140,000-\$159,999	12	574
\$90,000-\$99,999	4	89	\$160,000-\$179,999	7	219
\$100,000-\$119,999	2	644	\$180,000-\$199,999	8	97
\$120,000-\$139,999	10	246	\$200,000-\$249,999	34	246
\$140,000-\$159,999	18	151	\$250,000-\$299,999	38	157
\$160,000-\$179,999	14	163	\$300,000-\$349,999	32	190
\$180,000-\$199,999	10	123	\$350,000-\$399,999	8	263
\$200,000-\$249,999	23	165	\$400,000-\$449,999	15	155
\$250,000-\$299,999	29	152	\$450,000-\$499,999	7	219
\$300,000-\$349,999	16	124	\$500,000-\$549,999	4	173
\$350,000-\$399,999	11	127	\$550,000-\$599,999	8	208
\$400,000-\$449,999	7	111	\$600,000-\$649,999	3	94
\$450,000-\$499,999	7	179	\$650,000-\$699,999	4	313
\$500,000-\$549,999	5	105	\$750,000-\$799,999	1	537
\$550,000-\$599,999	2	133	\$800,000-\$849,999	1	103
\$600,000-\$649,999	1	710			
\$700,000-\$749,999	1	57			
\$750,000-\$799,999	1	64			
\$800,000-\$849,999	1	179			

Many have asked about Kristie's little boy.

Can you believe he just turned 2 ..... Happy Birthday Daniel.



I would like to thank each and everyone of our clients for making 2004 our best year...  
Thank you from the bottom of my heart.

Dave Borst	Doug & Janet Gibson	John Fitzpatrick	Linda Brooks
Richard & Agnes Compton	Jamie & Kelly Hague	Mr. & Mrs. Oliver Grin	Ron Clark
Wayne Etheridge	Barbara Kish	John & Fiona Kuzava	Ed & Nancy Karasek
Fred Gerigery	David Lamb & Scott Kirkby	Tim & Mary Jo Lemanski	Phillip & Gayle Maraval
Ron Glotta	Barry & Rochelle Meyer	Diana Sondoval & Steve Villanueva	Dan Pocaro
Sandra Mullin &	Timothy & Vickie Borst	Matt Balmer	Janet Shalks &
Barbara Kosnik	Mike & Kris Harris	Alice Sewers & Betty Rassmussen	Joe Swojenski
Jim & Julia Lamb	Don & Pam Masten	Keith & Vicki Onken	Guy Darienzo
Jim & Kay Mokma	Joseph & Christina Shahum	John & Shirley Szabo	Demetrios & Susan Criezis
Jim & Evelyn Nerad	Ken & Sally Troutman	Al Reizer	Sharon Henry
Mary Rutkowski	Bill Walsh & Cindy Voss	Tim & Susan Morris	Jerry Komar
Patrick Shea & Nancy Hess	Ginny Voegler	Scott & Jennifer Kierzek	Betty Giorgi
Linda & Harold VandenBosch	David & Mary Yoh	Rickey & Jennifer Giordano	Jack & Virginia Taylor
Kim Woodall	Dean Eichler	George & Ann Sharrard	Laura Johns
Ray Barnowsky &	Robert & Cathy Klomparsen	Josh & Bridget Barron	Cherie Dubats
Jess Escareno	Tom & Cathi Fisher	Timothy & Cheryl Phelen	Jerry & Richard Golf
Dan & Joanne Dillman	Henry & Lu Krafft	Dick & Sally Shaink	George Walden
Ward & Greta DeYoung	Gene & Nannette Flowers	Robert Marani	Kyle Spainhour
Chuck Foley	Dennis & Patricia Shipley	Phyllis & Frank Bentenia	Dave Schiller
Sharon & Wayne Brower	John & Pat Hamilton	Steve & Sheryl Saginaw	Michael & Susan Meehan
Betty Kostyla	Dan & Michelle Childs	Tim & Maira Hoffman	Patricia Kerr
Doug & Joleen Christine	Scott & Deborah Chamberland	Marty Frank	Robert & Linda Lavender
Russ & Lisa Hinds	Sheila Ashbrook	John Caron	Sean & Eileen Palmer
Jean Fournier	Hugh Little	Joyce Steffen & Bonnie Pisarik	Marc Smith
Mort & Fran Van Howe	Jeff Vickers	Lorie Bryce & Shelly Wells	Mike Prince
Rudy Bianco	Bruce & Jane Dillon	Bruce & Donna Henke	Joe & Patti Schreiber
Ed & Leanne Berry	Bruce & Claudia Burg	Morris Christlieb	Roger Lault
Rick & Elizabeth Parent	Barry Spangler	Marqueritte Tozer	Sean Furlong
Mark & Brooks Phillips	Frank Curtis	Gary & Suzanne Holton	George & Ann Sharrard

*You are the heart of my business*

### Words of Wisdom

The 92 year old, petite, well-poised and proud lady, who is fully dressed each morning by 8 o'clock, with her hair fashionably coifed and makeup perfectly applied, even though she is legally blind, moved to a nursing home today. Her husband of 70 years recently passed away, making the move necessary. After many hours of waiting patiently in the lobby of the nursing home, she smiled sweetly when told her room was ready.

As she maneuvered her walker to the elevator, I provided a visual description of her tiny room, including the eyelet sheets that had been hung on her window. "I love it," she stated with the enthusiasm of an eight-year old having just been presented with a new puppy. "Mrs. Jones, you haven't seen the room...just wait." "That doesn't have anything to do with it," she replied. "Happiness is something you decide on ahead of time. Whether I like my room or not doesn't depend on how the furniture is arranged...it is how I arrange my mind. I already decided to love it. It's a decision I make every morning when I wake up. I have a choice, I can spend the day in bed recounting the difficulty I have with the parts of my body that no longer work, or get out of bed and be thankful for the ones that do. Each day is a gift, and as long as my eyes open I'll focus on the new day and all the happy memories I've stored away...just for this time in my life."

Old age is like a bank account...you withdraw from what you've put in...So, my advice to you would be to deposit a lot of happiness in the bank account of memories. Thank you for your part in filling my Memory Bank. I am still depositing.

**Remember the five simple rules to be happy: 1. Free your heart from hatred. 2. Free you mind from worries. 3. Live simply. 4. Give more. 5. Expect less.**

### Congratulations!



Based on production for the past 4 consecutive years, Laura Durham is ranked the #1 selling agent in the greater Saugatuck area.  
Based on the MLS





## November & 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.

Based on the Multiple listing Service

Address	Asking Price	Selling Price	Address	Asking Price	Selling Price	Address	Asking Price	Selling Price
415 Elizabeth	\$ 48,000	\$ 43,200	21 Trillium Ct	\$ 144,900	\$ 141,000	135 Euclid	\$ 172,500	\$ 172,500
193 E 34th St #2	\$ 67,500	\$ 67,500	5588 126th Ave	\$ 152,900	\$ 146,500	1463 71st St	\$ 218,000	\$ 213,000
155 E 48th St #11	\$ 69,000	\$ 69,000	955 Bluebell Dr	\$ 159,900	\$ 150,000	1110 Colonial Ct	\$ 289,000	\$ 265,000
150 W 48th St	\$ 93,000	\$ 87,500	6623 14th St	\$ 154,900	\$ 154,900	6350 Reserve Way	\$ 268,900	\$ 268,000
53 Old Mill Dr # 16	\$ 104,000	\$ 104,000	2926 66th St	\$ 148,000	\$ 155,000	1047 Alden Ct	\$ 274,000	\$ 274,000
1524 64th St	\$ 111,500	\$ 107,000	2244 63rd	\$ 162,500	\$ 159,000	594 Campbell Rd	\$ 289,000	\$ 275,000
6262 147th Ave	\$ 120,000	\$ 110,000	6569 120th Ae	\$ 155,000	\$ 160,000	143 Takken St	\$ 284,900	\$ 278,000
770 Brookville Dr	\$ 119,900	\$ 115,000	6281 146th Ave	\$ 175,000	\$ 169,500	549 Hoffman St	\$ 299,000	\$ 279,000
1300 W 32nd St	\$ 125,000	\$ 122,000	3366 Clearbrook Grn	\$ 219,900	\$ 170,000	6424 Otteman Trl	\$ 310,000	\$ 287,500
34 W 32nd St	\$ 119,900	\$ 122,900	443 Amity St	\$ 179,900	\$ 170,000	6931 Fourth St	\$ 297,000	\$ 292,000
2899 65th St	\$ 134,500	\$ 128,000	160 W 40th St	\$ 149,900	\$ 182,000	3170 Pottawattomie	\$ 319,900	\$ 306,500
1260 W 32nd St	\$ 132,500	\$ 133,500	119 W 37th St	\$ 190,000	\$ 190,000	348A Mariners Cv	\$ 380,000	\$ 350,000
155 W 35th St	\$ 134,900	\$ 135,000	160 Wiley Rd	\$ 208,000	\$ 190,000	84 Wilderness Dr	\$ 498,900	\$ 495,500
6489 Pepper Brooke	\$ 139,900	\$ 135,500	6016 Heritage Mdw	\$ 209,900	\$ 200,000	2338 Lakeshore Dr	\$ 569,000	\$ 520,000
544 W 40th St	\$ 139,900	\$ 139,900	3512 Whiteside Ln	\$ 224,900	\$ 210,000	2202 Crescent Walk	\$ 899,900	\$ 899,900
978 Sagewood Ct	\$ 117,900	\$ 123,200	75 W 33rd St	\$ 175,000	\$ 169,000	2582 Lakeshore Dr	\$ 1,295,000	\$ 1,005,000
3167 60th St	\$ 123,900	\$ 123,900						

### Highlight for 2004



◆ Carol & Kelly Join our team

- ◆ Laura chairs the Grievance Committee for the Board of Realtors for the 2nd year
- ◆ We relocated to our temporary home, while we build our new home.
- ◆ Laura attended the National Association of Realtors Convention in Orlando
- ◆ Laura & Kelly Attend the Vacation Rental Management Seminar in San Francisco
- ◆ Laura & Mill Pond Realty continues to help with numerous Charity organizations, including Saugatuck—Douglas Historic Society.



### What should you look for when shopping for a Real Estate Agent?

Find a Realtor you can trust. Really trust. The kind you can hand a blank check to and not worry about it. If they say they'll do something and don't, keep looking. If they promise to sell your home for an unseemingly high price, with no supporting sales data, keep looking. That's called "buying a listing". Ask them about their track record, how much sales volume have they personally sold (not their company—but their personal record), and what type of marketing plan do they have in mind for you. If they don't have one, chances are they'll have a haphazard approach to selling your property. Ask how long they've been in Saugatuck, how long they've sold real estate locally. Ask what professional designations they have and ask for their personal resume. If they hype their company too much, keep on moving. Chances are they don't have that much to hype about themselves. Remember you are working with a person, not a company. Keep looking until you find someone who seems solid and grounded, and gives you the honest truth. An agent who keeps appointments. Whose word is like gold. Who can really listen to you and keep your confidence. Someone who can document what they say and give you statistics on their business or the market in general. Someone like Laura Durham and her team. They know what they're doing. Just ask their clients. There's a reason they've been singled out as one of the top real estate teams time and time again!

### Join the Mill Pond Team

Looking for the perfect team member to assist Laura with her Real Estate clients.  
Sound fun? Intriguing? Have sales ability?  
Phone Laura Durham for Details





