

April 2026

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THE MONTHLY *Connection*

April 2026



Maine Home Connection
Residential Brokerage

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LETTER FROM THE EDITOR

Spring has a way of making everything feel immediate. Clean out the house. List the property. Make the move. Don't miss your window. It's motivating... but it can also be a little intimidating.

Every year, right on cue, there's a certain pressure in the air—along with those peonies. We hear it everywhere: now's the time. More listings, more buyers, more buzz. And yes, historically, activity does pick up.

But it's worth asking—how much of that urgency is real, and how much of it is created?

Here's what we believe: the "right time" has far less to do with the calendar and far more to do with your readiness.

If your home is polished, your plan is clear, and your next step makes sense, then yes, let's go. But if you're feeling rushed by the noise of the season, it's okay to pause.

You don't have to participate in the so called "market sweep" to be successful. Sellers just think, presentation matters. Broom Clean isn't enough, think crisp, fresh, and intentional. Because buyers will absolutely read into what they see, and what they don't.

For buyers, the same idea applies. A competitive season doesn't reward panic, it rewards preparation. Financing should be tight, paperwork ready, and decisions made with clarity, not pressure.

Whether you move now or later, the goal is the same: step in strong, not rushed.

We're rooting for you—in any season.

Shannon Elliott
Administrative Assistant
Marketing Coordinator
Maine Home Connection

APRIL EVENTS CALENDAR

APRIL
18

PORTLAND
EARTH DAY
Free, family-
friendly
environmental
event.

APRIL
19

AUGUSTA CULINARY
FEST
Culinary Showcase.

APRIL
23

MAINE JEWISH
FESTIVAL
Portland, Brunswick,
Waterville, and
Waldoboro

APRIL
24

ALLAGASH
BREWERY TOURS
Portland

APRIL
26

PORTLAND 10
MILER
Edward Payson
Park

APRIL
25

PORTLAND PUB
CRAWL
Local Tacos &
Tequila

APRIL
27

THE EARLY DAYS OF
MAINE GOLF
Maine Historical
Society

APRIL
28

TRIVIA AT THREE OF
STRONG
Portland

APRIL
29

MAINE POPS
CONCERT BAND
SPRING 2026
Westbrook

APRIL
30

STOLEN MOJO + THE
MIDDLE MEN
Vinegar Hill Music
Theater - Arundel

COMMUNITY SPOTLIGHT YARMOUTH

When you think of a sweet little New England village, what comes to mind? White picket fences, black shutters, proper colonials, brick walkways, and little shops with things you didn't plan on loving but do anyway. The Royal River hugs the town, the harbor holds space for boats coming and going, and life here moves at a pace that feels just right—sunsets in the park, skates in the winter, no fuss.

From river condos to captain's homes to those tucked-away river houses with winding paths down to the water—there's something here for everyone, without feeling like too much.

And the people tie it all together. From the Yarmouth Clam Festival to the everyday moments, coffee meetups, trail care, small traditions—it's a community that holds itself like a bowline: strong, steady, and quietly intentional.



Cumberland County Infographic

March Statistics

Market Statistics: March 2026

Cumberland County - Maine



Single Family

\$560,000

↑ 1.8%

Median Price YTD



Single Family

456

↓ 2.6%

Number of Sales YTD



Single Family

27 Days

↑ 65.6%

Median Days on Market



Month of March 2026 vs Prior Year Single Family



Stats

198 Pending ↓ 15.7%
317 For Sale ↑ 8.6%



Sold

164 Units ↑ 10.1%
\$643,000 ↑ 17.2%

Condo Corner

March
YTD Sales

2026
156

2025
165

March
YTD Prices

2026
\$499,168

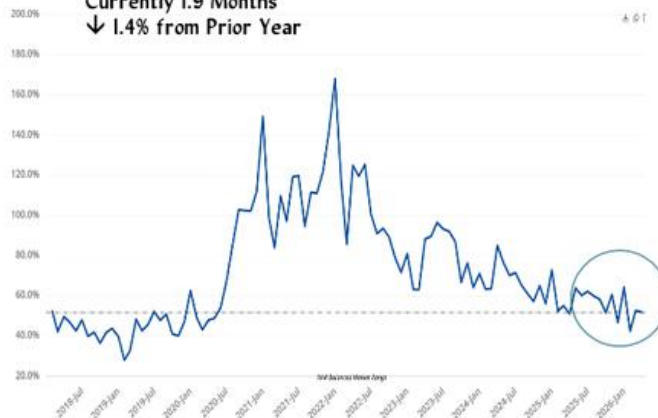
2025
\$501,000

Monthly Unit Sales ↑ 52.2%

Monthly Prices ↑ 16.3%

Inventory Absorption Rate

Currently 1.9 Months
↓ 1.4% from Prior Year



The Absorption Rate is the total units sold divided by the end of period active listings, representing the odds to sell.



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Cumberland County Single Family Homes

February Statistics

<i>Cumberland County</i>	2026	2025	%	2026	2025	%
Portland	59	56	5.4%	580,000	566,413	2.4%
South Portland	41	36	13.9%	550,000	519,305	5.9%
Falmouth	20	27	-25.9%	875,000	1,140,000	-23.2%
Cape Elizabeth	12	16	-25.0%	857,500	824,800	4.0%
Scarborough	30	44	77.0%	719,000	804,000	-10.6%
Cumberland	15	15	0.0%	829,000	815,000	1.7%
Yarmouth	15	15	0.0%	895,000	610,000	46.7%
Harpswell	7	11	-36.4%	670,000	975,000	-31.3%
Brunswick	17	39	-56.4%	465,000	475,000	-2.1%
Freeport	16	16	0.0%	845,000	559,750	51.0%
Windham	34	34	0.0%	489,250	499,000	-2.0%
Gorham	24	21	14.3%	635,500	473,000	34.4%
Westbrook	23	30	-23.3%	530,000	453,000	17.0%
Standish	27	18	50.0%	475,000	428,000	11.0%
New Gloucester	8	5	60.0%	420,000	486,250	-13.6%
Bridgton	16	26	-38.5%	437,000	400,000	9.3%
Sebago	1	1	0.0%	291,000	330,750	-12.0%
Casco	17	7	142.9%	435,000	341,000	27.6%
<i>York County</i>						
Old Orchard Beach	17	9	88.9%	510,000	544,000	-6.3%
Saco	34	30	13.3%	525,000	575,100	-8.7%
Biddeford	30	30	0.0%	464,500	478,000	-2.8%
Kennebunk	20	28	-28.6%	668,500	834,843	-19.9%
Kennebunkport	6	15	-60.0%	785,000	785,000	0.0%
Wells	23	26	-11.5%	723,710	600,736	20.5%
Ogunquit	5	5	0.0%	1,285,000	833,000	54.3%
Sanford	45	48	-6.3%	365,000	344,900	5.8%
Acton	10	7	42.9%	506,950	525,000	-3.4%
Berwick	16	9	77.8%	549,500	585,000	-6.1%
Buxton	13	13	0.0%	535,000	382,000	40.1%
<i>Totals</i>						
Maine	2,341	2,469	-5.2%	384,900	382,208	0.7%
Cumberland County	456	468	-2.6%	560,000	550,000	1.8%
York County	382	390	-2.1%	505,000	492,500	2.5%

The first signs of spring in Maine don't just show up in the landscape — they show up in the housing market too.

Median home prices climbed to \$641,000, averaging \$341 per square foot, reflecting continued demand across Southern Maine. Sellers remain in a strong position — homes are selling at, and often just above, asking price. Well-prepared properties are commanding attention. What's especially notable this month is the rise in new listings. With 317 homes coming to market, more sellers are stepping in to meet demand. At the same time, 163 homes closed, and properties continued to move quickly — a median of just 26 days on market.

Inventory has improved slightly but remains tight at two months of supply, well below a balanced market. Demand is still outpacing supply, and the spring market is shaping up to be active and competitive. For buyers, that means being prepared and decisive.

For sellers, it reinforces what we're seeing on the ground: thoughtful preparation and strategic timing — particularly as we move deeper into spring — can make a meaningful difference in both price and terms.

DOWNLOAD NOW



In case you missed it:

[2025 Full Year Sales Report](#)

The condo market didn't wait for spring to arrive — it was already moving.

Prices continued their upward movement in March, with the median sales price reaching \$519,175 and price per square foot rising to \$374. These gains — both month-over-month and year-over-year — reflect steady, consistent demand for condominium living across Southern Maine. Sellers remained in a strong position, with homes achieving an average of 101.1% of list price, pointing to ongoing competition and multiple-offer situations in well-positioned listings.

Activity picked up meaningfully during the month, with 70 closed sales marking a noticeable increase from both the previous month and last year. At the same time, new listings rose to 96, adding some additional choice for buyers entering the market. Even so, inventory remains tight, with active listings slipping slightly to 177 as well-priced condos continue to be absorbed quickly. The median days on market fell sharply to just 14 days, underscoring how fast the most desirable units are moving.

Overall, conditions remain competitive. Months of supply dropped to 2.5, reinforcing that demand is still outpacing available inventory. While more condos are coming to market, buyer activity continues to keep pace — or exceed it.

You Have the Power!

Home Values & Market Data in Real-Time

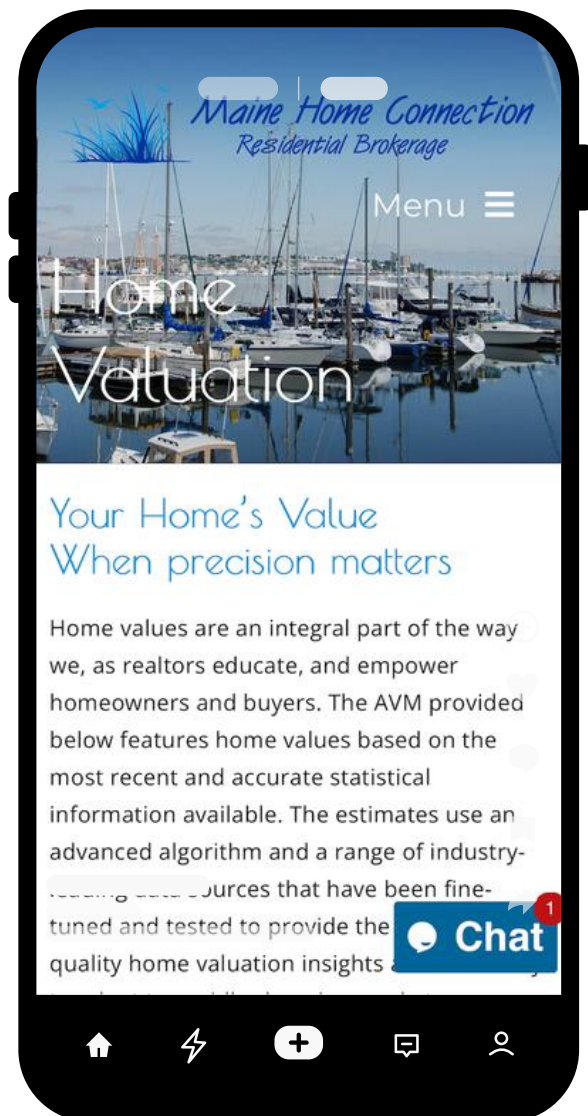
There are many online home value tools – including, of course, the Zestimate (from Zillow). All are based on algorithms that track property sales.

But **HOMEBOT** provides a much deeper experience, including financial data, market updates & wealth building options.

We are happy to offer this service to our clients. If you are not already registered, use the **QR code** below or **click** to open!



Just Enter Your Address



Waiting Has a Price | Latest Mortgage Rate Update

The Federal Reserve isn't moving – and for now, that's intentional.

Cleveland Fed President Beth Hammack made clear this week that the central bank plans to stay patient, keeping rates on hold while it watches how the economy responds to mounting pressures. The benchmark federal funds rate remains targeted between 3.5% and 3.75% – a range Hammack called "a good place" for monetary policy.

The hesitation is understandable. Inflation hasn't fully cooled, and successive supply shocks – tariffs, geopolitical tension – make the path forward genuinely uncertain. At the same time, the labor market, while stable, isn't generating the kind of job growth that signals a runaway economy. The Fed sees risk in both directions, and so it waits.

Fixed Mortgage Rate	Home Loan Amount	Monthly Mortgage P&I*	Savings Per Month
January 2025: 7.26%	\$500k	\$3,414	–
April 2026: 6.40%	\$500k	\$3,128	\$286
February 2026: 5.99%	\$500k	\$2,995	\$419

For buyers and sellers here in Southern Maine, the takeaway is familiar: don't let Washington's uncertainty become your paralysis. Rates in the mid-to-upper 6s aren't going anywhere dramatically in the near term. The market is moving. Inventory is thin. Waiting for a cut that may not come – or may arrive too late to matter – is its own kind of risk.

Patience is smart. Indefinite waiting rarely is.



Happy Arbor Day

Arbor Day was born in Nebraska in 1872. A man named Julius Sterling Morton looked out at the treeless plains and decided something needed to be done. On the first official Arbor Day, one million trees were planted across the state. Nebraska was very proud. Maine had no comment.

We have 17 million acres of forest. A pine tree on the flag. A pine tree on the license plate. A pine tree in the nickname. When the rest of the country sets aside a day to honor trees, Maine nods along quietly — the way you might when someone explains something you already know extremely well.

We'd just occasionally like to see past them to the water.

PORTLAND HARBOR COMMON

Just steps from our office on Commercial Street, Portland's eastern waterfront is about to become something remarkable. The 3.5-acre site – once the queuing lanes for the Nova Scotia ferry – will be transformed by year's end into **Portland Harbor Common**, a public greenspace featuring walking and biking trails, native plantings, event space, and water-access parking.

A significant public art installation is also planned. The project honors the vision of the late Richard Barringer, a lifelong steward of Maine's outdoors and co-founder of the Muskie School of Public Service.



This is Phase 1 of a much larger ambition – an extensive waterfront park stretching from Maine State Pier to the new Portland Foreside development. The Trust for Public Land has signed on as a partner alongside the city and Portland Parks Conservancy.

As Parks Director Ethan Hipple put it, this space will preserve public access to the waterfront for generations to come – and we couldn't agree more.



EVERY APRIL: THEY COME HOME

The osprey arrives before most people notice. No announcement. No fanfare. One morning it simply appears – hovering over the estuary, reading the water below.

Maine sits along the **Atlantic Flyway**, one of the great migratory corridors of the eastern seaboard. Each spring, millions of birds move through – warblers, shorebirds, loons returning to their lakes. Scarborough Marsh alone draws species from as far as South America.

They don't return by accident. They return because something here fits. At Maine Home Connection, we understand that instinct. The pull toward a place that feels right – not just on paper, but in the bones. Sometimes you just know.



LIGHTHOUSE FOR SALE. BOAT REQUIRED



A 129-year-old lighthouse on Chesapeake Bay has hit the market for \$450,000 – cash only, accessible only by boat, complete with historic restrictions and a Coast Guard lamp still active as a navigational aid. Interesting listing.

Maine, however, has its own lighthouse stories worth telling

In 2014, the federal government auctioned Halfway Rock Light Station – an 1871 granite tower sitting on a wave-swept ledge eleven miles off Portland in the middle of Casco Bay. The bidding opened at \$5,000. Ninety-nine days later, after six bidders whittled down to two – one of them a billionaire – Ford Reiche of Cumberland won it for \$283,000, the highest price ever paid for a Maine lighthouse.

It had been listed among the state's ten most endangered historic properties. Reiche restored it anyway.

Most Expensive (for sale)

For those with deeper pockets, Mark Island in Frenchman Bay near Acadia is currently listed at \$2.3 million – a 4-acre private island with a historic lighthouse and three-bedroom keeper's house included. Boat access only, naturally.

Maine has 65 lighthouses. Most are not for sale. But when they are, the stories are always worth following.



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259 FALMOUTH ROAD | FALMOUTH, MAINE

Has: Classic 1800's features, Gorgeous flooring, Roomy Kitchen, Barn for creative space, a period spiral staircase, very classic period details that are sweet, warm and capture Maine life.

Wants: Owners who love a spiral staircase for dramatic entrances, wants a barn for your secret genius projects, appreciates gorgeous flo to impress your in-laws, and enough classic Maine details to make your neighbors jealous.



NCAA MARCH MADNESS

THE MARKET THIS WEEK

March Madness, Maine Edition:
 They Got the scholarship...
 Now Let's Talk Where You're Living.

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At Maine Home Connection we believe that every client deserves real estate excellence.

WHERE THE STATS ARE AT.

54	19	12	7
New Listings	Price Changes	Coming Soon	Back on Market

Week ending March 22nd Cumberland + York Counties

SO WHAT'S THIS MEAN FOR YOU?

Buyers: This is a quiet shift in your favor. More new listings + coming on properties = more options to choose from. Price changes? That tells us some sellers are adjusting expectations, opening the door for better opportunities + second chances

Sellers: The price changes we're seeing? That's the market nudging sellers to be realistic. The homes that win right now are the ones that sell well. Are priced right from the start + Feel "easy" to say yes to because buyers are out there...They're just being a bit more selective

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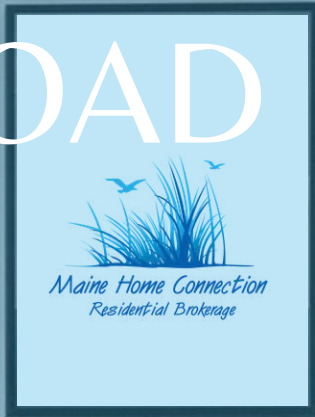
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SEARCH. FIND. LOVE: ALL PROPERTIES





THE ROAD TO



Home



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