

2025

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THE Monthly CONNECTION

September & October

Connection & Community

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Maine Home Connection
Residential Brokerage

letter from the editor

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September was a blip. I don't know about you, but I love sliding back into a schedule. Three days in the office, a day carved out to study, kids back in school—yes, please.

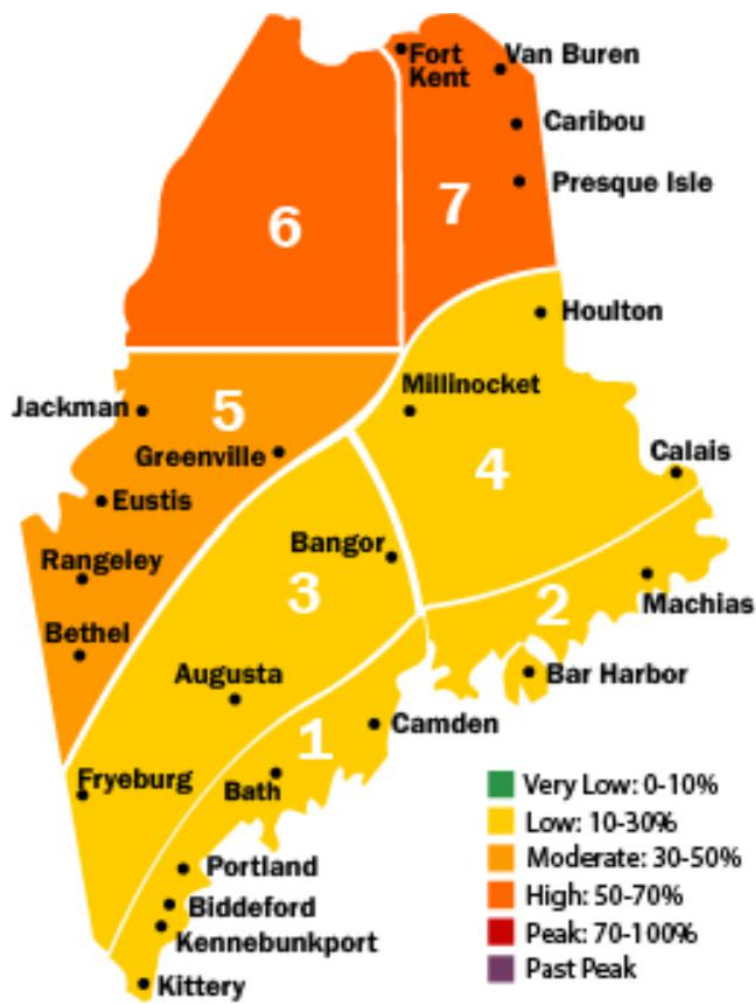
As a brokerage, we kept busy too. Our agents were in the field, on the road, writing contracts, and closing properties, all while enjoying the last hurrah of summer. Think lunches at Benkay, Olives, and the new Dry Dock, quick catch-ups at the office, dinners with friends, fishing the bay, and exploring new towns and backroads.

But here's what I love most about a good brokerage: one that encompasses it all. We get along, we laugh (most days hysterically), and we're intentional when it comes to our work. Client-focused, service-driven, and passionate—not just about helping each other, but about serving our customers and, most importantly, our clients.

-Shannon

“Maine is a joy in the summer; But the soul of Maine is more apparent in the fall.”

Fall PEAK FOLIAGE BY REGION



Zone 1:
Mid-Coast and South Coastal Maine, including Camden, Portland, Kennebunkport, and Kittery

Zone 2:
Downeast Maine, including Machias, Bar Harbor, and Penobscot Bay

Zone 3:
Central and Southwestern Maine, including Bangor, Augusta, and Fryeburg

Zone 4:
Eastern Mid-Maine, including Houlton, Millinocket, and Calais

Zone 5:
Western Mid-Maine, including Greenville, Rangeley, Bethel

Zone 6:
Northwestern Maine

Zone 7:
Northeastern Maine, including Fort Kent, Caribou, and Presque Isle

QUICK STAT SNAPSHOT



Selected Towns

August Home Sales

Cumberland County	Units			Median Price		
	2025	2024	%	2025	2024	%
Portland	279	262	6.5%	605,000	590,000	2.5%
South Portland	146	136	7.4%	557,500	546,000	2.1%
Falmouth	112	101	10.9%	1,078,750	1,049,000	2.8%
Cape Elizabeth	72	64	12.5%	989,500	962,500	2.8%
Scarborough	161	135	77.0%	765,000	775,000	-1.3%
Cumberland	71	60	18.3%	929,000	752,500	23.5%
Yarmouth	53	56	-5.4%	805,000	911,500	-11.7%
Harpswell	63	57	10.5%	850,000	710,000	19.7%
Brunswick	115	103	11.7%	540,000	537,500	0.5%
Freeport	58	51	13.7%	737,500	800,000	-7.8%
Windham	148	155	-4.5%	524,025	475,000	10.3%
Gorham	104	103	1.0%	525,500	553,500	-5.1%
Westbrook	109	102	6.9%	465,000	493,500	-5.8%
Standish	80	61	31.1%	502,500	450,000	11.7%
New Gloucester	29	22	31.8%	510,000	552,500	-7.7%

York County

Old Orchard Beach	54	63	-14.3%	587,000	590,000	-0.5%
Saco	131	120	9.2%	585,000	558,250	4.8%
Biddeford	99	91	8.8%	490,000	430,000	14.0%
Kennebunk	94	105	-10.5%	775,645	711,245	9.1%
Kennebunkport	53	45	17.8%	1,250,000	1,200,000	4.2%
Wells	119	101	17.8%	636,500	639,000	-0.4%
Ogunquit	12	19	-36.8%	997,500	1,250,000	-20.2%
Sanford	115	112	2.7%	359,000	370,000	-3.0%
Acton	43	39	10.3%	525,000	545,000	-3.7%
Berwick	41	45	-8.9%	550,000	465,000	18.3%
Buxton	48	47	2.1%	445,000	425,000	4.7%

Totals

Maine	9,376	8,950	4.8%	406,500	389,000	4.5%
Cumberland County	2,019	1,824	10.7%	592,500	574,500	3.1%
York County	1,520	1,435	5.9%	540,000	515,000	4.9%

Single Family Homes: August

The Cumberland County housing market continues to show strength in August 2025, while slowly shifting toward a more balanced pace. The median sales price climbed to \$620,000—up 3.8% from last August and 2.1% from July—highlighting steady home value appreciation. Price per square foot rose to \$351, reflecting similar upward trends. While closed sales dipped 2.8% from last month, they remain 10.7% higher than a year ago, signaling that buyer demand is still solid even as the market cools slightly from its peak frenzy.

Homes are also staying on the market a bit longer, with median days on market up 42.9% year-over-year to 10. That's still a short timeframe, but it gives buyers more breathing room to explore options. Sellers are continuing to receive strong offers—averaging 100.4% of list price—though bidding wars are less common than in previous years.

Inventory is playing a big role. Active listings grew 36% from last year to 713, and months of supply rose to 2.0, creating more opportunities for buyers without flooding the market. Fewer new listings are coming online, down 13% from July, which may help stabilize prices.

The Takeaway...

Cumberland County's market is no longer overheated but remains competitive. Buyers have more options, and sellers can still count on strong offers—timing and strategy matter now more than ever.

Cumberland County August Statistics

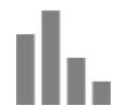


Single Family

\$595,000

↑ 3.6%

Median Price YTD



Single Family

2,021

↑ 10.8%

Number of Sales YTD



Single Family

8 Days

↑ 14.3%

Median Days on Market



Month of August 2025 vs Prior Year Single Family



Stats

366 Pending ↓ 4.7%

635 For Sale ↑ 21.6%



Sold

352 Units ↑ 10.7%

\$620,000 ↑ 3.8%

Condo Corner

August
YTD Sales

**2025
566**

**2024
552**

August
YTD Prices

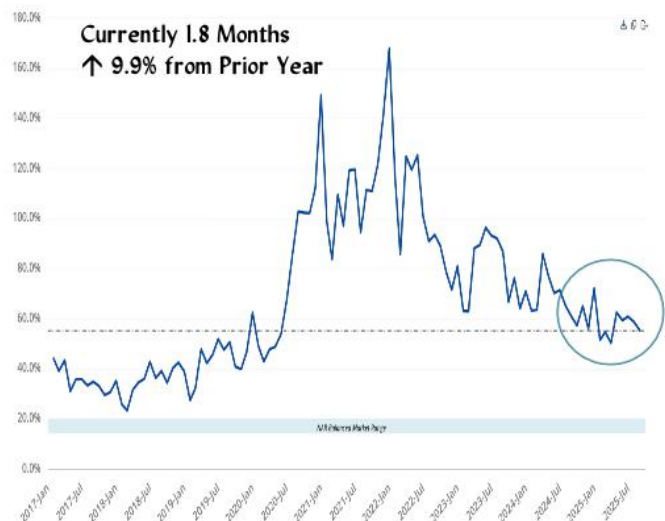
**2025
\$505,450**

**2024
\$527,750**

Monthly Unit Sales ↓ 18.4%

Monthly Prices ↑ 3.5%

Inventory Absorption Rate



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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Condominims: August

The condo market in Cumberland County remains strong this August, showing steady growth while gradually moving toward a more balanced pace. The median sales price for condos rose to \$450,000, up 4.2% from August 2024 and 1.8% from July, reflecting consistent appreciation. Unit sales dipped 3.5% month-to-month but remain 12% higher than last year, indicating that demand is holding firm even as seasonal activity slows slightly.

Condos are taking a bit longer to sell, with median days on market increasing 38% year-over-year to 12. Sellers continue to receive strong offers—averaging 99.8% of list price—but bidding wars are becoming less frequent, giving buyers slightly more leverage while still preserving solid value for sellers.

Inventory is also playing a key role in this market shift. Active listings jumped 40% year-over-year to 342, with a 15% increase from July alone. Months supply of inventory rose to 2.3, still favoring sellers but giving buyers more choices. Fewer new listings are coming online, down 11% from July, which may help prevent oversupply and keep values steady. Taken together, these trends suggest the market that is cooling slightly.

The Takeaway...

Cumberland County condos are no longer moving at a breakneck pace, but demand is still strong. Buyers have more room to explore options, while sellers continue to benefit from historically solid values.

Interest Rates & Economic Indicators

Breaking it down with Guild Mortgage:

Rudi Ferante



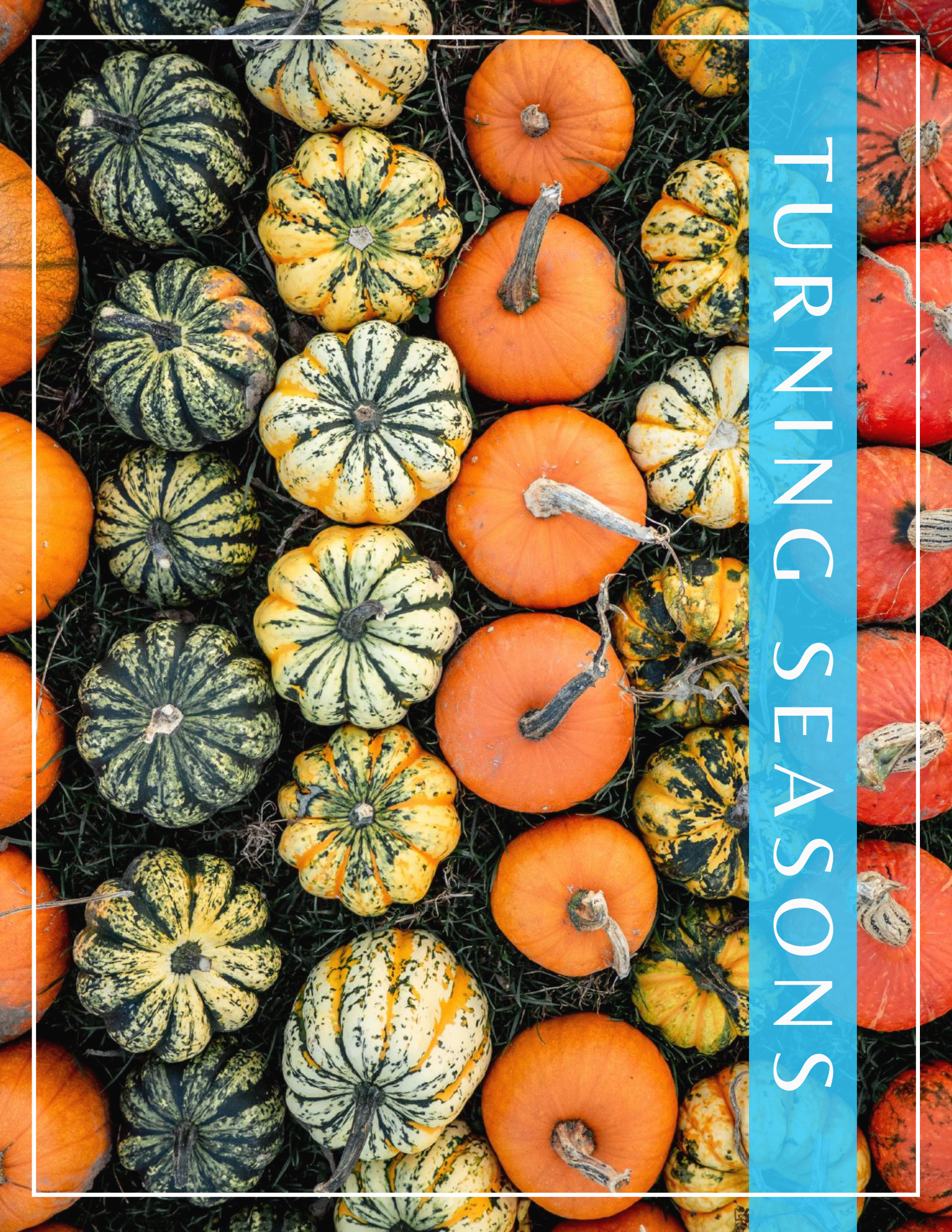
Mortgage rates have been mostly falling since late July on expectations of a Fed rate cut. The average rate on a 30-year mortgage was at 6.35% last week, its lowest level in nearly a year, according to mortgage buyer Freddie Mac.

Keep in mind, however, that The Fed doesn't directly set mortgage rates. Instead, they're influenced by several factors, from the Fed's interest rate policy decisions to bond market investors' expectations for the economy and inflation."



It's not just about what the Fed is doing today, it's about what they're expected to do in the future, and that's determined by things like economic growth, what's going to happen in the labor market and what do we think inflation is going to be like over the next year or so.

Many forecasts include an average rate on a 30-year mortgage will be between 6.3% and 6.4% by the end of this year, with recent projections by other economists who also don't expect the average rate to drop below 6% this year.



TURNING SEASONS

The perfect woodpile; A Mainer's take

It's not a chore- it's a ritual

In Maine, stacking wood is more than prep—it's tradition. Passed down through generations, every detail matters: height, spacing, cover, even the patterns. A well-seasoned pile means when the snow flies, you'll have a fire crackling in minutes.

Keep in mind

- Use dry, seasoned firewood (6–24 months, 15–20% moisture).
- Watch the stove thermometer—stay in the green zone.
- Burn only wood and newspaper, never trash.
- Maintain a 1" ash bed for best results.



[Love our stories? Discover more Maine Connections *here*.](#)

Ready for a MAINE Adventure?

In Allagash where pines stand high, Two giants rest beneath the sky. Not bright and new, but rusted deep,

A logging rail that secrets keep. The forest floor is soft with moss, Where once was gain, now comes the loss.

Iron hulks stand stark and still, Upon a lonely, silent hill. A Quebec logger, known as "King," Once sent logs down this ghostly string.

No whistle wails, no engine cries, Just rust and silence under skies. Tread with care, and look and see, These phantom trains sleep wild and free.

A chapter gone, yet never done, Beneath the Maine woods' watchful sun.

WHY ARE THEY SO POPULAR?

- Surrounded by ghost stories and local legends of “phantom trains.”
- A unique spot for history buffs, adventurers, and photographers.
- The overgrown, eerie setting feels like stepping into another world.

GPS LOCATION COORDINATES

46.322469, -69.375147



ALLAGASH ADVENTURE

HEAD INTO THE ALLAGASH

The locomotives are located near Eagle Lake and Chamberlain Lake inside the Allagash Wilderness Waterway.

HOW TO GET THERE

- Boat or canoe along the Allagash waterways.
- Hike in from logging roads and trails.
- Some trips combine paddling and portaging for the full adventure.
- It's remote — expect rough terrain, no cell service, and plan for a full-day or multi-day trip.

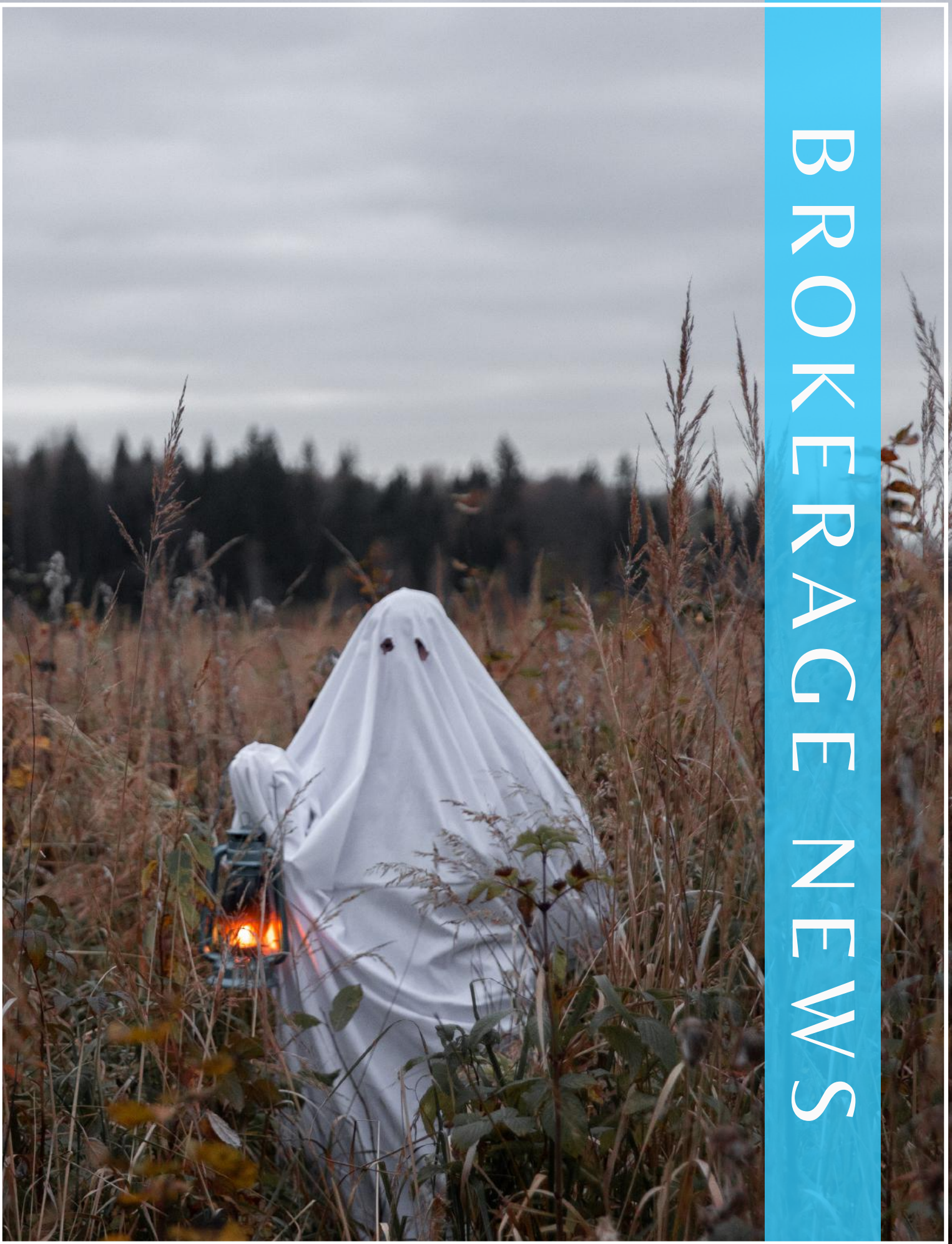
Happy Halloween

- By the 1940s–50s, toilet paper had become cheap, widely available, and easy to toss. Its use as a prank medium—lightweight, white, and dramatic when fluttering in trees—became popular among teens.
- TP-ing was less destructive than older pranks (though still annoying to clean up), so it became a kind of compromise between mischievous fun and outright vandalism.



MEET THE GHOUL TRANSLATOR

BROKERAGE NEWS



BEHIND THE BROKERAGE

At MHC, learning never stops. Beyond the required courses, our team recently held a roundtable on fraud prevention, client safeguards, and ethical pricing. A great discussion with valuable insights—one more way we protect our clients and support each other.



FRAUD + REAL ESTATE

Protect Yourself, Your Business, & Your Assets

1. Use a secure email address – Always double-check email addresses before opening messages or sending sensitive information.
2. Make a phone call – If anyone requests a financial change to a transaction via email, call to verify. Never send money through email or QR codes.
3. Question “urgent” or “rush” requests – If an email flags a matter as urgent, contact your team before taking action.

VIEWS ON PRICING + STRATEGY

With more inventory and less competition, bidding wars are rare—and those sky-high offers are fading. That’s why smart, informed pricing matters.

At MHC, we help you avoid the pitfalls of over- or underpricing so you protect your investment and achieve a smoother sale.

Cumberland +
Sagadahoc Counties

Active Inventory

↑ 733

5.2% over 2024

York + Oxford
Counties

Active Inventory

↑ 899

7.8% over 2024

Brokerage MARKETING

At Maine Home Connection, marketing isn't an afterthought—it's at the core of everything we do. From professional photography, video, and drone work to tailored social media campaigns, targeted email, and thoughtfully designed print and digital pieces, our approach is built to tell each home's story in a way that connects with buyers.

We're constantly refining our strategies, using both creative storytelling and data-driven insights to make sure our clients' properties stand out in the market.



Fall Forward: Embracing Change and Renewal

As summer winds down along Maine's coast and the leaves turn golden across our forests and fields, fall reminds us that every ending brings a new beginning. It's a season to pause, reflect, and reset—using the lessons of the past months to guide what comes next.

Transition can feel uncertain, but in that space lies opportunity. Letting go of habits, projects, or expectations that no longer serve us creates room for growth.

As C.S. Lewis said:



"You are never too old to set another goal or to dream a new dream."

This season, look to your own "harvest." What can you nurture, and what should you release? Whether it's a personal goal, a professional project, or simply a mindset shift, small, intentional steps can grow into meaningful change. Like the turning leaves, the crisp air, and the long Maine sunsets, transition is natural, beautiful, and essential.

Embrace the rhythm of fall. Let go of what's behind you, welcome what lies ahead, and step boldly into the next chapter of your story. Your growth is just beginning.



Highlights & Happenings



Give us a like!



- To see Maine living through local eyes.
- To catch market insights you won't find on Zillow.
- To discover homes + history across the state.
- To follow our company's adventures (from golf greens to rocky coasts).
- To get a mix of real estate, real Maine, and real people.



Follow us on
Mondays!

The Monday Market is our weekly check-in—connecting us to Maine, to you, and to each other. With different hobbies, styles, and approaches to life and work, we find plenty of intersections along the way. Follow along as we share, learn, and put our best Maine forward.

From Beachfront to Bradbury Mountain

From beachfront escapes to mountain trails, these towns are always on the list. The best part? We don't just cover them—we live in these communities and know them inside and out.



Popular Maine Towns:

[Portland](#) | [South Portland](#) | [Falmouth](#) | [Scarborough](#)
[Yarmouth](#) | [Cape Elizabeth](#) | [Cumberland](#)
[Freeport](#) | [Harpwell](#) | [Old Orchard Beach](#)



Local Neighborhoods Links:

[Portland Condos](#) | [Willard Beach](#) | [Woodlands CC](#)
[Munjoy Hill](#) | [Pine Point](#) | [Higgins Beach](#)
[Kennebunkport](#) | [Kennebunk](#) [Windham](#) | [Camp Ellis](#)
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[All Portland Neighborhoods](#) | [Westbrook](#) | [Sebago Lake](#)

Search. FIND. Love 



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October Happenings

OCTOBER 4TH - OLD ORCHARD BEACH
Haunted Adventure Mini Golf

OCTOBER 3-5TH - FREEPORT
Freeport Fall Festival

OCTOBER 10TH - DAMARISCOTTA
Damariscotta PumpkinFest

OCTOBER 11TH - GARDINER
16th Annual Swine & Stein Brewfest

OCTOBER 17TH - PORTLAND
Notorious Portland Walking Tour

OCTOBER 18TH - KENNEBUNKPORT
Pumpkin Trolley

OCTOBER 19TH - PORTLAND
Spooky Symphony Orchestra

OCTOBER 23RD - LEBANON
No-Scare Night at Haunted Grandview Manor

OCTOBER 24TH - SACO
Aquaboggin Ghoulish Golf

OCTOBER 27TH - OQUNQUIT
"Phantom of the Opera" (1925) with live
musical accompaniment

OCTOBER 30TH - PORTLAND
Candlelight Halloween: A Haunted Evening
of Classical Compositions



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