

2025

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THE MONTHLY *Connection*



Maine Home Connection
Residential Brokerage

August|September

19 Commercial Street | Portland, ME 04101



“With all these *lovely*
tokens of **September**
days are here, with
summers best of
weather and the
autumns best of **cheer.**”

– Helen Hunt Jackson

LETTER FROM



THE editor

As August slips by and evenings start to claim their rightful cool, there's a shift in the air—a quiet reminder that change is coming.

Soon, we'll be hearing the familiar push for pumpkin spice everything, plan our Halloween nights, dig out hats and gloves, and watch the season turn over once again.

Fall, for me, has always been a reminder of how quickly life can change, how new chapters unfold, and how comforting it is to settle into the cozy layers that keep you moving forward.

It was during one of these seasonal shifts that I came to Maine Home Connection—an opportunity that not only welcomed me, but helped me grow as a person, prepare for my role as an associate broker, and learn from colleagues who have traveled every road life can offer.

-Shannon

*“ August is like
the Sunday of summer.”*



Shannon Q. Elliott
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Marketing Coordinator
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FAVORITE FALL THINGS

- 1.) College football- GO BLUE!
- 2.) Fall golf - Spring Meadows
- 3.) Apple Crisp - At the fair!
- 4.) Cumberland Fair
- 5.) Cool Misty Mornings



What's the deal with Interest Rates?

*Breaking it down with Guild Mortgage:
Rudi Ferante*



Mortgage rates were headed down Friday after Federal Reserve Chair Jerome Powell said the central bank is starting to see unemployment as a bigger risk to the U.S. economy than inflation.

In his final address at an annual economic symposium in Jackson Hole, Wyoming, Powell said while the labor market remains near “maximum employment” and inflation has come down “a great deal from its post-pandemic highs,” the “balance of risks appears to be shifting.”



Bond markets took Powell’s comments as an indication that the Fed will cut short-term interest rates on Sept. 17, although the outlook for additional cuts in October and December remains less certain.

Yields on 10-year Treasury notes, which often predict where mortgage rates are headed next, fell by nine basis points after Powell’s speech. A basis point is one hundredth of a percentage point.

JULY IN MAINE REAL ESTATE

<i>Cumberland County</i>	Units			Median Price		
	2025	2024	%	2025	2024	%
Portland	246	225	9.3%	602,500	592,000	1.8%
South Portland	114	105	8.6%	570,000	535,000	6.5%
Falmouth	90	88	2.3%	977,500	1,062,000	-8.0%
Cape Elizabeth	55	54	1.9%	979,000	922,500	6.1%
Scarborough	141	110	77.0%	765,000	745,000	2.7%
Cumberland	54	47	14.9%	920,000	750,000	22.7%
Yarmouth	45	48	-6.3%	755,000	861,500	-12.4%
Harpswell	45	44	2.3%	837,500	710,500	17.9%
Brunswick	95	78	21.8%	530,000	525,000	1.0%
Freeport	51	40	27.5%	725,000	797,500	-9.1%
Windham	128	129	-0.8%	525,750	471,000	11.6%
Gorham	83	92	-9.8%	536,000	543,500	-1.4%
Westbrook	89	82	8.5%	465,000	485,000	-4.1%
Standish	66	53	24.5%	499,250	425,000	17.5%
New Gloucester	26	19	36.8%	510,000	552,500	-7.7%

York County

Old Orchard Beach	40	57	-29.8%	580,000	640,000	-9.4%
Saco	115	104	10.6%	590,000	562,850	4.8%
Biddeford	86	75	14.7%	483,000	425,000	13.6%
Kennebunk	75	93	-19.4%	772,289	700,000	10.3%
Kennebunkport	42	37	13.5%	1,244,000	1,500,000	-17.1%
Wells	98	84	16.7%	630,000	666,000	-5.4%
Ogunquit	9	12	-25.0%	1,150,000	1,222,500	-5.9%
Sanford	141	131	7.6%	365,000	373,000	-2.1%
Acton	32	29	10.3%	534,125	545,000	-2.0%
Berwick	34	40	-15.0%	535,000	445,000	20.2%
Buxton	41	39	5.1%	450,000	425,000	5.9%

Totals

Maine	7,670	7,393	3.7%	405,000	385,000	5.2%
Cumberland County	1,668	1,506	10.8%	589,950	570,000	3.5%
York County	1,240	1,191	4.1%	530,500	515,000	3.0%

Market Statistics: July 2025

Cumberland County - Maine



Single Family

\$589,000

↑ 3.5%

Median Price YTD



Single Family

1,668

↑ 10.8%

Number of Sales YTD



Single Family

7 Days

↔ No Change

Median Days on Market



Month of July 2025 vs Prior Year Single Family



Stats

395 Pending ↑ 1.0%

665 For Sale ↑ 35.9%



Sold

361 Units ↑ 15.0%

\$605,000 ↑ 2.2%

Condo Corner

July
YTD Sales

2025
486

2024
454

July
YTD Prices

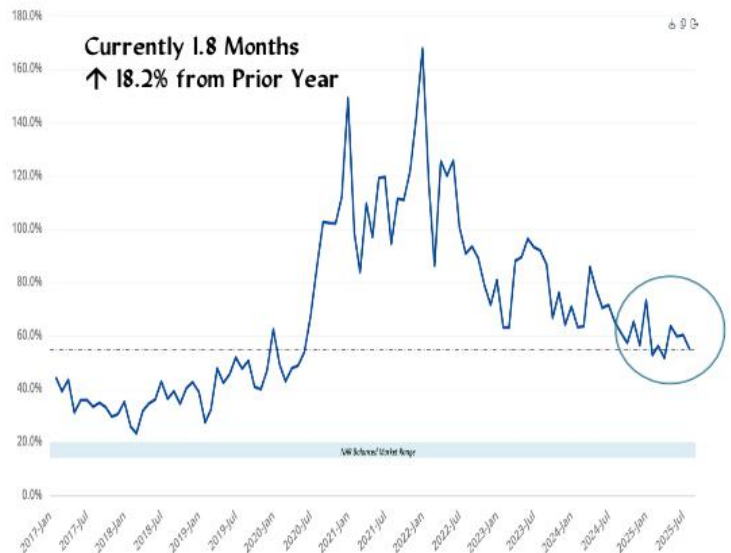
2025
\$502,994

2024
\$529,250

Monthly Unit Sales ↓ 13.9%

Monthly Prices ↓ 12.8%

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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Maine Home Connection
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Single Family Homes: July

The single-family home market in Cumberland County is showing early signs of balance after several years of strong seller dominance. The median sales price in July was \$605,000, up 2.2% from last year but down 3.2% from June, signaling a slight easing in prices even as year-over-year growth continues.

Sales activity remained strong, with 361 homes sold—15% higher than last July and 6.5% above June. The most active price points were \$600K–\$749K, followed closely by \$400K–\$499K and \$500K–\$599K.

Homes continued to move quickly, averaging just 7 days on market. Sellers still received, on average, slightly above list price at 101.4%. The median sold price per square foot reached \$346, a modest 0.7% increase year-over-year.

Inventory, however, is shifting. New listings rose 17.7% from last year but dipped compared to June, while active inventory surged nearly 50% year-over-year to 721 homes.

Months supply climbed to 2.0, up 30% from last year, offering buyers a bit more breathing room.

The Takeaway...

Cumberland County's market is still competitive, with quick sales and strong demand, but rising inventory is beginning to tip the scales. Buyers may soon find more leverage, while sellers should be mindful of pricing in a market that's gradually cooling.

Condominiums: July

July marked a transitional month for Cumberland County's condominium market, as both softer demand and rising inventory pointed toward a shift to more balance.

The median sales price climbed to \$499,450—up 6.3% from June—but still 14% below last July. Closed sales totaled 74, down 14% year-over-year and nearly 12% from June. Condos spent a median of 13 days on market, a bit faster than the prior month but much longer than last year, reflecting reduced buyer urgency.

Sellers, however, continued to perform well. On average, they received 100.3% of their list price, only slightly less than in June. The median sold price per square foot held steady at \$345.

The supply picture is shifting. While new listings fell compared to both last year and last month, active inventory rose sharply—up 35% year-over-year and 12% from June, reaching 227 units.

Months supply climbed to 3.1, a 57% increase from last year, underscoring a trend toward a more balanced market.

The Takeaway...

Condo buyers are gaining more options, and while demand has softened, sellers are still achieving near-asking prices. The market is moving toward balance, creating opportunities on both sides.

Maine History

Portland history lives in its streets, its harbor, and its people. These photos remind us that Maine isn't just a place—it's a community built on stories, resilience, and belonging. More than just history, these images reflect the values that continue to define our communities today: resilience, connection, and pride in place.

At Maine Home Connection, we believe that real estate is about more than homes—it's about people, their stories, and the sense of belonging that ties us together.

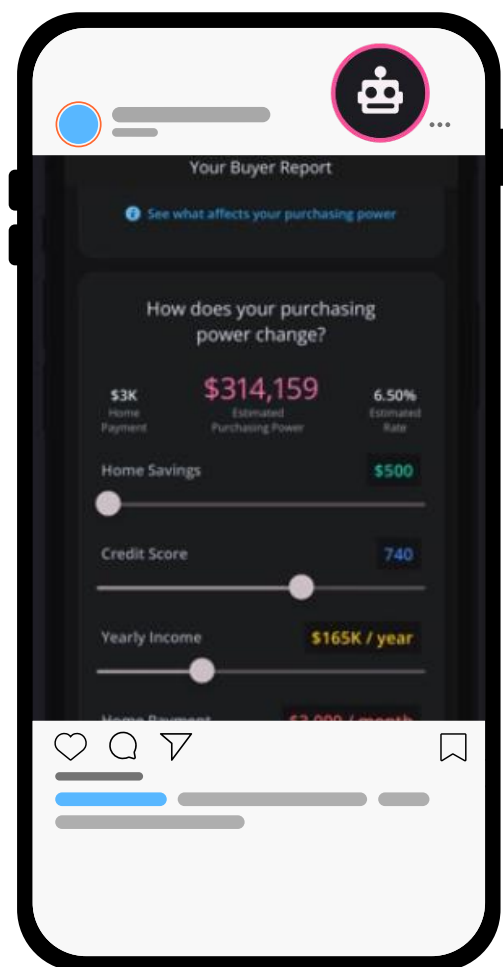
[Visit MaineMemory.net](http://MaineMemory.net)

You Have the Power!

The buying power that is. All you have to do is check your phone.

Your Buyer Report is Ready!

Understanding your purchasing power is like having the playbook before the game—it tells you exactly what you can afford, where you can be competitive, and how confidently you can make an offer. For homebuyers, this means no wasted time chasing homes out of reach and no missed opportunities on the ones you can secure. When you know your numbers, you shop smarter, negotiate stronger, and step into the market with clarity instead of guesswork. Download the homebot app.



Using this QR code, Laura invites you to take charge of your purchasing power—check your numbers, explore your stats, and see all your options in just one click

The Dog Days of Summer

When Maine shifts from sun-soaked days to crisp, cool mornings

There's something special about this in-between season—the dog days. Those last hot flickers of sun linger, but cooler mornings bring a fresh sense of energy. It's the perfect time to rise early, breathe in the crisp air, sip that first piping-hot cup of coffee, and listen for the familiar hum of school buses signaling the return of routine.



The Sweet Spot for Locals

With summer crowds thinning and tourists quietly heading home, the weekdays become wide open for exploring. This is Maine at its best—yours to enjoy without the bustle.

- Peaks Island – Bike Ride + Picnic + The Inn on Peaks
- Front Deck @ Dimillos sit out on the water and enjoy the views
- Cruise the Commercial Street Shops
- Stroll the beaches – Pine Point + Crescent + Old Orchard
- Head out to Fort Gorgeous





A Backroad Ramble Through Maine

From *Brunswick* to the lakes,
hills, *coastlines & beyond*

Take the Long Way

Start your journey on 295 in Downtown Brunswick, a bustling hub that still feels welcoming and small-town. Head west toward Turner and you'll pass through the sleepy town of Lisbon. Tucked right into its downtown is Flux Restaurant—a hidden culinary gem and one of the best dining spots in Maine.

From there, the road branches into possibilities:

- Route 202 to Winthrop – where shimmering lake views stretch for miles, framed by rolling hills and wide-open acreage.
- Readfield & Hallowell – discover charming downtown streets, local shops, and a dash of history at every turn.
- Straight to the Coast – keep driving east and you'll hit Damariscotta, Wiscasset, and finally Pemaquid Point Lighthouse, one of Maine's most iconic coastal views.

Whether you choose *lakes, hills, or shoreline*, this drive is proof that the real *Maine magic* often waits just beyond the *main roads*.

WE'RE A LOCALLY OWNED BROKERAGE

We believe in blending local insight and data-driven strategy to deliver high-end marketing and personalized service in Maine's unique housing market.



173 Falcon Crest | Gorham
Ann Marie Cooke



22 Tate St 3C | Portland
Ann Marie Cooke



153 Spring Street | Lewiston
Melissa Morrill



6 Main Street | Lewiston
Melissa Morrill



10 Woodland Trail | Casco
Melissa Morrill



375 Kenney Road | Knox
Melissa Morrill



345 Saco Street | Westbrook
Laura Sosnowski



30 Deake Street | South Portland
Laura Sosnowski

80 Whaleback Road | Limington
Laura Sosnowski

"Perfection is not attainable, but if we chase
perfection we can catch excellence"



FROM BEACHFRONT to Bradbury Mountain

Popular Maine Towns:

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[Yarmouth](#) | [Cape Elizabeth](#) | [Cumberland](#)
[Freeport](#) | [Harpswell](#) [Old Orchard Beach](#)

Local Neighborhoods Links:

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[Munjoy Hill](#) | [Pine Point](#) | [Higgins Beach](#)
[Kennebunkport](#) | [Kennebunk Windham](#) | [Camp Ellis](#)
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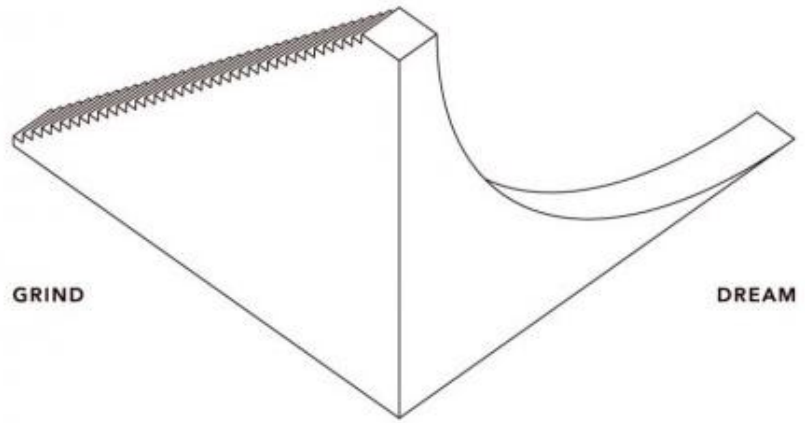


The Grind vs The Dream

As summer winds down, we find ourselves at a moment of pause—a time to look back on what we've done and look ahead to what's next. The season may be ending, but it leaves us with lessons, memories, and a fresh perspective on the path forward.

Happiness is something we all chase, though the paths we take differ.

Some choose **The Grind** – steady, disciplined progress that builds slowly but surely.



Others chase **The Dream** – a spark of inspiration that can fizzle when faced with reality.

Johann Wolfgang von Goethe said it best:

“Until one is committed...whatever you can do, or dream you can do, begin it. Boldness has genius, power, and magic in it. Begin it now.”

As we head into the final months of 2025, embrace the mistakes, the triumphs, and the unexpected turns. If you're not challenging yourself, you're not growing. Push forward, take bold steps, and let the lessons of summer guide you into a season of progress and possibility. The summer may be ending, but your story is far from over.



FOLLOW US FOR THE MONTHLY CONNECTION

The Monthly Connection is our chance to share our Maine—the one we truly love. Not the tourist stops, but the underdogs, the hole-in-the-wall favorites, and those quiet beaches you find when you take the long way home.

We love where we live, and we love staying connected to Maine—and to you. Each month, we spotlight the entire state, so wherever your travels take you, they just might lead you to the perfect place to call home.

TRIED AND TRUE

- Street and Co + JP's Bistro
- The Seashore Trolley Museum
- Top of the World for a Sunset
- Desert of Maine
- Cabot's Antique Mall
- Pineland Farm Gardens
- Angor Wine Bar Monthly Market
- Good and Well Brewing
- Mackworth Island
- Crescent Beach State Park
- Dry Dock
- Casco Bay Ferry

WHAT'S UP NEXT

- Bike Park - Westbrook
- Poland Springs Golf Course
- Giant Stairs Trail
- Debsconeag Lakes Wilderness Area
- Rambler Irish Bistro
- Harmons Lunch Box
- Songo River Queen
- Flappy Hour- Crown Jewel
- Nauti Sisters Sea Farm
- Bonsai workshop @ Apres
- Friday Music @ Thompson's Point



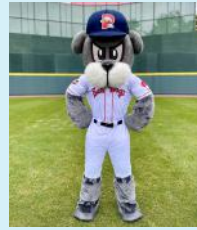
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LET'S GET SOCIAL!

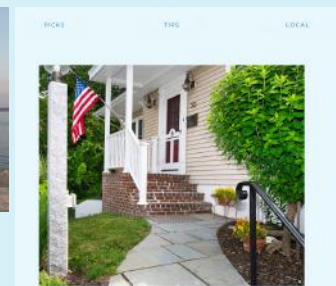


Stroudwater Condominiums | Westbrook
BUYER REPRESENTATION

Laura Sosnowski
Broker | Owner
19 Commercial Street
Portland, Maine

cheers!

Maine Home Connection
Recreational Properties



THE MONDAY MORNING MARKET
MARKET
JULY 14TH



Happy Labor Day

Back by popular demand, our two favorite party hounds are at it again! These fellas never miss a chance to celebrate, and this Labor Day they're raising a glass to all the hard work that makes the holiday possible. However you celebrate, may your day be filled with laughter and a little extra joy.

Warning: side effects may include laughter and sudden cravings for belly rubs. Happy Labor Day!

Let the dogs do all the talking



SEPTEMBER HAPPENINGS

Tuesday
Sept 2nd

HAPPY BACK TO
SCHOOL!

Friday
September
4-7th

International Seaplane Fly in
Moosehead Lake

Saturday
Sept 6th

Maine Outdoor Film Festival at
Tidewater Farm
Falmouth

Saturday
Sept 6th

Maine's Ultimate Yard sale
Cumberland Fair Grounds

Saturday
Sept 13th

Big Falls Music & Cider Fest 4
New Gloucester

Friday
Sept
21st-27th

Cumberland Fair
Cumberland Fairgrounds

Saturday
Sept 26th

GRAZE!
Pineland Farms | New Gloucester

Friday
September
27th- Oct 5th

Fryeberg Fair
Fryeberg



THE ROAD TO

Home



Maine Home Connection
Residential Brokerage

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