October Vol. 10.26

THE MONTHLY CONNECTION

Maine Home Connection
Residential Brokerage

19 Commercial Street | Portland | 207.517.3100 | MaineHomeConnection.com



LETTER FROM THE EDITOR

"I'm just here for the cool weather, the football games, and the homecoming snacks."

There's something about fall weather that makes me want to pull on my favorite old hoodie, breathe in the fresh air and watch some football. While my favorite games are NCAA football (Go Blue!), preferably with buffalo wings at Rivalries and a tall Lunch, I digress.

This past week, we put on our town gear and headed to the homecoming game. In my head, it was going to be very Norman Rockwell. LL Bean camp chairs, snack shack, Friday night lights. Not on your life.



HOMECOMING 2026

In all that beautiful, chaotic imperfection, I looked around and thought:

This is community. people showing up, connecting and sharing something in common. No screens. No AI. Just people, together.

That's my favorite thing about fall. See you next time.





OCTOBER

EVENTS + HAPPENINGS

OCT 9

GOLF TRAIL OF TERROR
Aquaboggan
SACO

OCT 10

IT'S A 2000'S
Party
LIVE AT MADRIDS
PORTLAND

OCT 17

LINCOLNVILLE INDOOR
Flea Market
LINCOLNVILLE

OCT 18

Seams & Stitching
PORTLAND

OCT 24

Trick or Treat at
ROCK ROW
WESTBOOK

OCT 25

MAINE MARINERS VS. WORCESTER
PORTLAND

OCT 30

THE HALLOWEEN SPOOKTACULAR FEATURING
JULIA GAGNON
POWNAL

OCT 31

HALLOWEEN AT THE DESERT OF MAINE
FREEPORT

The Maine Mystery



Where did all the buyers go?

If you've been out on the road lately, you've probably noticed it. For Sale signs are sticking around a little longer. Homes that might have disappeared in a weekend are sitting. Buyers are looking, but many aren't pulling the trigger.

> "The buyers are still out there. They're just not willing to buy the wrong house at the wrong price with the wrong payment."

So where did they go?

Waiting for inflation to settle down. Waiting for the economy to feel a little more predictable. Waiting for mortgage rates to come down. And maybe, just maybe, waiting for rates to fall just a teeny bit before making a very large purchase.



So what do we do?

We educate. We listen. And we deliver. A buyer may come to us wanting a $400,000 home, three bedrooms, two baths, a garage, no projects and a location close to Portland and the ocean. Maybe that exact house doesn't exist at that price. That's not the end of the search. It's where the conversation gets interesting.

What matters most?

Location? Square footage? Commute? Condition? Can you work from home? Would you consider a condo? Would you go 20 minutes farther? **Our job isn't to convince someone to buy.**

It's to understand what they're trying to accomplish, show them what the market can actually deliver and help them make an informed decision. The buyers aren't gone.

BUYERS ARE WAITING FOR....

- **MORE PURCHASING POWER.**
- **CONFIDENCE IN MONTHLY EXPENSES.**
- **UNDERSTANDING LONG TERM INVESTMENT.**
- **A BETTER ENTRY POINT.**
- **MORE CHOICES & NEGOTIATING ROOM.**

They're watching, calculating and waiting for the equation to feel right, and when they're ready, we'll be here.



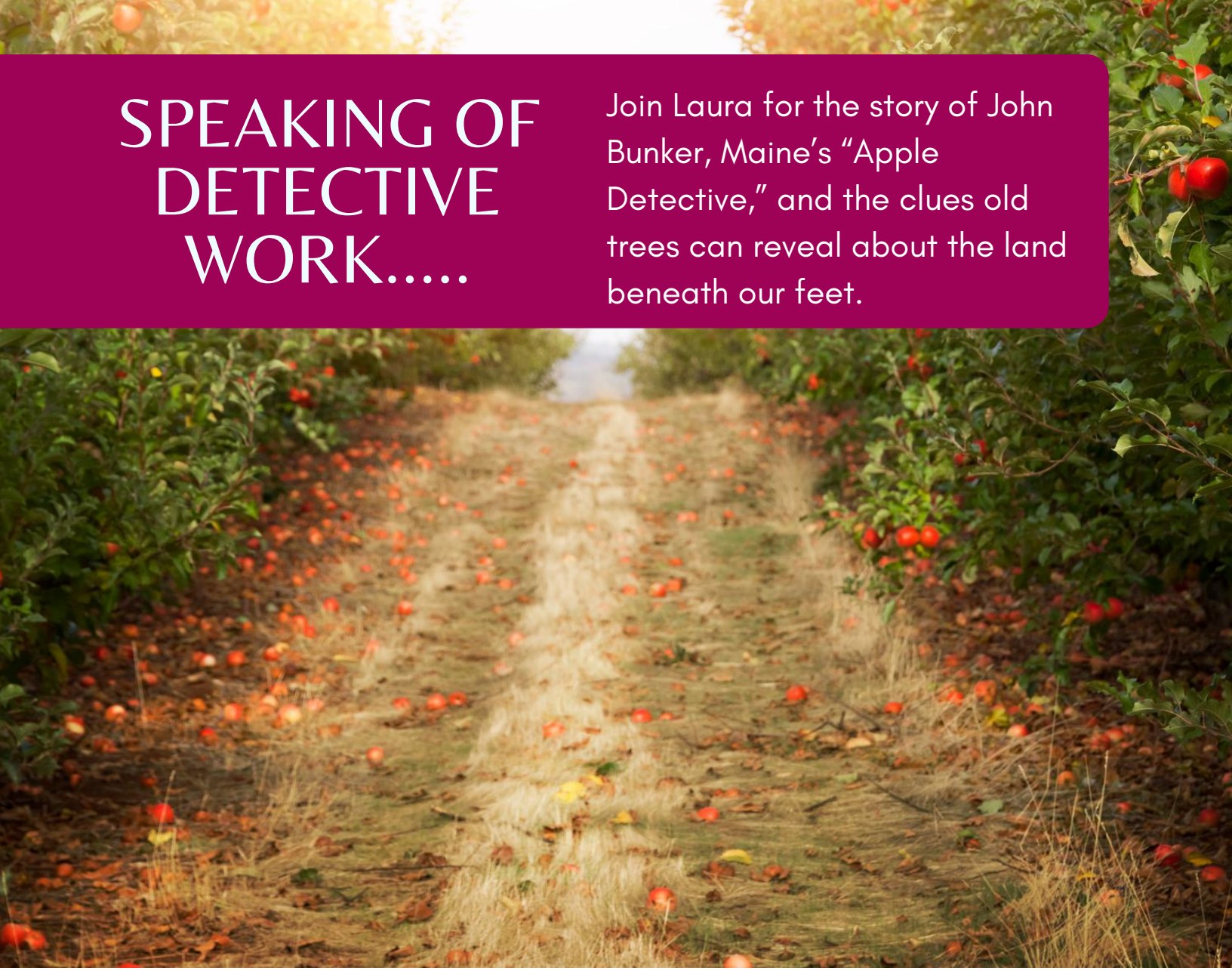
Guild mortgage

Rudy Ferrante
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SPEAKING OF DETECTIVE WORK.....

Join Laura for the story of John Bunker, Maine's "Apple Detective," and the clues old trees can reveal about the land beneath our feet.



John Bunker has spent decades tracking down Maine's forgotten apple varieties, following clues from old farmsteads, abandoned orchards and stories passed down through generations. Sometimes the mystery is figuring out what kind of apple he has found. Other times, he is trying to find a tree that history says should still be growing somewhere in Maine.
And that got us thinking about houses.

When you buy a home in Maine, you are not just buying the four walls. You are buying a piece of land with a history.

The Sea, The Forest and The Farm.

If you've never been to Wolfes Neck Farm, this working farm sits right next to Wolfe's Neck State Park. The farm is focused on regenerative agriculture, research, education and preserving the land that makes Maine, well, Maine.

We spent a fall afternoon exploring, starting with the animals and the new conference center before heading out on the Farm Loop Trail, a little over three miles through fields, woods and along the marsh. The trails were clear, well managed and easy enough to follow, even with a few rocky staircases thrown in for good measure.



Farm, forest, marsh and sea all in one afternoon. We left with an even greater appreciation for Maine's land and the people working to protect it.

Sometimes discovering Maine simply means slowing down enough to notice what's already here.

video courtesy of @wolfesneckcenter

JOIN IN THE FARM FUN!

Signature Dinner with Fire & Co
Friday, October 16th

Specialty Dinner with DOURO
Saturday, November 7th

FIRE & CO TICKETS

FREEPORT

We've all heard about it, so it would behoove us to write about it: the reimagined L.L.Bean Flagship Store is officially open in Freeport!

A huge shoutout to our pals at **Paul White** for their hard work bringing this masterpiece to life. The store is gorgeous, HUGE, and packed with more inventory than ever.



But what really caught our attention? The spaces created to bring people together. Events, concerts, food, beverages, coffee and cocoa, places to gather and stay awhile.



This isn't a shop-and-go. It's an experience, built around community, right here in the heart of Freeport.

STATISTIC CHECK

Total Retail Sales	$458,903,000
Median Sales	$867,500
Land Area	34.70 Square Miles
Water Area	11.77 Square Miles
Year Round Residents	8,934

FIND YOUR *Value*

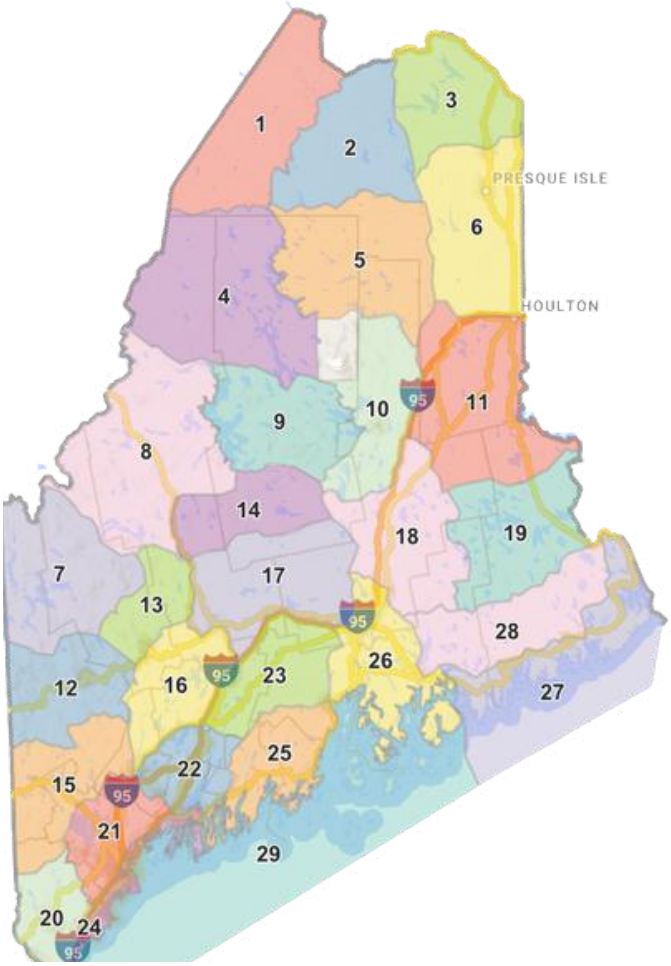
Home values are an integral part of the way we, as realtors educate, and empower homeowners and buyers. The AVM provided below features home values based on the most recent and accurate statistical information available.

The estimates use an advanced algorithm and a range of industry-leading data sources that have been fine-tuned and tested to provide the highest quality home valuation insights and the ability to adapt to rapidly changing market conditions quickly.

Moose Lottery. Bear Season. Deer Camp. Asking Permission

MAINE WILDLIFE DISTRICTS

29 WILD LIFE DISTRICTS



Maine is divided into 29 Wildlife Management Districts based on geography, habitat, wildlife and land use.

Because the Maine woods aren't the same everywhere. What makes sense for wildlife and hunting in Aroostook County may be very different from coastal Southern Maine.

Maine isn't just one place- that's the point.

What does this have to do with being a Mainer?

- Know when to wear orange.
- Know what's in season.
- Know your woods.
- Know your waters.
- Know that where you are.

September YTD

Single Family Home Sales | Select Towns

	Units			Median Price		
Cumberland County	*2026*	*2025*	*%*	*2026*	*2025*	*%*
Portland	291	314	-7.3%	600,000	610,500	-1.7%
South Portland	177	166	6.6%	550,000	555,000	-0.9%
Falmouth	116	127	-8.7%	950,000	1,125,000	-15.6%
Cape Elizabeth	79	85	-7.1%	950,000	1,005,000	-5.5%
Scarborough	183	179	2.2%	770,000	763,000	0.9%
Cumberland	67	81	-17.3%	875,000	940,000	-6.9%
Yarmouth	63	54	16.7%	950,000	815,000	16.6%
Harpswell	48	74	-35.1%	795,000	846,383	-6.1%
Brunswick	142	128	10.9%	605,800	544,500	11.3%
Freeport	74	69	7.2%	867,500	750,000	15.7%
Windham	157	182	-13.7%	533,250	520,000	2.5%
Gorham	158	121	30.6%	650,000	541,500	20.0%
Westbrook	127	127	0.0%	500,000	460,000	8.7%
Standish	118	99	19.2%	500,000	499,000	0.2%
New Gloucester	30	34	-11.8%	467,500	513,500	-9.0%
Bridgton	81	79	2.5%	432,450	435,000	-0.6%
Sebago	31	23	34.8%	406,000	412,000	-1.5%
Casco	52	47	10.6%	456,500	417,500	9.3%
York County						
Old Orchard Beach	73	71	2.8%	579,000	589,000	-1.7%
Saco	129	149	-13.4%	550,000	590,000	-6.8%
Biddeford	123	116	6.0%	533,900	512,500	4.2%
Kennebunk	95	109	-12.8%	815,000	790,000	3.2%
Kennebunkport	44	57	-22.8%	1,430,000	1,238,000	15.5%
Wells	133	139	-4.3%	720,000	639,900	12.5%
Ogunquit	21	17	23.5%	1,160,000	1,100,000	5.5%
Sanford	174	186	-6.5%	380,000	363,950	4.4%
Acton	49	49	0.0%	518,900	539,000	-3.7%
Berwick	63	50	26.0%	555,000	550,000	0.9%
Buxton	48	58	-17.2%	488,750	440,000	11.1%
Totals						
Maine	10,926	10,990	-0.6%	415,000	405,000	2.5%
Cumberland County	2,334	2,332	0.1%	600,000	590,000	1.7%
York County	1,735	1,785	-2.8%	550,000	539,000	2.0%

Monthly Info-graphic

Market Statistics: September YTD 2026

Cumberland County - Maine

Single Family

$600,000
↑ 1.7%
Median Price YTD

Single Family

2,334
↑ 0.1%
Number of Sales YTD

Single Family

8 Days
-- 00.0%
Median Days on Market



Month of September 2026 vs Prior Year Single Family

Stats

360 Pending ↓ 12.4%
755 For Sale ↑ 44.9%

Sold

307 Units ↓ 1.9%
$599,900 ↑ 3.4%

Condo Corner

September YTD Sales	September YTD Prices
2026 626	2026 $517,788
2025 645	2025 $505,510

Monthly Unit Sales ↓ 2.7%

Monthly Prices ↑ 7.3%

Inventory Absorption Rate



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

207.517.3100

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An MHC Perspective: September's numbers tell a more complicated story than simply "prices are up" or "sales are down."

Same Market? Not Even Close.

Year to date, Cumberland County looks almost perfectly still. 2,334 homes sold — two more than last year. The median price is $600,000, up 1.7%. Statewide, the median rose 2.5% on essentially flat sales.

Town by town, it's a different market. For example Gorham sales are up 30.6% and its median price is up 20.0%. Yarmouth sold 16.7% more homes at a median that rose 16.6%. Freeport's median climbed 15.7%. Meanwhile, Falmouth and Cape Elizabeth sold fewer homes at lower prices. Falmouth's median is down $175,000.

And the inventory has arrived. Cumberland County had 755 single-family homes for sale in September, nearly 45% more than a year ago. That's 2.5 months of supply — more room than buyers have had lately, though still short of a balanced market. Homes still sold at 100.2% of asking.

So what gives? Buyers haven't left. They're choosing — by town, by commute, and by monthly payment.

Visit Online Interactive Stats

AND THE FED SAYS...

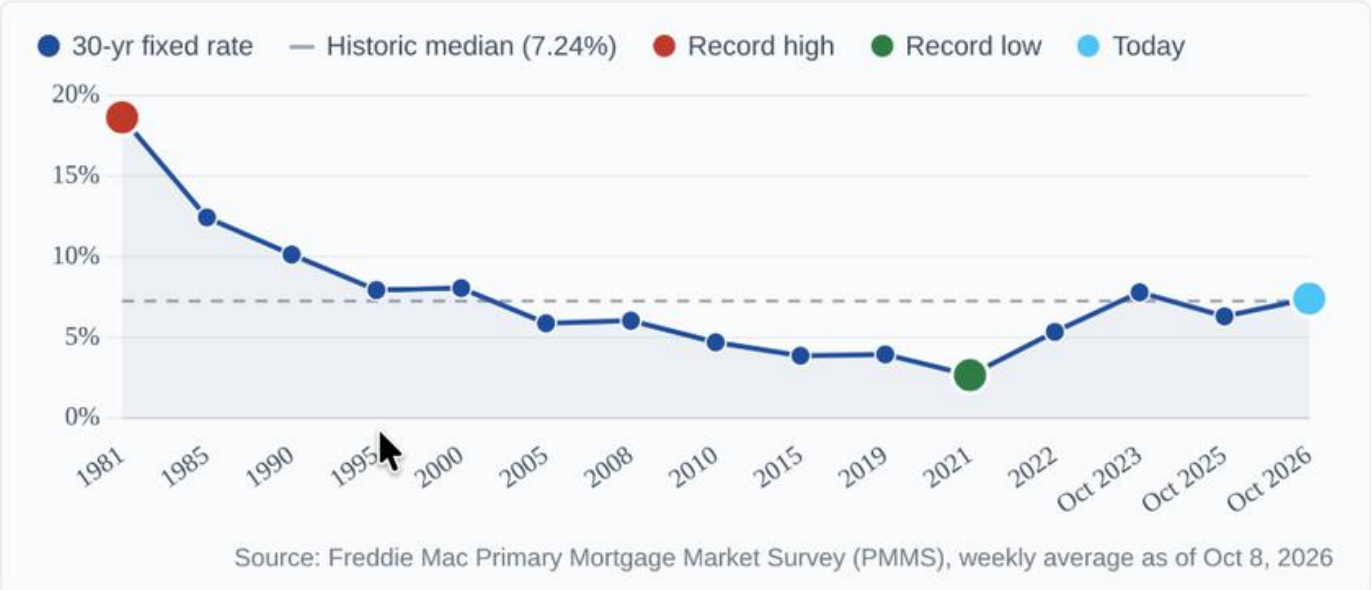
Mortgage Rates

At its September 16 meeting, the Fed raised its benchmark rate a quarter point to 3.75%–4.00%. Chair Kevin Warsh called it "removing accommodation" — Fed language for taking away the low rates that make borrowing easier. Minutes released October 7 show most officials expect one more hike before year-end, calling a higher path "prudent on risk-management grounds."

Mortgage rates have followed: the 30-year fixed averaged 7.40% on October 8, its highest since November 2023.

The Fed calls it removing accommodation. For buyers, it means exactly what it sounds like.

Today	1-year ago	Historic median	2021 low
7.40%	6.30%	7.24%	2.65%



“I’m the dead wife, of Captain George Butler.”

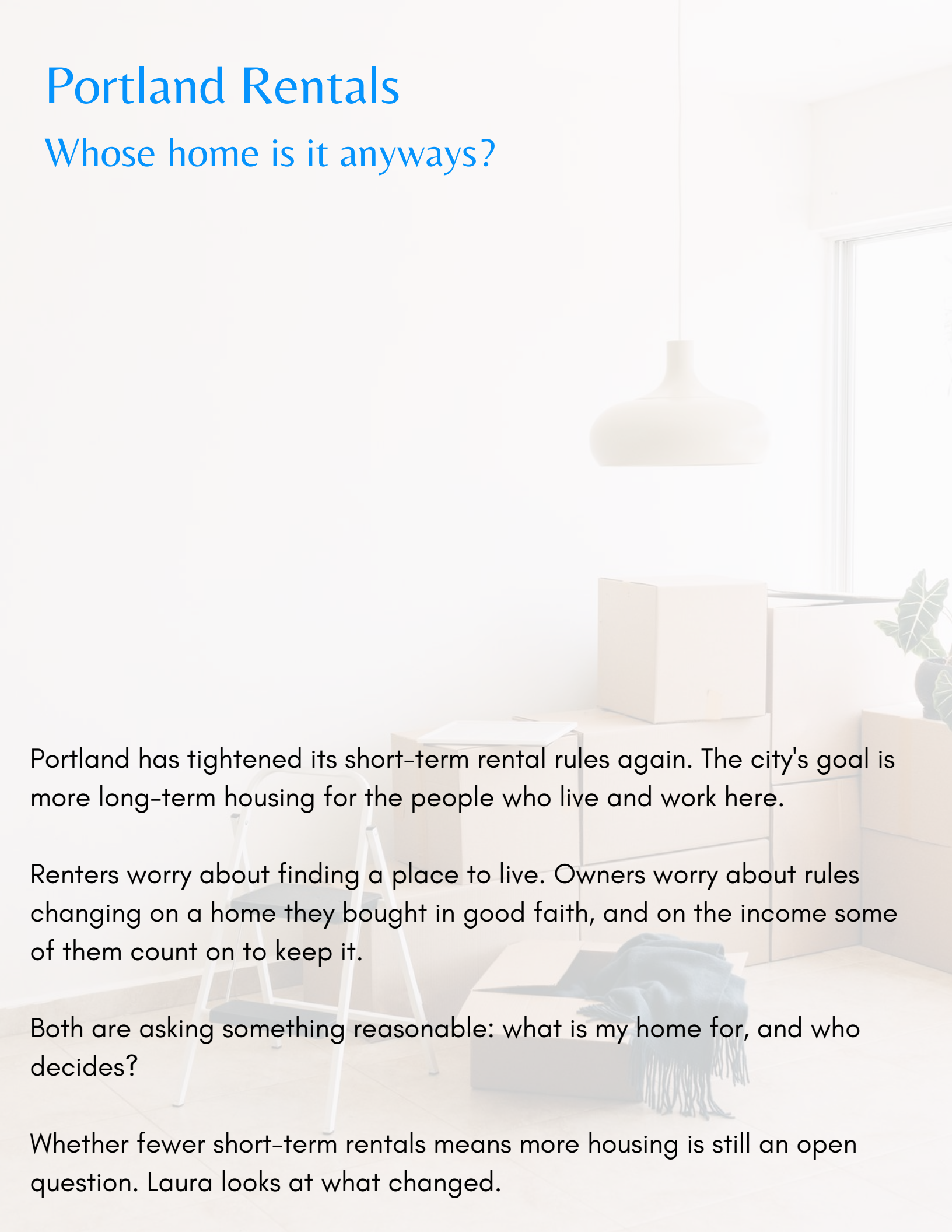
Maine has always had a few stories that make you stop and say, Well… that’s unsettling. Like the story of Nelly Butler 1799, in the tiny coastal town of Machiasport, people began hearing mysterious knocking inside a local home.

Then came a woman’s voice from the cellar claiming to be Nelly Butler, who had died years earlier. Word spread, neighbors came to the home as they do, and eventually more than 100 people showed up hoping to hear from Nelly themselves. , if someone said there’s a ghost in the cellar, you simply go over to check it out.

Nelly’s story became known as America’s first documented ghost, complete with sworn testimony from people who claimed to have witnessed her. Was it a spirit? A hoax? A very elaborate case of 18th century neighborhood drama? We may never know. But we do know this: **Maine has been keeping things weird for a very long time.**

Portland Rentals

Whose home is it anyways?



Portland has tightened its short-term rental rules again. The city's goal is more long-term housing for the people who live and work here.

Renters worry about finding a place to live. Owners worry about rules changing on a home they bought in good faith, and on the income some of them count on to keep it.

Both are asking something reasonable: what is my home for, and who decides?

Whether fewer short-term rentals means more housing is still an open question. Laura looks at what changed.



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