November Vol 11.26

Maine Home Connection
Residential Brokerage

THE MONTHLY CONNECTION

People | Places | Perspectives



November 2026

MARKET INSIGHTS
Beyond The Headlines

COMMUNITY
The Maine Connection

YOUR HOME
The 2026 Buyer

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Hello November!

It's November! And can we all take a minute to celebrate the end of those election texts? No matter which side of the street you're on, I think we can all agree on one thing: those can gooooo away! Woo!!!

Of course, there's plenty more competing for our attention. The economy, heating costs, and the general price of just about everything have a lot of us thinking twice about where our money goes.

Maybe we're battening down the hatches a bit, cutting back here and there, and being a little more mindful of what we spend.

But here's a thought. Is it just me, or is there something kind of nice about simplifying things?

We're burning a little more firewood in the wood stove, which makes walking through the door at the end of the day that much better. The blankets are making their way back to the couch, the layers are piling on, and suddenly, staying home sounds pretty darn good.

It's not quite hibernation. Maybe it's just a little re-calibration.

A chance to appreciate what we already have, enjoy the people we share it with, and remember that some of the best parts of life don't require much spending at all.

So here's to a November with a little less noise, a little more connection, and plenty of reasons to be happy right where we are.



Don't be a Walter.
Watch the video. You'll understand.

Have you met Walter?
Walter was timing the real estate market.

Waiting for interest rates to drop. Waiting for prices to come down. Waiting for the stars, the economy, and the Federal Reserve to get their acts together.

Walter waited. And waited. And waited some more.

He overthought it. Spiraled a little. Hung around far too long. Sometimes you just have to make a decision, commit, and move forward.

Poor Walter. He's REALLY committed now.



The General Store

Before supermarkets and one-stop shopping, Maine's general stores were a lifeline to the communities they served.

How do we think of the local general store today? We adore these little shops, popping in for a specialty item, a locally made gift, or something that catches our eye. But for generations of Mainers, the general store wasn't a novelty. It was a necessity.

Today, we can swing into Hannaford or Shaw's on the way home and find just about anything we need. But before supermarkets and reliably plowed roads, preparing for a Maine winter took a little more planning.

Families stocked up on flour, salt pork, molasses, dried beans, cornmeal, and kerosene. Supplies needed to last, sometimes for weeks.

Some of these Maine institutions are still going strong. **Hope General Store,** dating back to 1832, continues to serve its community. **Hussey's General Store** in Windsor is famous for its unusual assortment of merchandise, while **Sheepscot General Store** in Whitefield has brought new life to the old tradition of gathering around the local counter.
We may no longer depend on general stores to get us through a Maine winter, but they still offer something that can't always be found on a supermarket shelf.

A little conversation, a familiar face, and a reminder that connection has always been part of life in Maine.

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TRIVIA

1. What was one of the most common ways Mainers paid for goods at general stores before cash was readily available?

Answer: Bartering! Farmers and families often traded eggs, butter, produce, and other goods for store credit or supplies.

2. What famous Maine general store is known for selling everything from wedding gowns to beer?

Answer: Hussey's General Store in Windsor. Its famous slogan is “Guns, Wedding Gowns, Cold Beer.”

3. What was a common feature of general stores that encouraged customers to stay and visit during the winter?

Answer: A woodstove! It provided warmth and a natural gathering spot for neighbors exchanging stories and local news.



Destination Stores

Hussey's | Windsor
Day's Store | Belgrade

Community Staples

The Island Store
Isle au Haut

The Modern General Store

A 2025 report found that new owners are reopening or preserving small markets in rural Maine communities.

NOVEMBER activities

SATURDAY 7

Early Bird Sale-A-Bration
Freeport | 11:00am -6:00 pm
Kick off the shopping season with the annual early bird event

SATURDAY 14

Gardens Aglow
Boothbay | 3:45pm
A spectacular display of lights on select evenings

SATURDAY 21

Warren Miller's Days Off
Portland | State Theatre | 7:00 PM
A ski film to get you ready for winter.

SATURDAY 28

Lemont Hall Craft Fair
Brunswick | 11:00am -3:00pm
Local Artistry +, music, photography & fine arts

SATURDAY 29

Portland Festival of Trees
Portland | 10:00am-8:30 pm
Changing literacy for children + Supporting dyslexia

MONDAY 30

Stories on the Staircase
Portland | 11:00am
Victoria Mansion



**Dates and details are subject to change. Please confirm with event organizers before attending.*

October 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: October YTD 2026

Cumberland County - Maine

Single Family

$600,000

↑ 0.8%

Median Price YTD

Single Family

2,660

↓ 1.3%

Number of Sales YTD

Single Family

8 Days

00.0%

Median Days on Market



Month of October 2026 vs Prior Year Single Family

Stats

316 Pending ↓ 9.5%

684 For Sale ↑ 36.3%

Sold

326 Units ↓ 10.4%

$575,000 ↓ 7.6%

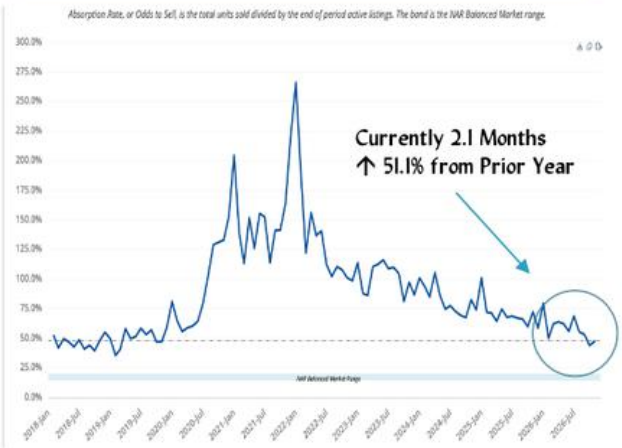
Condo Corner

October YTD Sales	October YTD Prices
2026 706	2026 $512,125
2025 764	2025 $507,950

Monthly Unit Sales ↓ 34.5%

Monthly Prices ↓ 4.6%

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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National Forecast

Last month, Goldman Sachs released its outlook for the housing market, and one number stood out: 3.9 million.

That's how many existing homes it expects to sell nationally in 2027, 26% below 2019, with prices rising less than 1%.

Part of the reason is that millions of homeowners hold mortgage rates they don't want to give up. Buyers are uneasy too. Consumer sentiment hit a record low in May and has hovered near 50 since, far below its long-run average.

National forecasts describe a country, not Maine. But so far this year, Maine looks a lot like the forecast: sales down 1.3%, the median up 1.2%. The difference is inventory, up 43% from a year ago. That's the number to watch.

AND THE FED SAYS...

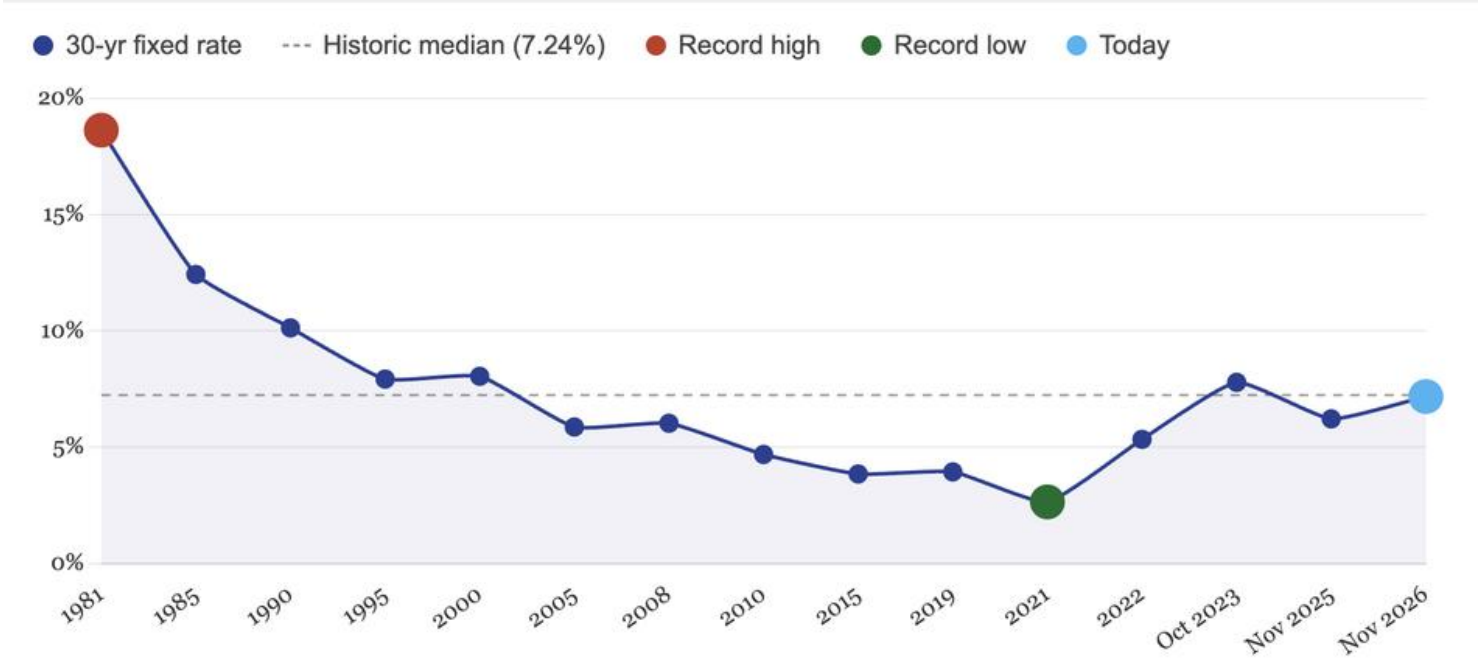
Mortgage Rates

At its October 28 meeting, the Fed held its benchmark rate at 3.75%–4.00% after September's hike. The vote was 10–2, and both dissenters wanted another quarter point right away. Chair Kevin Warsh called growth strong and inflation too high. Markets still expect a hike at the December 9 meeting.

Mortgage rates eased anyway. The 30-year fixed averaged 7.18% on November 5, its third weekly decline in a row and down from 7.40% in mid-October.

The Fed paused. Nobody at the table said they were finished.

Today	1-year ago	Historic median	2021 low
7.18%	6.22%	7.24%	2.65%



Source: Freddie Mac Primary Mortgage Market Survey (PMMS), weekly average as of Nov 5, 2026



An MHC Perspective: October's median price fell. The price of a square foot didn't. Those are two very different stories.

Smaller Houses, Same Prices.

October looked like a soft month in Cumberland County. The median sale price fell to $575,000, down 7.6% from a year ago, and 326 homes sold, 10.4% fewer. Those 38 missing sales erased the county's small lead for the year: year-to-date sales are now down 1.3%.

But price per square foot rose 1.8%, to $346. Buyers didn't pay less for the same house. October's sales simply skewed smaller. Homes still sold in a median of 10 days, faster than last October, at 99.5% of asking. Inventory keeps building.

There were 684 single-family homes for sale, up 36.3% from a year ago, which is 2.1 months of supply. Statewide, it's 3.6 months. Maine homes took 22 days to sell, and price per square foot fell 3.0%. Cumberland is still tighter than the rest of the state.

So what gives? A lower median isn't a cheaper market. It's a different set of houses.

Visit Online Interactive Stats

Durham: More Than a Stephen King Story



For starters, Stephen King grew up here. The woods, back roads, and Runaround Pond helped shape the imagination of one of the world's most famous horror writers. In fact, the infamous leech scene in The Body, later adapted into Stand by Me, was inspired by King's own childhood experience at Runaround Pond.

Durham may be small, but its housing market has been active. With a median sale price of approximately $659,000 and homes spending a median of just 21 days on the market, it's a town worth keeping on your radar. Just a short drive from Portland, Durham offers a little more breathing room without feeling too far removed from everything. We've gathered some interesting facts about this small Maine town and why we think it's worth considering if you're looking for your next place to call home.



Durham's Old Union Church has a bell cast by Paul Revere's son. The church was built in 1835.



At its peak, Durham's shoemaking industry employed over 300 men and women.



Early residents enjoyed horse racing at the track, brass band concerts, and dancing at the Sylvester Dance Pavilion.



Stephen King attended a one-room schoolhouse with 25-30 students spanning grades 1-8, heated by a woodstove.



Bagley-Bliss House, dating to around 1770, served as an inn and the location of the town's first school + general store.

Understanding the 2026 Buyer

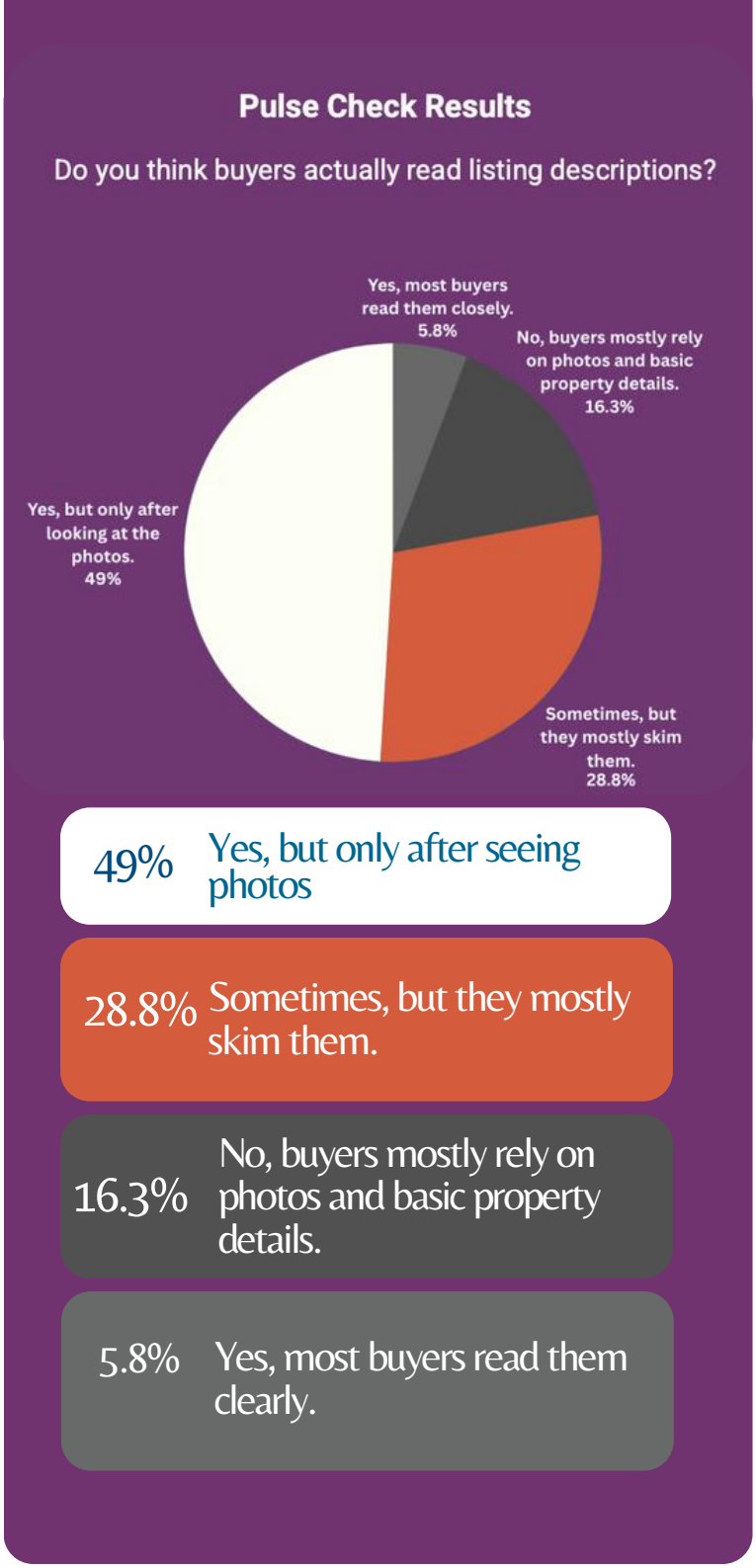
Are buyers reading the listing description accurately?

We recently showed a potential buyer several properties, taking the time to walk the lots, review the details, and point out a few things worth investigating further: HOA rules, deed restrictions, discrepancies in property boundaries, and even questionable photos.

After all of that, the buyer had one question:

If I buy the property, can't I just disregard the rules and restrictions?

It's MY property. Shouldn't I be able to do what I want?



Well, not exactly. Owning a property doesn't automatically mean you can do whatever you want with it. Deed restrictions, HOA covenants, zoning regulations, and property boundaries don't disappear when ownership changes.

Ignoring them can lead to fines, legal disputes, or costly corrections.
That's why understanding what you're buying is just as important as falling in love with what you see.

The Pie Is Still There. The Slices Have Changed.



The midterm elections are behind us, but perhaps Maine's housing market isn't waiting on Washington. Maybe it's waiting on sellers.

With 568 price reductions in one week, 1,800 more homes on the market than in 2025, and sellers receiving 97.9% of asking price, the numbers tell an interesting story. Homes are still selling in a median of just 18 days.

COVID brought extraordinary appreciation to Maine real estate, but are some homeowners still pricing their properties for a market that no longer exists?
The equity may still be there, but today's buyers have more choices and less willingness to pay a premium.

Perhaps it's not politics driving the conversation. It's the growing distance between what sellers expect and what buyers are willing to pay.

So what's next? How should buyers and sellers prepare for their next big real estate milestone?

Sellers Original Price
(COVID Era Expectation)

$600,000

Price After Reduction
(Market Adjustment)

$550,000

Sale to List Ratio
(2026 Market)

97.9%

Final Sale Price

$538,450

$$\frac{\$538,450}{\$600,000} \times 100 = 89.7\%$$

The seller received 97.9% of the final asking price, but only 89.7% of the original asking price.

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.



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