

# Living Real Estate

LATE FALL 2025



Navigating the Way for You.

**LANDMARK  
REALTY**

## UNPACKED:

MARKET DATA	2-4
HIGH POINT ROAD	5
FEATURED PROPERTY	6
RECENT SALES	7-10
ABOUT US	11



# Greetings OF THE SEASONS



## MOVING FORWARD

Housing inventory has grown, improving options for buyers compared to previous years. Recently released market statistics point to signs that Maine's housing market is beginning to shift and rebalance. Potential interest rate cuts by the Federal Reserve will further buttress this trend going in to 2026. Buyer demand, though, still continues to be strong with both local and out-of-state buyers.

Work with Landmark Realty to understand current market trends and position yourself as a prepared buyer or seller – making it easier to achieve your housing goals and move into your new home.

See you in January with Landmark's annual Maine Market Report.

Best wishes for the upcoming holidays!



A handwritten signature in blue ink, appearing to read 'Mark Small'.

MARK SMALL  
OWNER | BROKER

Cover Photo: Road into Falmouth's  
new development, High Point Road



#### # of Sold Listings

2025: 1,570  
2024: 1,495  
+5.02.% change

#### Median Sale Price

2025: \$419,950  
2024: \$399,000  
+5.25% change



#### # of Sold Listings

2025: 1,712  
2024: 1,557  
+9.96+% change

#### Median Sale Price

2025: \$409,450  
2024: \$400,000  
+2.36% change



#### # of Sold Listings

2025: 1,582  
2024: 1,505  
+5.12% change

#### Median Sale Price

2025: \$402,500  
2024: \$408,000  
-1.35% change

# MARKET STATISTICS

3rd Quarter | July, August, September

## HIGHLIGHTS

- 4,870 homes were sold statewide (a 6.87% increase over same period in 2024)
- MSP: \$410,000 statewide (an increase of 2.50% over same period in 2024)
- July was the 5<sup>th</sup> consecutive month that the number of homes for sale in Maine increased
- In August statewide inventory level of homes for sale was at its highest since October 2020
- September home sales were up 5.12% over Sept 2024 while home prices eased -1.35%

## DATA TABLES<sup>1</sup>

JULY - SEPTEMBER		MEDIAN SALES PRICE		JULY - SEPTEMBER		NUMBER OF UNITS SOLD	
COUNTY	2024-Q3	2025-Q3	%Change	COUNTY	2024-Q3	2025-Q3	%Change
Androscoggin	\$335,000	\$355,000	5.97%	Androscoggin	301	301	0.00%
Aroostook	\$175,000	\$170,000	-2.86%	Aroostook	209	237	13.40%
Cumberland	\$579,000	\$605,000	4.49%	Cumberland	925	1,023	10.59%
Franklin	\$308,000	\$296,221	-3.82%	Franklin	135	132	-2.22%
Hancock	\$430,000	\$447,000	3.95%	Hancock	239	211	-11.72%
Kennebec	\$322,000	\$340,000	5.59%	Kennebec	421	435	3.33%
Knox	\$449,250	\$450,000	0.17%	Knox	148	159	7.43%
Lincoln	\$495,000	\$486,000	-1.82%	Lincoln	125	146	16.80%
Oxford	\$325,500	\$340,000	4.45%	Oxford	210	222	5.71%
Penobscot	\$275,000	\$288,250	4.82%	Penobscot	487	502	3.08%
Piscataquis	\$229,000	\$238,250	4.04%	Piscataquis	92	110	19.57%
Sagadahoc	\$474,800	\$455,000	-4.17%	Sagadahoc	111	127	14.41%
Somerset	\$248,450	\$243,500	-1.99%	Somerset	176	188	6.82%
Waldo	\$360,000	\$359,500	-0.14%	Waldo	137	140	2.19%
Washington	\$250,000	\$260,000	4.00%	Washington	119	142	19.33%
York	\$527,250	\$550,000	4.31%	York	722	795	10.11%
STATEWIDE	\$400,000	\$410,000	2.50%	STATEWIDE	4,557	4,870	6.87%

See the above data charted on next page

October 23, 2025

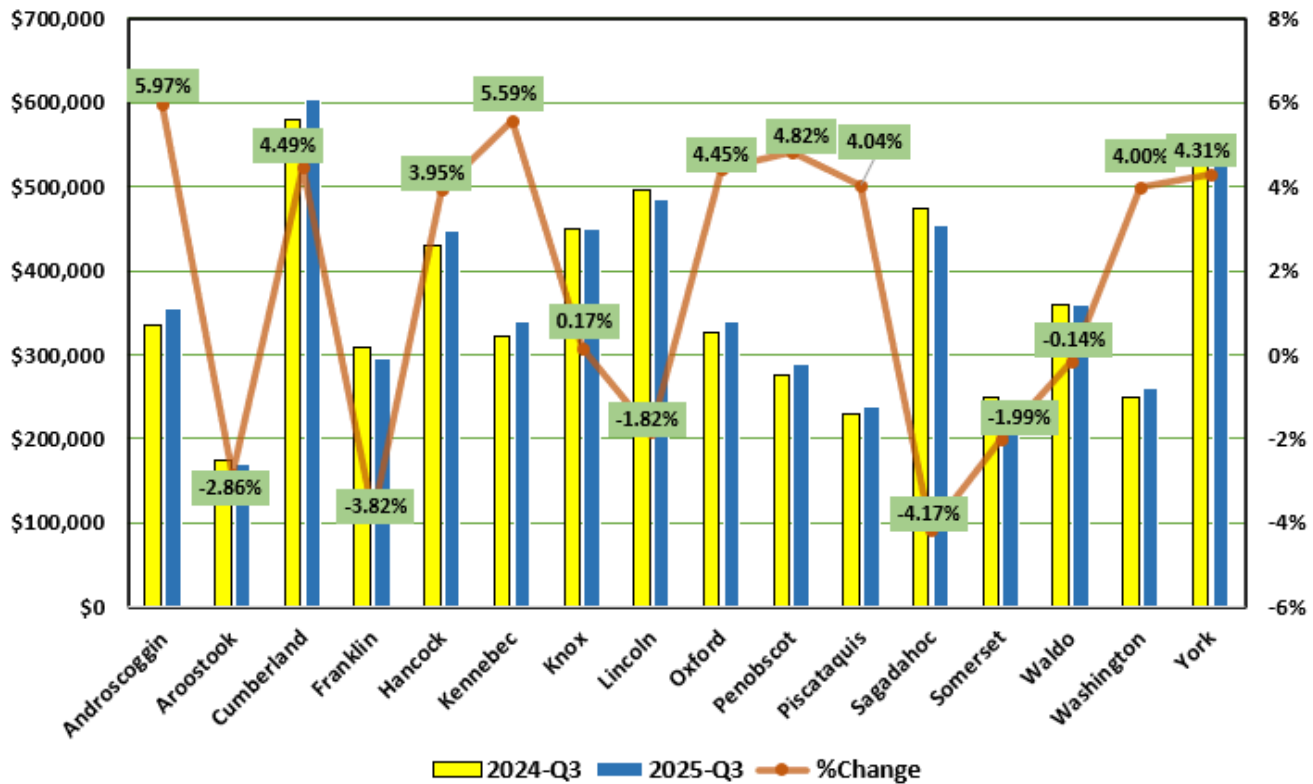
*"With more for-sale options on the market, a sellers' pricing at listing should reflect today's market to generate demand. As Maine's residential markets adjust and balance, buyers have more negotiating leverage."*

Maine Association of Realtors  
Jeff Harris, 2025 President

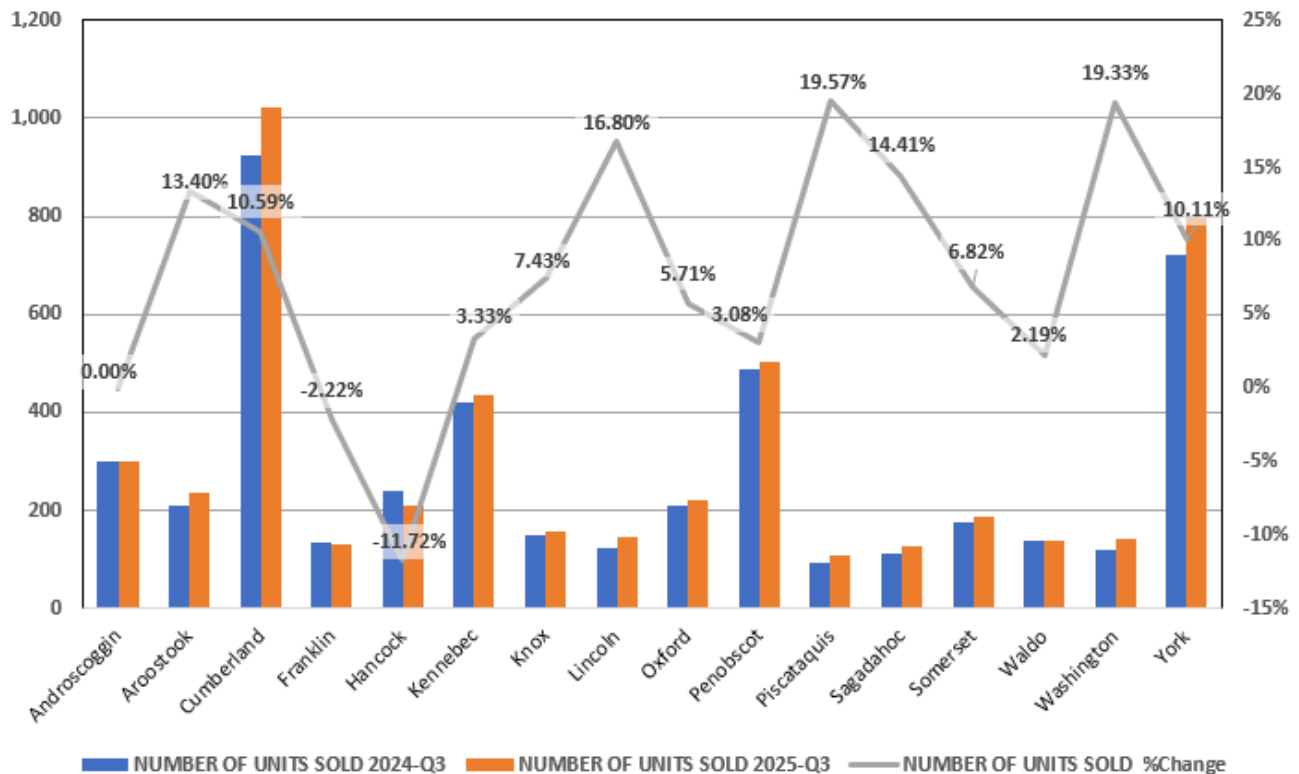
<sup>1</sup> Landmark Realty Maine data tables based upon the following Maine Real Estate Housing Reports: 08/21/2025 (July), 09/25/2025 (August) and 10/23/2025 (September).

Maine Association of Realtors' Press Release Augusta, August 21, 2025, Press Release-Augusta, September 25, 2025; Press Release-Augusta, October 23, 2025

### Median Sales Price (MSP) by County July-September 2025 vs. July-September 2024



### Number of Units Sold by County July-September 2025 vs. July-September 2024



Landmark Realty Maine charts based upon statistics from Maine Real Estate Information Services, Inc. (dba Maine Listings) and published in the following Maine Real Estate Housing Reports: 08/21/2025 (July), 09/25/2025 (August) and 10/23/2025 (September).



# FALMOUTH'S NEW DEVELOPMENT



## Road's Open!



### LOT 4

Welcome to this stunning to be built new construction home in one of Falmouth's newest developments, ideally located near the award-winning Falmouth schools and just minutes to the vibrant restaurants, shops, and waterfront of Portland.



MLS# 1644077



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**Eddie Dickhaut**  
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## FEATURED PROPERTY



**920 SHORE ROAD  
CAPE ELIZABETH**

### *Birch Knolls Neighborhood*

The smell of the ocean. The sound of a fog horn. Your toes in the sand at a private beach. Welcome home. Located in the highly desirable Birch Knolls neighborhood, this charming cottage sits serenely on a flat lot with access to private Casino Beach. Fort Williams, markets, and bakeries are just a short walk away. Inside, you will find spacious rooms flooded with light, a cozy, wood-burning fireplace, and views of the surrounding gardens.

**David Jackson**  
**207.699.7653**  
**David.JacksonRE@me.com**

MLS#1640092



# RECENT SALES

Landmark Realty

**Falmouth / \$1,869,730**



**Cumberland / \$1,380,000**



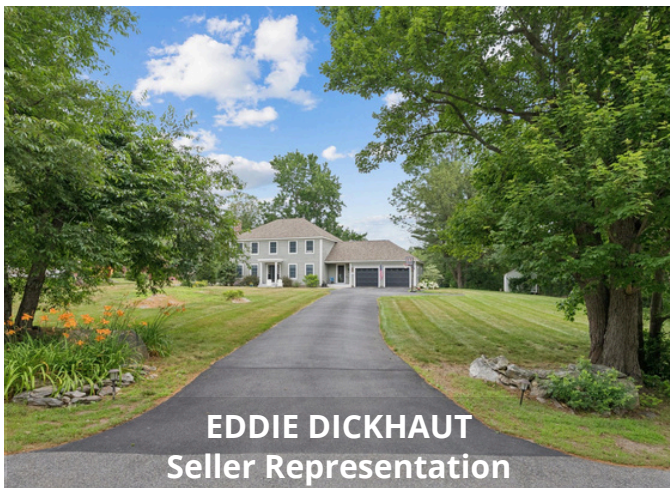
**Falmouth / \$1,120,000**



**Scarborough / \$960,000**



**Falmouth / \$1,150,000**



**West Bath / \$850,000**





# RECENT SALES

Landmark Realty

**North Yarmouth / \$760,000**



**Brunswick / \$700,000**



**Scarborough / \$505,000**



**Brunswick / \$391,000**



**Casco / \$450,000**



**Dayton / \$475,000**



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# RECENT SALES

Landmark Realty

**Poland / \$720,000**



**Portland / \$650,000**



**Portland / \$775,000**



**Falmouth / \$550,000**



**Cape Elizabeth / \$1,000,000**



**Westbrook / \$750,000**





# RECENT SALES

Landmark Realty

**Falmouth / \$900,000**



**Newry / \$485,000**



**Falmouth / \$810,000**



**Falmouth / \$500,000**



**Newry / \$475,000**



**Portland / \$485,000**



**landmarkrealtymaine.com**





## ABOUT US



### **Mark Small** **Owner | Broker | Realtor<sup>®</sup>**

Founded Landmark Realty with the goal to stand out in the Southern Maine real estate market by creating a company that could demonstrate his unique style in a competitive marketplace.

**207.807.7889 • [mark@landmarkrealtymaine.com](mailto:mark@landmarkrealtymaine.com)**



### **David Jackson** **Broker | Realtor<sup>®</sup>**

David's clientele range from first-time home buyers, to seasoned investors, to second home luxury waterfront buyers.

**207.699.SOLD (7653) • [david.jacksonRE@me.com](mailto:david.jacksonRE@me.com)**



### **Tiffany Curran** **Associate Broker | Realtor<sup>®</sup>**

Client-focused real estate professional committed to her client's interests, understanding how important the decision to buy or sell a property can be.

**207.749.4168 • [tiffany@landmarkrealtymaine.com](mailto:tiffany@landmarkrealtymaine.com)**



### **Jesse Desper** **Associate Broker | Realtor<sup>®</sup>**

Works with clients in the York and Cumberland counties area. He takes pride in his ability to listen to what his clients are looking for and produce results through an honest and professional partnership.

**207.450.3203 • [jesse@landmarkrealtymaine.com](mailto:jesse@landmarkrealtymaine.com)**



### **Eddie Dickhaut** **Associate Broker | Realtor<sup>®</sup>**

Throughout his 20+ year career as a realtor, Eddie has developed the necessary real estate skills to navigate complex transactions and to find win-win solutions, all with honesty and integrity.

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**LANDMARK**  
Navigating the Way for You. **REALTY**

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