

Maine Real Estate Market Monitor for August 6, 2025

Greetings everyone! Curious what's going on with real estate these days? Want some factual talking points before the next garden party? Planning to sell or buy in the near future and want some straight answers on what the market is doing? I'm seeing pricing uncertainty from sellers, both over and under where the market is, and caution from buyers who don't want to make any unforced errors.

That is why I am releasing the data behind the anecdotes, based on my data-driven approach to telling the story of the real estate market here in Maine - statistics from a trusted source curated by a **Maine** Realtor with over 20 years of experience.

This week, I am surveying residential single family homes in the entire state of Maine, but in the future look for other reports on specific counties, cities, and property types including residential single family, condos, multi-family and land. I will post these on my blog at mainegreenbroker.com and on my substack and post a link on LinkedIn. I am happy to hear your feedback on what you found valuable and would like to see in the future.

Top Ten Real Estate Metrics Change Year Over Year Current Number

Mortgage Rate	Down 1.9%	6.7%
Closed Sales	Up 4.9%	1568 units
Median Sold Price	Up 5.3%	\$420,000
Price Per Square Foot	Up 5.5%	\$261
Days On Market	Up 33%	12 days
Median Original List Price	Down 3.4%	\$425,000
Sold to Original List Ratio	Down 0.9%	97%
New Listings	Up 21%	2565 units
Supply of Inventory	Up 41.6%	3.5 months
Pending Inventory	Down 28%	1412

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What follows is a brief explainer for each metric with some current context. Included is a chart with data derived from the statewide MLS Maine Listings using the charting program Domus Analytics showing nine years of monthly changes in ten metrics that are key to understanding the market dynamics of where we are and how we got here.

Some of these Year Over Year changes are small but mighty - looking at you mortgage interest rates! To help orient you in the real estate timeline, mortgage rates as a strong leading indicator are in the background of every chart depicted for each of the ten metrics. However, the program doesn't include a second x axis with the rates on it in the static PDF

view, so here is a key to orient you from the interactive version I get to see. *The highest rate is recorded in Jan. 2024 at 7.6%, and the lowest in Dec. 2020 at 2.7%. Rates took off in Dec. 2021, rising from 3.1% to 5.5% by June 2022 and then to 6.9% by Oct. 2022.*

Contact me for questions, to discuss representation in a purchase or sale transaction in Maine, or to make a referral to me of a trusted colleague in Maine or another state in our highly regarded network of professionals who know their stuff and tell it straight. Your referrals of friends, family and colleagues to me are so very much appreciated. Thanks!

Cheers,

Julia

Julia Bassett Schwerin

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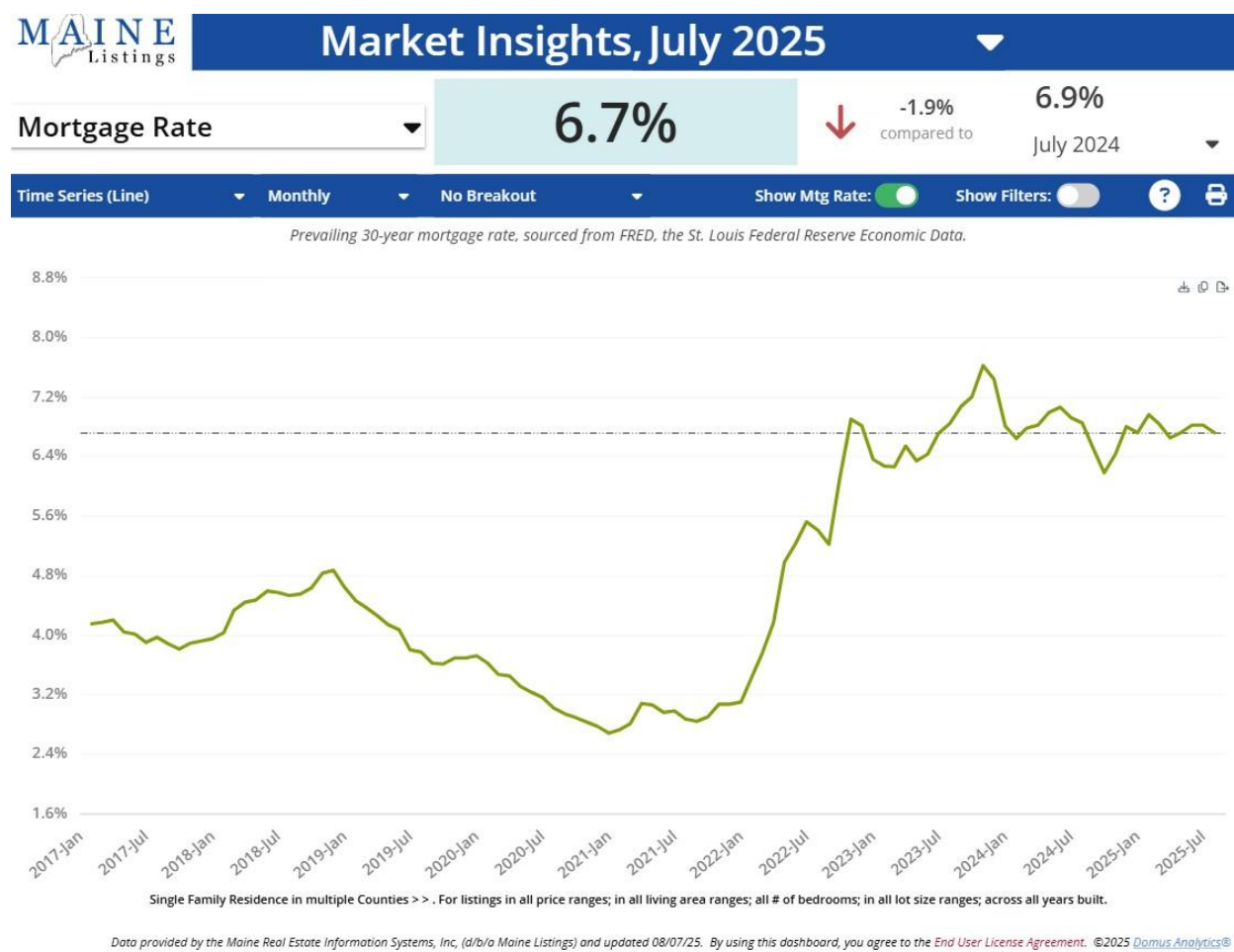
1. Mortgage Interest Rates

Top Ten Real Estate Metrics

Change Year Over Year

Current Number

Mortgage Rate	Down 1.9%	6.7%
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The Mortgage Rate is the composite 30 year Fixed Rate Mortgage percentage lenders charge borrowers sourced from the St. Louis Fed website FRED. Note: the chart displays the X axis from 1.6 to 8.8 percent and does not begin at zero for display purposes.

The Federal Reserve Board held two unscheduled meetings on March 3 and March 15, 2020, when it cut 0.5% and 1.0% respectively from the Federal Funds Rate which banks use to lend to each other overnight, to stimulate the economy which was stunned by covid lockdowns and supply chain interruptions. While not directly controlling mortgage interest rates, the Fed funds rate tends to influence them.

Here in this chart is the rate isolated, and in all subsequent charts the line representing the rate is in the background. The rate displayed is a composite of the many rates bank and mortgage brokers will lend at depending on factors such as income to debt ratio, credit score, and down payment. Borrowers are recommended to shop between one bank, one mortgage broker and one credit union, but not to allow more than three potential lenders to do a credit check because it can lower your credit score.

2. Closed Sales

Top Ten Real Estate Metrics

Change Year Over Year

Current Number

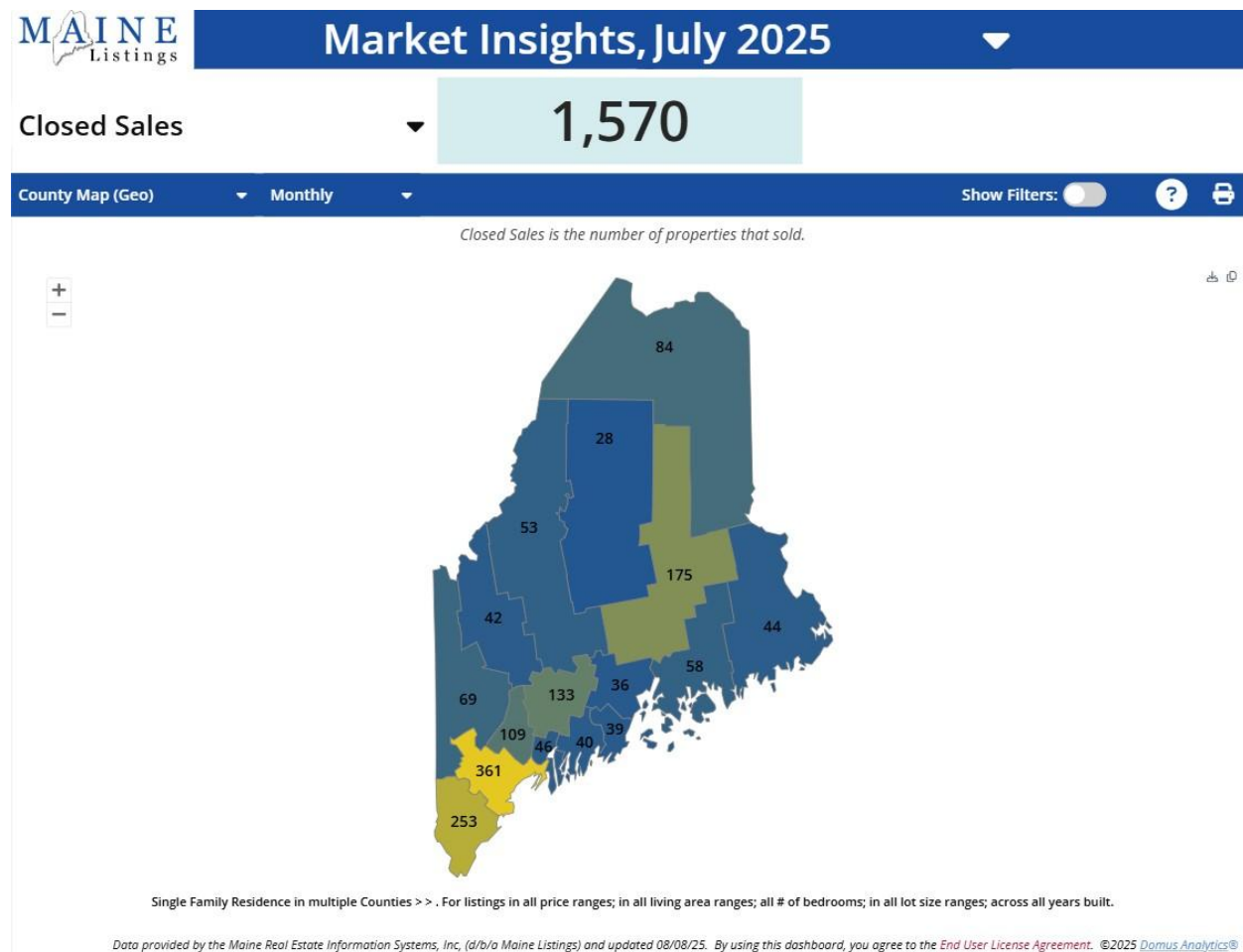
Closed Sales	Up 4.9%	1568 units
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The number of listed single family residential properties in the MLS that closed during the month in the state of Maine. Note that Domus Analytics graphs the X axis between 500 and 2,750 units, and does not begin at zero, for display purposes, which makes closed sales in

2023 look half as much as 2020 when it is not. The dotted line helps one to see where we are now on the x axis. A drop in interest rates preceded the pandemic by falling from 4.5% in Jan. 2019 to 3.6% in Jan. 2020; then they dropped to 2.7% by Jan 2021 in response to the Fed dropping rates to stimulate the economy. Closed sales reached a high of 2,370 by Oct. 2020. By 2023, units sold fell back to their 2017 levels of 1900 and barely peaked at 1500 in both Aug. 2023 and Aug. 2024. Closed units finished last month (July 2025) at just 1568, no more than 4.9% higher than they were Year Over Year in July 2024.

Of interest is where the single family home buyers come from: 1,113 from within the state, 116 from MA, 68 from NH, 40 from FL, 23 from NY, 18 from CT and 11 from VT. Also, of interest is how many sales occurred in which county. The chart below shows that Cumberland County had the most single family home sales - 351 in July 2025.



This means there are over 4 licensed real estate agents in the county per sold home in July at the peak of sales. One reason for this as we will discuss later is the lower inventory available to sell at present. Lower inventory occurred after everyone bought or refinanced to get the low, low rate at the end of 2020 when both rates and prices increased, making

homeowners reluctant to give up their 2.7% mortgages at their 2020 valuations. Up next, look at how prices in sold single family homes changed over the last nine years.

3. Median Sales Price

Top Ten Real Estate Metrics

Change Year Over Year

Current Number

Median Sold Price	Up 5.3%	\$420,000
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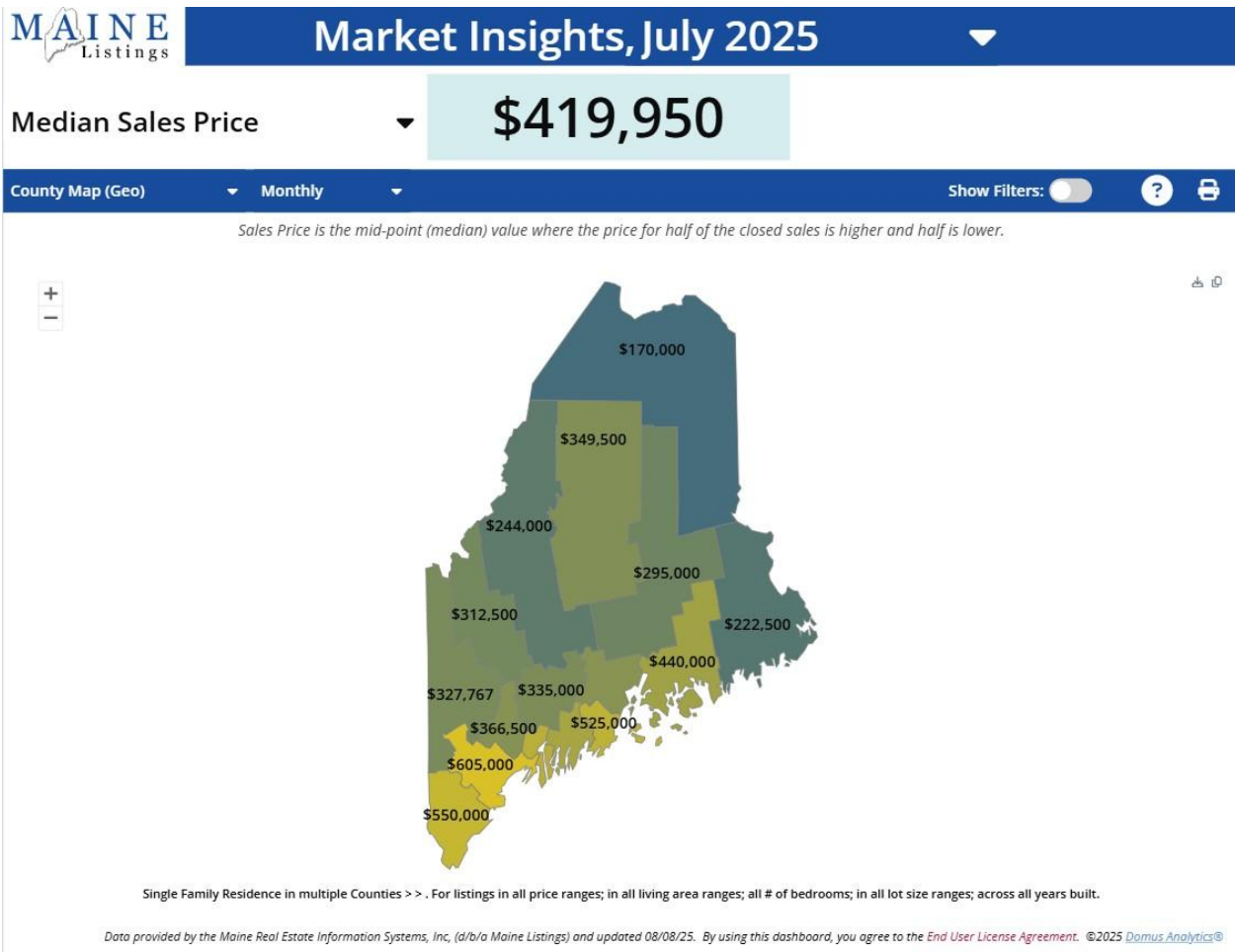


Median Sales Price or sold price is the middle number in the range of prices of all single family homes that sold in Maine for a period of a month. Note that Domus Analytics plots the X axis beginning at \$120,000 and not zero for display purposes. The increase in prices is given a diagonal line depicting its overall slope and a dotted line to help the viewer find the July 2025 median dollar value for single family homes sold at \$420,000 statewide.

This metric is plotted with mortgage interest rates in the background to show their effect on prices. It looks like the slope of the prices before 2020 and after 2013 would not have been as steep, and that price increases accelerated when interest rates were lowered below 3%. The median price is only 5.3% higher Year Over Year in July of 2025 than in July of 2024.

Meanwhile interest rates have hovered in the high sixes in 2024 and 2025 to date, averaging 6.7% in July 2025. As rates rose beginning in January of 2022, sellers who bought or had mortgages refinanced at 2.7% or so stopped listing their properties for sale at the same frequency due to the combination of higher prices and higher interest rates.

It is interesting to note the difference between prices by county as shown below.



The median single family sold home in July 2025 was \$605,000, followed by York County at \$560,000, Knox County at \$525,000, Sagadahoc County at \$512,000, Lincoln County at \$464,000, and Hancock County at \$440,000, all counties with Atlantic ocean coastlines. All the others were under \$400,000 and Aroostook County was under \$200,000 median price for single family homes sold.

4. Price Per Square Foot

Top Ten Real Estate Metrics

Change Year Over Year

Current Number

Price Per Square Foot	Up 5.5%	\$261
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Sold price per square foot is the median or middle price in the range of closed listings divided by the number of square feet of the building for the range of listings in the periods. The chart depicts the X axis at between \$100 and \$280 for display purposes and does not begin at zero. The way Sold Price Per Square Foot is calculated explains why this is two tenths of a percentage point higher Year Over Year than the Median Sales Price.

Between Feb. 2020 and Sept. 2021, the median sold price per square foot rose from \$130 to \$194 statewide while interest rates were below 3% for the most part. In Cumberland County the Sold Price Per Square Foot was \$366 and in York County it was \$345 in July.



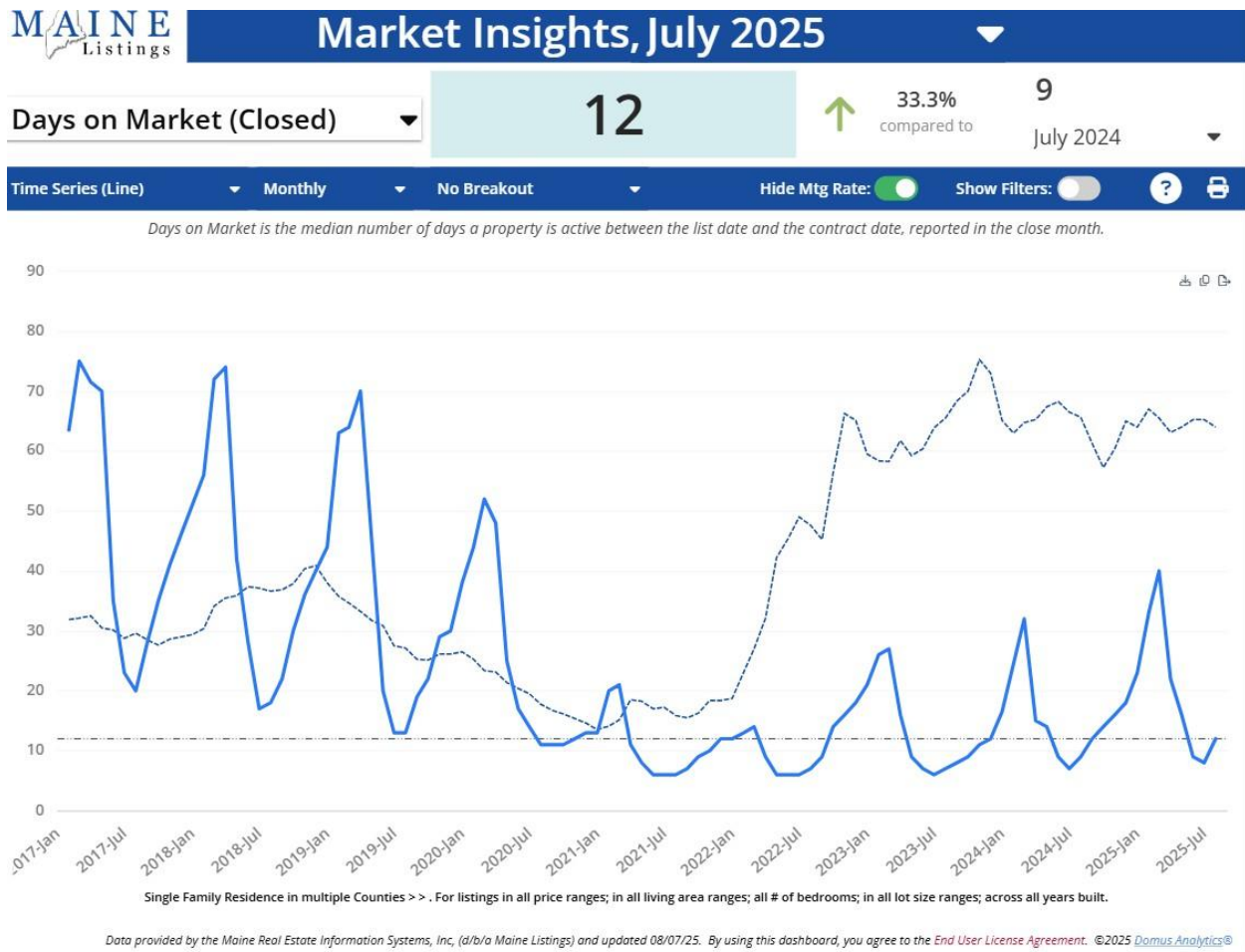
5. Days On Market

Top Ten Real Estate Metrics

Change Year Over Year

Current Number

Price Per Square Foot	Up 5.5%	\$261
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Days On Market here means the number of days from signing a listing contract to going under contract expressed as the median or middle number in the range of values for a given period. The chart title has the word “closed” in parentheses not because it means from the time it was listed until the time it closed but because it includes only homes that actually closed not withdrawn, canceled or expired. The range of the X axis is zero to 90 days.

During the pandemic when white collar workers were allowed to work from home entirely, many decided they would take advantage of this and move to someplace nicer than they were, like to Portland Maine, the foodie capital of vacationland, and other places in the state know for ocean beaches, pristine lakes, challenging skiing, and general outdoor

beauty among other things. This made competition for homes in Maine even higher, driving down the median Days On Market to below 10 in the high season (here the high season is the lower area of the seasonal cycle and the slow season is the high).

A lot of things have changed in our brokerage practice on account of this.

- Agents and brokers had to get everything in a listing done before going public because the offers would come in on day 1 – all the photos, documents, signage and staging had to be complete before going live.
- We had to establish a deadline for offers to try to keep buyers on an even keel with buyers who would offer more than asking price without even viewing it first.
- We introduced the escalation clause (I may have been the first in Maine to successfully use one before there was even a form for it) giving buyers the ability to match an unknowable (due to confidentiality) higher competitive offer but not overpay if there weren't any.
- We suspended broker open houses and broker tours for lack of time, although they have lately come back.
- Another thing to come back recently is price reductions as the slower rate of price appreciation has sellers overshooting their market value and having to reduce prices.

Of interest is that Androscoggin County Median Days On Market was 6, Cumberland County 7, and York and Sagadahoc Counties are 10 Days in July 2025.

6. Median Original List Price

Top Ten Real Estate Metrics	Change Year Over Year	Current Number
Median Original List Price	Down 3.4%	\$425,000



Median Original List Price is the first price a property is listed at expressed as the median or middle number for all single family properties listed statewide in a period. Note the X axis starts \$160,000 on this chart, not zero ,and ranges up to \$530,000.

As mentioned at the top of this report, sellers and their agents are at times struggling to figure out what the current market will pay, since comparable sales are historical and times are changing anecdotally. This chart may be the first one that quantifies this trend is a fact and not just a feeling. Here the seasonality has prices in a more or less bell-shaped curve from December to December for the most part, but take a look at last month, the first time that July was at the bottom of a downturn and not at the top of the season. This July 2025 number is down 3.4% Year Over Year from July 2024 for the first time in the last nine years of Year Over Year increases.

Say you are a seller whose property value has doubled over the last nine years while you have enjoyed rock bottom interest rates over the last four years. Should you be worried about this possibly being the peak time to get the best price and that from now on, while we

are not expecting the bottom to drop out of this trend, maybe it gets stalled for a while? It's too soon to tell, so let's keep going with the story.

7. Sold to Original List Price Ratio

Top Ten Real Estate Metrics	Change Year Over Year	Current Number
Sold to Original List Ratio	Down 0.9%	97%



Closed Sales as a % of Original List Price shows something that has relevance in this period of real estate history. The chart shows the relationship between the original list price for the median of all single family homes during the period and the closed price. The x axis starts at 90% and goes up to 108% and does not begin at zero for display purposes. When the ratio is 100%, it means the median property sold at the original list price; when it is above 100, the median closed over asking; when it is below 100%, it closed under asking.

Three times in the last nine years the seasonal cycle peaked above 100: June 2021 at 102.7, May 2022 at 103.6, June 20 at 101.2.

Today we have an average of 97% statewide, down nearly 1% Year Over Year from July 2024. Even since work from home became a thing in mid 2020, interest in living and working where it is “The Way Life Should Be” exploded along with prices while inventory tanked as discussed earlier adding to the competition. Nothing tells that story quite like this chart. In 2024 and 2025 this ratio began to fall and that is statistical evidence that prices are no longer rising at the same rate. There is still more evidence to show you.

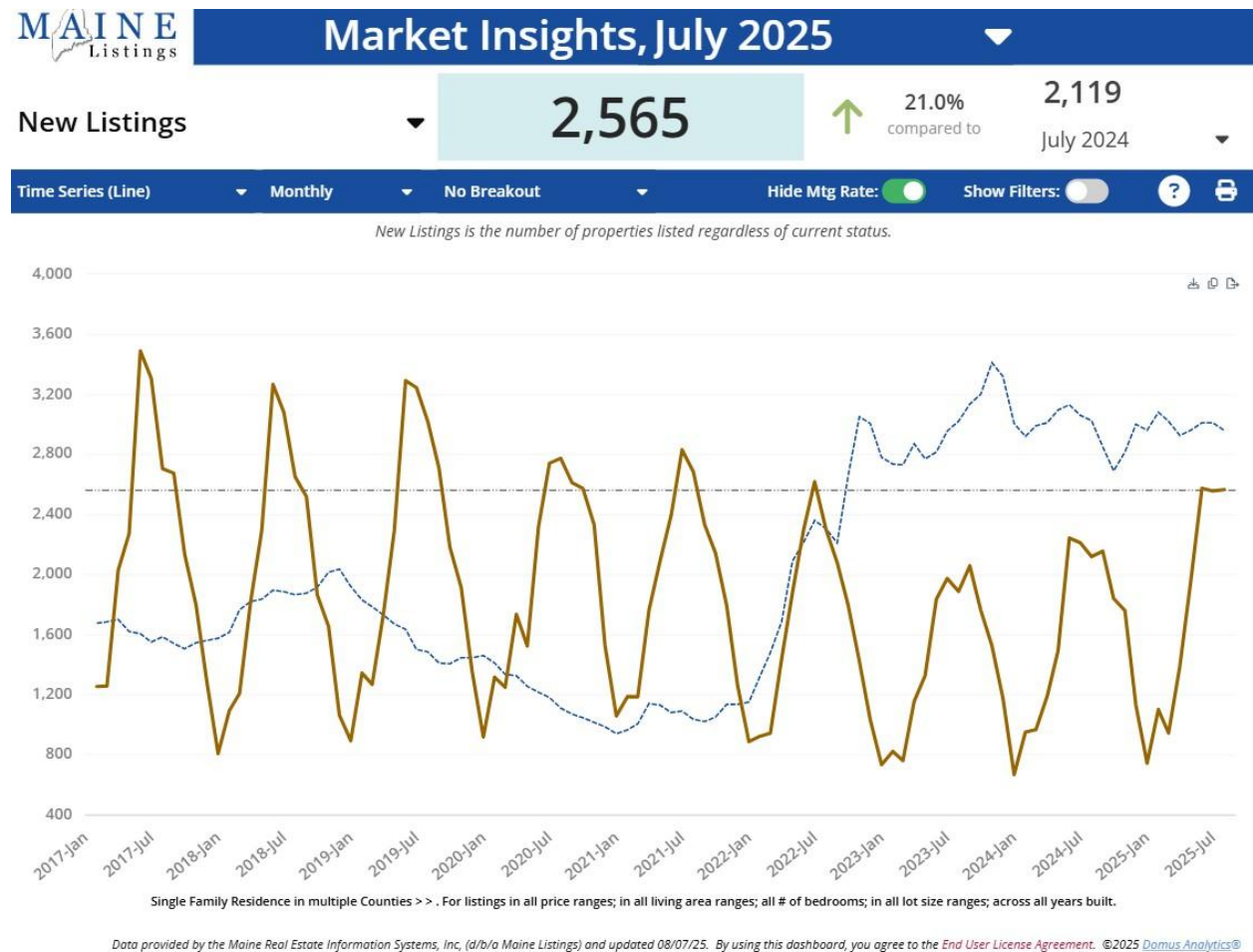
8. New Listings

Top Ten Real Estate Metrics

Change Year Over Year

Current Number

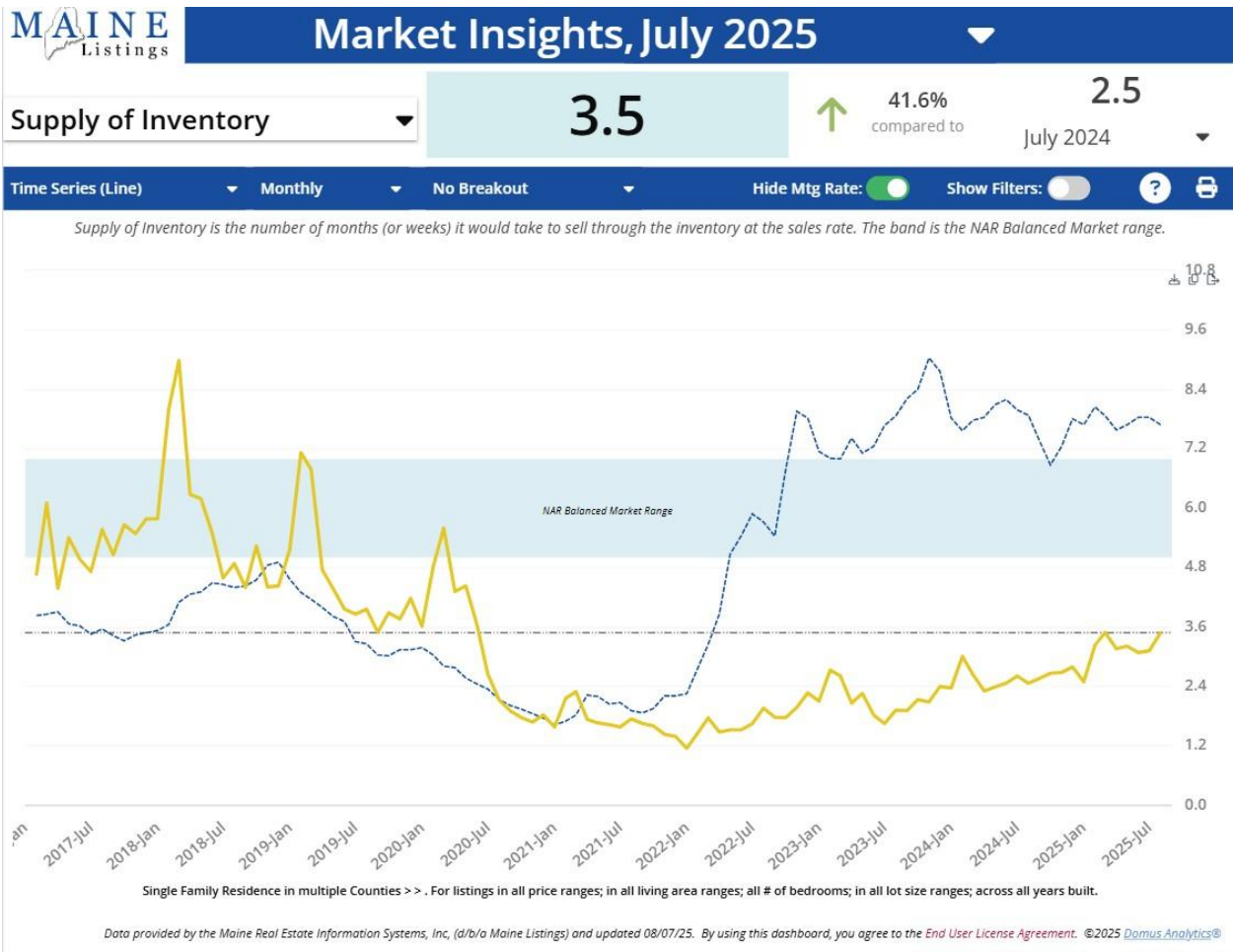
New Listings	Up 21%	2565 units
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The total number of single family properties listed on the Maine MLS statewide during the given period. Note the X axis ranges from 400 to 4,000 and does not begin at zero. This indicator was steady from 2017 through 2019, then declined between 2020 and 2022, and declined even further in 2023 through 2024. This correlates with the rise in mortgage interest rates and higher prices. But then, although new listings reached the same seasonal low in December 2024 as the lows in 2022-2023, new listings reached a new high not seen since 2022 at 2,575 listings in May of 2025 and then repeated that number through June and July. This represents a 21% increase compared to July 2024, definitely the most positive indicator in our review so far as it signifies inventory is growing as we shall see next.

9. Supply of Inventory

Top Ten Real Estate Metrics	Change Year Over Year	Current Number
Supply of Inventory	Up 41.6%	3.5 months



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The number of months it would take for the current number of listings to sell at the current rate of sales. Here the x axis starts at zero and increases in increments of 12 tenths up to 10.8 signifying months. In the center for the first time in this report we see displayed in the chart the range that the National Association of Realtors Economic Department headed by Dr. Lawrence Yun considers to be a balanced market favoring neither sellers nor buyers. Above this band it is a buyers' market and below it is a sellers' market. The balanced market band ranges from 5 to 7 months of inventory with 6 being the midpoint.

Example: there are 100 current listings, and the rate of sales is 50 listings sold per month; then there are two months of inventory, which is a seller's market characterized by rising prices due to supply exceeding demand. In a buyer's market, prices could decline because supply exceeds demand, which we saw after the Great Recession in the years after 2008.

This chart shows the trajectory of the supply of inventory over the last nine years. It shows the supply was already diminishing before the pandemic set in and was so low between 2020 and 2022 that the seasonality variation was flattened. The low supply has persisted due to high interest rates and prices even unto the present where we just reached 3.6 months of inventory for the second time since mid-2020.

It is interesting to note in the next chart showing supply of inventory by price group that the properties with a high supply of inventory are those over \$1.5 million and which are squarely in a buyer's market on average. The rest of the price groups are currently in seller's markets.

Supply of Inventory

3.4

Price Distribution (Column)

Monthly

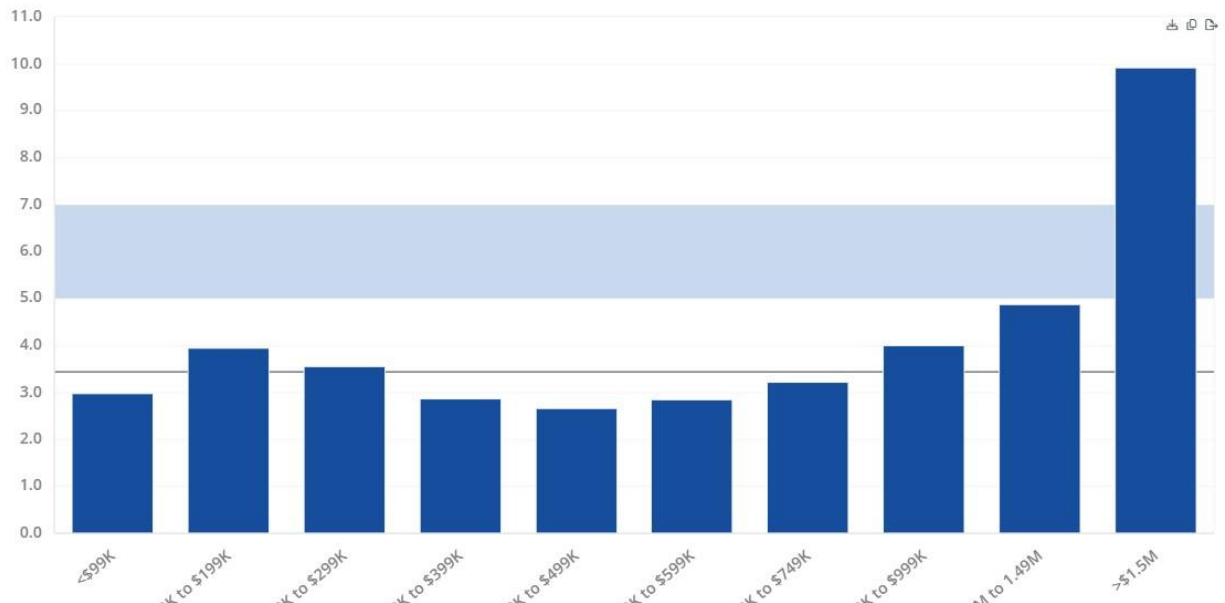
No Breakout

Show Filters:

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Supply of Inventory is the number of months (or weeks) it would take to sell through the inventory at the sales rate. The band is the NAR Balanced Market range.



Single Family Residence in multiple Counties >>. For listings in all price ranges; in all living area ranges; all # of bedrooms; in all lot size ranges; across all years built.

Data provided by the Maine Real Estate Information Systems, Inc. (d/b/a Maine Listings) and updated 08/08/25. By using this dashboard, you agree to the End User License Agreement. ©2025 Domus Analytics®

10. Pending Inventory

Top Ten Real Estate Metrics

Change Year Over Year

Current Number

Pending Inventory	Down 28%	1412
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The number of single family properties under contract at the end of the month. The x axis runs from 800 up to 4400 and does not begin at zero. This metric is a leading indicator like mortgage applications as reported by the Mortgage Bankers Association¹ or housing starts as reported by the US Census Bureau² among others.

¹ <https://www.mba.org/news-and-research/newsroom/news/2025/07/30/mortgage-applications-decrease-in-latest-mba-weekly-survey>

² <https://www.census.gov/construction/nrc/current/index.html>

Typically, the bottom of the seasonal pending inventory cycle is December, but in 2022 it was January – February and in 2025 it was December – February, the only year it spent three whole months on the bottom for the season. The tops have been typically July – August, but for the first time, it appears to be May – June, which was quite down, and this was followed by a steep drop in July, down 28% Year Over Year from July 2024 at 1,412. This suggests closed sales of single family homes in Maine may be down in August, typically the top of the seasonal cycle. The Mortgage Bankers Association reported mixed performance for mortgage applications for July 2025.



Stay tuned, it is too soon to tell how this will play out for real estate in Maine.

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