

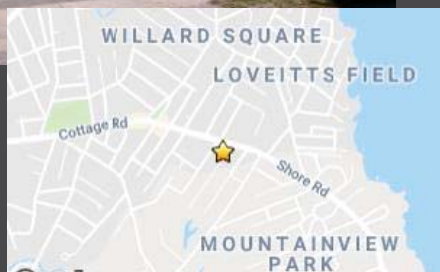
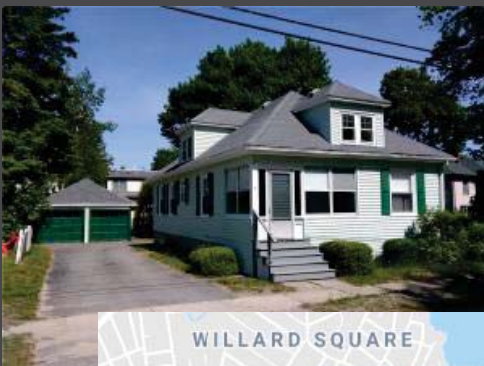
# RESIDENTIAL FORECAST

MEREDA'S 2019: ANNUAL FORECAST CONFERENCE

DAVA DAVIN  
Portside Real Estate Group



## 7 Stone Drive, **SOUTH PORTLAND**



List Price: **\$239,900** • Sold Price: **\$325,000**

**\$85,000 OVER ASKING**

1,300 square feet • 3 bed/1 bath • Bungalow

**18** Offers • **150** at Open House • Sold **35%** over asking  
Escalation clause • U/C in June



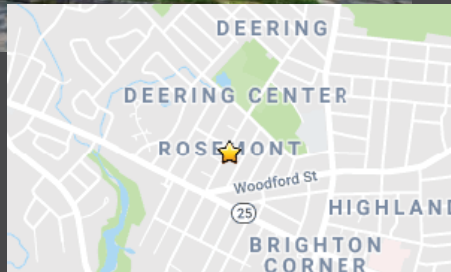
## 57 Columbia Road, **PORTLAND**



List Price: **\$320,000** • Sold Price: **\$371,000**

**\$51,000 OVER ASKING!**

1,980 Square Feet • 3 Bed/ 1 Bath • New Englander



**8 Offers** • **Personal Letters** • Knob and Tube Drop Ceilings • Good bones • Escalation clauses used U/C in August • Sold 16% over asking



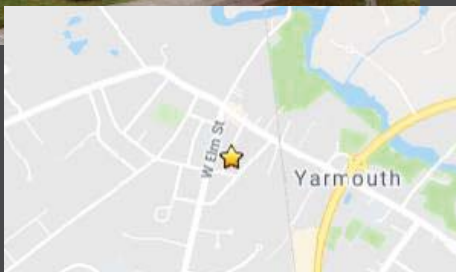
## 48 Center Street, **YARMOUTH**



List Price: **\$775,000** • Sold Price: **\$875,000**

**\$100,000 over ask**

4,200 Square Feet • 5 Bed / 4 Bath • Antique Colonial



Sold pre-MLS • U/C in April • Sold 13% over asking



# Statewide Prices in 2018

**In 2017:**

Median Price  
\$200,000

**5.3% rise over 2016**

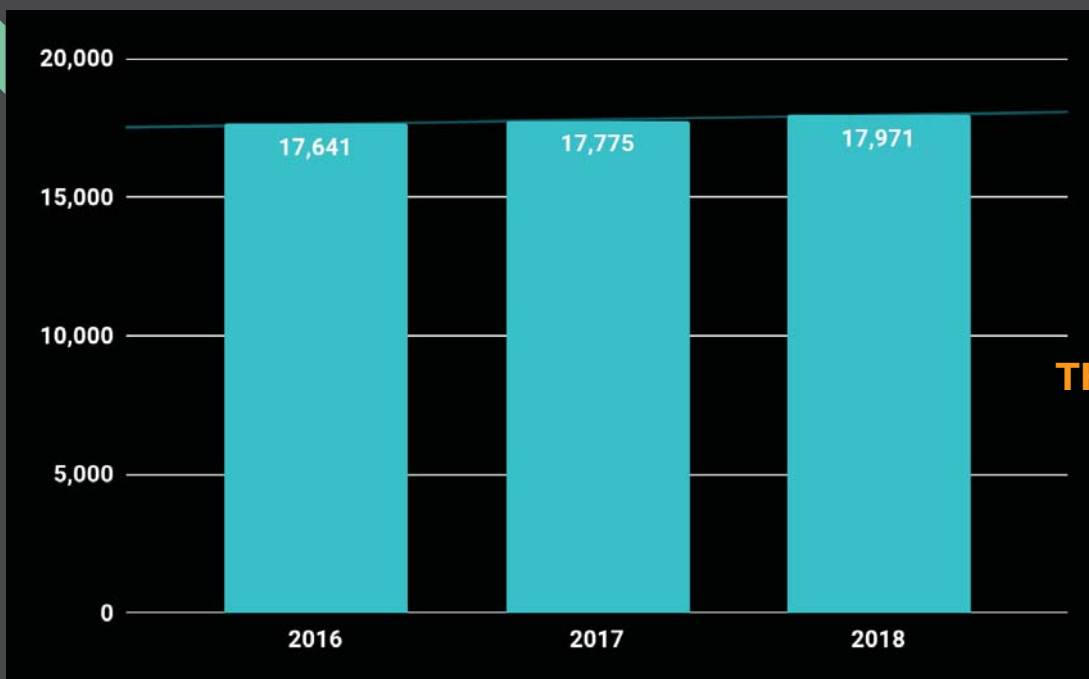
**In 2018:**

Median Price  
**\$215,000**

**7.5% rise over 2017**



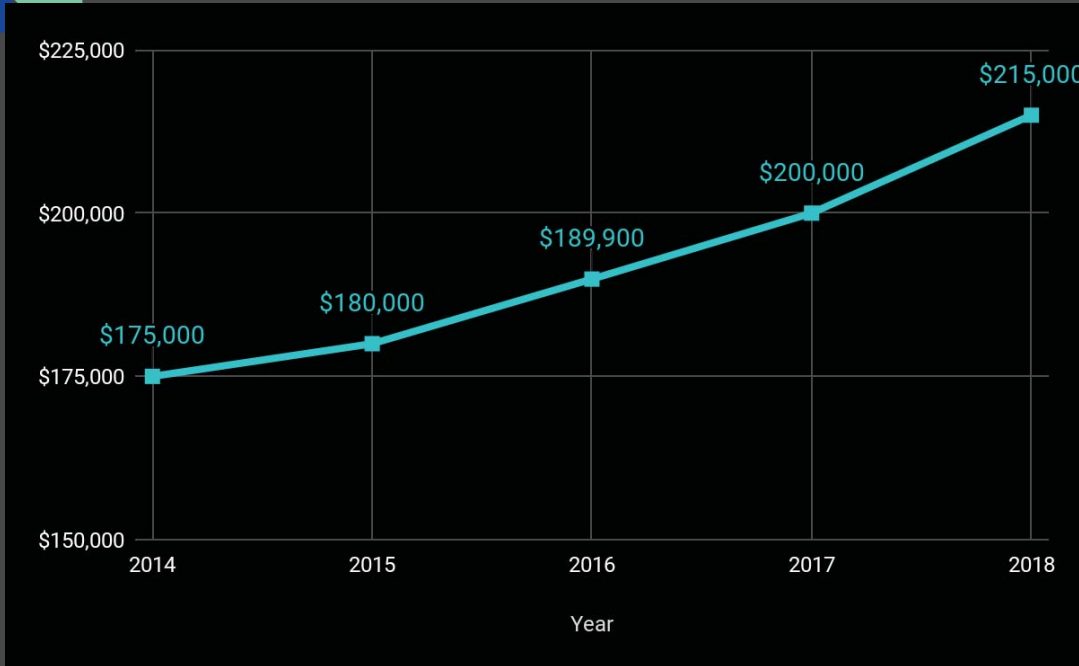
# Statewide Transactions in 2018



**Transactions  
FLAT  
Last  
THREE YEARS!**



## 2014-2018 Median PRICE Statewide

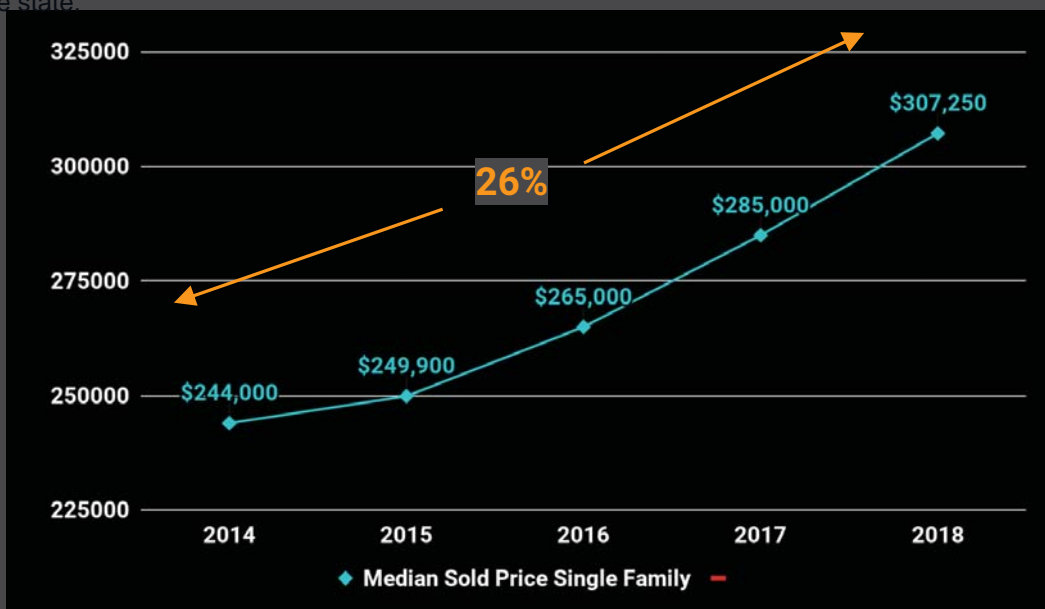


**\$215,000**  
**22.8%** ↑



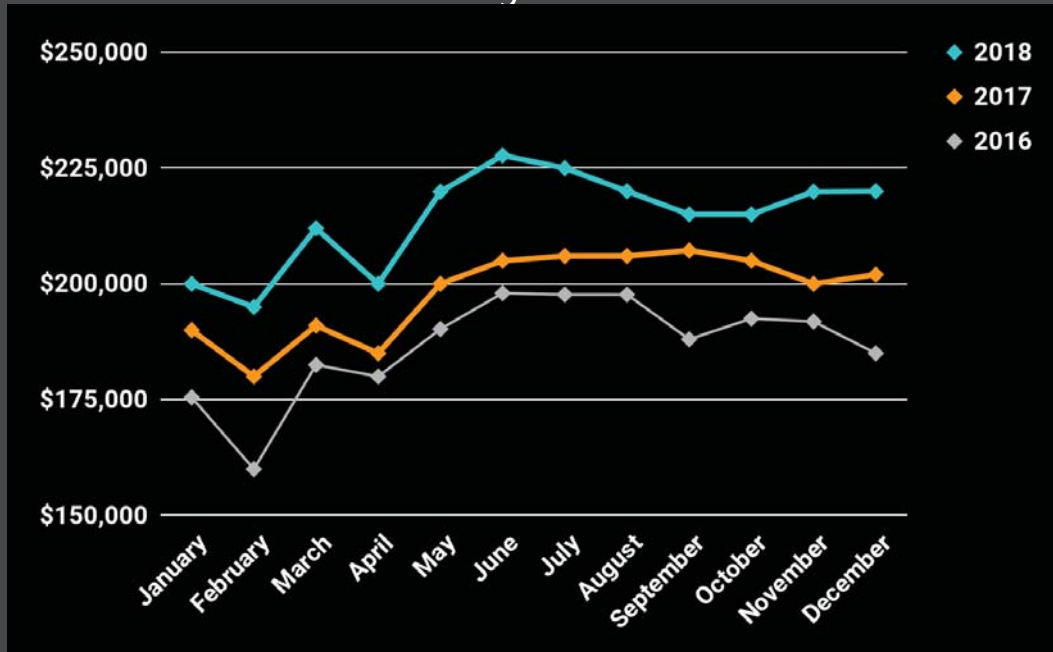
## 2014 - 2018 Median Price Cumberland County

the state.



## MEDIAN PRICE 2016, 2017, 2018

### Statewide Monthly Trends



## Most POPULAR Maine Home?

# RANCH

**3**

Bedroom

Under  
**1/4**

Acre Lot

**1,500 -  
1,999**

Square Feet

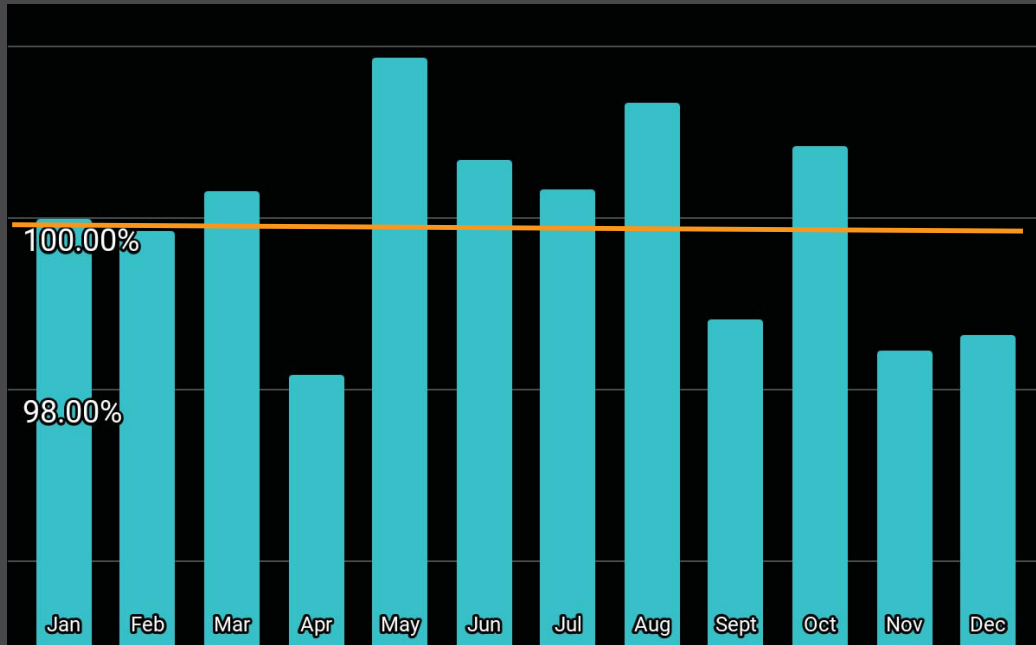
**1900-1949**

OR

**2000-2018**

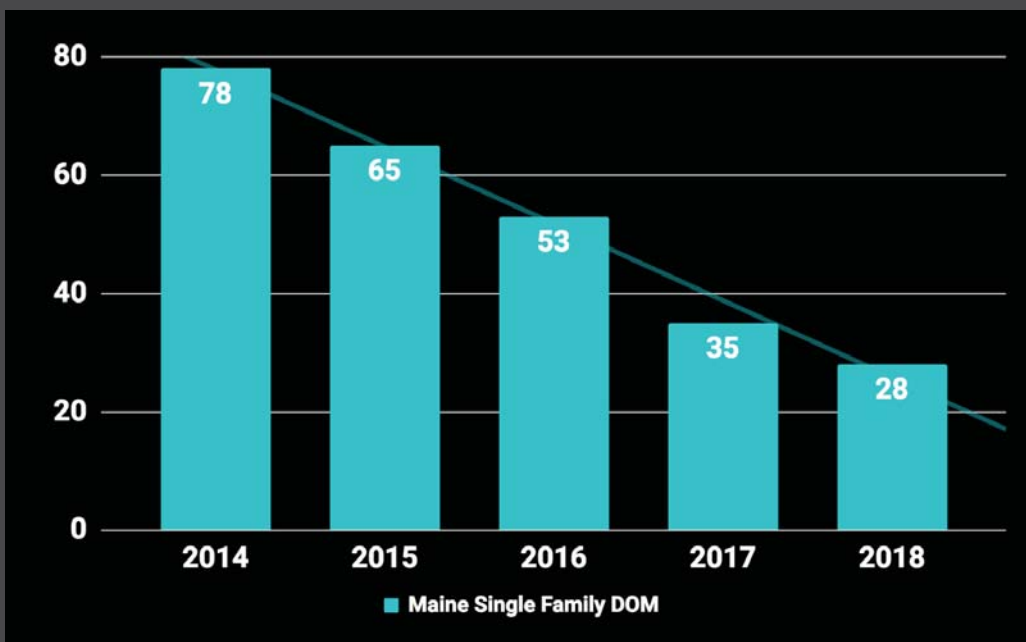


## Sales ABOVE List Price Cumberland County



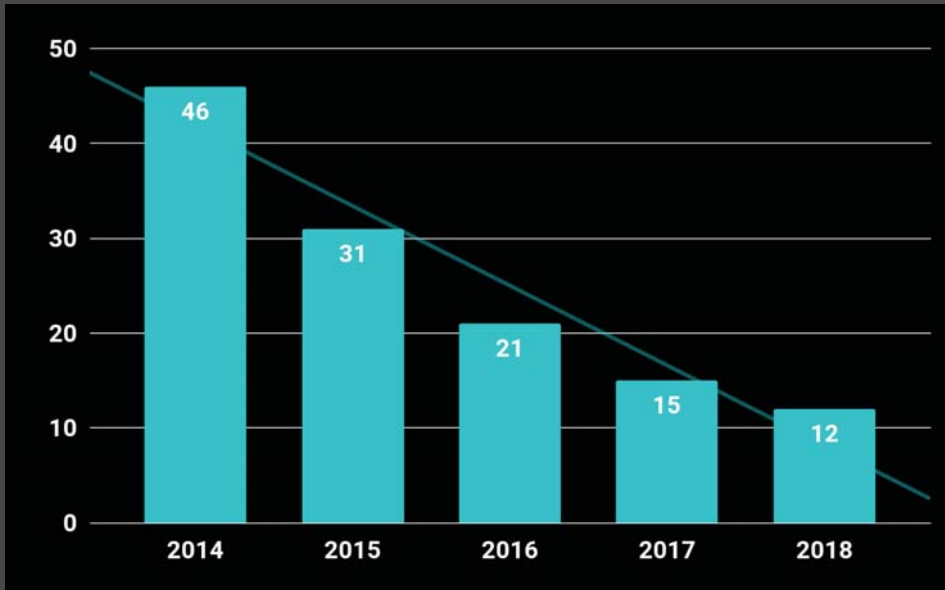
portside  
REAL ESTATE GROUP

## DAYS ON MARKET - Statewide



portside  
REAL ESTATE GROUP

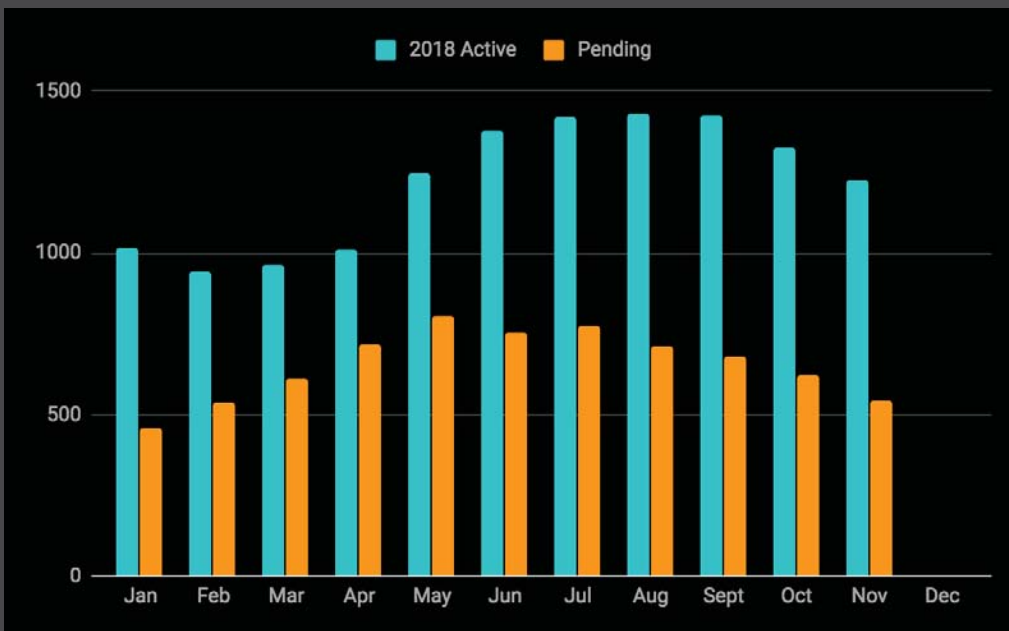
## DAYS ON MARKET - Cumberland County



**ONLY  
12  
DAYS!!!**



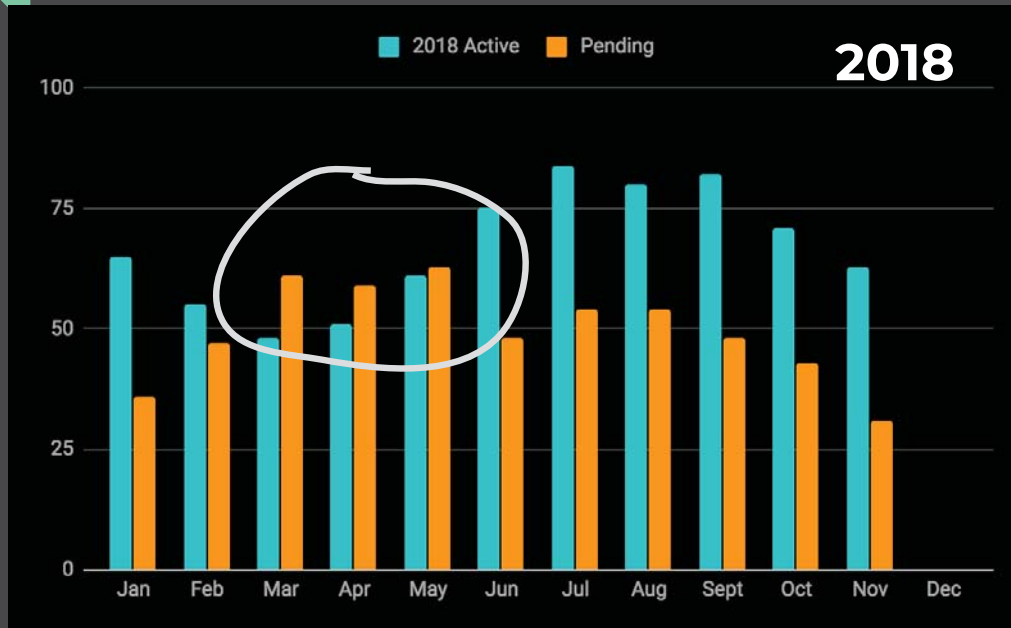
## ACTIVE VS PENDING



**Healthy  
55%  
Active to  
Pending  
Ratio**



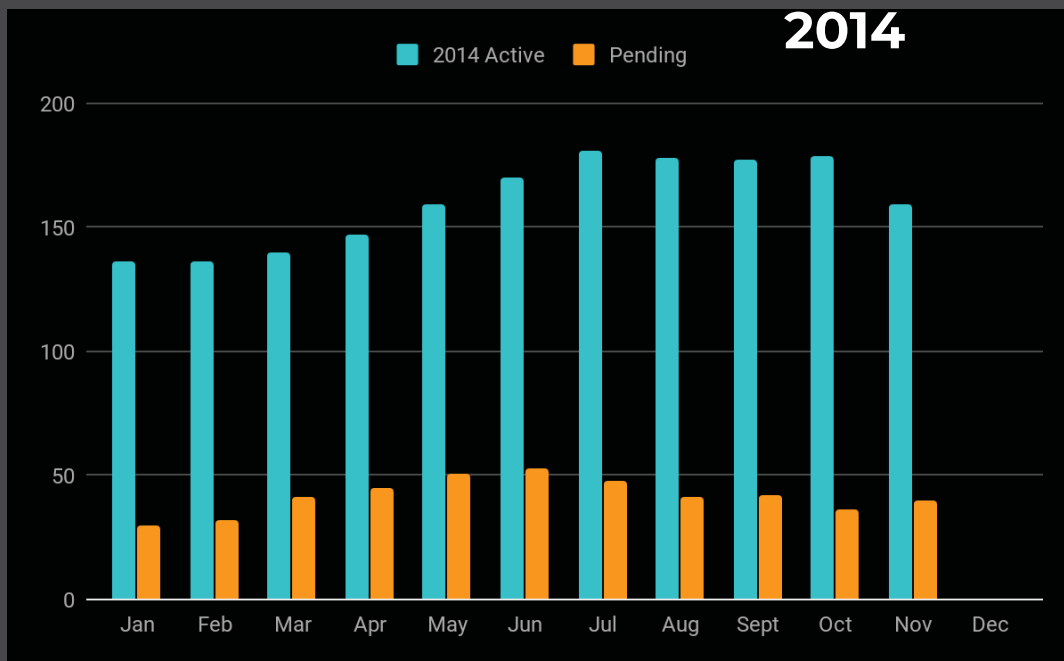
## ACTIVE VS PENDING: Median Price 3 Bedroom



*More  
Pending  
than  
Active!!!*



## ACTIVE VS PENDING: Median Price 3 Bedroom



*FIVE  
Years  
Ago!*





## Market Snapshot per Segment

<\$400,000

100%+  
11 DOM  
6.41% ↑

\$400K - \$1 Mil

99%  
15 DOM  
.23% ↔

>\$1 Million

95%  
32 DOM  
10.1% ↑

portside  
REAL ESTATE GROUP

## Luxury Market MILLION PLUS

In Millions



*Volume  
up 25%*

*Transactions  
up 18%*

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REAL ESTATE GROUP

## Single Family **Town Stats**

Portland Condos 12% ↑  
Portland SF 10%

### Westbrook

101%  
\$255,000  
7 Days

### South Portland

101%  
\$290,000  
7 Days

### Portland

99%  
\$316,000  
7 Days

**Median days on market = 7 DAYS!**



## Single Family **Town Stats**

**Cape and Falmouth prices up 12%!**

### Yarmouth

99%  
\$479,000  
12 Days

### Cape Elizabeth

98%  
\$555,000  
12 Days

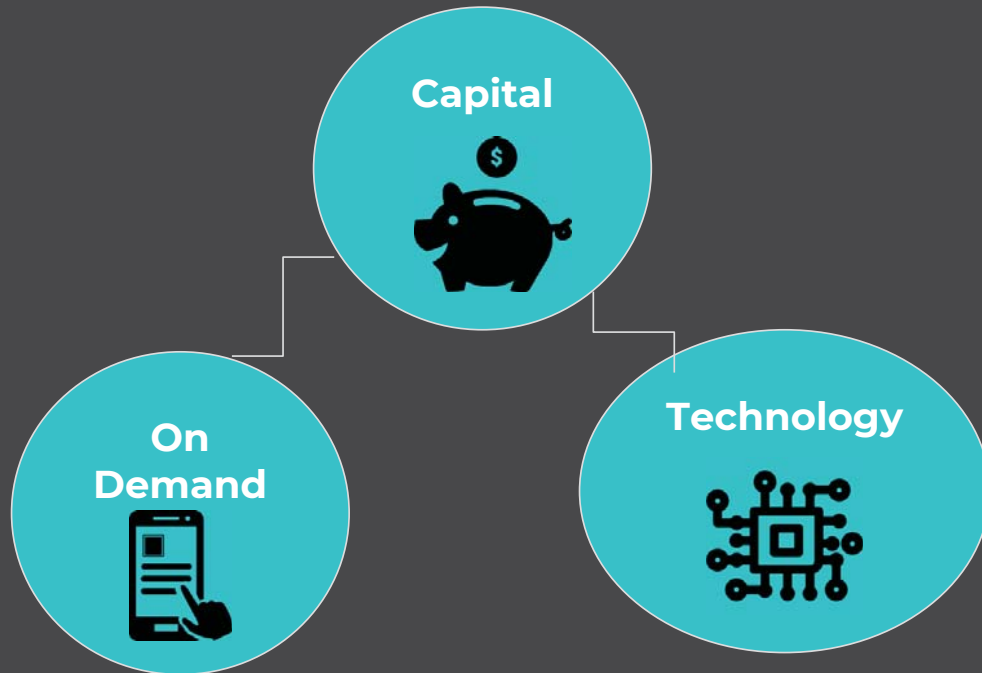
### Falmouth

102%  
\$538,000  
20 Days

**Median Price \$500,000s!**



# What's next for residential REAL ESTATE?

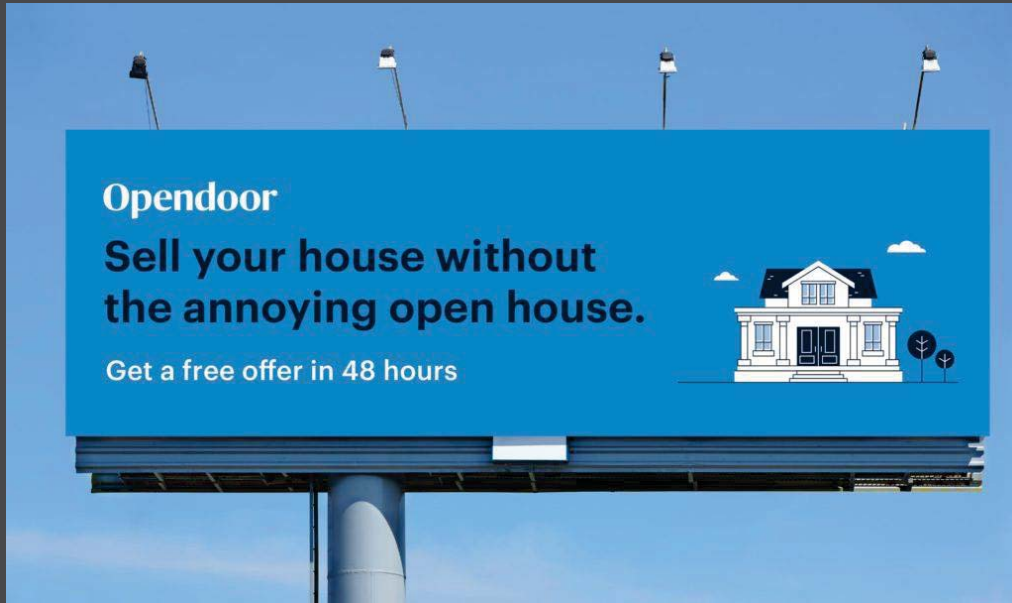


# Proptech

short for Property Technology



# iBuyer



# iBuyer Companies

Opendoor

Offerpad

COLDWELL  
BANKER

REDFIN

knock.

Zillow

kw  
KELLERWILLIAMS





## 2019 FORECAST

**PRICES** rising in Spring then leveling off

**MILLENNIALS** on the hunt for homes

Open-minded market, more **BALANCED** and reasonable

**INTEREST RATES** will climb

**INVENTORY** will open up

Become a **NEGOTIABLE MARKET** again



# Thank you



DAVA DAVIN  
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207.217.2051



**Dava Davin, Broker + Principal**, Portside Real Estate Group  
[dava@portsidereg.com](mailto:dava@portsidereg.com) | 207.217.2051

Dava founded **Portside Real Estate Group** in 2012. Portside, one of the fastest growing real estate companies in the state, has four locations and annual sales of \$300,000,000. Portside is a company dedicated to giving back to our Maine community through hosted fundraiser events that directly benefit four local nonprofits, donating over \$40,000 each year.

Dava also leads a sales team which sold over 100 properties in 2018, ranking them in the top five of all residential agents and teams in the state of Maine.

Dava currently serves on the board of the Habitat for Humanity of Greater Portland. She is an active member of the Greater Portland Board of Realtors, MEREDA and is a past board member of the Maine Association of Realtors and Falmouth/Cumberland Chamber of Commerce.

**Recent Awards:**

Dava was recognized by MaineBiz as a 2018 'Women to Watch'  
Winner: Portland Phoenix 2018 Best of Portland: Best Real Estate Company  
Winner: The Forecaster Best of Best: Best Real Estate Company

Dava, her husband Jim and two teenage sons live in Cumberland Foreside.  
Dava is a four time Ironman finisher and avid marathon runner.



# 102%

List to Sale Price Ratio for Single  
Family in Cumberland County

