

RESIDENTIAL FORECAST FOR SOUTHERN MAINE

MEREDA'S 2016 ANNUAL FORECAST CONFERENCE



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A LOOK BACK

2015 IN REVIEW

MARKET TRENDS

PREDICTIONS FOR 2016 & BEYOND

Welcome & Overview

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MEDIAN SALE PRICE

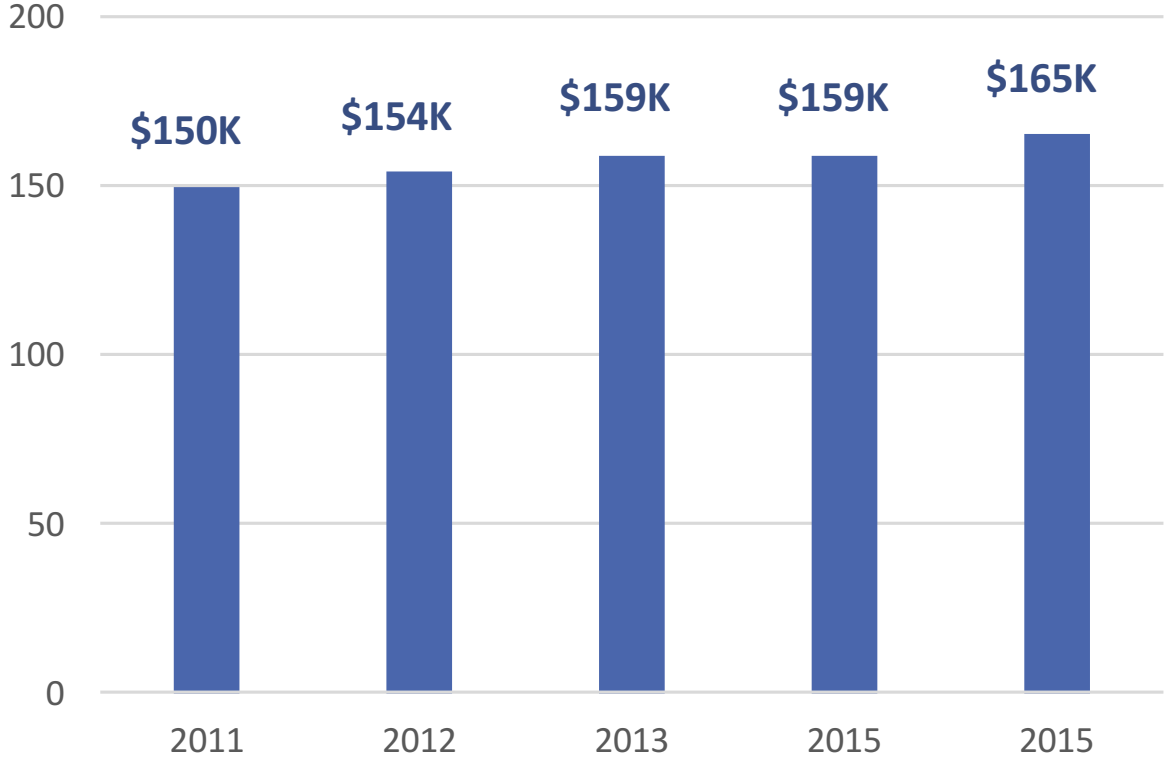
NUMBER OF SALES

MEDIAN DAYS ON MARKET

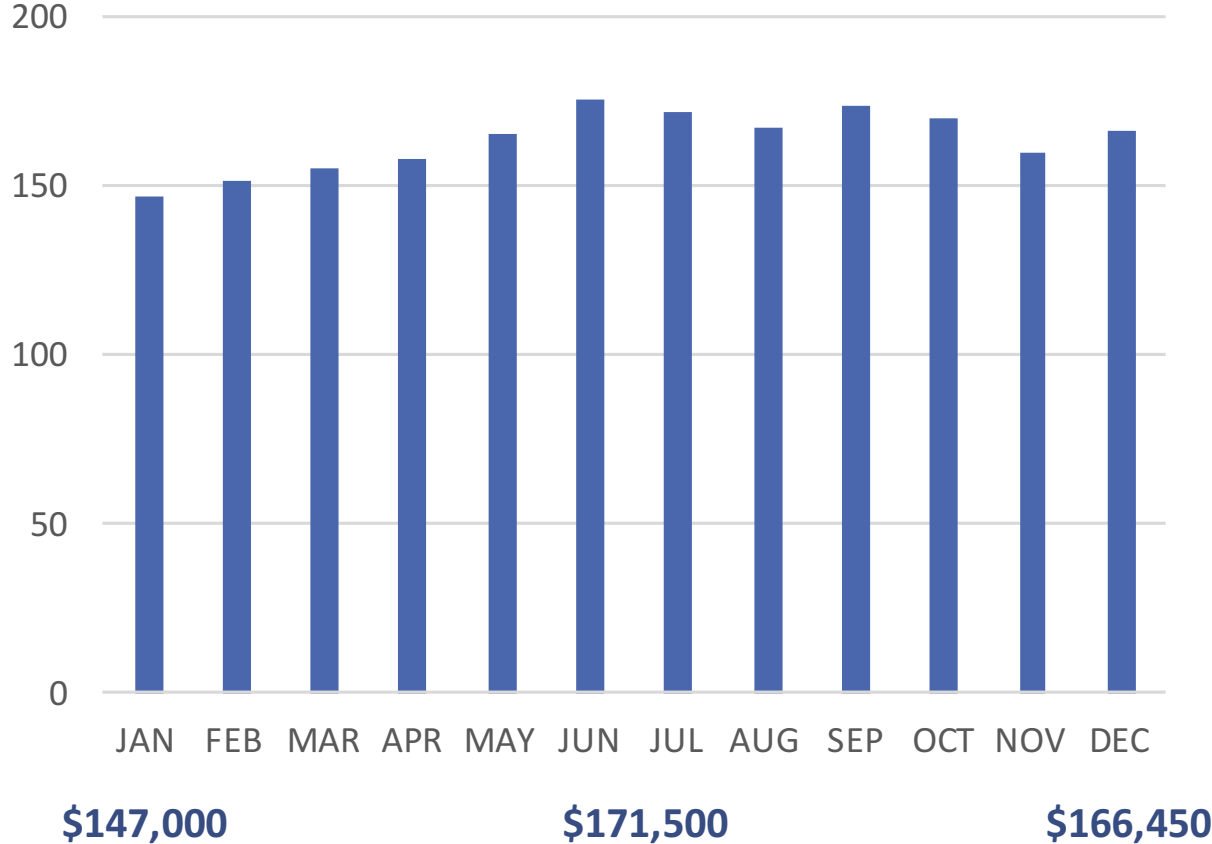
OTHER FACTORS

2015 in Review

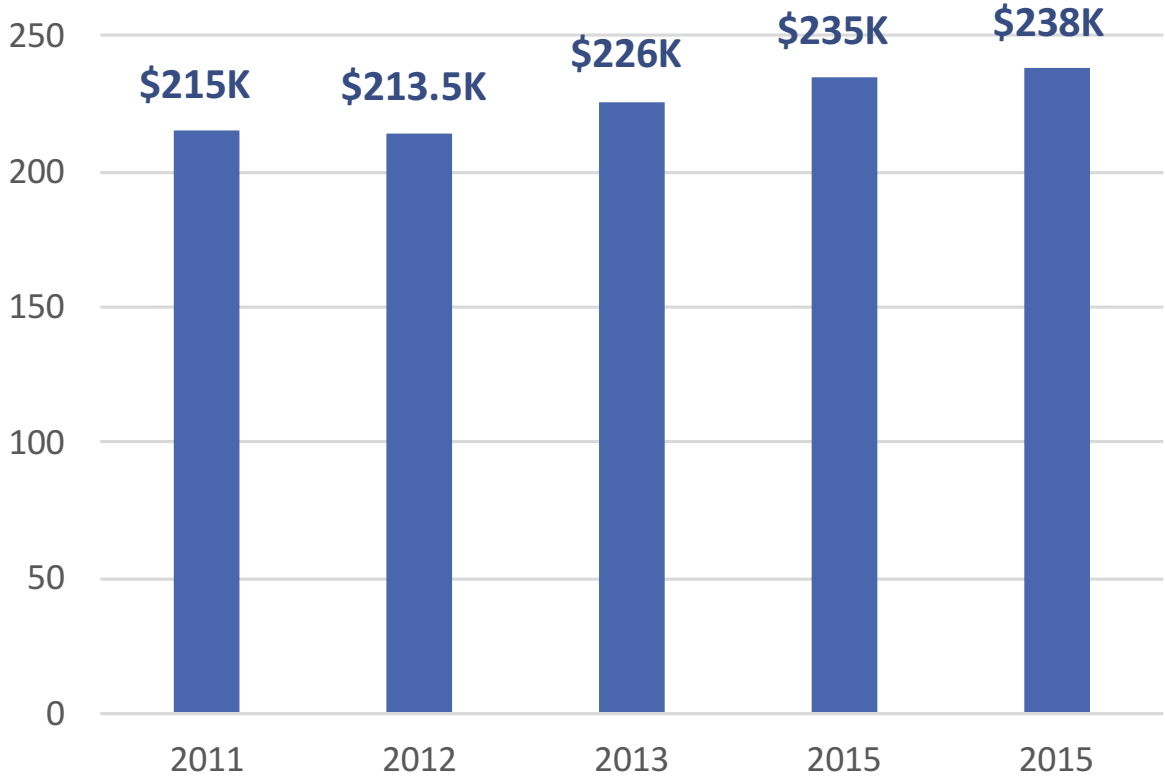
2011-2015



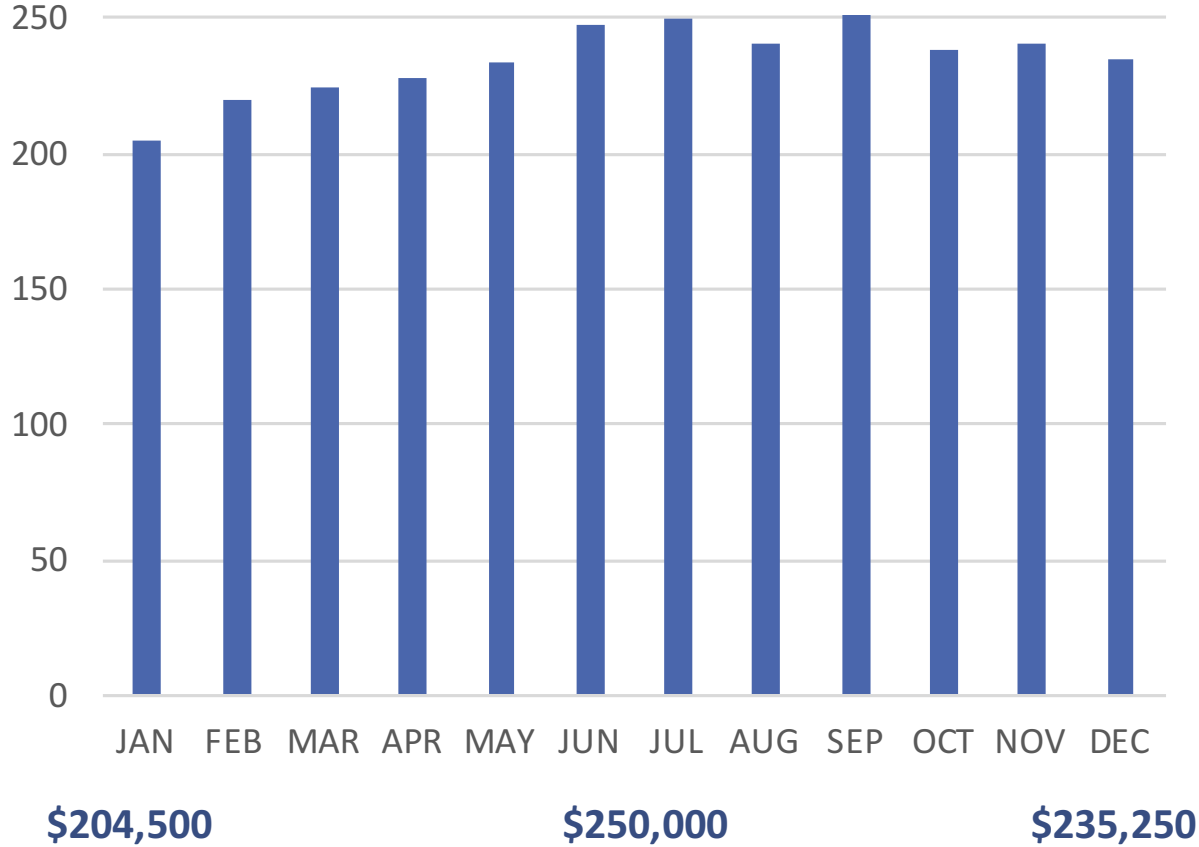
2015



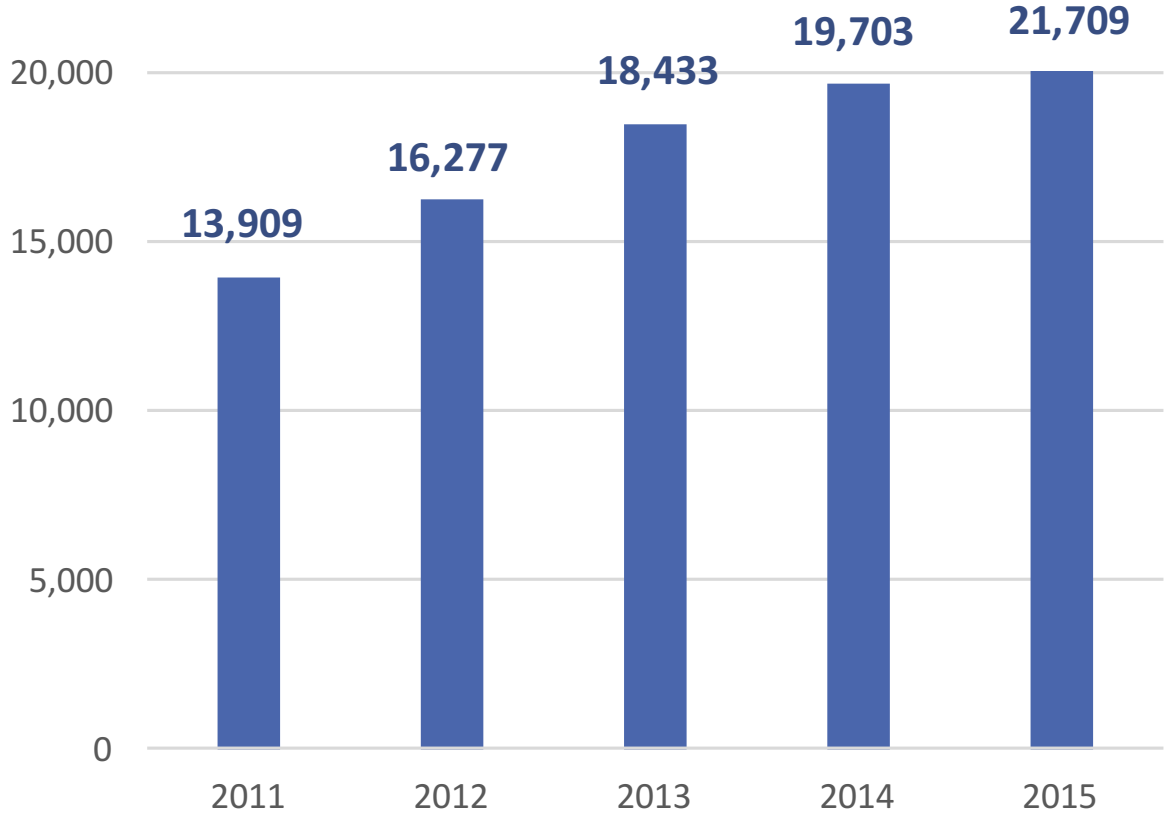
2011-2015



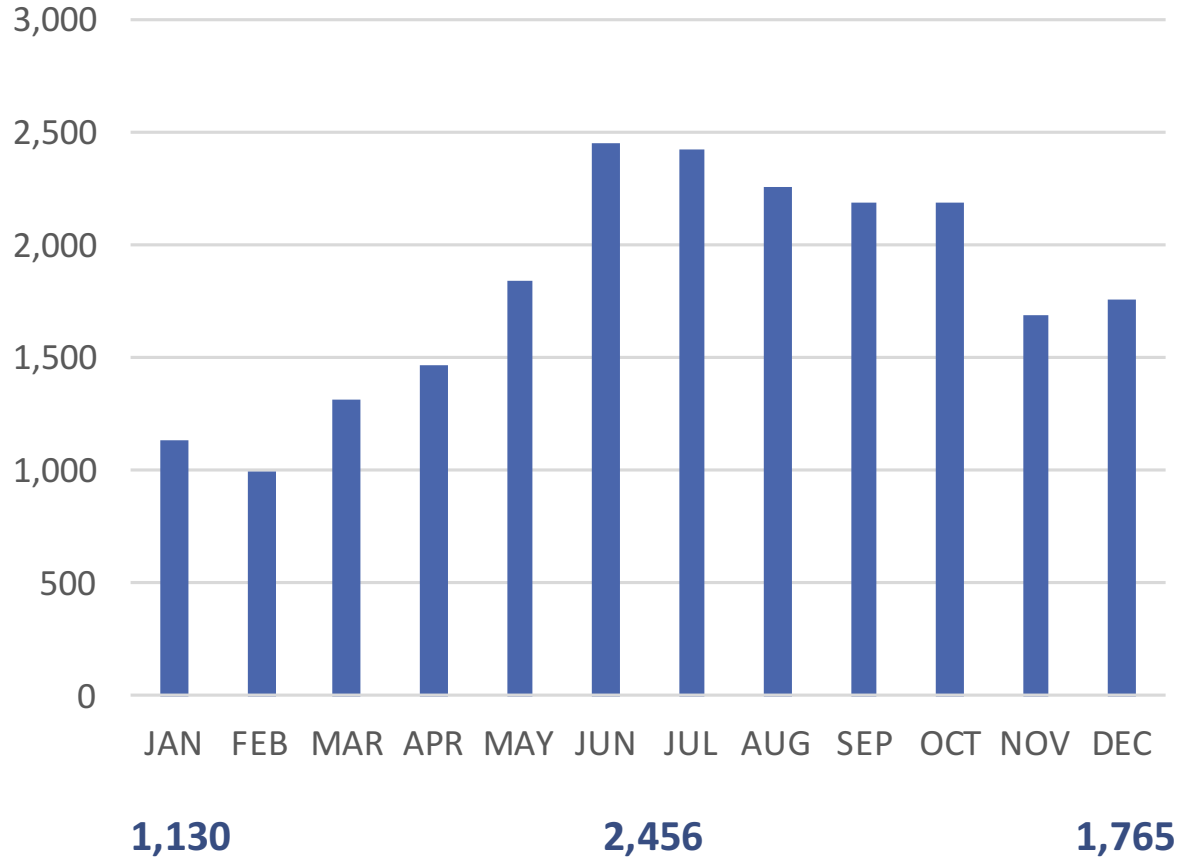
2015



2011-2015



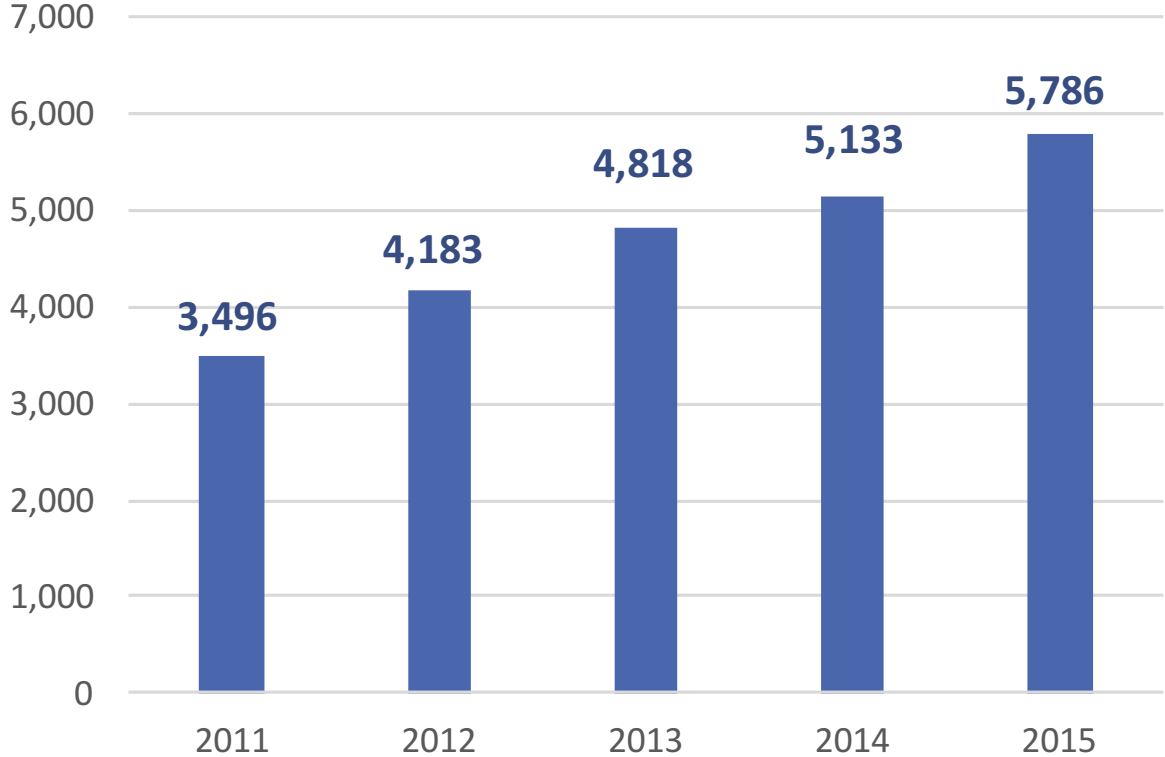
2015



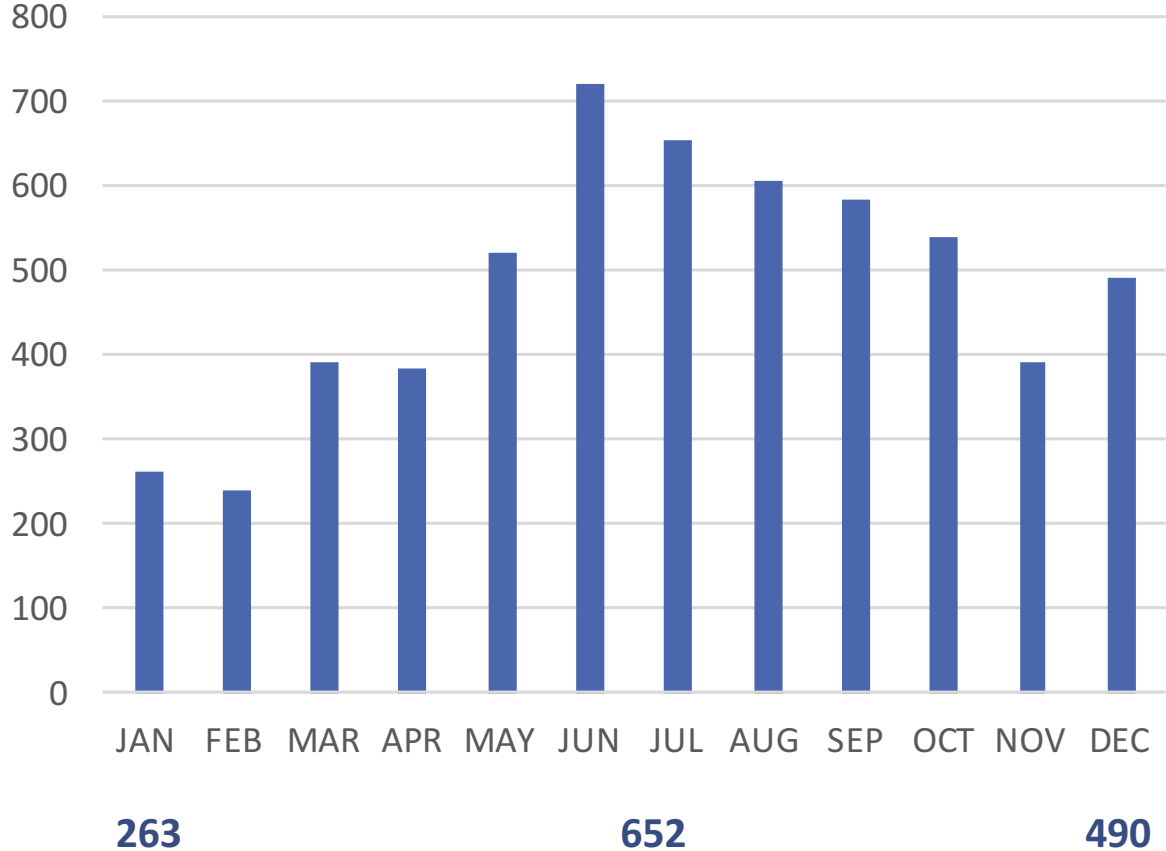
Number of Sales | Maine



2011-2015

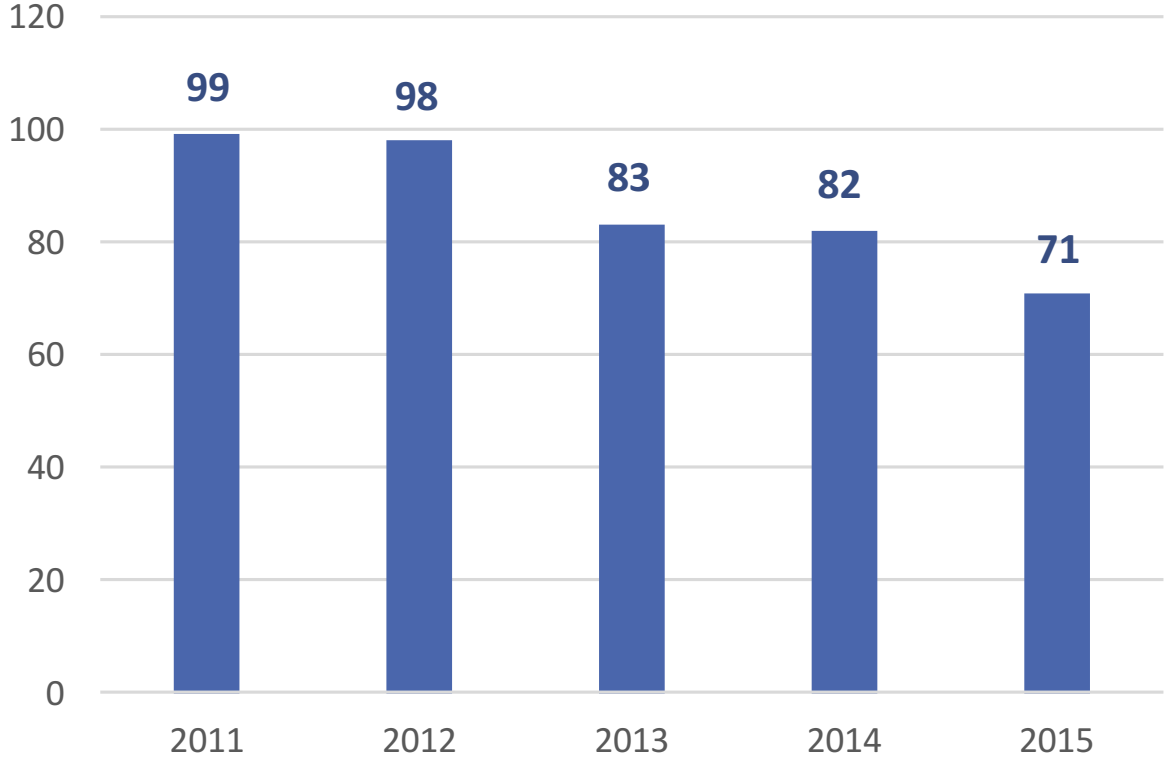


2015

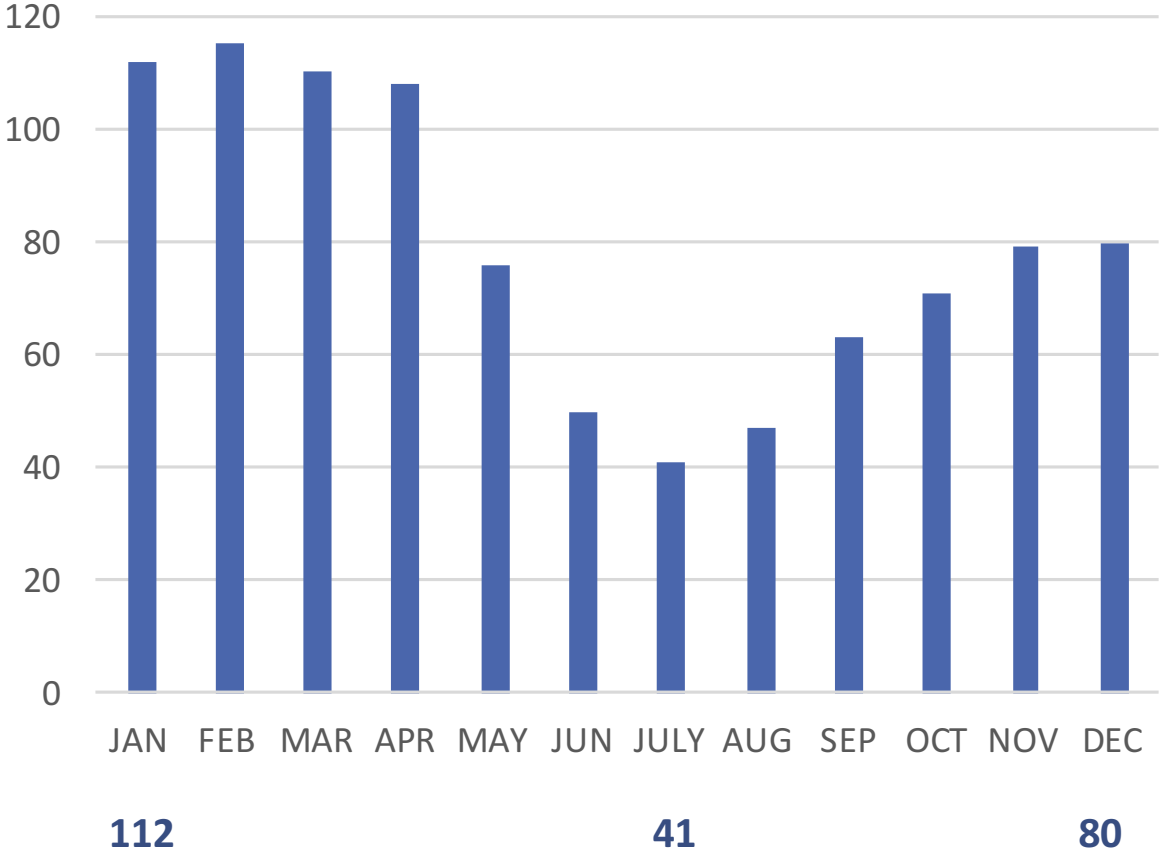


Number of Sales | Cumberland County

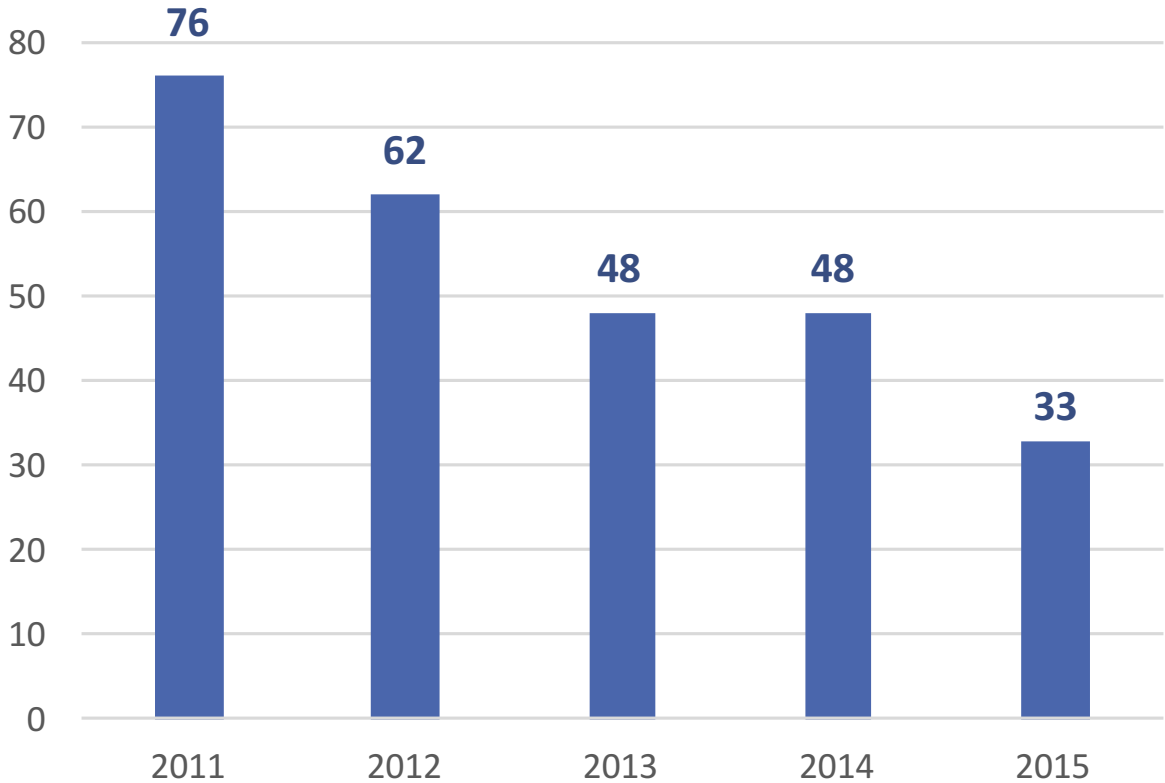
2011-2015



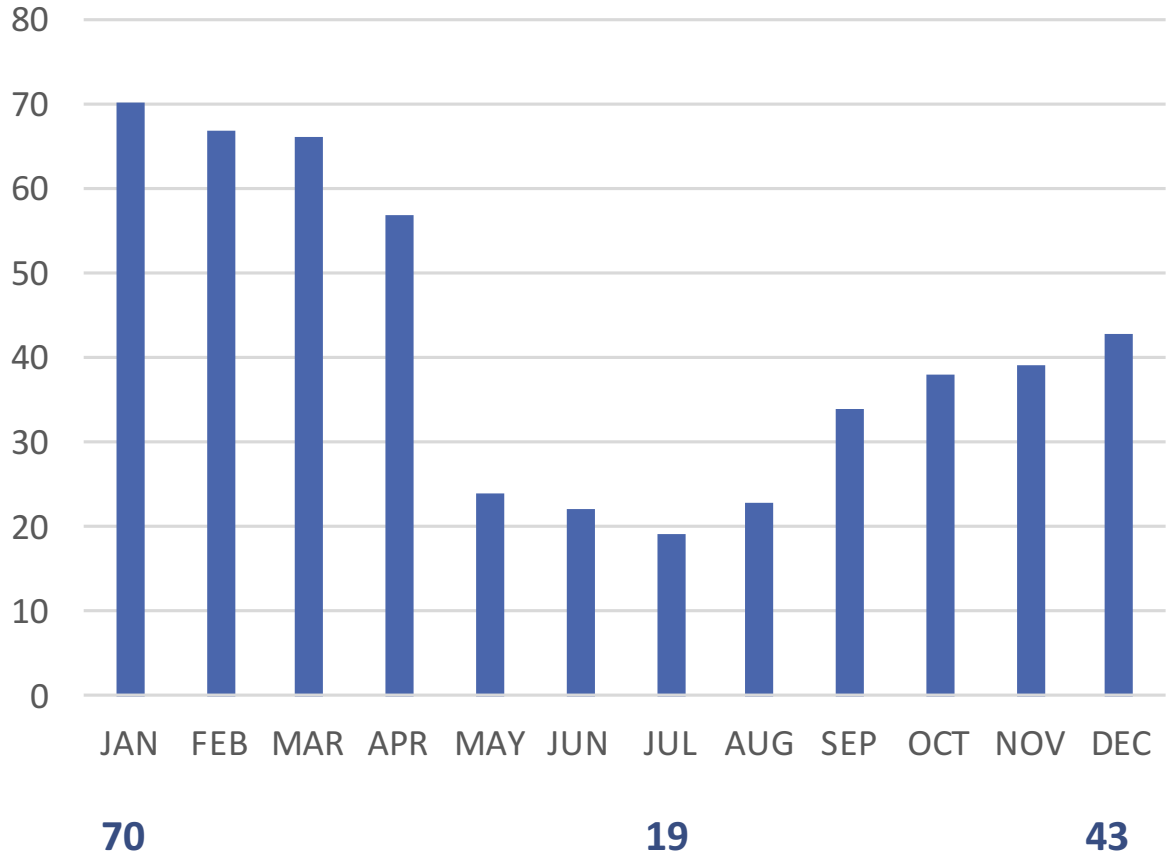
2015



2011-2015

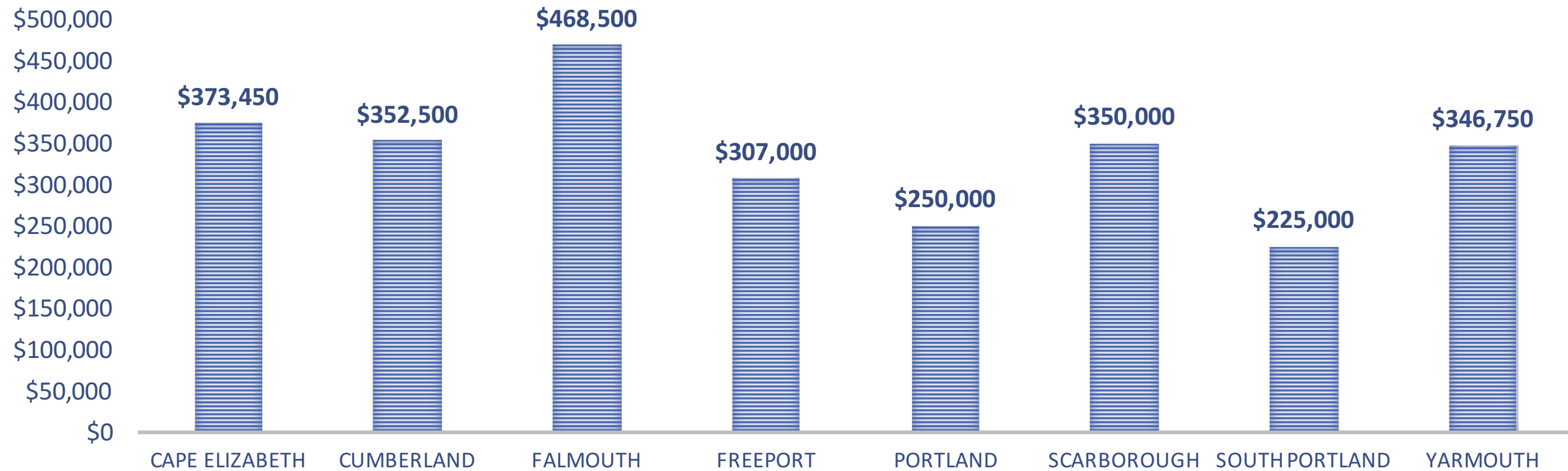


2015



Median Days on the Market | Cumberland County





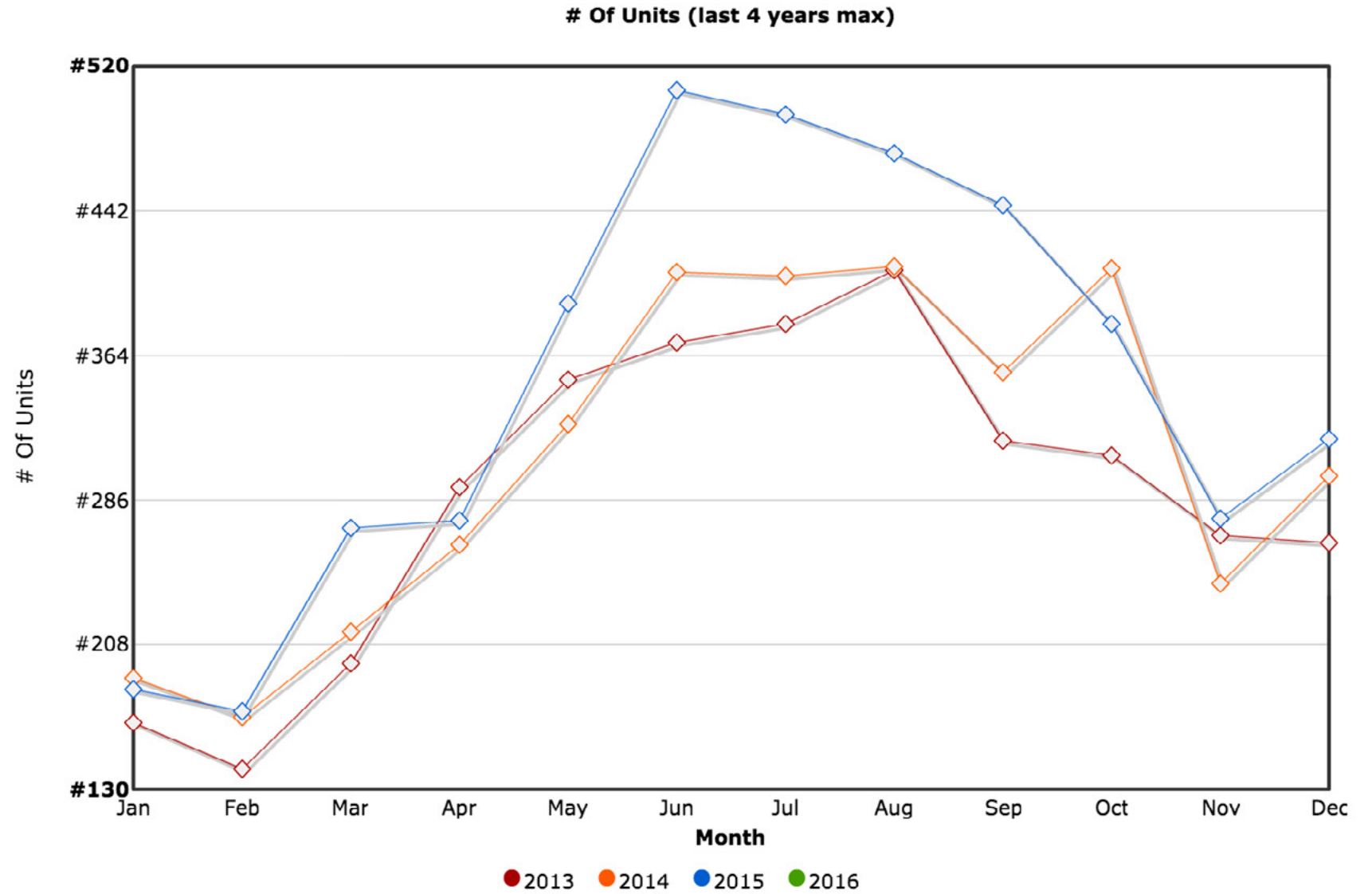
Median Sale Price | Local Market 2015



WEATHER | INVENTORY | TRID | RATES

2015 in Review | Other Factors

WEATHER
INVENTORY
MULTIPLE OFFERS
SHORT TERM
PRICE INCREASE



2015 in Review | Weather, Demand & Inventory

TRID

Greater Transparency
3 Day Disclosure
Results > 45-60 Day Close

RATES

Geopolitical & Economic Events
NAR Predicts Rates will Increase to 4.8%



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BABY BOOMERS (1946-1965)

GEN-XERS (1966-1980)

MILLENNIALS (1981-1995)

TINY HOMES

Market Trends

Everyday between now and 2029, approx. 10,000 will retire

Moving toward urban amenities

More active, mobile,
need room for visitors



Born in 1966 -1980

Half the size of Baby Boomers
& Millennial generation

Can't fill the gap!



Student loan debt

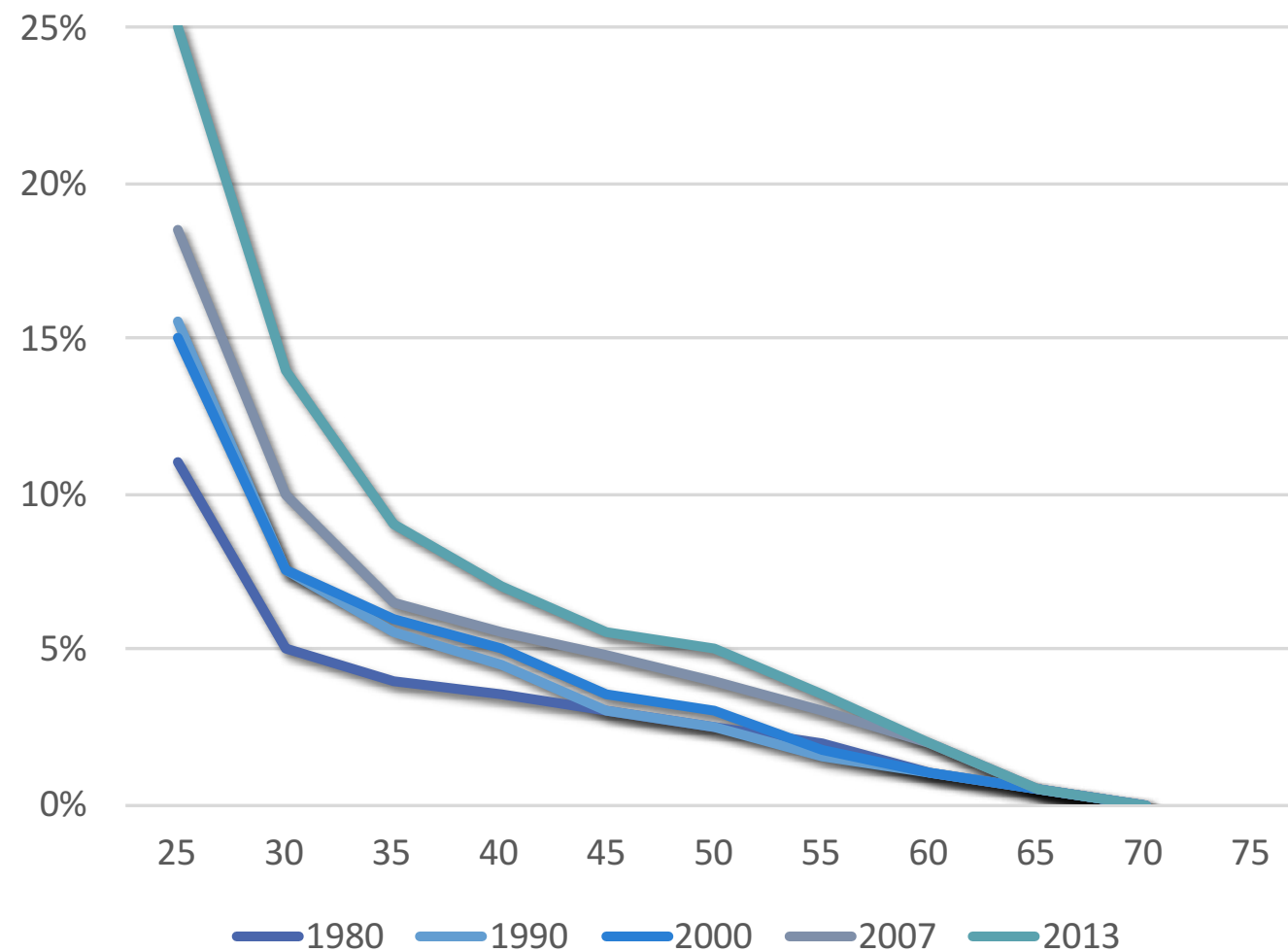
Slow entrance onto career ladder

Getting married later

New opportunities in multi-generational homes

Delayed affluence (2026-2029)

ADULTS LIVING WITH PARENTS BY AGE



Millennials & Gen-Xers

Boomer McMansions

Environmentally & financially
responsible

Mobility



Market Trends | Tiny Homes



Slow rise in median price

Interest rates rise slightly

Smaller, more efficient homes

Luxury market slowly declines

Multi-generational housing

Increased demand for urban in-fill
& sustainable living



THANK YOU

We're Bringing People Home™ in
Greater Portland



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