



**RE/MAX** By The Bay  
**Buckspan & Deering**  
 MainePropertySource.com

**Current Market**

**1. Home Sales**

2514 Homes Sold in 2011  
 Down from 2620 sales in 2010

↓ 4% down year/year

**2. Sales Values**

↓ Down marginally by  
 0.4%

Median Sales Price  
 \$224,900.

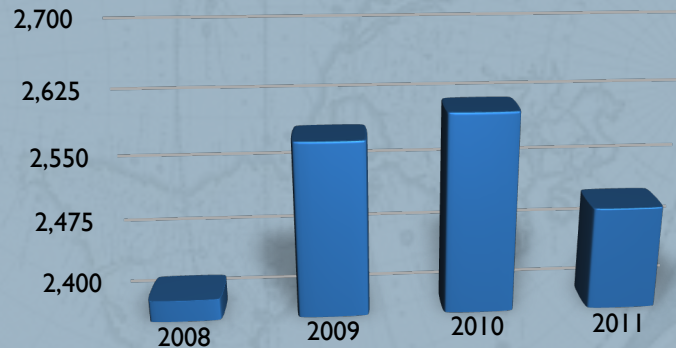
↑ Values holding strong

**3. Inventory**

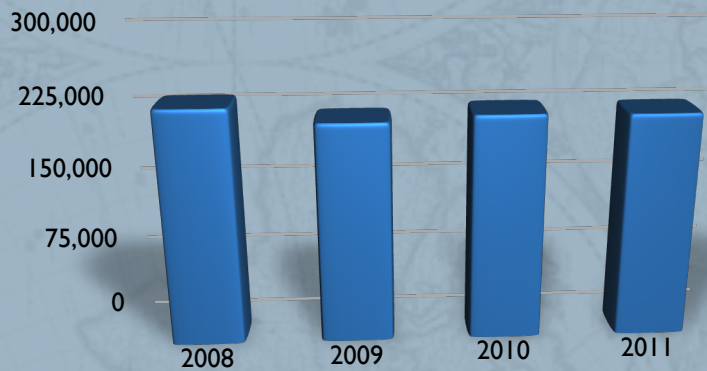
1846 Homes for Sale  
 (12/11)

↓ 346 Homes Under  
 Contract (12/11)

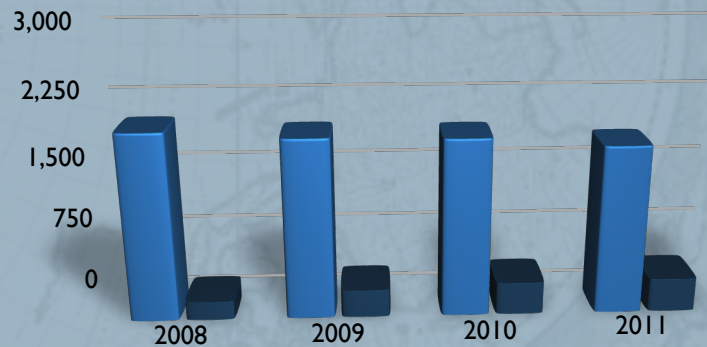
**Cumberland Count Single Family Homes**



■ Sales Volume



■ Sales Values



■ Current ■ Pending

Town	# of Solds	Active Listings	Months of Inventory	Market
Portland	374	176	5.65	Normal Seller's
South Portland	208	63	3.63	Normal Seller's
Falmouth	136	109	9.62	Normal Buyer's
Cumberland	93	55	7.10	Normal Buyer's
Yarmouth	82	46	6.73	Balanced
Freeport	78	48	7.38	Balanced
Scarborough	196	125	7.65	Balanced
Cape Elizabeth	115	57	5.95	Normal Seller's
Westbrook	133	55	4.96	Normal Seller's
Windham	163	116	8.54	Balanced

See us on Good Morning Maine:  
[www.MainePropertySource.com/how-the-market](http://www.MainePropertySource.com/how-the-market)



**Derrick Buckspan**

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Derrick's client approach is based on his education background with the Outward Bound Schools, working with a creative and innovative marketing approach. Certifications by CIAS (Investment Real Estate) and CDPE (Distressed Properties) add tools which enable clients to be educated based on market trends.



**Rich Deering**

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Rich is a Maine native who has worked in sales and marketing as well as residential camping. With a master's degree in counseling from the University of Southern Maine, Rich understands how to focus on clients' core needs in the real estate process, facilitating a marketing effort that creates a positive resolve.



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