



KELLER WILLIAMS LUXURY DIVISION

QUARTERLY NEWSLETTER
JANUARY TO MARCH 2016

SCOTT ★ SUNNY
TOWNSEND TEAM



LUXURY HOMES
INTERNATIONAL

KELLER WILLIAMS® REALTY

RECENT LUXURY SALES



Brunswick
\$612,000



Cape Elizabeth
\$1,425,000



Falmouth
\$537,500



Falmouth
\$525,000



Falmouth
\$507,000



Falmouth
\$505,000



Freeport
\$778,500



Portland
\$799,000



Portland
\$702,950



Saco
\$1,225,000



Saco
\$685,000



Scarborough
\$1,225,000



Scarborough
\$1,050,000



Scarborough
\$950,000



South Portland
\$1,450,000



South Portland
\$1,075,000

The Value of Selling with a Keller Williams Luxury Agent

The successful sale of your home depends on marketing your property's best features to the most qualified buyers. Targeting high net worth individuals can provide a seamless transaction process and help ensure maximum gains on the sale of your property in less time. Your property will be presented with custom brochures and other printed marketing campaigns of the highest quality – campaigns designed to appeal and reach affluent buyers. Should you wish, your property can also be featured in luxury home magazines, unique property websites and other multimedia platforms to enhance visibility.

2016 Q I In Review

Happy Spring!

After a mild Maine winter, it is wonderful to see all of Maine's natural beauty emerging.

The first quarter of 2016 has been economically complex in many ways. The turbulence in the stock market, uncertainty in the presidential race, a slight uptick in the interest rates are just a few of the events that are influencing buyers and sellers of luxury properties in Maine.

As affluent home buyers are searching for sound investments, Maine real estate continues to be an attractive option. In general, Maine real estate sales for the first quarter of 2016 increased by 20%, over the first quarter of 2015, while the average sale price increased by 2%.

In the \$500,000 to \$1,000,000 price range, 2016 first quarter sales increased by 3% over first quarter 2015 sales, and sale prices dipped by 3% for the same time frame.

The \$1,000,000 plus market experienced an 18% gain in 2016 sales over the first quarter of 2015, while the average sales price remained level with the first quarter of 2015.

While the number of people looking for luxury properties in Maine has been extremely robust, the shortage of new inventory has impacted actual sales. As we move in to the second quarter of the year, luxury home sellers are recognizing their potential market advantage, and more desirable new properties are coming on the market each day.

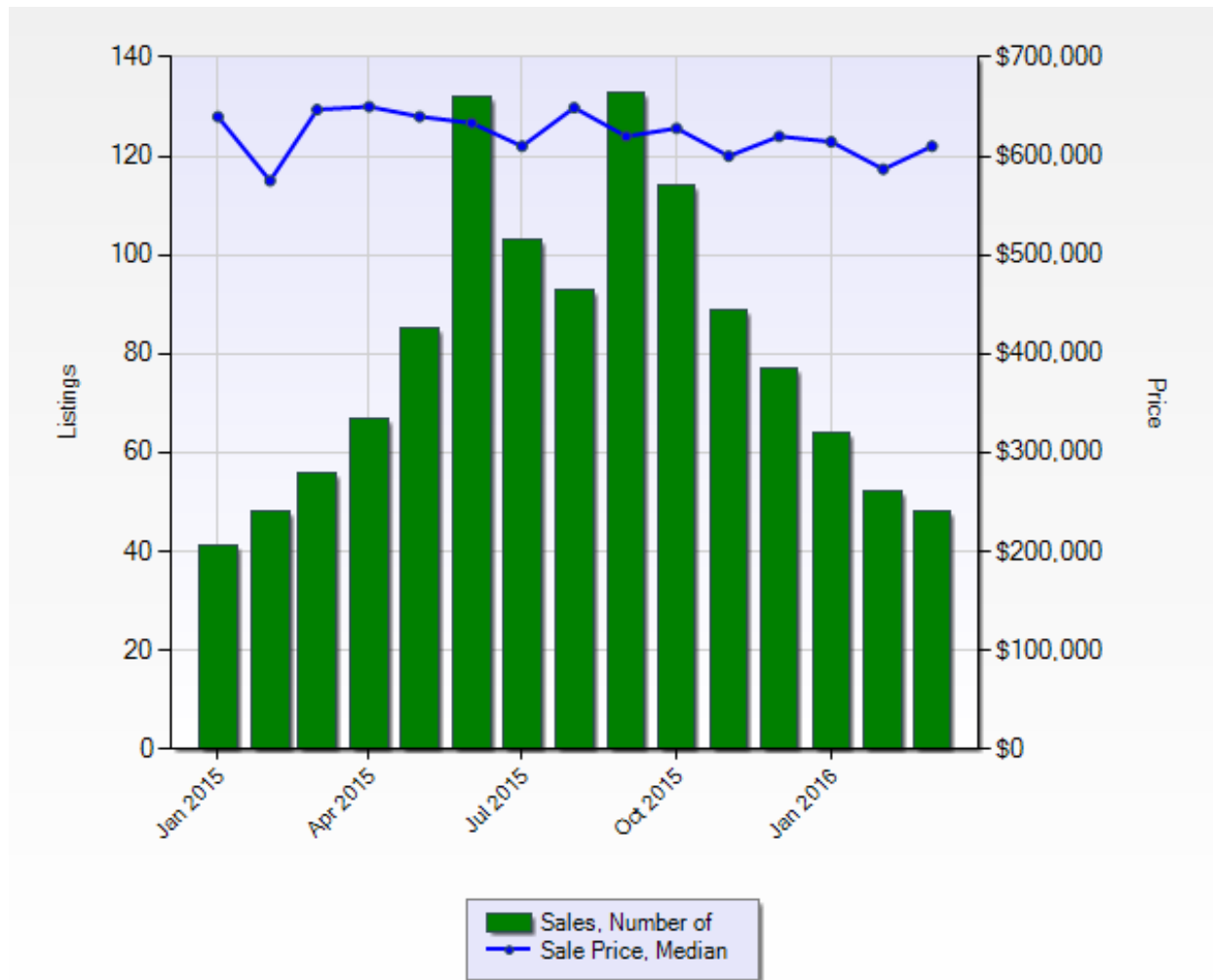
Buyers profiles vary from millennials moving to Maine for business, lifestyle enhancement, or 2nd homes; to baby boomers looking for a special retreat for multi-generational enjoyment.

As we look forward to the Spring market, we expect to see continued increases in attractively priced listings and luxury home sales.

We welcome the opportunity to consult with you about your unique real estate endeavors, and wish you all the joy of this beautiful season in Maine!



Jan 2015 to Mar 2016 Luxury Sales—\$500,000 to \$999,000



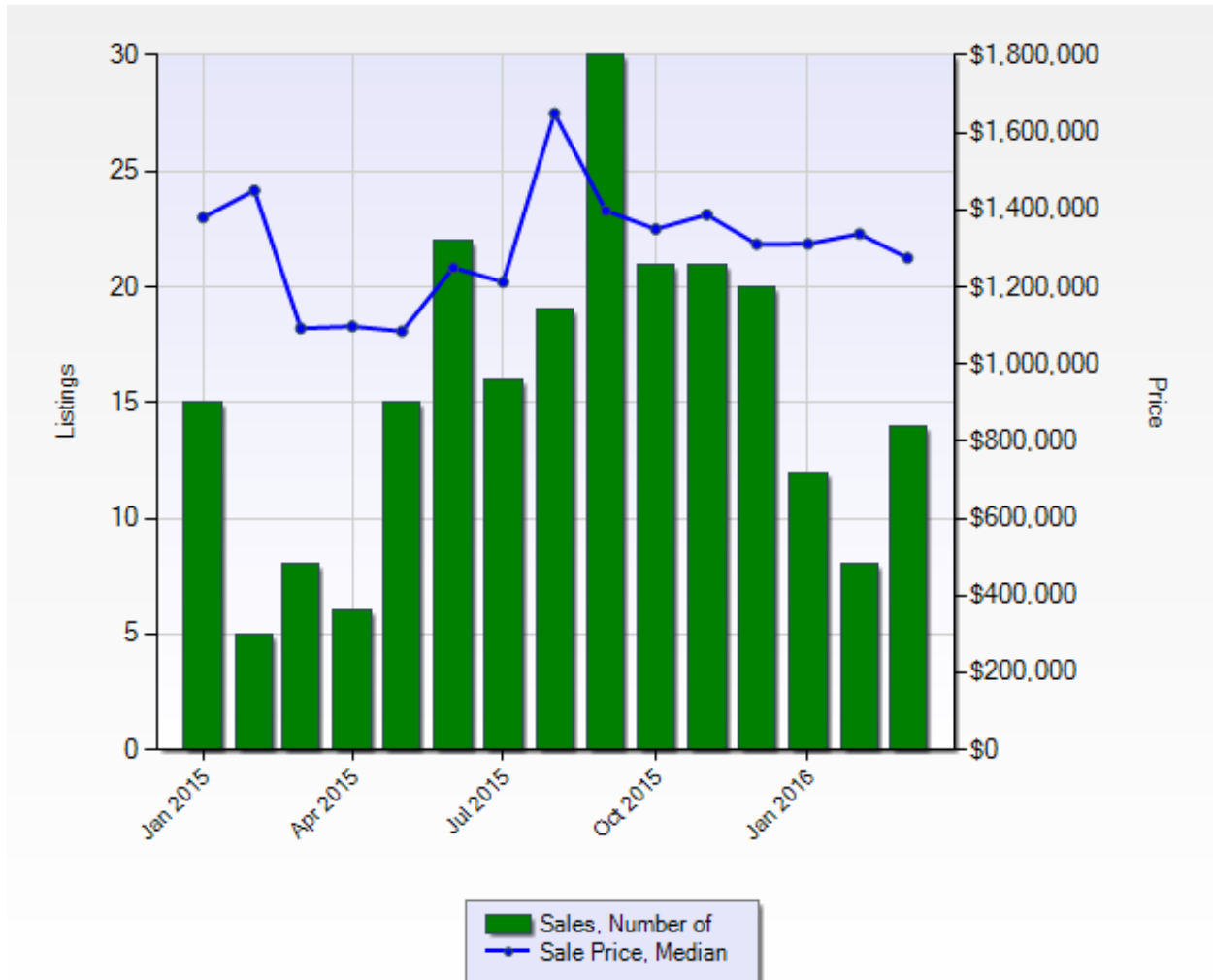
This graph shows the past 15 months of Maine sales activity in the \$500,000 to \$999,000 price range. It offers us the opportunity to note monthly sales trends; and also, to compare the first quarter of 2016 with the first quarter of 2015.

It is interesting to note that the most active months for sales in this price range were June, September and October - late spring and early fall.

There were 164 sales in the first quarter of 2016 - a 3% increase over the 145 sales in the first quarter of 2015. The median sale price for first quarter 2016 was \$603,750, representing a 3% decrease over the median sale price of \$620,667 in the first quarter of 2015.

Source: Maine Real Estate Information System, Inc.

Jan 2015 to Mar 2016 Luxury Sales—\$1,000,000 +



This graph shows the past 15 months of Maine sales activity in the \$1,000,000+ price range. It also offers us the opportunity to see monthly sales trends; and also, to compare the first quarter of 2016 with the first quarter of 2015.

It is evident that sales activity has escalated since the first quarter of 2015, and that sale prices have been more consistent in the past 6 months.

There were 33 sales in the first quarter of 2016 - an 18% increase over the 28 sales in the first quarter of 2015. The median sale price for the first quarter 2016 was \$1,299,725 representing just a 1% decrease over the median sale price of \$1,307,500 in the first quarter of 2015.

Source: Maine Real Estate Information System, Inc.

KELLER WILLIAMS LUXURY DIVISION LISTINGS



21 Mile Stretch Road, Biddeford
\$697,000

CJ Dubois Cote
207.615.1663
cjduboiscote@kw.com



16 Woods Knoll Drive, Cape Elizabeth
\$729,900

Jim McFarlane
207.712-4737
JimmyMac@kw.com



58 Mondor White Road, Casco
\$1,100,000

The Tru Brit Realty Group
207.553.2662
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80 Foreside Road, Cumberland
\$519,000

John Hatcher
207.775.2121
JHatcher@kw.com



19 Inverness Road, Falmouth
\$1,400,000

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\$699,900

Marc Gup
207.232.6127
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12 Mayflower Road, Falmouth
\$634,000

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Falmouth Foreside

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\$664,900

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KELLER WILLIAMS LUXURY DIVISION LISTINGS



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\$550,000

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207 Hope Ave, Portland
\$500,000

Nancy Field
207.553.2655
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Portland High End Condos

The Richter Group
207.553.2424
RichterLuxuryLine.com



37 Oceanside Drive, Saco
\$1,300,000

Pauline Kane
207.730.1378
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Saco Ocean View

Deja Lett
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DejaLettSellsMaine@gmail.com

KELLER WILLIAMS LUXURY DIVISION LISTINGS



5 Pillsbury Drive, Scarborough
\$2,000,000

Sandra Murray
207.415.5175
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6 Marr Farm Way, Scarborough
\$535,000

Scott and Sunny Townsend
207.553.1387
ScottandSunny@kw.com



208 & 212 S Road, South Bristol
\$4,500,000

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207.317.0366
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\$699,000

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SCOTT ★ SUNNY TOWNSEND TEAM

Luxury Market Leadership World Class Connections



LUXURY HOMES
INTERNATIONAL

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facebook.com/kellerwilliamsmaineluxurydivision



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