

wilder



Live it Up at THE DOWNS

# THE DOWNS

A THRIVING  
MIXED-USE  
COMMUNITY  
TRIFECTA.

## Scarborough, Maine

one of America's most affordable beach towns, top-ranked school districts and **FASTEST GROWING TOWN** in the fastest- growing county in Maine.

**577-ACRES** of mixed-used development bringing newfound vitality to a well- loved landmark.

154-acre Innovation District

### **MAINE'S NEWEST ECONOMIC HUB**

zoned for industrial, manufacturing, tech, commercial medical, and retail users – first mixed- used industrial park in 25 years.

200-acres of **OUTDOOR RECREATION AREAS**

trails, bicycle lanes, parks + natural playscapes.

Home to the **FIRST COSTCO IN MAINE** now open.

Future home of **ALLAGASH BREWERY** and restaurant opening summer 2025.

1,200+ residents today in **622 EXISTING RESIDENTIAL** units with 270 in the pipeline.

Under a mile from Maine's only **CABELA'S** + #4 in the Country.

Future home to **Market Basket**, opening fall 2026.

**BEFORE THE 295/I-95 SPLIT**, adjacent to I-95 with direct access to Rt. 1.



# Live it **Up** at THE DOWNS



## MASTERPLAN

The Town Center from a Bird's Eye View



# Drone View





# LP: The Town Center

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# Retail BLDG A

## The Town Center





# Mixed Use B

## The Town Center

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[Click here for  
360° views](#)



# Demographics



# Location

Minutes away  
from Portland.

South of the  
I-95 / I-295 split.

1 ½ hours from  
Metro-Boston.

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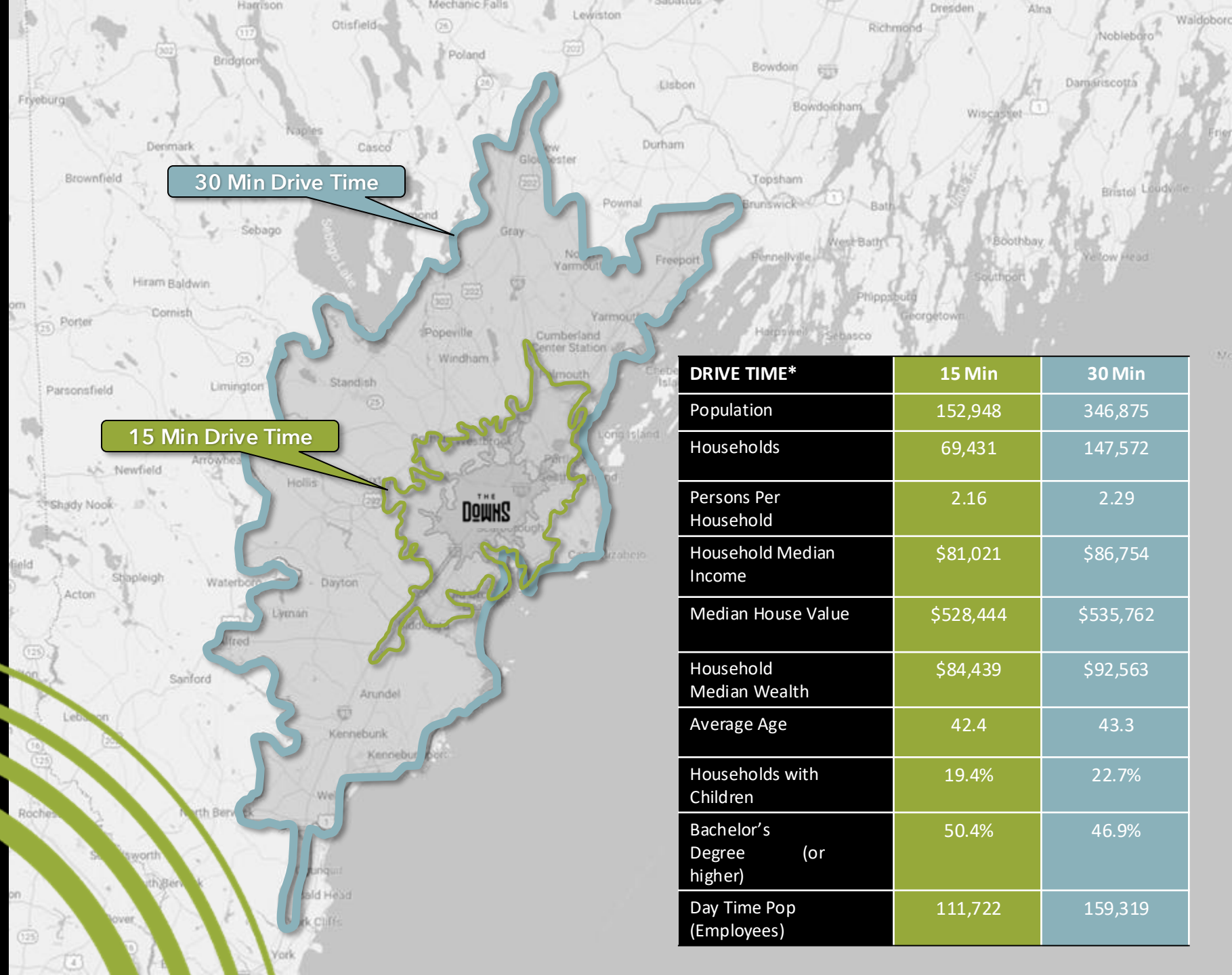


# Trade Population

A look at the greater  
**Portland** trade area in a  
30-minute drive based on  
Costco's market.

*\*Based on Costco's potential trade area.*

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DRIVE TIME*	15 Min	30 Min
Population	152,948	346,875
Households	69,431	147,572
Persons Per Household	2.16	2.29
Household Median Income	\$81,021	\$86,754
Median House Value	\$528,444	\$535,762
Household Median Wealth	\$84,439	\$92,563
Average Age	42.4	43.3
Households with Children	19.4%	22.7%
Bachelor's Degree (or higher)	50.4%	46.9%
Day Time Pop (Employees)	111,722	159,319



# Trade Area Personas

A look at the greater **Portland** trade area in a 30-minute drive based on Costco market.



## Rural High Income

Prosperous ruralites enjoying the outdoors and working in white-collar, farm and blue-collar jobs.

**Age:** 45-54

**Income:** \$100-125k+

**Households with Children:** 30.09%

**Home Ownership:** 86.68%

**Education (college degree):** 37.86%

**Towns Include:** Scarborough + Waterboro

Northern Lights Top Segment



## Upper Suburban Diverse Families

Upper-income families living their best life just outside the cities.

**Age:** 35-44

**Income:** \$100-\$150k

**Households with Children:** 38.23% **Home Ownership:** 77.49%

**Education (college degree):** 38.93%

**Towns Include:** Cumberland + South Portland



## Sunset Boomers

Well-off boomers near or at retirement age living in picturesque locations.

**Age:** 65-74

**Income:** \$150-\$200k

**Households with Children:** 19.7%

**Home Ownership:** 78.6%

**Education (college degree):** 55.75%

**Towns Include:** Falmouth + Cape Elizabeth



## Young Professionals

Well-educated college graduates renting in the trendiest parts of town.

**Age:** 25-34

**Income:** \$75-\$150k **Households**

**with Children:** 9% **Home**

**Ownership:** 24%

**Education (college degree):** 62%

**Towns Include:** Portland

\*#RisingProfessionals Top Segment



# Development Landscape

**A Vibrant Business Community  
in Harmony with Nature.**

Comprised of Town Center,  
Innovation District, and Residential District



# Innovation Centered around Maine's Natural Beauty.

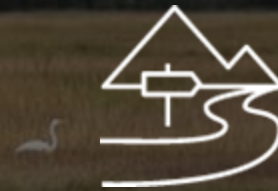
With 200+ acres of open space, including 25 acres donated to the Scarborough Land Trust, The Downs is designed to keep nature at the heart of the community. Once home to harness racing, this land has always been a place where the outdoors played a central role. Today, that legacy lives on through miles of scenic trails, wetlands, and green spaces—preserved for generations to come. Because protecting the land isn't just important to The Downs—it's important to all of us.



Protected wildlife & wetlands that support local ecosystems and create a natural retreat.



Bike and pedestrian-friendly paths connecting to homes, businesses, and the Town Center.



10+ miles of scenic trails for walking, running, or biking.

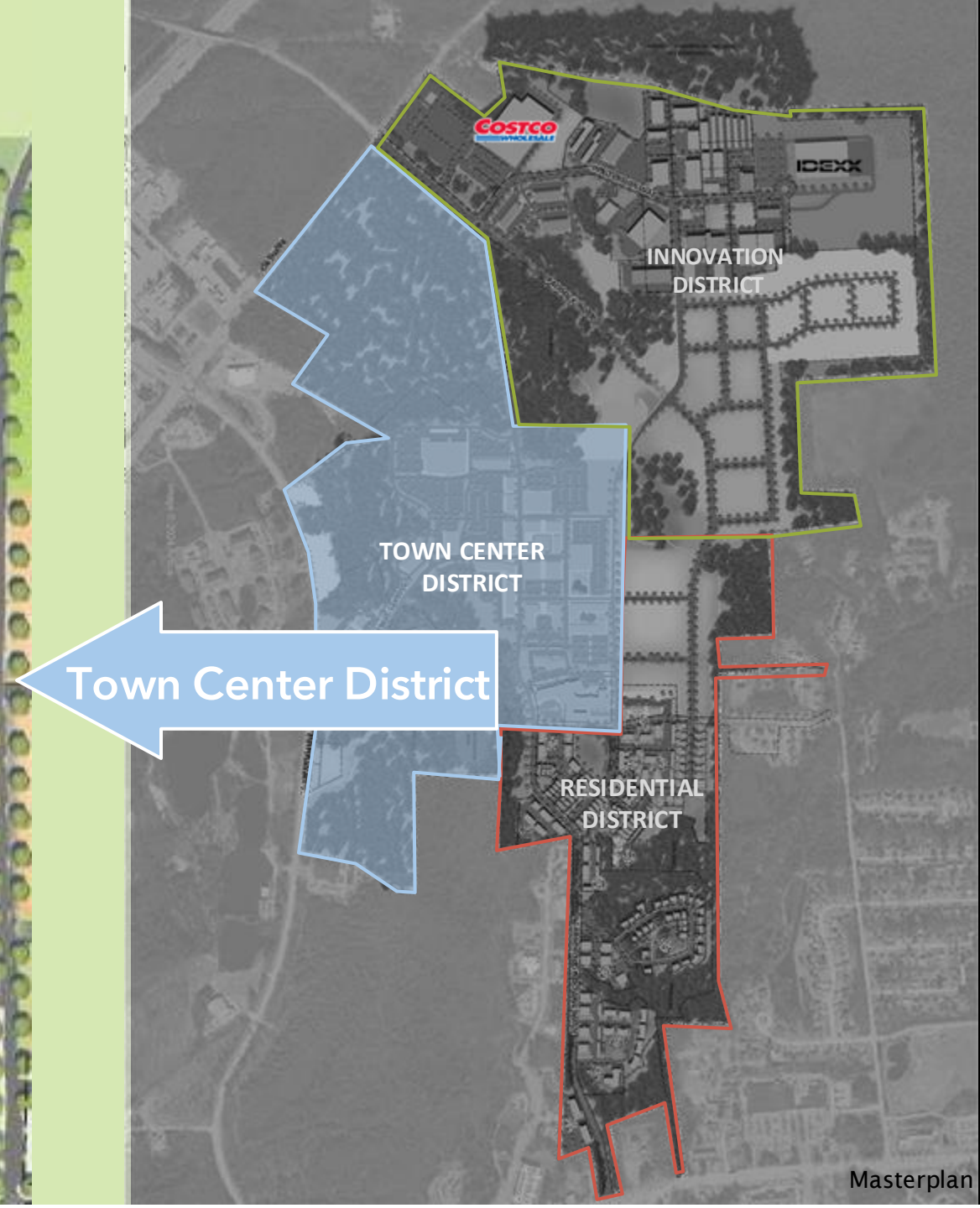


Minutes from Scarborough marsh, the Eastern Trail, and stunning coastal waterways.

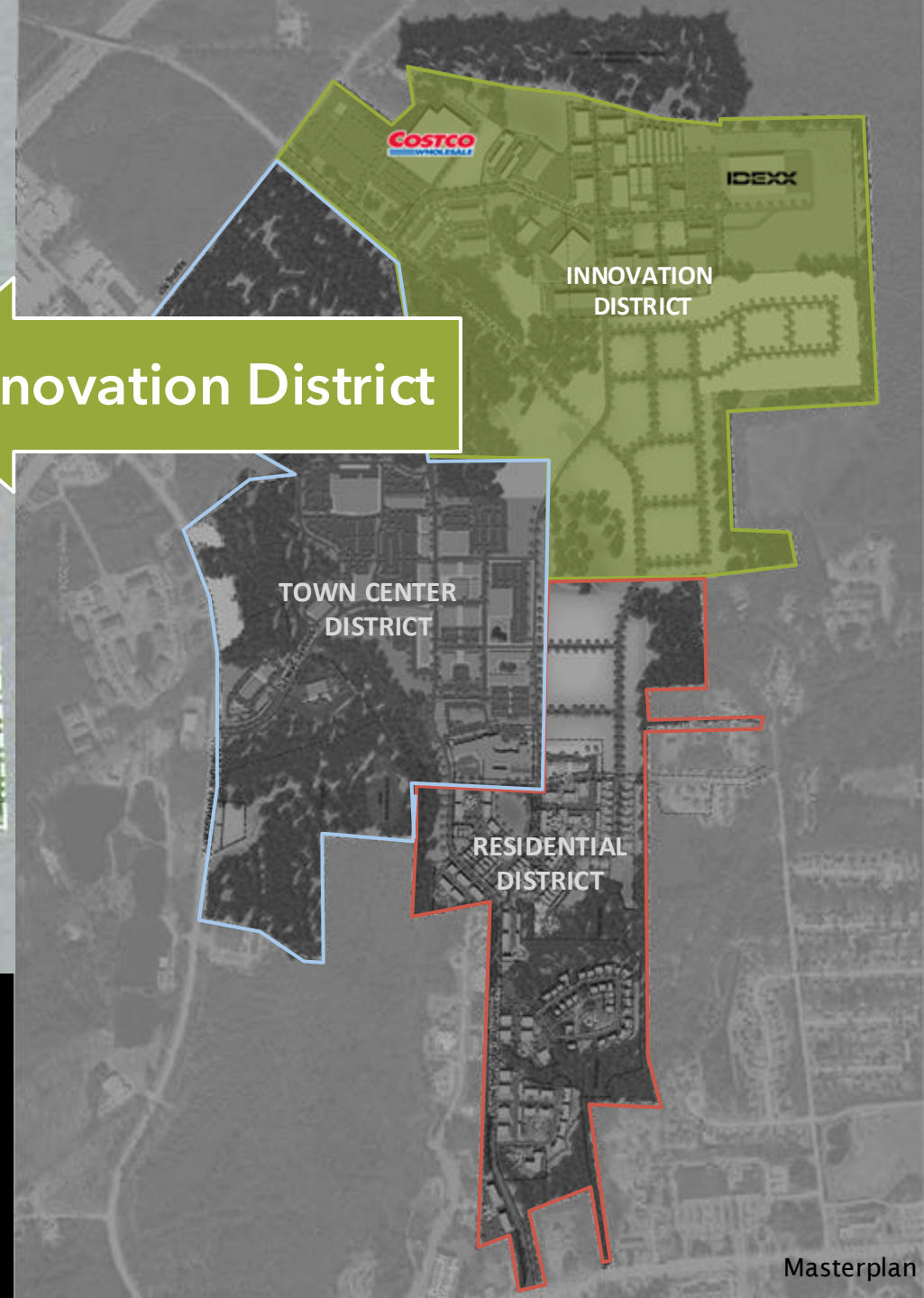




**In Development: 270**  
Residential Units 320,000 sq  
ft Retail GLA  
60,000 sq ft Medical Office 120  
Room Hotel







**Total Commercial GLA:**

Built & Open: 628,000 sq ft

**In Development:** 230,100 sq ft

50+ businesses open, including IDEXX and Costco. 22

Residential Units: Lofts @ 225

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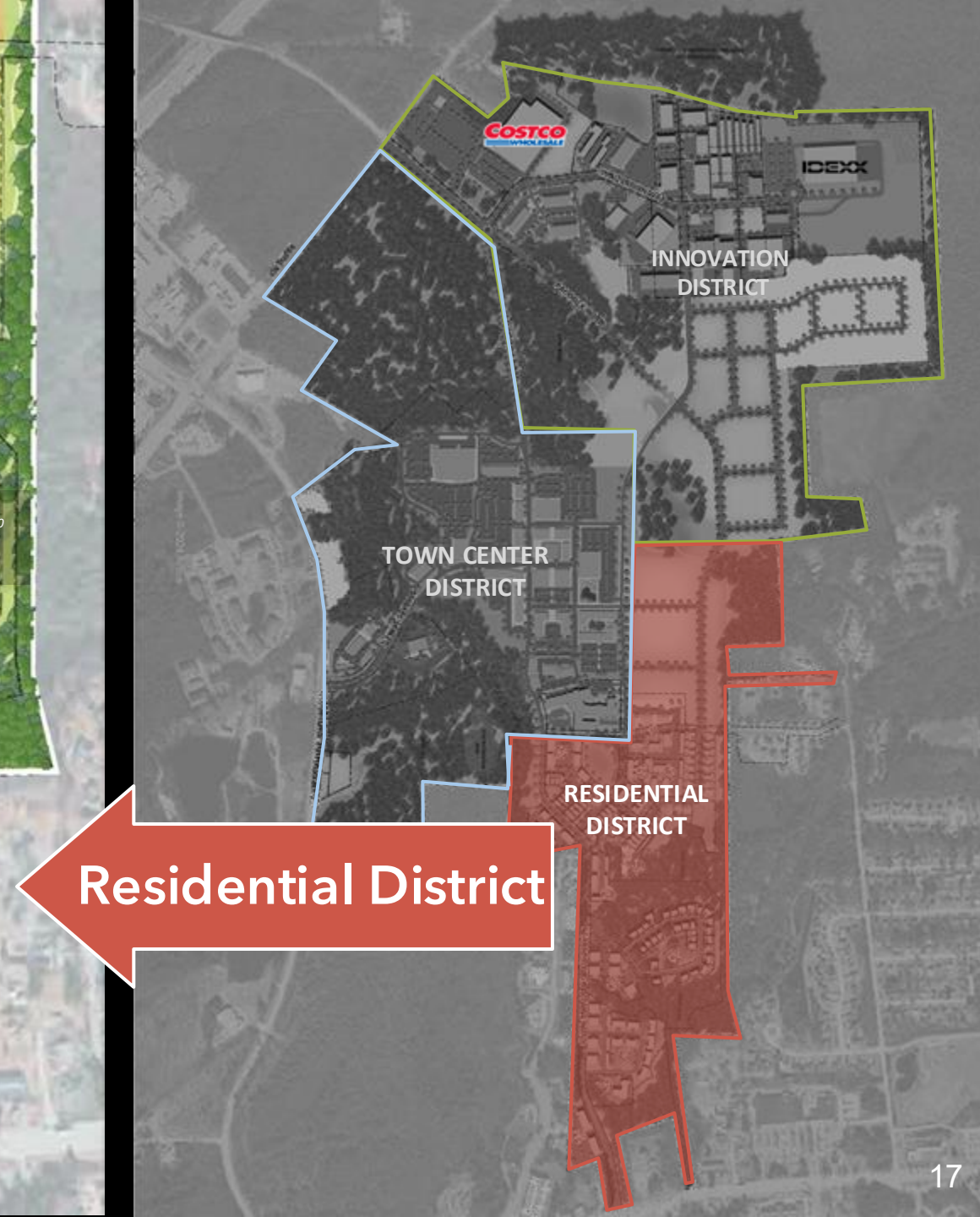
Masterplan



# Total Residential Units

Open & Occupied:  
622 units with  
1,200 residents

Future  
Development:  
1,000 Units





# Brand Platform





**Laugh it up...**



**Brew it up...**



**Play it up...**

**Live it Up at THE DOWNS**



# A location with a rich history...





... and an exciting future.









# Renderings



















# Leasing Inquiries to:

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# APPENDIX





# Invest it Up in Maine

Understanding the value of life science companies, Maine is making investments in new opportunities and already boasts a diverse and prosperous life science ecosystem including Abbott, BBI Solutions, Corning, Elanco, IDEXX, Molnlycke, GVS, Bio-Rad, and Lonza with facilities in state.

IDEXX

wex



GD  
Bath Iron Works

L.L.Bean

CIANBRO



unum

Abbott



Maine is attainable for new businesses due to the abundance of affordable land, resources, and capacity advantages.

Maine is the #1 State in New England for business start ups with 188,458 business in the state.

Maine invested over \$50 million in innovation over the past two years.

Maine exported \$76.6 billion in goods in 2024.

**“Maine is the 3rd safest state to live in in 2024.”**  
- Wallethub

**“Maine voted most liveable metro area in 2024”**  
- Rent café



# Travel it Up around Maine



8.5 million tourists last year spent \$9 billion, contributing an estimated \$16 billion to the state's economy.

Maine is home to over 4,000 islands along its coast

- 32,000 miles of rivers and streams
- 542,629 acres of state and national parks.
- Including Acadia National Park, the second most visited park in the U.S.
- 65 lighthouses, with Portland Head Light being the most photographed in the world.

Named by Zillow as the most popular vacation spot in the U.S., with Portland leading the way.





# Maine's Population and Growth

In 2024 Maine had a population of 1,404,893 residents and is ranked 13th overall in state growth.

Maine made a commitment to build 80k new homes by 2030

In 2023, 13,621 homes were sold in Maine with a median sales price of \$360,000.

In 2024, 14,287 homes were sold, and the median sales price increased to \$390,000, marking a 4.89% rise in homes sold and an 8.39% increase in median sales price.

Notably, 30.73% of home sales came from out-of-state, with the top migration sources being Massachusetts, New Hampshire, Florida, and New York, according to MLS data.



# Maine Real Estate & Demographics | 2024

217 single-family homes were sold in Maine, with an average price of \$887,997.59 and an average size of 2,387 sq. ft.

55 condos were sold, averaging \$521,018.06 and 1,337 sq. ft.

## Scarborough, Maine | 2024

Population: 23,656

23% are 65 and over

59% are between 18 and 64

18% are under 18

Median Household Income: \$122,435

Ages 45-64 have an average income of \$165,752



# Market Comparison



Rockingham County Population	321,745	311,623	Cumberland County Population
Rockingham County Average Income	\$110,225	\$125,434	Cumberland County Average Income
Salem, NH Population	31,549	23,656	Scarborough, ME Population
Salem, NH Average Income	\$147,266	\$125,642	Scarborough, ME Average Income





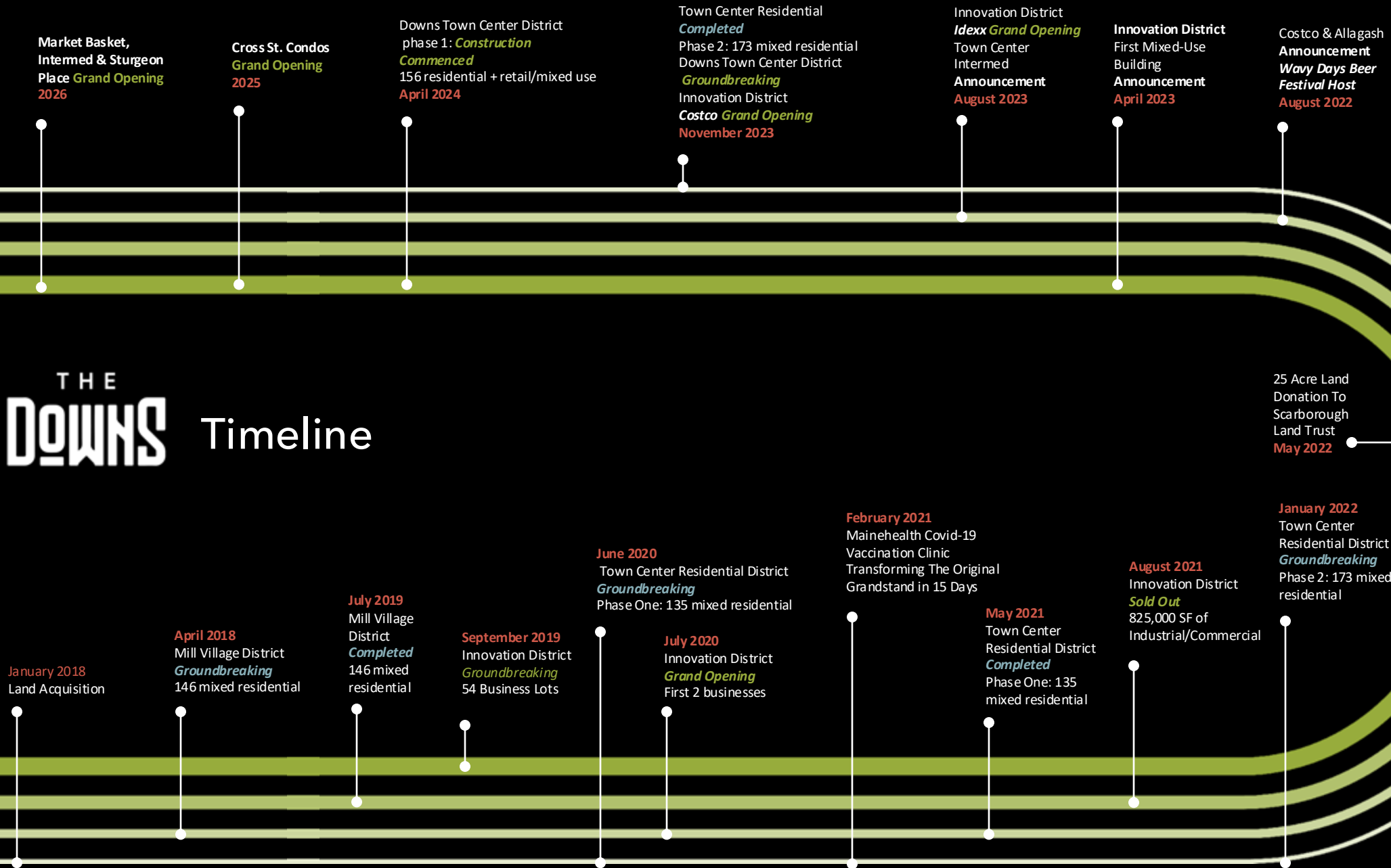
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## Timeline





# Residential

## THE DOWNS

### BY THE NUMBERS

622 Current Homes

270 Under Construction/Pipeline

48 School Ages Children

156 Condos

283 Apartments

93 Single Family

78 Affordable Senior Housing

12 Memory Care

## About

Discover **The Downs** - A Dynamic Living Experience in Scarborough Nestled in Scarborough's vibrant growth zone. The Downs offers a meticulous master planned community where diverse housing styles come together in harmony. Connected by scenic walking paths and bike lanes, our neighborhoods promise a lifestyle of convenience and beauty.

### The Mill District

Launched in 2019, the pioneering phase of The Downs encompasses 57 acres dedicated to residential living. It introduces an impressive mix of 224 homes, including affordable senior housing, duplexes, condos, apartments, single-family homes, and a specialized memory care facility, all designed with community in mind.

### The Town Center Residential District

Breaking ground in 2020, this phase expands our vision with an additional 316 units comprising single-family homes, cottages, townhomes, condos, and apartments.

### Town Center District

Town Center has just celebrated the completion of 60 modern apartments, with 96 condos in progress and another 130 units states to begin soon, including fully integrated smart units for the disabled.

**Innovation District:** The Lofts @ 225 may be tiny but they will not be forgotten! These micro units are the first living opportunities within a mixed-use building. The 22 units were completed in summer of 2024.

Upon completion, The Downs will boast over 1,500 varied residential options, establishing itself as the ultimate destination for enriched living. Whether you're starting a family, seeking a vibrant senior community, or anything in between. The Downs is designed to cater to diverse lifestyles and needs, making it the perfect place to call home.

Contact:



### HOMES FOR SALE

(207) 730-7031

Info@scovillefoleyhomes.com



### HOMES FOR LEASE

(207) 494-1221

The Downs@mainepropertiesllc.com



# Rentals

Nestled within a vibrant [community](#). The Downs boasts an exquisite collection of 283 apartments spread across six premier associations, offering a diverse range of unit types tailored to meet every lifestyle. Features an on-site dog park for our four-legged residents and over 15 miles of scenic walking trails and dedicated bike lanes to cater to the active and outdoor enthusiasts. Additionally, its strategic location on public transit routes ensures seamless connectivity to nearby towns, enhancing the convenience factor for all residents. With a commitment to luxury living and an unparalleled suite of amenities. The Downs is truly a place to live it up.

## Carriage Walk Apartments 2019



- 62 Units
- (4) 12 Unit Buildings & (1) 14 Unit building
- **Highlight:** Onsite Gym & Parking

## Hackamore Place 2022



- 36 Units
- (3) 12 Unit Buildings
- **Highlight:** Garages available for lease

## The Parker 2024



- 60 Units
- (4) 15 Unit Buildings
- **Highlight:** First completed project in the town center.

## Hayloft Apartments 2021



- 58 Units
- (5) 12 Unit Buildings
- **Highlight:** Home to management company inside office (takes up two residential units)

## Hackamore North 2023



- 45 Units
- (3) 15 Unit Buildings
- **Highlight:** Garages available for lease

## Lofts @ 225 2024



- 22 Units
- (1) Building
- **Highlight:** First commercial/residential building and first micro units in The Downs.



# Condos

At The Downs, we proudly present a collection of 156 condominiums, each offering a unique blend of style, spaciousness, and modern comforts. Every unit has been crafted with meticulous attention to detail ensuring optimal living conditions complemented by generous storage solutions and accessible designs.

Currently underway, the Cross St. Condos add an additional 96 homes to our portfolio, all of which are progressing swiftly towards completion.

These residences are on schedule to welcome their first inhabitants by the end of 2025, offering the promise of move-in readiness and the excitement of upscale living.

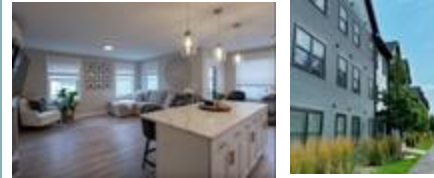
Immerse yourself in a life of luxury and convenience at The Downs, where your dream home awaits.

## Mill Commons 2019



- 48 Units
- (4) 12 Unit Buildings & (8) Duplex Buildings
- **Highlight:** EV charging on site & garages for all units

## Tandem Ct. 2021



- 24 Units
- (2) 12 Unit Buildings
- **Highlight:** In building storage and garages

## The Gables 2021



- 30 Units
- (2) 12 Unit Buildings & (1) 6 Unit Building
- **Highlight:** In Building Storage and Garages

## Frontrunner Condos 2022



- 54 Units
- (3) 12 Unit buildings & 18 Townhomes
- **Highlight:** Townhomes are three stories + unfinished basement with garages. Condos have in building storage and garages.

## Cross St. FOR SALE 2025 Completion



- 96 Units
- (2) 48 Unit Buildings
- **Highlight:** First Luxury Condos with Amenities. Located in the Town Center.
- Prices Started at 399k

# Single Family Homes

## Distinctive Single-Family Residences at The Downs

Discover the epitome of refined living with our exclusive collection of 93 single-family homes at The Downs. Each residence celebrates individuality through diverse architectural styles, sizes, and personalized amenities. Crafted with precision, our homes are designed to cater to your desire for space, elegance, and functionality, ensuring that every aspect of your home enhances your daily life.

From thoughtfully planned layouts to serene outdoor spaces, these homes affirm a commitment to quality living. With an emphasis on comfort and style, residents will enjoy spacious interiors, modern conveniences, and meticulous attention to detail throughout their abode. Welcome to a harmonious blend of community and privacy at The Downs, where your single-family home is more than just a place to live—it's a canvas for your life's most cherished moments.



### Gristmill Ln.

- Broke ground in 2019
- Located in the Mill District
- 30 Single Family Homes



### Cottages on the Green

- Broke ground in 2020
- Located in Town Center Residential District
- 8 Single Family Homes



### • Frontrunner Neighborhood

- Broke ground in 2020
- Located in Town Center Residential District
- 15 Single Family Homes



### Cottages at Simplicity Ct.

- Broke ground in 2022
- Located in Town Center Residential District
- 8 Single Family Homes



### Pacer Way

- Broke ground in 2021
- Located in Town Center Residential District
- 30 Single Family Homes



# Innovation District

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## BY THE NUMBERS

**54** Lots sold

**154** Acres Total

**118,000SF** Largest Building

**50+** Businesses Open

**850,000SF** Build

## QUICK STATS

- Broke ground in 2019
- 2 Businesses under construction
- 1,000 Daily Employees
- Connected to Town Center
- Direct Access to I-95
- Walking Trails will Connect to Warren Woods

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## About

**Introducing The Innovation District:** A Testament to Rapid Success Breaking ground in 2019, our expansive 154-acre business park is masterfully zoned to cater to diverse array of enterprises, including light industrial, manufacturing, technology, commercial, and medical.

Perfectly situated along Payne Road, this premier park offers 54 adaptable lots designed to support businesses ranging from 5,000 to 100,000 SQ ft. in addition to three prominent commercial gateway sites. With an impressive allocation of 55 acres dedicated to open space, our park ensures a harmonious balance between work and leisure, providing an ample expanse for rejuvenating breaks amidst nature.

Dubbed the Innovation District, this business park shattered expectations by achieving a complete sell-out in an astonishing record time of just under two years, a timeline far surpassing the initial projection of 15 years. This remarkable milestone underscores the vibrant appeal and immense demand for high-quality, strategically located business spaces.

Today, the Innovation District proudly hosts over 50 Flourishing business, each contributing to the dynamic ecosystem of this state-of-the-art park. Join us in this bustling center of innovation and growth where your business can thrive amidst leaders and pioneers reshaping the future.



**Contact:**

**THE BOULOS  
COMPANY**

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# Business is up at <sup>THE</sup> DOWNS

