

## **Testimony of Chris Marshall - GreenMars Real Estate**

Chairwoman Sachs, esteemed committee members, my gratitude for this forum. I am Chris Marshall, co-owner of GreenMars Real Estate.

We're at a pivotal moment in Maine's housing history. Prices have soared, driven by two factors: unprecedented construction costs, now a new normal, and a historic shortage fueled by restrictive zoning and challenging economics.

Yet, the tide is turning. More lenient growth zones are emerging as municipal boards and officials recognize the imperative of increasing housing supply. These changes are crucial, but programs like the Maine Housing Affordable Homeownership are the linchpin in overcoming our current challenges.

Our commitment is robust; GreenMars is poised with land for over 500 units, awaiting the right economic conditions or an expansion of the Affordable Homeownership Program to spark development beyond 20-unit projects.

Wilbur's Woods is just the beginning. It's a tangible demonstration of a new homeownership vision in Maine. We're ready to diversify—more projects like Wilbur's Woods, condominiums within walking distance of essential services, and townhomes in bustling downtowns.

We are ready to build the future of Maine housing, and we invite you to join us in this endeavor. Thank you.

Each statement is crafted to fit within approximately three minutes when spoken, focusing on the key points outlined for each speaker.