

## **Testimony of Nate Green - GreenMars Real Estate**

Chairwoman Sachs, honorable members of the committee, thank you for the opportunity to speak today. My name is Nate Green, co-owner of GreenMars Real Estate in Portland, Maine.

I'm here to share our experience with the Affordable Homeownership program through our project, Wilbur's Woods. We're crafting 20 affordable ownership units, tailored for Maine's hardworking families. Each home, spanning 950 square feet, offers a choice of two or three cozy bedrooms, is finished with top-quality materials, and sits on its own individual condo lot. Residents will enjoy central parking, with picturesque walking paths leading to their doors, as well as access to broader walking trails, embracing Maine's natural beauty. Moreover, we've committed to sustainability, with all-electric heating and cooling systems.

The demand we've witnessed is overwhelming; nearly all units were reserved within just two weeks on the market. These future homeowners, all qualifying based on income, are thrilled. They're not just buying a house; they're securing a unique lifestyle, a product unmatched in today's market.

There's an undeniable, massive demand for homes priced accessibly between \$225,000 to \$450,000—a segment scarcely served outside major renovation projects. We're addressing this need head-on, demonstrating the vast potential for projects like ours under the auspices of the Affordable Homeownership program.

We are not just building homes; we are fostering communities. Thank you for your time and consideration.