

Nick Lucas Named Partner at The Boulos Company

Portland, Maine – September 11, 2023 - The Boulos Company is proud to announce the recent promotion of Nick Lucas to Partner. Having joined the company as a broker in 2017, Lucas has consistently showcased his dedication, expertise, and commitment to excellence in the commercial real estate industry.

Nick Lucas said, "I first reached out to Boulos six years ago with no prior real estate experience, only a strong desire to learn the business. As a college student, I spent my summers running my own firewood company and moving furniture in commercial spaces. These jobs were formative in my yearning to reach success in the real estate world. I learned early on that business was not going to come to my doorstep, I had to make the calls and knock on doors myself to achieve success. When I finally got my start with the Boulos company it was certainly a learning curve, but I was fortunate to be surrounded by partners who were willing to share their knowledge of brokerage with me. I am fortunate for the success I have had thus far and look forward to being a partner at the Boulos company."

Over the past six years, Lucas has focused on the Central Maine market and has had astounding success with the sale of multifamily complexes, office buildings, and industrial properties. His remarkable achievements in the multifamily sector include the sale of 82 Glenridge Drive in Augusta in 2022, marking one of the largest subsidized multifamily transactions in Maine's recent history.

In 2021, Lucas further solidified his reputation with the sale of a 45,000± SF industrial building at 200 Sylvan Road in Bangor for \$1.3 million and the lease of an impressive 43,000± SF of Class A office space at 353 Water Street in Augusta to the Department of Inland Fisheries & Wildlife. This transaction stands out as the most significant office lease Central Maine has witnessed since the pandemic began in 2020.



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Chris Paszyc, a colleague at The Boulos Company, praised Lucas, stating, "In a brief time, Nick has established himself as an integral producer for the company. More importantly, he embodies our core values. Mature beyond his years, his behaviors and work ethic are touchstones for all of us at Boulos."

Jessica Estes, President of The Boulos Company, reflected on Lucas's journey with the firm: "When I hired Nick more than five years ago, it was his tenacity that stood out. He was persistent in his outreach, expressing a clear desire to be part of our team. Despite starting with no real estate experience, Nick's success in his initial years was nothing short of remarkable. I am thrilled to welcome Nick to our Partnership group and anticipate wonderful things as he assumes a leadership role. His tenacity, thoughtfulness, and deliberate approach to the business make him an invaluable asset. We are indeed fortunate to have him."

The Boulos Company looks forward to the continued growth and leadership that Nick Lucas will bring to the team in his new role as Partner.

About The Boulos Company:

The Boulos Company is a Maine and New Hampshire commercial real estate firm dedicated to serving owners, investors, and tenants, blending Maine, New Hampshire, and Northern Massachusetts market knowledge with a global network. Founded by Joseph Boulos in 1975, the firm has grown to include more than 43 Portland, Maine, Portsmouth and Manchester, New Hampshire-based employees. More information is available at boulos.com.