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## Portside Real Estate Group opens office in Cape Elizabeth

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Cape Elizabeth, ME Portside Real Estate Group plans to open an office on Scott Dyer Rd. The new location will expand Portside's footprint in Southern Maine, with additional offices in Falmouth, Yarmouth and Portland.

While many real estate firms are closing offices and moving to remote work, Dava Davin, owner of Portside Real Estate Group, sees value in brick and mortar, and has seen increases in market share after opening new locations. When Portside opened their Yarmouth office in 2017, they were eighth in the market at \$5.1 million in sales. Now, they are first in the market, with \$22.1 million in sales.

Portside is planning to hire agents with a strong presence in Cape Elizabeth and South Portland, and recently welcomed broker Monica Dambach and the McFarlane Field Team. In addition to providing space for the new Portsiders, the Cape Elizabeth office will give agents a place to work and connect on the other side of the bridge.

Partnering with Tyler Karu on interior design, the office will have increased natural light, green features, agent offices and community gathering spaces.

"When we opened our Yarmouth office, Portside was eighth in market share," said Davin. "A year later, we are first in market share because of our talented agents and our commitment and involvement in the community. Cape Elizabeth and South Portland are popular housing markets, and very much part of our growth strategy for 2019."

Founded in 2012, as an independently owned real estate firm, Portside is committed to engaging in the communities they live and work through Portside Gives Back and encourages volunteerism. Portside now has a team of 70 agents + employees combined, and a projected yearly sales volume of \$300 million.

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