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Advisors Living holds grand opening for Cape Elizabeth sales office

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Cape Elizabeth, ME Advisors Living, the residential sales platform of Boston Realty Advisors, held its formal grand opening for the new sales office in Maine, to serve residential buyers and sellers in Southern Maine, including the Greater Portland region from York along the coast north to midcoast Maine and inland to the eastern White Mountains.

The newly renovated office is at 295 Ocean House Rd., one of the most desirable neighborhoods of the Portland area. The office has been doing business in the southern Maine area since October.

The afternoon event was attended by about 100 people, including Jason Weissman, founder and senior partner of Boston Realty Advisors; Wil Catlin, managing director and senior partner, and Merit McIntyre, president and chief executive officer of Advisors Living.

“This is an amazing opportunity to have the office here and to be back with my team,” said Kathy Duca, senior vice president of Advisors Living, who has worked extensively in real estate in the area previously.

“I’ve lived here my whole entire life,” Duca said. “It’s a wonderful community. Maine certainly offers just so much beauty, and it’s kind of our motto: ‘Across the turnpike is the way life should be’.”

Duca cited the four seasons of outdoor activities in Maine, plus shopping and dining opportunities in Portland, with four star chefs and museums. “I’m about 10 minutes away from that,” she said.

“Anytime you’re on the ocean it’s always a good thing,” she said. “The beauty of Casco Bay – and you can get in the car and be able to drive an hour into the mountains.”

“This has been an unbelievable journey,” Duca said. “I’m so fortunate to be back in an office in Cape Elizabeth with the greatest real estate team. I feel very fortunate. And I’m very thankful to Merit and Wil and Jason for this opportunity.”

The downtown office has been a home of residential brokers since 1960.

The Cape Elizabeth office is the latest of an increasing number of Advisors Living brokerage offices opening up in the Greater Boston area and beyond. Other offices will open in the near future.

“We are beyond excited to be opening up a new residential real estate office here to be under the Advisors Living name,” McIntyre said when the office opened its doors last October. “Southern Maine along the coast and inland is a wonderful place to live.”

The real estate office in Cape Elizabeth serving this area had closed months ago, and the Advisors Living opening will bring back experienced agents to the area to advise clients who are buying or selling homes or contemplating it.

A dozen agents familiar with the Southern Maine market are working from the new Advisors Living office, many of whom have worked together before.

“Cape Elizabeth is an affluent bedroom community of Portland with high-end homes,” McIntyre said. “Our clients will benefit from that kind of luxury market and the advice we can offer them with our local knowledge.”

Cape Elizabeth is a community of about 9,500 residents. Portland has a population of about 67,000.

Boston Realty Advisors and associated companies including Advisors Living achieved record-breaking sales, leasing and real estate industry advisory growth for the 2022 calendar year.

Advisors Living sales of single family homes and condominiums were up 356% over 2021, with a total of 1,354 sales worth \$1.4 billion, and the residential brokerage added 114 residential advisors during the year, bringing the Advisors Living number of advisors to 174.

Advisors Living opened multiple new offices in the Greater Boston area and Maine, now serving home buyers and sellers in a total of 14 locations.

The independent commercial real estate firm Boston Realty Advisors and its associated residential sales brand, Advisors Living, were founded by Weissman in 2001. Catlin joined in 2001 as senior partner.

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