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## **The Boulos Co. promotes Lucas to partner**

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Nick Lucas

Portland, ME The Boulos Company promoted 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.

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 success with the sale of multifamily complexes, office buildings, and industrial properties. His achievements in the multifamily sector include the sale of 82 Glenridge Dr. in Augusta in 2022, marking one of the largest subsidized multifamily transactions in Maine’s recent history.

In 2021, Lucas negotiated the sale of a 45,000 s/f industrial building at 200 Sylvan Rd. in Bangor for \$1.3 million and the lease of a 43,000 s/f of class A office space at 353 Water St. in Augusta to the Department of Inland Fisheries & Wildlife.

Chris Paszyc, a colleague at The Boulos Co., praised Lucas, said, “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 Co., said, “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.”