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# Swan Agency Sotheby's International

by Faith DeAmbrose

BLUE HILL—Although the recent opening of the Swan Agency's fourth real estate office in downtown Blue Hill makes it one of five real estate brokerages in the area, owner Kim Swan said the Swan Agency, especially because of its Sotheby's affiliation, brings something different. That something different is of course the Sotheby's name recognition, but it is also the fact that the joint venture allows the company to carry listings running an economical gamut.

The Swan Agency began in 1975 in Bar Harbor. In the late 1980s the agency created a division specializing in the sale of bed and breakfast properties. The B&B division has done very well, said Swan, noting the company employs two dedicated brokers to that division. In 1994 Kim Swan purchased the company from her parents. The company has slowly grown to include three additional offices—in Northeast Harbor, Trenton and now Blue Hill. The agency employs 18 full-time brokers throughout its offices. The affiliation with Sotheby's came in 2006.

Another thing that sets the Blue Hill office apart, even from the other Swan Agency Sotheby's International offices, is an art gallery component. The Cygnet Gallery, a company with three locations and also owned by Swan, is located beyond the front doors of its Main Street location. The Cygnet Gallery shows the work of Maine artists and local scenes.

"We want to add to the community," said Swan, noting the company will host informational workshops designed to provide information to homeowners. Their first workshop will be held in October with information for potential first-time homebuyers.

For more information about Swan Agency Sotheby's International realtors, call the Blue Hill office at 374-2020 or visit [www.swanagency.com](http://www.swanagency.com).



Pictured, from right, Midge Smith, broker, and Heidi Stanton-Drew, Operations Manager, Swan Agency. Photo by Faith DeAmbrose

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