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The List

Largest Residential Real Estate Firms in Massachusetts Ranked by 2021 Massachusetts gross residential sales volume from closed transactions

Locally Researched by: Sean McFadden, Boston Business Journal

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Staff *Boston Business Journal*

Data provided represents aggregate totals for the firms' local offices and includes single-family, multifamily and condo sales. Sales volume includes off-market sales in many instances. Redfin Corp. and eXp Realty were among the firms that either declined or did not respond to survey requests.

Rank	Company name/Prior rank (*unranked in 2021)	2021 Massachusetts gross residential sales volume from closed transactions	No. of homes sold in Mass. in 2021	Most expensive home sold in Mass. in 2021	Number of licensed agents in Mass.	Number of offices in Mass.	Chief executive(s)
1	Coldwell Banker Realty 826 Boylston St. Chestnut Hill, MA 02467 781-684-6300 ColdwellBankerHomes.com	15698323291	18904	23925000	3258	56	Pauline Bennett, President
2	Compass 126 Newbury St. Boston, MA 02116 617-206-3333 compass.com	8273638849	7407	15000000	1145	12	Marc Decker, Regional vice president
3	William Raveis Real Estate, Mortgage and Insurance 40 North St. Hingham, MA 02043 781-749-3007 raveis.com	6160223705	7576	20475000	1055	39	Chris Raveis, President of residential sales
4	Gibson Sotheby's International Realty 556 Tremont St. Boston, MA 02118 617-426-6900	4220345865	3683	14000000	450	24	Larry Rideout, Chairman, co-owner Paul McGann, President, co-owner Colleen

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	gibsonsothebysrealty.com						Barry, CEO
5	Berkshire Hathaway HomeServices Commonwealth Real Estate/ Robert Paul Properties 12 Huron Drive Natick, MA 01760 508-810-0700	3394803115	4196	19000000	872	37	George Patsio, Alan Lyman, Nick Patsio, Patrick Fortin, Managing partners
6	Lamacchia Realty Inc. 465 Waverley Oaks Road Waltham, MA 02452 617-924-6563 lamacchiarealty.com	1620984964.6	3294	6500000	462	9.0	Anthony Lamacchia, Broker/Owner
7	Century 21 North East 96 High St. Danvers, MA 01923 800-844-7653 c21ne.com	1514761000	2448	NA	678	34	James D'Amico, CEO
8	Kinlin Grover Compass 4 Wianno Ave. Osterville, MA 02635 508-420-1130 compass.com	1452532000	2008	6750000	420	22	Michael Schlott, President
9	Jack Conway & Co. 137 Washington St. Norwell, MA 02061 781-871-0080 jackconway.com	1307231843	2409	3475000	664	26	Carol Bulman, President, CEO
10	LAER Realty Partners 173 Chelmsford St. Chelmsford, MA 01824 978-251-8221 LAERRealty.com	1216000000	2588	6850000	532	28	Stacey Alcorn, CEO
11	Keller Williams Realty Evolution 500 Cummings Center Beverly, MA 01915 978-927-8700 kw.com	1035473475.99	1741	NA	NA	6.0	Jason Parisella, Broker
12	ERA Key Realty Services 76 Church St. Whitinsville, MA 01588 508-234-0550 erakey.com	984415848	2180	3000000	381	16	Cheryl Eidingen-Taylor, President, COO

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13	RE/MAX Executive Realty 308 West Central St. Franklin, MA 02038 508-520-9696 remaxexec.com	905583325	1865	2500000	165	7.0	Bill Wright, President Chuck Joseph, Broker/Owner Chris Arienti, Broker/Owner
14	Campion & Company 172 Newbury St. Boston, MA 02116 617-236-0711 campionre.com	903988356	218	27250000	22	1.0	Tracy Campion, Broker/Owner
15	J Barrett & Company LLC 586 Hale St. Prides Crossing, MA 01965 978-922-2700 jbarrettrealty.com	845000000	1048	5550000	140	6.0	Jon Gray, President
16	Barrett Sotheby's International Realty 33 Walden St. Concord, MA 01742 978-369-6453 barrettsothebysrealty.com	768872116	952	4250000	163	8.0	Laurie Cadigan, CEO John Cadigan, COO
17	Sotheby's International Realty Inc. 851 Main St. Osterville, MA 02655 508-428-9115 sothebysrealty.com	554003720	564	10300000	78	3.0	Greg Kiely, Vice president/managing broker
18	LandVest Inc. 10 Post Office Square Boston, MA 02109 617-723-1800 landvest.com	508000000	198	25000000	45	5.0	Slater Anderson, Managing director
19	SUCCESS! Real Estate 285 Washington St. Braintree, MA 02184 781-848-9064 successrealestate.com	501300000	956	2276000	155	1.0	Steve Webster, Broker/Owner
20	Douglas Elliman 20 Park Plaza Boston, MA 02116 617-267-3500 douglaselliman.com	375000000	319	7500000	55	1.0	Kevin Ahearn, CEO of Douglas Elliman's Boston Division

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21	Gallagher Real Estate 1763 Northampton St. Holyoke, MA 01040 413-536-7232 gogallagher.com	325612261	1105	899900	138	7.0	Paul Gallagher, President
22	Sagan Harborside Sotheby's International Realty 300 Salem St. Swampscott, MA 01907 781-838-0068 saganharborside.com	282357141	251	8500000	75	2.0	Julie Sagan, Partner
23	StartPoint Realty 34 Newell Hill Road Sterling, MA 01564 978-422-3999 startpoint.com	249219414	442	7500000	139	2.0	Jeffrey Bastress, Broker/Owner
24	Point B Realty LLC 19 Winter St. Edgartown, MA 02539 508-627-4567 pointbrealty.com	212507229	93	9650000	14	1.0	Wendy Harman, Founder/Owner /Principal Broker Win Baker, VP, client services
25	Options Real Estate Services LLC 220 Humphrey St. Marblehead, MA 01945 978-979-0845 optionsreal-estate.com	21950000	29	1200000	6.0	1.0	Mary Jane Taglieri, Broker