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The List

Largest Residential Real Estate Firms in Massachusetts Ranked by 2020 Massachusetts gross residential sales volume from closed transactions

Locally Researched by: Sean McFadden and Hilary Burns, Boston Business Journal

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Staff *Boston Business Journal*

Information for this list came directly from participating firms and may have been pulled from multiple data sources in some instances. Data provided represents aggregate totals for the firm's local offices and includes single-family, multifamily and condo sales in most instances.

Rank	Company name/Prior rank (*unranked in 2020)	2020 Massachusetts gross residential sales volume from closed transactions	No. of homes sold in Mass. in 2020	Most expensive home sold in Mass. in 2020	Number of licensed agents in Mass.	Number of offices in Mass.	Chief executive(s)
1	Coldwell Banker Realty New England 826 Boylston St. Chestnut Hill, MA 02467 781-684-6300 ColdwellBankerHomes.com	12490819781	16607	16500000	3107	64	Pauline Bennett, President
2	Compass 126 Newbury St. 617-206-3333 compass.com	5568211828	6027	9900000	910	7.0	Jeffrey Heighton, Regional president
3	William Raveis 40 North St. Hingham, MA 781-749-3007 raveis.com	5320166139	7604	7500000	983	37	Chris Raveis, President of residential sales
4	Gibson Sotheby's International Realty 556 Tremont St. Boston, MA 02118 617-426-6900 gibsonsothebysrealty.com	2621023679	2606	11000000	400	24	Larry Rideout, Chairman, co-owner Paul McGann, President, co-owner Colleen Barry, CEO

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5	Kinlin Grover Real Estate 4 Wianno Ave. Osterville, MA 02655 508-420-1130 kinlingrover.com	1665985178	2822	6495000	430	21	Michael Schlott, President
6	Berkshire Hathaway HomeServices Commonwealth Real Estate 12 Huron Drive Natick, MA 01760 508-810-0700 commonmoves.com	1559053139.5	2685	16000000	737	28	Patrick Fortin, Alan Lyman, George Patsio, Nick Patsio, Founding partners
7	Century 21 North East 96 High St. Danvers, MA 01923 888-844-7653 c21ne.com	1326742082	2946	3750000	587	29	James D'Amico, CEO
8	LAER Realty Partners 173 Chelmsford St. Chelmsford, MA 01824 978-251-8221 laerrealty.com	1132194000	2838	3500000	510	29	Stacey Alcorn, CEO
9	Jack Conway & Co. 137 Washington St. Norwell, MA 02061 781-871-0080 jackconway.com	1129427136	2317	NA	700	28	Carol Bulman, President, CEO
10	Keller Williams Realty 500 Cummings Center Beverly, MA 01915 978-927-8700 kw.com	1109357495	2161	NA	379	6.0	Jason Parisella, Broker
11	Robert Paul Properties 867 Main St. Osterville, MA 02655 508-420-1414 robertpaul.com	1002449430	915	13750000	110	9.0	Emily Clark, President
12	Lamacchia Realty Inc. 465 Waverley Oaks Road Waltham, MA 02452 855-510-7653 lamacchiarealty.com	997341193	2373	2645000	372	9.0	Anthony Lamacchia, Broker/Owner

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13	Campion & Company Fine Homes 172 Newbury St. Boston, MA 02116 617-236-0711 campionre.com	886102740	154	34000000	21	1.0	Tracy Campion, Broker/Owner
14	ERA Key Realty Services 76 Church St. Whitinsville, MA 01588 508-234-0550 erakey.com	813341249	2139	2610000	356	14	Cheryl Eidingen-Taylor, President, COO
15	Sotheby's International Realty Inc. 851 Main St. Osterville, MA 02655 508-428-9115 sothebysrealty.com	591724040	623	20000000	71	3.0	Greg Kiely, Vice president/managing broker
16	LandVest Inc. 10 Post Office Square Boston, MA 02109 617-723-1800 landvest.com	430000000	192	23000000	36	8.0	Slater Anderson, Managing director
17	Sagan Harborside Sotheby's International Realty 300 Salem St. Swampscott, MA 01907 781-838-0068 saganharborside.com	256836000	334	5000000	74	2.0	Michael Cannuscio, CEO
18	Point B Realty LLC 19 Winter St. Edgartown, MA 02539 508-627-4567 pointbrealty.com	200263300	113	15400000	14	1.0	Wendy Harman, Founder/Owner/Principal Broker
19	StartPoint Realty 34 Newell Hill Road Sterling, MA 01564 978-422-3999 startpoint.com	122430000	360	1520000	124	2.0	Jeffrey Bastress, Broker/Owner
20	Easton Real Estate LLC 690 Depot St. Easton, MA 02356 508-958-3000 eastonrealestate.com	38000000	76	1275000	11	1.0	John Allaire, Owner

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21	Options Real Estate Services LLC 220 Humphrey St. Marblehead, MA 01945 978-979-0845 optionsreal-estate.com	18720000	36	868000	5.0	1.0	Mary Jane Taglieri, Broker