

Area's Largest Residential Real Estate Firms

Ranked by dollar amount Mass. home sales

Rank	Prior rank	Company	Dollar amount of 2004 Mass. home sales	2004 Mass. closings	Certified realtors	Is your company part of a franchise? Parent company	CEO Title
1	1	Coldwell Banker Residential Brokerage 1601 Trapelo Road, Waltham 02421 (781) 684-6300 www.newenglandmoves.com	\$14,900,000,000	30,202	3,650	Independently owned franchise NRT Inc.	Rick Loughlin President
2	2	GMAC Real Estate-New England 18 Commerce Way, Woburn 01801 (781) 937-8400 www.welcomenewengland.com	\$4,766,732,933	9,704	1,096	Company owned GMAC Home Services	Joe Capriotti President, CEO
3	3	Jack Conway & Co. Inc. 137 Washington St., Norwell 02061 (781) 871-0080 www.jackconway.com	\$1,907,296,700	7,696	982	Independent	Jack Conway Chairman
4	4	RE/Max First Choice Real Estate 155 Otis St., Northborough 01532 (508) 393-5000 www.firstchoicehomesma.com	\$833,430,932	2,753	94	Independently owned franchise Re/Max International	Margie Richard Vice president
5	5	Re/Max Executive Realty 500 Franklin Village Dr., Franklin 02038 (508) 520-9696 www.remaxexec.com	\$713,411,699	1,818	130	Independently owned franchise Re/Max International	Bill Wright President
6	7	ERA Key Realty Services 76 Church St., Whitinsville 01588 (508) 234-0550 www.erakey.com	\$547,531,810	1,916	299	Independently owned franchise ERA	Bruce Taylor President
7	NR	Re/Max Real Estate Center 17 Cocasset St., Foxborough 02035 (508) 543-3922 www.realestatecenterhomes.com	\$540,000,000	1,470	95	Independently owned franchise Re/Max International Inc.	Michael Gallagher President
8	NR	Re/Max First Realty Inc. 369 Boylston St., Newton 02459 (617) 244-4499 www.bostonwesthomes.com	\$490,844,669	1,041	80	Independently owned franchise Re/Max International	Allan Fields Owner
9	8	Realty Executives Cape Cod 1330 Phinney's Lane, Hyannis 02601 (508) 362-1300 www.capecodschoice.com	\$377,501,312	1,039	95	Independently owned franchise Realty Executives	Tim Waldron Regional director
10	NR	Re/Max Walden Country 48 Thoreau St., Concord 01742 (978) 371-9990 www.waldencountry.com	\$371,469,566	669	66	Independently owned franchise Re/Max International	Helen Edwards President, CEO
11	9	Prudential Howe & Doherty Realtors 12 Bartlet St., Andover 01810 (978) 475-5100 www.andoverliving.com	\$362,024,959	725	69	Independent affiliate of Prudential Real Estate	J.B. Doherty, Chris Doherty, Doug Howe Owners
12	NR	William Raveis Mass. LLC 10 Langley Road, Newton 02459 (617) 984-1850 www.raveis.com	\$330,000,000	670	166	Independent	William Raveis Jr. Chairman, CEO
13	12	ERA Morrison Real Estate 61 Central Square, Chelmsford 01824 (978) 614-1508 www.eramorrison.com	\$256,682,097	851	132	Independently owned franchise ERA	Ron Morrison President
14	13	Barrett & Co. Inc. 33 Walden St., Concord 01742 (978) 369-6453 www.barrettandco.com	\$205,021,000	289	40	Independent	Jane Barrett President
15	20	Rutledge Properties 572 Washington St., Wellesley 02482 (781) 235-4663 www.rutledgeproperties.com	\$185,195,480	154	23	Independent	Roberta Swenson President
16	19	Sagan Agency Realtors 300 Salem St., Swampscott 01907 (781) 593-6111 www.saganrealtors.com	\$171,890,000	356	28	Independent	Phyllis Sagan Owner
17	16	Century 21 Greers 29 Albion St., Wakefield 01880, (781) 245-4151 www.c21greers.com	\$138,000,000	282	44	Independently owned franchise Century 21	Robert Winsor Designated realtor
18	NR	N.B. Taylor & Co. Inc. Realtors 356 Boston Post Road, Sudbury 01776 (978) 443-8300 www.nbtaylor.com	\$132,117,575	146	26	Independent	Nancy Taylor President
19	18	Louise Condon Realty Inc. 399 Chestnut St., Needham 02492 (781) 449-6292 www.condonrealty.com	\$127,103,665	207	23	Independent	Louise Condon Owner
20	NR	Century 21 Fortin 39 Church St., Winchester 01890 (781) 729-7777 www.c21fortin.com	\$126,314,457	225	35	Independently owned franchise Century 21 Corp.	Patrick Fortin Owner
21	21	Marquis Real Estate Inc. 31 Main St., Plymouth 02360 (508) 747-7777 www.marquisrealestate.com	\$112,441,000	347	55	Independently owned franchise GMAC	Shari & Tom Marquis Owners
22	NR	Private Properties 21 Bow St., North Reading 01864 (978) 664-0707	\$100,000,000	167	37	Independent	John McQuaid President
23	NR	ERA Boston Real Estate Group 53 Hereford St., Boston 2115 (617) 2621900 www.bostonrealestate.net	\$78,000,000	205	40	Independently owned franchise ERA	Michael Carucci President/CEO
24	23	Re/Max Home Team 339 Chestnut St., Needham 02492 (781) 444-0050 www.remax.com	\$65,649,100	119	13	Independently owned franchise Re/Max International	Cliff London President
25	NR	Annmarie Jonah Realtors 578 Chestnut St., Lynn 01904 (781) 596-1174 www.annmariejonah.com	\$39,000,000	82	14	Independent	Annmarie Jonah Principal

BIGGEST GAINERS

Biggest one-year gains in dollar amount of Mass. home sales



Source: BBJ research

Trends:

Local median-selling price for single-family homes

Region	2003	2004
Greater Boston	\$418,000	\$469,000
Cape Cod	\$335,000	\$360,000
Northeast	\$346,000	\$372,000
South Shore	\$302,000	\$342,000
Central	\$250,000	\$272,500
Mass.	\$305,000	\$340,000

Source: Mass. Association of Realtors