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## **William Raveis Real Estate expands into Falmouth market**

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According to Chris Raveis, executive vice president and managing partner of William Raveis Real Estate, Mortgage & Insurance, LLC Massachusetts, the company's newest office is located at 634 Rte. 28A.

The real estate company, which now maintains 17 Massachusetts offices, is one of the largest family-owned real estate companies in New England, and the third largest real estate company in the Bay State with a 2007 Massachusetts sales volume of \$1 billion.

"Our merger with Falmouth Realty Assoc. Ltd. owned by Nick Fish represents an exciting expansion opportunity to us in this vibrant community," said Raveis. "Since the company's inception on the Cape in 2007, we have developed a strong presence in the Falmouth real estate market and it became clear there was a significant opportunity for us to launch an office in the town. The new Falmouth office further endorses our commitment to become Cape Cod's premier real estate company," he added.

According to sales manager Wendy Beaulieu, who oversees the office, clients and associates were continually inquiring when William Raveis would open an office in the area. "We opened in Falmouth because we already had many clients here," she said. "We feel that our exceptional marketing and innovative technology sets us apart from our competitors."

The office is located next to the N. Falmouth Post Office and currently has eight experienced Realtor professionals, who together average 70 years of industry experience. The office team presently includes: Nick Fish, Barbara Lunn, Russ Pelletier, Dane Kimmerle, Heidi Wright, Maggie Cenzalli, Dianne Splaine and Betsy Lyons

Since first entering the Massachusetts marketplace in 2003, William Raveis has experienced phenomenal growth. In 2007, the company opened three new offices in Marblehead, Orleans and Osterville, with statewide sales volume jumping 48% from the previous year. In 2008, the company launched three additional offices in Scituate, Marblehead and Hingham.

William Raveis Real Estate, Mortgage & Insurance is one of the top companies in the nation. It is rated as the #1 family-owned real estate firm in New England, the #2 family-owned real estate company in the United States and #12 out of 100,000 real estate firms nationwide. With a 2008 sales volume of \$4.5 billion, the innovative company is nationally recognized as an industry leader and is dedicated to providing an unparalleled real estate experience to its customers. The company has 63 offices, including two affiliates, in Connecticut, Massachusetts and Rhode Island. Future plans entail expansion into New York, Vermont, New Hampshire and Maine.

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