



**BERKSHIRE
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HomeServices

NEWS RELEASE



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Century 21 Commonwealth Transitions to Berkshire Hathaway HomeServices

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*Boston-area brokerage leader steps forward as Berkshire Hathaway HomeServices
Commonwealth Real Estate; announces acquisitions*

BOSTON, MA (Nov. 1, 2018) – Berkshire Hathaway HomeServices today welcomed Century 21 Commonwealth, with more than 500 agents and 22 offices, to its real estate brokerage network. The brokerage now operates as Berkshire Hathaway HomeServices Commonwealth Real Estate and has announced immediate moves to grow and serve more of the greater Boston marketplace.

In late October, Commonwealth Real Estate acquired the Needham office of Berkshire Hathaway HomeServices Town & Country Real Estate and will merge its Needham operations with that office, located at 1089 Great Plain Ave. On the heels of the Needham acquisition, the brokerage acquired ePlace Real Estate based in Cambridge and serving Somerville, Boston and its western suburbs.

“We are elated to step forward today as a member of the Berkshire Hathaway HomeServices network,” said George Patsio, a founding partner at the company. “We see our transition as a jumping off point for our brokerage – an ideal opportunity to provide our agents with an iconic brand and state-of-the-art tools, resources and marketing technology – and at the optimal time to launch strategic growth.”

In Needham, the brokerage gains seven agents and a larger office for greater access and service to the community. In Cambridge, ePlace Realty and its 35 agents and employees now operate as Berkshire Hathaway HomeServices Commonwealth Real Estate. Patsio said his brokerage merged its existing Cambridge office with the ePlace team and all will operate from the latter’s location at 830 Massachusetts Ave. The acquisitions add about \$120 million in sales volume to Commonwealth Real Estate’s balance sheet, Patsio added.

“We’ve strengthened our positions in both of these important markets and we’ll continue looking for acquisitions to expand our brokerage and serve a wider share of Boston and surrounding communities,” Patsio explained. “We are also recruiting more the region’s top sales professionals to help drive our strategic growth plans.”

Commonwealth Real Estate is a market leader with a sound reputation for client service, market expertise and operational excellence. In 2017, the brokerage generated \$1.4 billion in real estate sales volume on nearly 2,900 units. It is currently Boston’s third-largest brokerage for sales volume and fourth-largest for units, according to MLS PIN.

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Gino Blefari, CEO of Berkshire Hathaway HomeServices, welcomed Commonwealth Real Estate and applauded its acquisitions. “Commonwealth Real Estate is an exceptional brokerage with strong leadership and skilled, respected agents,” he said. “As important, the brokerage has ambitious growth aspirations and we will support it every step of the way.”

With their network membership starting today, Commonwealth Real Estate sales associates gain access to Berkshire Hathaway HomeServices’ Global Network Platform, a powerful tool suite driving lead generation, marketing support, social media, video production/distribution and more. The brand also provides international listing syndication, relocation referrals, professional education and the exclusive Luxury Collection marketing program for high-end listings.

About Berkshire Hathaway HomeServices Commonwealth Real Estate

Boston-based Commonwealth Real Estate, a full-service real estate brokerage, was founded in 2006 from a collection of leading real estate agencies. Through its service, experience and guidance, Commonwealth has become one of the most trusted real estate companies in the marketplace. Visit www.commonmoves.com.

About Berkshire Hathaway HomeServices

Berkshire Hathaway HomeServices, based in Irvine, CA, is a real estate brokerage network built for a new era in residential real estate. The network, among the few organizations entrusted to use the world-renowned Berkshire Hathaway name, brings to the real estate market a definitive mark of trust, integrity, stability and longevity. The brand was recognized as Real Estate Agency Brand of Year and Most Trusted Real Estate Brand in the 2018 Harris Poll EquiTrend Study. It was also honored for “Highest Overall Satisfaction for Repeat Home Sellers Among National Full Service Real Estate Firms” in J.D. Power’s 2018 Home Buyer/Seller Satisfaction Study. Visit www.berkshirehathawayhs.com.

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