

Masters of the House

The region's busiest real estate agents give us their read on the market (and a few words of wisdom, too).



"I tell my clients if they're selling, bring it on!"

GAIL ROBERTS, Coldwell Banker Residential Brokerage (Cambridge)
UNITS SOLD LAST YEAR: 24



"It's hard to see it when you're in it, but now is such a great time to buy."

DAVID DIGREGORIO, Coldwell Banker Residential Brokerage (Waltham and Belmont)
UNITS SOLD LAST YEAR: 43



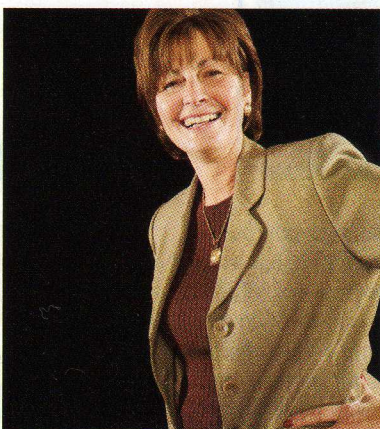
"I just specialize in the waterfront... it's a very desirable area to live."

CARMELA LAURELLA, Otis & Ahearn Real Estate (Waterfront and North End)
UNITS SOLD LAST YEAR: 22



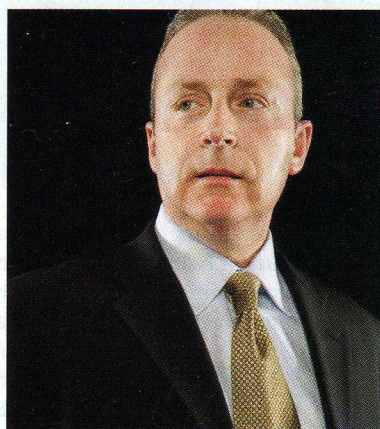
"The days of pushing the market are gone—you have to be priced right."

JAY ROONEY, GKR Residential (Boston and Dorchester)
UNITS SOLD LAST YEAR: 18



"It's about knowing how the market works today, not what neighbors and friends experienced in years past."

ANITA HOROWITZ, RE/MAX Advantage Real Estate (North Shore) UNITS SOLD LAST YEAR: 24



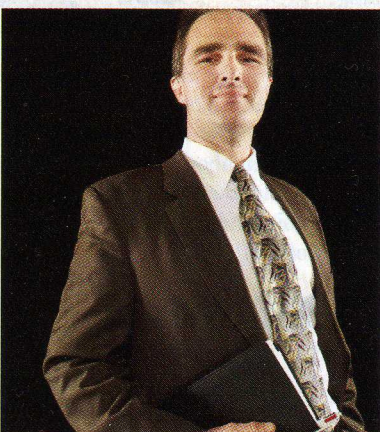
"Years ago homeowners would say, 'If I don't get top dollar, I'm not selling.' Now they're realizing we're all in this together."

STEVE MCKENNA, Bowes GMAC Home Advantage Team (Arlington) UNITS SOLD LAST YEAR: 38



"Don't just jump right in; ask a lot of questions. You really need to do your homework."

HANNAH DRISCOLL, Redfin (Boston, Cambridge, and MetroWest)
UNITS SOLD LAST YEAR: 33



"Clients are buying a bigger, better home for so much less than a few years ago—the savings can really add up."

HANS BRINGS, Coldwell Banker Residential Brokerage (MetroWest) UNITS SOLD LAST YEAR: 61 (4)



"In '04, '05, there were agents without skills who could put a sign in the yard and get things sold. It's different now."

JESSICA YE, Keller Williams Realty (Boston, Cambridge, and Quincy) UNITS SOLD LAST YEAR: 21