



Mark McLaughlin
CEO, Pacific Union International

Overall Rank: 48
Category: Power Brokers
Category Rank: 15



McLaughlin runs Pacific Union International, whose over 700 agents do more than \$7 billion in annual sales. He founded local brokerage Morgan Lane in fall 2006 in Marin County, California, and just three years later purchased Pacific Union. He helped develop joint ventures for Pacific Union in the mortgage, insurance and property management service lines.

Before the founding of Morgan Lane, McLaughlin served as the interim president of Sperry Van Ness International, an Irvine, California-based commercial real estate firm. McLaughlin previously served as an executive at the operator of commercial real estate's most popular portal LoopNet. In previous real estate experience, McLaughlin held key management roles at commercial real estate firms Jones Lang LaSalle and Colliers International.