

San Francisco Real Estate Brokerage Pacific Union Leads Bay Area in Highest-Priced Home Sales for 2016

Named Luxury Brokerage of the Year by Luxury Marketing Council of San Francisco

San Francisco, Calif., September 7, 2016 – A recent San Francisco Business Times survey by Riley McDermid of the priciest Bay Area home sales for 2016 firmly places Pacific Union International as the top-performing local real estate brokerage, with three of the four most expensive home transactions in Northern California.

The showplace [homes](#) range from the most expensive property ever sold in the East Bay to Napa Valley's famed Villa Sorriso, the former residence of the late comedian Robin Williams, to residences in Atherton, Silicon Valley's most prestigious community.

In the same month, San Francisco Magazine and The Luxury Marketing Council of San Francisco named Pacific Union International as the 2016 Luxury Brokerage of the Year. The [award](#) cites Pacific Union's "teamwork, trust and innovation" as pillars that have lead the brokerage to consistently deliver elite performance and outstanding results.

"This continued recognition of our performance is a direct reflection of the trust our clients place in our real estate professionals," says Pacific Union CEO Mark A. McLaughlin. "Navigating and negotiating home purchases and sales in these price ranges requires strategy, analytics, exceptional listening, negotiating skills and often times, patience. To be recognized in the San Francisco Bay Area as having represented clients in three of the top four most expensive sales is exceptional and a true honor."

The annual award named ten Pacific Union real estate professionals to the report's Leading 100 list. Developed in collaboration with industry analysts at REAL Trends, the list highlights the Bay Area's 100 top-producing real estate professionals based on sales volume for calendar year 2015. The Leading 100 real estate professionals for 2015 from Pacific Union are:

Nina Hatvany, San Francisco; Dana Green, Lafayette; Tracy McLaughlin, Ross; Tom LeMieux, Menlo Park; Shana Rohde-Lynch, Tiburon; Steve Gothelf, San Francisco; Ted Bartlett, San Francisco; Mollie Poe, San Francisco; Dennis Otto, San Francisco; and Nathalie de Saint Andrieu, Menlo Park.

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Pacific Union was one of two Bay Area-based, full-service residential real estate brokerages named to this year's Inc. 5000 list. And like [last year](#), the San Francisco-based firm had the largest revenue of any California firm that Inc. classifies in its real estate category.

Earlier in the year, REAL Trends announced that Pacific Union retained the position of the [ninth-largest residential brokerage in the U.S.](#) In June, REAL Trends named [11 Pacific Union real estate professionals](#) among the most productive in the country.

About Pacific Union

Pacific Union is the San Francisco Bay Area's premier luxury real estate brand operating in eight regions. The brokerage offers a full range of personal and commercial real estate services, including buying, selling, and relocation, and enjoys a relationship with Christie's International Real Estate as an exclusive affiliate in in the San Francisco, Marin, Sonoma, Napa, Alameda, and Contra Costa counties in the state of California. Locally owned, Pacific Union operates with an entrepreneurial mindset and unwavering commitment to deliver exceptional service and expertise. For more information, please visit us at www.pacificunion.com.

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