

**THE BIG NUMBER**

## MERGER OF S.F., L.A. BROKERAGE FIRMS TO CREATE STATEWIDE BEHEMOTH

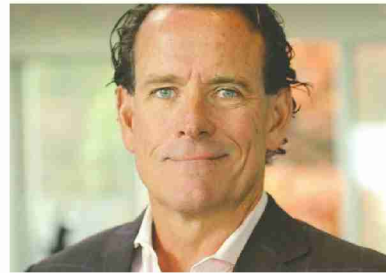
Pacific Union, the Bay Area's third-largest residential brokerage by sales volume, will merge with Partners Trust and form California's largest independent residential brokerage, and together have 1,400 real estate professionals. San Francisco-based Pacific Union will merge with Los Angeles-based Partners Trust, which has 240 associates, in a deal expected to close this week. The combined company will have 47 offices.

**1,400**  
Real estate professionals after merger

past three years in a brokerage industry where consolidation has become commonplace. In 2015, Pacific Union acquired the Mark Co., a new condo development specialist, and last year merged with Beverly Hills-based John Aaroe Group. All three brands will remain separate.

Statewide, Pacific Union and Partners Trust had a combined 2016 sales volume of \$12.6 billion and project 2017 sales volume over \$15 billion.

— Roland Li



SFBT 2014 PHOTO / SPENCER BROWN

Mark McLaughlin, Pacific Union CEO, notches another acquisition.

