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## **H. Pearce Real Estate merges with George J. Smith & Son Realtors**

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According to Barbara Pearce, president of Pearce Real Estate, the Milford-based firm of George J. Smith & Son Realtors has merged with the Pearce Commercial Division. All of the Smith agents will become affiliated with the combined entity, which will be known in the Milford area as Pearce/George J. Smith Realtors. In all other locations and divisions, the firm will remain Pearce Real Estate.

Pearce said, "We are happy to have culminated a merger of two well respected, professional organizations, which combines the strengths of both firms. Our core service areas abut, but do not overlap. This means that we will be able to service customers and clients from the Hartford area in the north, with our Rocky Hill office, through greater New Haven, with our North Haven office, into Milford and the greater Bridgeport area, with the addition of the Smith office on the Milford Green. The Smith name is an iconic one in this region and, like Pearce, is multi-generational and known for both professionalism and community service. Founded in 1886 by George J. Smith, the Smith firm has been serving Connecticut for more than 126 years. We are proud to be associated with such a wonderful group of professionals, and to expand our other services - including residential sales and leasing, appraisals, mortgage originations, relocation and senior services - in the Milford area."

DeForest Smith, president of George J. Smith & Son Realtors said, "We are delighted to be making a move that will provide our clients with expanded services and resources for another 126 years. We are merging with a firm that is much like ours, dedicated to providing excellence in service to clients, customers and the community. We look forward to enhancing the Pearce/Smith growth in the western part of New Haven county and into Fairfield county."

Pearce will continue to serve as CEO of Pearce Real Estate and Smith will be named a senior vice president of Pearce. Smith's Milford office will remain headquarters for the agents who have been working from that location, with plans to add additional agents in the near future.

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