



# Biography



**Ralston "Ral" Merchant, Jr.**  
*Director – Brokerage Services*

Ralston "Ral" Merchant, Jr. joined Burns and Scalo Real Estate Services, Inc. as Senior Advisor and as a member of Brokerage Services. Ralston will concentrate his time and vast experience on production and organization of new business as he joins the commercial brokerage group. One of the most successful commercial real estate brokers in the region, his skills, experience and contacts leads the firm's growing efforts in this segment of the real estate industry.

Ralston has been in the real estate industry since 1991 and has represented clients in need of commercial space ranging from 3,000 square feet to 1,000,000 square feet. From 1996 through 2001 Ralston worked at Howard Hanna Commercial Real Estate where he was the top producer for the latter three years. During that time, he founded and owned Aegis Real Estate Partners in 1998 which specialized in all product areas of commercial real estate. Ralston then joined Burns & Scalo after selling his interests in Aegis Real Estate Partners.

Some of his many clients include:

- Brookdale Living Communities
- CLI Corporation
- Falconi Group of Companies
- Telcove (formerly Adelphia Business Solutions)
- Traditions of America

Ralston has been a member of the National Association of Industrial and Office Properties (NAIOP), NAIOP National Forums, Washington County Chamber of Commerce and the Center County Chamber of Commerce.

Ralston is a graduate of Lehigh University with a degree in Business Administration and a former Naval Officer.