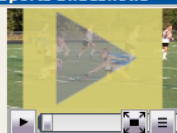




Saturday November 17, 2007

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Shawn Gregson
Delaware Valley High School Football.
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Real Estate Solutions breaks ground for new office space

UPDATED: NOVEMBER 16, 2007

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Goshen — Real Estate Solutions broke ground on Wednesday for what will be a 10,000-square-foot office building at the corner of West Main and Matthews Streets in the Village of Goshen.

The company is a professional affiliation of R.J. Smith Realty and D.L. Hawkins and Associates.

"This is a right of passage for us, a celebration of our organization's success," R.J. Smith said at the ceremony held at the site.

The ceremony was attended by Orange County Executive Ed Diana, Orange County Partnership President Maureen Halahan, Orange County Chamber of Commerce President John D'Ambrosio, Community Foundation of Orange and Sullivan President Karen Van Houten, and Michael Torrelli, the regional director for the Mid-Hudson region of Empire State Development.



At the groundbreaking, from left: Dave Smith of Real Estate Solutions; Frank Fornario, Orange County legislator (5th District); Tom Pahucki of Real Estate Solutions and an Orange County legislator (21st District); Dave Hawkins of Real Estate Solutions; R.J. Smith of Real Estate Solutions; Frank Giancamilli, representing U.S. Rept. John Hall; John D'Ambrosio, president, Orange County Chamber of Commerce; Ed Diana, executive, Orange County; Michael Torrelli, regional director, the Mid-Hudson region of Empire State Development; Maureen Halahan, president, Orange County Partnership for Economic Development.



"This shows confidence in the future," D'Ambrosio said at the groundbreaking. "This is about knowing our future is bright."

Diana thanked Smith and Hawkins "for your insight and vision."

Plans for the new three-story building have been in development for more than 18 months. The strategic location, with its high visibility just off of Route 17, will serve as Real Estate Solutions' central Orange County office. Office suites will be available for lease.

Hawkins said the new building will have a state-of-the-art design.

Real Estate Solutions is also planning to hire a new director of brokerage services, who will be charged with training, leading, recruiting, and inspiring realtors.

Real Estate Solutions also recently kicked off plans for an electronic marketing initiative that includes targeted e-brochures and a newly designed Web site, which includes more than 11,000 searchable, active listings.

Buyers have moved on from more the traditional forms of marketing. According to the National Association of Realtors, roughly 75 percent of buyers found their home through the Internet, realtor resources, or for sale signs.

The e-brochures are designed to reach more potential buyers in an area that includes the Hudson Valley, the Catskills, the New York City metropolitan area, western Connecticut and northern New Jersey. Real Estate Solutions has a database of hundreds of thousands of residents and businesses.

"Instead of waiting for potential buyers to come through the door or to make a phone call, Real Estate Solutions is sending the listings directly into their homes," said Hawkins.

Real Estate Solutions was founded in the early 1970s and reports doing \$2 billion worth of business in that time.