



Guterman joins Key Properties as senior director of commercial sales

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Cornwall on the Hudson, NY Michael Guterman has joined Key Properties of the Hudson Valley LLC as senior director of commercial sales. He has immediately started in his new position at Key Properties, as well as, networking with his extensive contacts and associates.

"We are ecstatic about this association and look forward to Mike's input and expertise. His experience in development, construction, financing and risk management will add an extraordinarily valuable resource for existing and new clients of Key Properties of the Hudson Valley LLC," said Richard Pasiut, broker/owner of Key Properties.

Born in Brooklyn, Guterman has 45 years in the real estate/construction industry. He started his career as a salesman/broker in NE Pa. and Western Sullivan county. He worked in property management eventually becoming director of capital improvements for firm with over 3,000 rental units.

Next, he was an assistant project manager for rehabilitation and reconstruction of condo conversions for over 5,000 units, including hotels, garden apartments, mid and high-rise residential buildings, plus construction superintendent for four N.Y.C. high-rises,

Also, Guterman was project manager and then senior project manager for the construction of 1,500 units in the Bronx. He was a partner in "minority" of a Building and Development company in South Bronx and constructed several hundred two and three family townhouses. He also developed and constructed multiple single family and townhouse developments in Orange and Ulster counties.

He developed several large parcels of land in Orange and Ulster counties.

While he was a senior vice president of large international construction development company in N.Y.C., he developed and built two Manhattan building (42 and 36 stories respectively) and 10-story building in LIC, Queens along with complete Risk Management responsibilities.

He financed multiple projects including \$84 million, \$75 million and \$20 million projects in Manhattan and Queens, \$1 million to \$5 million projects financed in Orange and Ulster counties.

He is a past member of:

- * Board of Directors the Builders Association of the Hudson Valley
- * Board of Directors of the New York State Builders Association
- * Board of Directors of the National Association of Home Builders
- * National Association of Home Builders NYS Build PAC Trustee
- * Designated as "Life Spike" by National Association of Home Builders

About Key Properties of the Hudson Valley

Key Properties of the Hudson Valley llc is a full service Brokerage with it's headquarters on the Campus of New York Military Academy in Cornwall on Hudson, NY

Key has a strong commercial presents in the tri-County area, plus a land development group, and a very active group of residential agents.

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