

PRESS RELEASE

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REAL ESTATE VETERAN, WILLIAM SMITH A BIG HITTER FOR PROMINENT MONTEREY PENINSULA REAL ESTATE FIRM

Successful real estate agent ranked number two in sales volume for Coldwell Banker in first quarter

CARMEL, Calif. – May 3, 2007 – Most people know William Smith by reputation alone. His big sales and passion for historical preservation on the Monterey Peninsula have gained him notoriety in his field that many admire. Recently, Smith was ranked number two in sales volume with Coldwell Banker for his first full quarter at the Del Monte Realty branch, and was ranked sixth in the region. "The opportunities offered by Coldwell Banker Del Monte (CBDMR) enhance our efforts as agents very effectively. Initially, I said that I felt like I was recruited by the New York Yankees and it turns out that it still feels that way. I knew that joining a first rate organization like CBDMR would make my job easier and the results are proof of that," says Smith of his position with Coldwell Banker.

"We are extremely proud to welcome William and his staff to our professional family," said Rita Lewis, senior vice president and regional manager of Coldwell Banker Del Monte Realty. "His group is clearly among the most talented, professional and successful agents in the business. Coldwell Banker Del Monte Realty has long stood for quality, professionalism and excellence, and William and his team exemplify those values. We're proud to welcome him home."

Smith has brought a sizable inventory of homes and land in Carmel, Pebble Beach, Carmel Valley, and surrounding areas to CBDMR. Averaging 80 closed sales per year, Smith has earned a loyal customer base. Notable transactions that have earned Smith the title he wears today include the sales of Quail Creek Ranch and the El Milagro Ranch in the Salinas Valley.

In addition, Smith currently represents new development projects including the Cottages in Marina, 17 new homes, most with guest houses, which are expected to be completed in June 2007, and Canyon Hills Ranch, a gated community offering ten 160 acre ranch lots in South Monterey County.

Smith, a fourth generation Monterey native, has a passion for the preservation of historic properties, and was very instrumental in the sales of both the Marsh Building, now an Asian Arts gallery, and the Holman Ranch, a 392 acre Carmel Valley ranch. Before Smith joined Coldwell Banker Del Monte Realty in November 2006, he was known as one of the more accomplished realtors for Prudential Real Estate nationally, and was ranked among the Top 100 agents for five out of seven years. In addition, Smith ranked as high as the number two selling agent in Northern California and number 11 internationally. Smith has over seventeen years of experience as real estate broker and has closed over 1200 real estate transactions. His contact information is available at www.williamsmith.com.