



To feature in Rutu CP Times, contact Vishesh Patel, Project coordinator at Rutu Group
Contact-7666310360 | Add-4th floor, Rutu Business Park, Near Rutu Park, Off LBS road, Majiwade, Thane (W)

Editorial

Match Winning Partnership

As we step into a new financial year, it brings with it a sense of renewal, opportunity, and forward momentum. Much like the beginning of a new academic term, this is a time to reflect on our journey so far and set clear, purposeful goals for the months ahead.

The past year has been a testament to resilience, adaptability, and strong collaboration. Our channel partners have played a vital role in navigating challenges and driving growth. Your commitment and trust have been the foundation of our shared success, and for that, we are truly grateful.

A new financial year is not just about numbers and targets—it is about building stronger relationships, exploring new possibilities, and working together with renewed energy. It is an opportunity to innovate, improve, and reach greater heights as a team.

In the coming months, let's aim to strengthen our partnerships, enhance support systems, and create more avenues for mutual growth. With clear communication, shared goals, and a spirit of cooperation, we are confident that this year will be even more rewarding.



Mukund Patel
Managing Director,
Rutu Group

The Customer-First Approach

In Thane's dynamic and fast-expanding property market, the role of a knowledgeable and transparent channel partner has become essential for homebuyers and investors. Among the names making a strong impact is Himanshu Dosi, the driving force behind Hearthstone Real Estate, a firm known for its reliability, professionalism, and customer-first approach. Since its establishment on 1st February 2020, Hearthstone Real Estate has steadily grown under Himanshu's leadership, guiding clients toward smart, secure, and well-informed property decisions.

Operating from FB 22, High Street Mall, Kapurbawadi, Thane West, the firm is strategically located at the centre of one of Thane's busiest real estate zones. This accessibility allows Himanshu to stay closely connected with ongoing projects, developer activities, and market trends—enabling him to offer timely and accurate recommendations to his clients.

One of Himanshu's biggest strengths lies in his deep understanding of construction quality and builder reputation, a factor that plays a crucial role in ensuring long-term value and safety for homebuyers. He consistently guides clients on how to evaluate a project's structural reliability, materials used, finishing quality, and the track record of the developer. By explaining the difference between renowned



Himanshu Dosi
97693 25232
Hearthstone
Real Estate

Realty, Horizon Group, Ekdant Developers, and VB Group. These collaborations reflect the firm's credibility and its ability to offer clients a wide range of premium, mid-segment, and affordable housing options.

What truly sets Himanshu apart is his commitment to transparency, personal guidance, and long-term client relationships. Whether assisting first-time homebuyers or seasoned investors, he ensures that every customer receives detailed knowledge, honest advice, and complete support throughout their real estate journey.

With a strong foundation, reputed developer networks, and a focus on quality-driven guidance, Himanshu Dosi continues to position Hearthstone Real Estate as one of Thane's most trusted and dependable real estate advisory firms.

developers and lesser-known entities, Himanshu helps clients avoid risks and make confident, future-proof decisions. His clarity on this topic has made him a trusted advisor for many families who seek genuine insights before investing their life savings.

Over the years, Himanshu has built strong associations with some of the most respected names in the industry, including Hiranandani, Narang Group, Damji Shamji Shah Group, Square Feet Group, Ace Group, Vihang Group, Puraniks Builders, JP Infra, Dosti

Shaping Trust with Transparency and Knowledge

Vinay K. Mahadik, a dedicated Channel Partner at Skyline Realtors, has been steadily making his mark in the real estate sector over the past three years. Operating from Mangeshi Commercial, 204, Durga Mata Chowk, Kalyan West, he has developed a strong presence in the local property market by offering reliable guidance and maintaining a transparent approach in every transaction. His growing reputation is built on trust, consistent service, and a clear understanding of buyer needs in an increasingly competitive real estate landscape.

Through Skyline Realtors, Vinay has collaborated with several reputed developers, including Vikas Developers, Shree Sai Developers, Rutu Group, Mangeshi Developers, Ajmera and Mehta Group, and Raunak Group. These



associations allow him to offer a diverse portfolio of residential and commercial projects, catering to a wide range of budgets and preferences. His ability to connect clients with the right opportunities has helped many homebuyers and investors make confident and informed decisions.

A key aspect that sets Vinay apart is



Vinay Mahadik
8104131316
Skyline
Realtors

his strong focus on legal awareness and RERA-related guidance, which has become one of the most important concerns for today's property buyers. He ensures that every client understands the importance of checking a project's RERA registration, verifying property documents, and confirming the legal status of a development before making any commitment. Vinay simplifies complex legal concepts, helping

buyers clearly understand terms like carpet area, agreements, approvals, and builder obligations. His guidance reduces risks and ensures that clients feel secure throughout the buying process.

Vinay K. Mahadik believes that real estate is not just about selling properties but about building long-term trust through honesty and knowledge. He supports his clients at every stage, from initial discussions and site visits to documentation and final decision-making, ensuring a smooth and stress-free experience.

With his commitment to transparency, strong developer network, and focus on legal clarity, Vinay continues to strengthen his role as a dependable Channel Partner in Kalyan's growing real estate market, helping clients turn their property aspirations into well-informed and secured investments.



A Guiding Force in Thane's Modern Real Estate

Amol Dongare, the driving force behind Paraspac Realty, has been an influential name in Thane's real estate market since 2019. Operating from GB/58, Ground Floor, Highstreet Corporate Centre, Kapurbawdi Junction, Thane West, he has consistently built trust, transparency, and long-term relationships with clients seeking homes that match their lifestyle, budget, and future aspirations. With a deep understanding of the city's evolving property trends, Amol has shaped Paraspac Realty into a dependable real estate advisory firm known for clarity, professionalism, and customer-first service.

Over the years, Amol has collaborated with some of the most reputed developers in the industry, giving him a strong and diverse project portfolio. His partnerships include Lodha, Runwal Realty, Kalpataru, Godrej Properties, Dosti Realty, Puraniks Builders, Square Feet Group, Ace Group, Raunak Group, Damji Shamji, JVM Group,



Amol Dongare
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Paraspac Realty

Horizon Group, The Icon Risland India, and Siddhi Group. This wide network enables him to offer clients a rich mix of premium, mid-segment, and affordable housing options across multiple micro-locations. Whether clients seek luxury amenities, strong construction quality, or long-term investment potential, Amol ensures they are guided with honest insights and practical evaluation.

One of the most common concerns among buyers today is the increasing rate of maintenance charges, what they include,



how projects differ, and what truly adds value. Amol addresses these doubts with clarity by breaking down how maintenance

works in modern townships and standalone buildings. He helps clients understand why projects with larger amenities may have slightly higher maintenance, how efficient societies keep costs stable, and which developments offer the best long-term value. His ability to simplify such essential queries has helped countless buyers make confident and well-informed decisions.

Amol's grounded approach, combined with genuine market knowledge, has made Paraspac Realty a trusted name among families, investors, and even first-time buyers. Instead of pushing projects, he focuses on what suits the client's needs, ensuring transparency at every step—from shortlisting to site visits and final paperwork. With his commitment, experience, and customer-centric mindset, Amol continues to positively influence Thane's real estate landscape, helping people find homes where comfort, clarity, and value come together seamlessly.

From Flats to Farm Houses: Shubhangi Realtors Expanding Choices

Nestled in the heart of Kalyan (West), Shubhangi Realtors has steadily built a reputation as one of the most trusted property consultancies in the Thane district. Founded and run by Umesh Sangale and Shubhangi Sangale, the firm operates from Shop No. 2, Near St. Lawrence School, Opposite Crown City, Chinchpada, Pailwan Chowk, a location that keeps them deeply connected to the community they serve.

The duo brings a comprehensive offering to the table. Whether clients are looking to buy a shop, rent a flat, invest in land, acquire a bungalow, or own a sprawling farmhouse, Shubhangi Realtors handles it all. Backed by online registration facilities and seamless loan assistance, the firm removes many of the traditional friction points that make property transactions daunting for first-time buyers and seasoned investors alike.

When asked about one of the most debated questions in today's real estate market, the choice between a township project and a standalone building, the Sangales hold a nuanced view. According to them, townships offer an integrated lifestyle with amenities such as parks, schools, and commercial zones all within a gated community, making them ideal for families seeking convenience and long-term appreciation. However, standalone



Umesh Sangale
84509 90403
Shubhangi Realtors

buildings, particularly in established localities like Kalyan West, still command tremendous value. They offer flexibility in customisation, fewer maintenance levies, and direct connectivity to existing civic infrastructure. For end-users on a budget, a well-located standalone flat often delivers better immediate value, while townships suit those thinking five to ten years ahead.

Umesh can be reached at 8450990403, while Shubhangi is available at 8369587946, both reachable via WhatsApp for quick queries and property walkthroughs.

In a market as dynamic as Kalyan-Dombivli, having a local expert who understands both the ground realities and the aspirations of buyers makes all the difference. Shubhangi Realtors is precisely that, a name built on trust, transparency, and tangible results.



Simplifying the Homebuying Journey with Expert Guidance

Helping buyers navigate practical choices like stack vs. open parking is where Virendra Bhavarthe excels. As an emerging Channel Partner in Kalyan, he bridges the gap between top developers and informed homeowners with a dedicated, client-first approach. Associated with Prime Properties, he began his journey in 2022 and has since been actively helping homebuyers and investors find suitable property options with clarity and confidence. Through his consistent efforts, he has positioned himself as a reliable link between developers and customers.

Prime Properties, located in Kalyan West near Mutha College, New Ring Road, Office No. 207, Mangeshi Commercial Hub, serves as a convenient touchpoint for clients exploring property opportunities in the region. His strategic location allows him to stay connected with ongoing developments and offer timely insights to buyers.

One of the key aspects Virendra focuses on is educating clients about practical concerns such as parking options. He ensures that buyers clearly understand the difference between stack parking and open parking before making a decision. Stack parking, commonly seen in modern projects, helps optimise space but may involve mechanical systems and maintenance considerations. In contrast, open parking offers easier accessibility and convenience for daily use. By explaining these factors simply and practically, he helps clients choose what best suits their lifestyle.

Since starting his career, Virendra has worked with a wide range of reputed developers, including Tharwani Group, Regency Group, Lodha Group, Ajmera Group, Seasons Group, Mangeshi Group, Haware Group, Raunak Group, Triveni Group, Shakti Group, Birla Group, and Saket Group, along with several local



Virendra Bhavarthe
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developers. This strong network allows him to offer diverse property options across different budgets and preferences.

What sets him apart is his focus on understanding client needs and providing honest guidance. From property selection to site visits and final decision-making, he ensures a smooth and transparent experience for every buyer. His growing market knowledge and client-first approach continue to strengthen his reputation in the Kalyan real estate market.

With a clear vision and dedication towards service, Virendra continues to expand his reach while helping clients make informed property decisions. His journey reflects the importance of trust, practical knowledge, and consistency in today's competitive real estate industry.



Dynamic Duo Personifies Excellence



Rakesh Telavane & Rajesh Khedekar

R K Homes Realtor

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As the property market continuously reshapes, professionals who combine dedication, experience, and trust stand out as reliable channel partners. Rakesh Telavane and Rajesh Khedekar, the names behind R K Homes Realtor, have steadily built a strong presence in the market through their commitment to guiding clients toward the right property decisions.

R K Homes Realtor has grown as a dependable real estate firm, focused on offering transparent consultancy and helping buyers find suitable homes and investment opportunities. With a client-first approach, the firm has earned recognition for maintaining clarity, professionalism, and strong relationships in the industry.

Over the years, Rakesh and Rajesh have collaborated with reputed developers such as Rutu Group, Tharwani Group, Ashapura Group, and Mangeshi Group. These associations reflect their credibility and give their clients access to a wide range of residential projects across growing locations.

One of the key strengths of their work lies in understanding buyer requirements and simplifying the overall property-buying process. From project selection to final decision-making, they ensure that clients receive clear guidance at every step. Their practical insights into pricing, project quality, and location advantages help buyers make confident and informed investments.

Operating under R K Homes Realtor, they focus on building long-term relationships by maintaining transparency and trust in every deal. Whether assisting first-time homebuyers or seasoned investors, their goal remains the same: to provide honest advice and smooth execution.

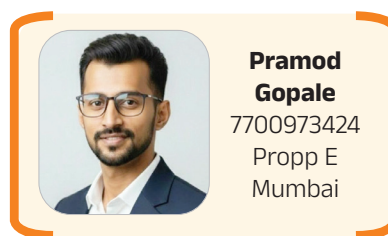
With growing experience and a strong network in the real estate sector, Rakesh and Rajesh continue to expand their reach while maintaining a reputation for reliability and service excellence. Their journey reflects the importance of consistency, market understanding, and client satisfaction in today's competitive property market.

Understanding Requirements, Offering Best Fits

Pramod Gopale, the founder of Propp E Mumbai, has quickly established himself as a dependable and insightful Channel Partner since beginning his real estate journey in 2022. Operating from Sai Ganesh Building, MHADA Colony, Vasant Vihar, Thane West, he has built a strong presence across key micro-markets, including Thane, KDMC, and Borivali. His strategic location and on-ground involvement allow him to stay closely connected with the latest trends, new launches, customer needs, and city-wide real estate developments.

Pramod works with some of the most prestigious developers in India, giving his clients access to renowned projects from Hiranandani, Oberoi Realty, Kalpataru, L&T Realty, Runwal Group, Lodha Group, JP Infra, Vihang Group, and several other respected builders. His strong project network enables him to offer homebuyers a wide range of choices across premium, mid-segment, and budget categories, ensuring that every client finds the right fit based on lifestyle, budget, and long-term goals. Whether someone is looking for a luxury high-rise or an affordable smart home, Pramod ensures transparency and clarity at every step.

One of the qualities that truly sets Pramod apart is his ability to answer the most common and important questions that homebuyers struggle with. Customers often ask which developer is more reliable, which project gives better appreciation,



Pramod Gopale

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Propp E
Mumbai

what to choose between amenities and pricing, and how to compare multiple options. With real-world experience and deep market understanding, Pramod simplifies these doubts through clear explanations, practical comparisons, and honest opinions. His guidance helps buyers avoid misinformation and choose

the right home with confidence, especially in a market where pricing, offers, and inventories constantly change.

His strong reputation comes from his consistent commitment to service, transparency, and customer-first thinking. Instead of pushing a project, he focuses on what genuinely suits the client, which has earned him long-term trust and repeated referrals. Today, Pramod continues to expand the reach of Propp E Mumbai while helping families and investors make informed decisions in a competitive real estate landscape. With his knowledge, network, and clarity-driven approach, he remains a reliable name in Thane's fast-growing property market.



Shailendra Tayade has steadily established himself as a dedicated and reliable channel partner in the real estate sector through his association with Kalyan Property. Since starting his journey in 2017, he has played an important role in connecting property developers with potential homebuyers and investors, contributing to the growth and visibility of his firm in the competitive market.

Based in Kalyan West, Shailendra operates his real estate business along with his YouTube channel, which helps him reach a wider audience and showcase property opportunities effectively. His presence in this growing region allows him to stay closely connected with ongoing developments, ensuring that he remains updated with project launches, pricing trends, and buyer preferences.

Over the years, he has worked with reputed groups such as Rutu, Mangeshi, Shelar, Balaji, and Tharwani, gaining

Bridging the Gap between Developers and Buyers

valuable experience across different types of residential projects. This exposure has strengthened his understanding of the local market and enhanced his ability to guide clients with confidence.

A key strength of Shailendra's work is his strong understanding of current real estate market trends. With rapid development in and around Kalyan, including infrastructure growth and increasing housing demand, he keeps

a close track of market movements. From shifting buyer preferences to price appreciation and new project launches, he ensures that his clients receive practical and timely insights for better decision-making.



Shailendra Tayade

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As a channel partner, Shailendra focuses on understanding each client's specific requirements and recommending properties that align with their needs and budgets. His approach is built on trust, transparency, and clear communication. Whether assisting first-time homebuyers or investors, he aims to make the property-buying process smooth and stress-free.

With years of experience in property marketing, client handling, and project promotions, he plays a crucial role in bridging the gap between developers and buyers. His consistent efforts and professional approach have helped him build a strong reputation in the Kalyan real estate market.

For Shailendra, real estate is all about building long-term relationships and delivering value. By staying updated with market trends and maintaining a client-first approach, he continues to grow as a dependable channel partner in the region.



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**TIMELESS.
ELEVATED.
MAJESTIC.**

A Lifestyle That Has It All



**RUTU
SAMRUDDHI**

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