

ct Company of the Month

LED BY VETERAN DEVELOPER SETH G. WEINSTEIN

Hannah Real Estate Investors

A nimble and creative player in a changing environment

STAMFORD, CT Hannah Real Estate Investors, with offices in Stamford and Manhattan N.Y., is a nimble and flexible player in the Fairfield County and Metro N.Y. market. Led by veteran developer, Seth G. Weinstein, Hannah seeks out value added opportunities across the product spectrum. In order to maintain a small and well-capitalized structure, Hannah successfully partners with other local companies to develop unique projects and achieve remarkable investment returns.



**Seth G. Weinstein, Principal
Hannah Real Estate Investors**

For nearly three decades, Weinstein has been dedicated to improving and enriching the "quality of life" offered in each of his buildings whether residential, office or mixed use. Upon entering the real estate business in the late '70s, Weinstein quickly earned a reputation as one of the region's most creative and entrepreneurial developers and has garnered accolades as a leader in his field. As principal of Hannah Real Estate Investors he continues to build upon his remarkable track record for creative and responsible development.

Weinstein has developed a strong regional and national reputation for consistently delivering high quality and profitable projects on challenging sites. Through his experi-

maintain a small, well-capitalized organization that can align with talent from the outside to take on a particular project successfully. Hannah also works closely with community groups, municipalities and financing partners to add substantial value to specific sites and jump start neighborhood revitalization.

"Through Hannah Real Estate Investors, I can dedicate my time and financial resources to projects that I find interesting. My firm affords me the agility, freedom, and capital capacity I find to be critical in turning obstacles into opportunities and opportunities into successes," said Weinstein. "Having in-depth knowledge of local markets enables us to quickly assess the best use for a site, accurately forecast project timelines and costs, and profitably deliver superior quality and value across various product types."

Hannah and its joint venture partners currently have several very high profile projects in various stages of development. These include The Metropolitan, Stamford's first urban loft living experience; Mill River House, the record breaking luxury condominium development and West Side gateway project; Adams Mill River House, a transformational

residential building; and, at the other end of the Connecticut coastline, Stonington Commons on Stonington Harbor.

Hannah has other exciting projects on the drawing boards with its joint venture partners. Notable among these is Glen View House that is being developed with Stillwater Investment Management and Glen View Partners. Glen View House is designed to be the gateway project to the East Side of the city much as Mill River House formed the West Side gateway. It will have 144 condominium residences and a major retail component. At the same time, Hannah is working to secure other sites for future projects.

According to Weinstein, "Hannah must always look at the changing market environment and anticipate, as we have in the past, changing conditions so that we can stay ahead of the curve. I have been successful in the past because I have been willing to move from sector to sector as the market changes. We need to keep our eyes open to evolving challenges and opportunities."

In fact, Weinstein has moved fluidly from residential to office to hospitality and back to residential development over his successful



Glen View House

career. He has been involved in projects from Vermont to Florida. In reminiscing about past projects, Weinstein is proud of his accomplishments. In looking to the future, he is enthusiastic about the prospects for his company. "I am

very excited about the opportunities ahead for Hannah and feel confident the coming years will prove to be extremely rewarding. No rewards come in this business without taking on challenges and solving problems." He continued, "One

of the great benefits of the development business is being in the position to make transformational contributions to communities and create rewarding opportunities for others."

Hannah Real Estate Investors is in a unique position to take on challenges, solve problems and create value in a changing market climate through strong partnerships and a solid, balanced and experienced approach to the business.



Stonington Commons

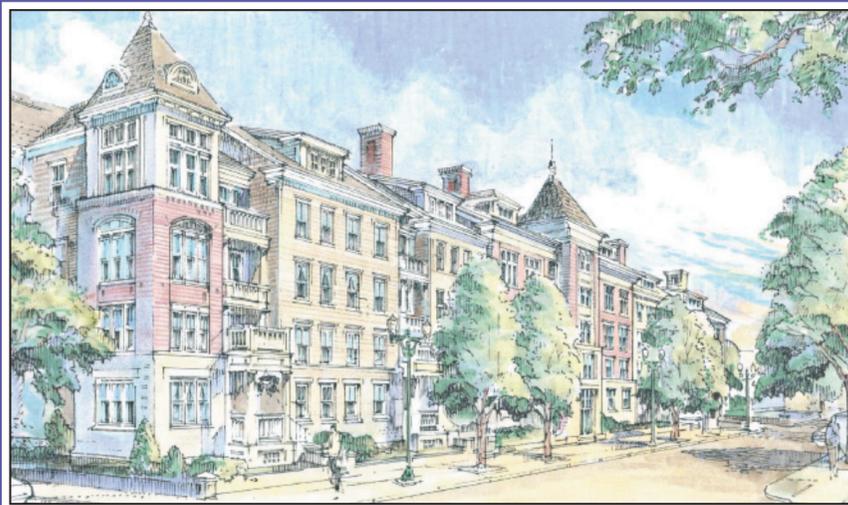
Stonington Commons

At the other end of the Connecticut coastline, Hannah is putting the finishing touches on Stonington Commons on Stonington Harbor in partnership with Greenwich developer Charles Mallory of Clearview Investment Management. This remarkable project, providing public access along the waterfront at this site for the first time over 200 years, is transforming an abandoned, waterfront, brownfield historic factory site into a landmark mixed-use

community of condominiums, single-family homes and commercial space, including the Stonington Harbor Yacht Club. Residents will begin moving into the 29 gracious condominiums, five one-bedroom suites, and seven waterfront homes by mid-November. People's Bank provided the construction financing package for Stonington Commons.

"Stonington Commons was the most complex and challenging project we have ever undertaken,"

said Weinstein. "We were dealing with a factory site that had been in operation for 200 years and was a virtual museum of pollution. We had a waterfront site that had been private since the American Revolution. We had historic buildings that needed to be preserved and adaptively reused. Finally we had a zoning board with a complex array of neighborhood agendas to deal with. It was certainly challenging but the results have been extraordinarily good!"



Adams Mill River House

Adams Mill River House
Located adjacent to Mill River House on Adams Ave., Adams Mill River House, developed in partnership with Paxton and Ray Kinol, responds to the continuing demand for beautifully appointed, conveniently located condominiums in downtown Stamford. This 60-unit luxury condominium is

already 50% pre-sold and is close to Mill River Park and all the cultural amenities offered in Stamford's vibrant center. Adams Mill River House will also contain below market rate affordable units and Citibank's Community Development Group has provided site acquisition financing and is working on a construction-financing

package. Construction is scheduled to begin before the end of the year with completion set for next autumn.

According to Weinstein, "We are very proud of Adams Mill River House. It is a terrific and innovative bit of architecture that creates an urban street scape in a part of town that will appreciate it."



Mill River House

Mill River House

In partnership with Paxton and Ray Kinol, Hannah is completing work on a former brownfield site that was home to an abandoned, blighted automobile dealership and service facility in downtown Stamford. The 92-unit condominium is known as Mill River House for its unique position overlooking the Mill River Park. It is the first significant private development to be

built under Stamford's recently instituted Mill River Corridor Plan and Design District that encourages new development along Mill River. Integrated into the complex are eleven affordable condominiums - the first for sale affordable units in downtown Stamford that meet a great need in the community. Citibank's Community Development Group, a unit of Citigroup, provided a construction loan to build

Mill River House. Residents will take occupancy later this fall. 85% of the residences at Mill River House were sold prior to construction.

"Mill River House is not only a remarkably successful project from a financial and architectural point of view, it has also helped to transform the gateway to Stamford's Westside," said Weinstein. "This has been a terrific project for Hannah and for the neighborhood."



The Metropolitan

The Metropolitan

The Metropolitan, Stamford's first cutting edge urban loft residence, is being developed by Hannah along with its partners Paxton and Ray Kinol and Summer Partners, LLC. Located at 1515 Summer Street, The Metropolitan will convert an empty 66,000 s/f office building into 42 sophisticated condominium residences. The one, two and three-bedroom condominium homes will come replete with high ceilings, panoramic windows, hardwood floors, and state-of-the-art appliances and finishes. Twelve town-homes will be built as part of the development. After only two weeks on the market an impressive 25% of condominium homes have been reserved.

According to Weinstein, "While conversion of under-utilized office buildings to residential uses has been a trend in Manhattan, The Metropolitan represents one of the very first projects of this kind in Fairfield County. We are bringing the very best from Manhattan and Europe to downtown Stamford."