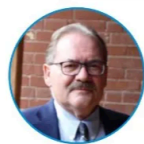


Power 25 Real Estate



John Guedes, Founder, President & CEO, Primrose Companies

Bridgeport-based developer John Guedes is having a transformative impact on communities in the Valley — helping to turn blighted industrial areas into thriving communities.



Guedes founded Primrose Companies Inc. in 1978, and it specializes in commercial, multifamily and medical office

construction projects. He leads Guedes Associates, an architectural firm, and Primrose Development LLC, which focuses on large residential development projects.

Guedes' background also includes years of revitalizing properties in Bridgeport.

Guedes is behind a large-scale riverfront redevelopment project in Shelton along Canal Street, which when complete will house 650 residential units, 58,000 square feet of commercial space and 1,374 parking spaces. The project includes eight parcels with former industrial sites that require extensive cleanup.

Shelton leaders have credited Guedes' efforts with revitalizing the community's downtown area and attracting new residents.

When Guedes first got involved in Shelton redevelopment some 15 years ago, the area had abandoned factory complexes.

Guedes has been involved in multiple projects during his career. He converted a former corset factory into the Birmingham on the River condominiums in Shelton, which got their first occupants in 2006. Guedes also built the Riverside Retail Center on the site of the former Rolife factory.

Guedes' pipeline in Shelton includes a 64-unit complex now under construction at 223 Canal St., and a 92-unit complex at 113-123 Canal St., in the planning stages. At the far end of Canal Street, Guedes envisions a 64-unit condo tower and 90-apartment loft complex.

In nearby Ansonia, Guedes is pursuing a sports complex that would include an outdoor soccer stadium, 39,000-square-foot indoor soccer facility and

49,000-square-foot multi-sports space on a vacant site on Olson Drive.

In Bridgeport, Primrose is converting the former Holiday Inn hotel at 1070 Main St. into 100 one- and two-bedroom luxury apartments. In Hartford, Guedes has teamed up with Biagio Barone of Stratford-based Barone Properties on an \$18.7 million conversion of the former Travelers training center at 200 Constitution Plaza into 101 apartments.

Amanda Faroni-Sheehan, Vice President of Investments & Multifamily Sales, Oxford Realty Group

Amanda Faroni-Sheehan has been involved in several high-dollar deals in recent months, including apartment buildings in cities like Waterbury and Meriden.



Faroni-Sheehan is the vice president of commercial investments and multifamily sales for Oxford Realty Group with Vanguard Private Client Group.

A Connecticut native, she has been working in the real estate industry for a decade. For the past six years, she has focused on the investment and commercial real estate market, with a concentration on multifamily investment properties.

Faroni-Sheehan recently represented the buyer in the purchase of a 22-unit, off-market portfolio across six properties in Waterbury, which sold for nearly \$1.3 million.

In September, she represented the buyer of a century-old apartment building with first-floor retail in Waterbury, which sold for \$1.9 million. The 112-year-old, 22,354-square-foot building at 174 Willow St., was purchased by a New Jersey-based limited liability company headed by Israel Wiznitzer.

The four-story, brick-sided building has four commercial spaces on the first floor. It sits on a little more than a tenth of an acre along a busy corridor in a depressed neighborhood.

In another large area deal in recent months, Faroni-Sheehan was the list-

ing broker for a Meriden multifamily property containing 21 apartments, which sold for \$2.2 million. The Hubbard Park Condominiums at 775 W. Main St. is a three-story, 20,158-square-foot development with a mix of one- and two-bedroom units.

Faroni-Sheehan regularly works with investors and developers to close on multifamily, mixed-use office and retail transactions.

Faroni-Sheehan was the top agent for multifamily sales in Waterbury in 2019 and 2020, though her reach extends into Hartford and New Haven counties, according to her profile. In those two years alone, she closed on more than 655 units, totaling more than \$50 million.

Before joining her current agency, Faroni-Sheehan worked as a senior commercial real estate advisor at Berkshire Hathaway Home Services New England Properties.

Richard Coote, President, The Wm. M. Hotchkiss Co. of New Haven

Richard Coote has some 35 years of experience in the real estate industry, and he serves as president of The Wm. M. Hotchkiss Co. of New Haven.



Coote recently handled a deal involving a well-known Elm City landmark, the former Quinpiack Club on Church

Street, which sold for \$4.1 million.

Local pharmaceutical company Biohaven bought the property, which included 221 Church St. and 280 Orange St., the building and neighboring parking space.

Coote represented the seller, 221 Church St. LLC, in the transaction. Coote at the time of the sale said the property had been on the market for slightly over a year. The property, built in 1931, features 42,000 square feet, 27 parking spaces, 25 guest rooms, meeting space and a kitchen.

According to Coote, it had been important to the seller to find the right buyer, so that the "charm and iconic nature of the building was preserved."

The Wm. M. Hotchkiss Company was first founded in New Haven back in 1908. It has several brokers, sales and leasing agents on staff. According to the company, it provides commercial leasing services for over 1.5 million square feet of office and retail space.

It also leases and sells residential properties, and offers maintenance and management of commercial and residential assets, from commercial office buildings to multifamily dwellings. It represents buyers and sellers in a variety of real estate deals.

Coote's career has included real estate and hospitality operational and management experience, according to his LinkedIn profile. He has managed residential and commercial assets ranging from general office buildings to health care to banking to hotels.

Fred A. Messore, Senior Vice President, Colonial Properties

Undeveloped land may be hard to find in the Valley, but Fred A. Messore, senior vice president of Orange-based Colonial Properties, played a pivotal role in the recent sale of a wooded lot in Ansonia.



In September, a real estate investment firm purchased two properties totaling 27 acres at 64-78 Pulaski Highway in Ansonia

for more than \$1.1 million.

The properties had been owned for more than four decades by Peter Overchuk and family.

Messore served as the broker for the sellers.

Ansonia Orchard LLC, an affiliate of Manhattan-based Fortitude Capital LLC, purchased the site. The property is zoned residential, and is bordered by streets with single-family homes. Ansonia city officials indicated in September that they were interested in the property for a potential new middle school.

In another deal in recent months, Messore was the sole broker in the sale of a vacant 2,550-square-foot former automotive repair shop in Ansonia. The property at 209-211 Pershing Drive was formerly a Del's Auto Body and sold for \$425,000. The buyer, 690 New Haven Ave. LLC (Monaco Enterprise), indicated it plans to open an Anthony's Auto Body.

Messore, a West Haven native who lives in Orange, has been a realtor since 2007.

Messore served as economic development director for the town of Seymour for seven years ending in 2018. Before that, he worked for six years as the executive director of the West Haven Economic Development Corporation.

During his career as a real estate agent, Messore has garnered recognition for his accomplishments, including multiple "Deal of the Year" awards from the New Haven Middlesex Realtors (NHMR). Messore is active in the community and on professional organizations, including serving on the board of directors for NHMR, on the executive board of directors for the West Haven Chamber of Commerce, and on the Brownfield Committee for the Valley Council of Governments.

Colette Harron, Agent, William Pitt Sotheby's International Realty

Colette Harron has been involved in the sale of many of the most luxurious homes in the region — including the Old Saybrook estate of the late actress Katharine Hepburn.



top producer.

Harron, an Essex resident, has garnered multiple awards for her work, including Diamond, Platinum and Gold awards for being a

Harron made the highest-priced sale on the shoreline in Middlesex County by listing and selling the Hepburn estate, at 10 Mohegan Ave. The three-story, 8,400-square-foot house, built in 1939, overlooks Long Island Sound. The property fetched \$11.5 million in 2017 with Harron as the listing broker.

Harron handles a variety of real estate, from luxury homes and vacation retreats to land and commercial properties. She is known for her knowledge of the shoreline in particular. She also speaks three languages, English, French and Spanish.

More recently, she has served as listing broker for another luxury waterfront home in Hepburn's Fenwick neighborhood in Old Saybrook, a 4,726-square-foot, two-story, European-style home at 21 Neponset Ave. It was on the market as of October for \$4.1 million. The nine-room home, built in 1986, offers floor-to-ceiling windows, water views, a swimming pool and Jacuzzi.

Her portfolio of properties for sale includes many of the most luxurious properties in the region. Another example? A 48-acre estate with views of the Connecticut River in Old Lyme with a private boat launch and an asking price of \$6.8 million.

She is also selling a \$5.7 million home at 15 Pettipaug Ave. in Old Saybrook, with its own beach and views of Long Island Sound.

Harron's background also includes working as a stylist with high-fashion photographers in New York City.

Carter Winstanley, Principal, Winstanley Enterprises

Drive into downtown New Haven and developer Carter Winstanley's handiwork rises toward the sky before you.



Winstanley is currently building a new \$100 million bioscience tower at 101 College St. As of late-October, the building was taking shape with much of the steel frame in place.

Winstanley, principal of Winstanley Enterprises, has estimated that tenants could be moving in as soon as the third quarter of 2023.

The 10-story tower at 101 College St. is slated to house 500,000 square feet of laboratory, research and meeting space.

The new building faces 100 College, another Winstanley development, a tower that houses Alexion and Yale University laboratories.

Winstanley broke ground on the 101 College St. project in June 2021, promising that it would cement New Haven's status as a regional biotech hub.

Alexion, AstraZeneca's rare disease group, has announced plans to expand its research capabilities in New Haven with space at 101 College, which it plans to occupy in late 2023.

Other announced tenants include Arvinas, Yale and BioLabs of Cambridge, which has said it would run a new Yale-

backed incubator in the building.

The new building will mean more room for the city's growing bioscience industry, which has been calling for more lab, research and incubator space.

Winstanley has been a principal of Winstanley Enterprises since 1992, and he has nearly three decades of experience in real estate development. The company's headquarters is in Concord, Mass., and its construction group makes 300 George St. in New Haven its home.

During his career, Winstanley has acquired and redeveloped more than 4 million square feet of commercial real estate, which includes 1.8 million square feet just in New Haven. That includes revamping the former Southern New England Telephone building. Winstanley has also been involved in projects in Science Park and on Winchester Avenue.

Molly Bruno, Principal, Molly Bruno Real Estate

In addition to her work as a real estate agent, Molly Bruno serves as state liaison for the Women's Council of Realtors, Connecticut, a resource for female Realtors throughout the state.



It provides an array of leadership and skill-boosting programs, conferences, networking and business opportunities.

A business owner and entrepreneur, Bruno heads Molly Bruno Real Estate, which has offices in Stamford and Norwich, and she serves the shoreline and southeastern portions of the state.

Bruno hosts a blog, where she tackles topics such as renting vs. buying a home, in addition to bringing attention to her listings.

Bruno is licensed in Connecticut and Rhode Island, and handles both residential and commercial real estate sales. She is founder and team lead of the Atlantic Property Team at eXP Realty.

Bruno says she is passionate about homeownership and making Connecticut a better place to live, work and play.

Bruno is active in the real estate community. She serves on the board of directors and young professional network committee at the Eastern Connecticut Association of Realtors.

She sits on the grassroots committee at the state level with Connecticut Realtors, the voice for real estate in Connecticut. She is a founding member of Women's Council of Realtors Eastern Connecticut.

Bruno is active in the community at large, and she has volunteered and helped raise money for nonprofit organizations such as the American Cancer Society and American Foundation for Suicide Prevention. She supports the Veterans Yoga Project by teaching an annual community benefit yoga class.

Arnold Peck, Broker & Owner, Property World

Arnold Peck, broker and owner of

Property World in Milford, is among the longest-tenured real estate professionals in the region.



Peck launched his real estate career back in 1967 and specializes in acquisitions, investments and developments.

For more than five decades, Peck has been involved in many high-profile deals.

The New Haven Middlesex Association of Realtors commercial investment division, for example, lauded Peck in 2020 for his role as selling agent in the \$1.75 million sale of 108 acres in North Haven and North Branford, known as the Borrelli Farm property.

Peck also got its "Deal of the Year" for 2020 for his involvement in the sale of 2 Boston Post Road, Orange, an approximately 140,000-square-foot warehouse space on 13.65 acres.

In July 2022, Peck was inducted into Marquis Who's Who, a collection of biographies profiling prominent individuals.

Peck started out owning and managing restaurants in Connecticut before getting involved in real estate.

Today, he is involved in development projects, new subdivisions and condominium complexes, waterfront properties, rentals and purchasing distressed commercial and residential properties to be redeveloped into commercial centers.

Peck says he is particularly proud of his involvement in shoreline redevelopments in Milford, new residential developments, affordable housing, and helping the city with implementing new zoning regulations to allow for senior housing and the reconstruction of houses, buildings, apartments and condominiums.

Peck has been active in real estate industry organizations, such as the Connecticut Developers Association, National Association of Home Builders, Orange Chamber of Commerce and Economic Development Board. For civic engagement, Peck has contributed to the Cystic Fibrosis Foundation, United Way, American Cancer Society, Boys and Girls Clubs of America, Heart Foundation and Boys and Girls Village.

Laura Brown, Executive Director, City Plan, New Haven

As the new leader of New Haven's city plan department, Laura Brown plays a key role in the city's future development.



Brown started her position as executive director of the department in February 2022.

Brown is a regional planner by training and a certified economic developer. Prior to coming to work for New Haven, she had worked as a community and economic development educator with UConn Extension since 2014. In that role, she worked with urban community leaders, families, business owners and grassroots organizations to enhance economic and

business opportunities.

Brown has more than 20 years of experience designing and implementing successful community and economic development programs in urban and rural areas, according to her LinkedIn profile.

When she started her current position, Brown said of New Haven, "There's so much great work happening here. I want you to know that I will be putting all of my work through the lens of equity and undoing any structures that are limiting, oppressive... and really raising up equity."

Brown said she is focused on forwarding the city's goals related to climate resiliency, including the Long Wharf Responsible Growth Plan, increasing the quality and quantity of affordable housing, and improving resident engagement in the planning process.

Asked about balancing the need for affordable housing with the boom in luxury development, Brown said that she would look at a range of approaches.

"Zoning is one of the tools we use to get there," Brown said.

During her tenure so far, the City Plan Commission this summer approved a moratorium on new development in the city's Long Wharf district pending a complete zoning overhaul.

By halting new applications for site plans, variances, permits and rezoning amendments for 12 months, the city aims to take a more active role in planning the area. The goal is to tailor zoning for future growth in line with the 2019 Long Wharf Responsible Growth Plan, which envisions the district as a lively neighborhood with more apartments, restaurants and retail.

Brad Balletto, Co-Founder, Senior Vice President Investments, Northeast Private Client Group

Brad Balletto has been involved in several large real estate deals in recent months, from the landmark Harold's formalwear building in New Haven to area apartment complexes.



Balletto co-founded Shelton-based Northeast Private Client Group in 2010 and serves as the company's senior vice president of

investments.

While based locally, he sells real estate throughout the Northeast and the country. He leads his firm's Metro North team. During his real estate career, Balletto has closed over \$1 billion in sales and over 200 transactions.

Balletto has garnered the CoStar Power Broker award multiple times, and received the 2021 Connect Media Annual Top Broker Award.

This past August, Balletto represented the seller and procured the buyer in the \$4.85 million sale of the Harold's formalwear building at 19 Elm St., in New Haven. Balletto said the new owners plan to move forward with a multifamily