

HAUSSSMANN

2023 Company Overview

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WHAT IS HAUSSMANN TODAY?

Josef Goodman started Hausmann in 2019 with a vision to build one of New York's next great development companies.

Since then, Hausmann has methodically worked towards that goal. We continue to lay the foundation for sustained success, with laser focus on executing our projects while building the requisite team and culture.

The New York City real estate development industry is not receptive to new entrants, but its high barriers to entry created a void for Hausmann. As a relative newcomer, Hausmann has several distinct competitive advantages:

- 1) **Team:** 70+ years of experience across key disciplines
- 2) **Institutional Backing:** Strategic partnership with Dubin & Co. family office
- 3) **Track Record:** 2 completed buildings; 2 buildings under construction; and 150 units in planning and design
- 4) **Process:** Institutional processes ingrained in the culture



HAUSSMANN: FORMATIVE YEARS

In a short period of time, Haussmann has established a track record as a developer who can navigate the choppy waters of NYC development with success. Along the way, Haussmann has steadily grown its team and is poised to continue its trajectory in 2023:



OUR MISSION

Our mission is to bring beauty and quality to New York real estate.

We are proud New Yorkers who celebrate the vibrancy and dynamism of urban life. We believe that beautiful buildings contribute to the richness of our city and civic pride. We specialize in welcoming, contextual, and carefully designed buildings of various types and scales that improve the lives of our tenants and their surrounding neighborhoods. Project planning, construction, and delivery are conducted in an ethical and responsible manner, always considerate of our tenants, partners, and neighbors.



OUR GROWING TEAM

70+ years of experience

Hausmann compliments its lean size and entrepreneurial spirit with an institutional approach.



JOSEF HAUSSMANN 

Founder / Principal

Josef Goodman is the founder and principal of Hausmann Development. He lives with his wife and daughter in Manhattan. He has a Bachelor's from Yale University and a Master's from Oxford University.



JAKE SOKOL 

Head of Acquisitions and Capital Markets

Prior to joining Hausmann, Jake spent more than a decade on the principal side of the business, executing nearly \$1bn in acquisitions in NYC and other markets. He has a Bachelor's from Northwestern University and a Master's from Columbia Business School.



DAN SMILOW 

Director of Construction

Prior to joining Hausmann, Dan worked for a major construction company for 20 years, where he worked on numerous high-profile projects in Midtown Manhattan. He lives with his wife and family in New Jersey. He has a Bachelor's from Sy Syms School of Business and a Master's from NYU.



LORRAINE WRIGHT 

Project Accountant

Lorraine has multiple years of experience in construction and cash management. She has worked on multiple landmark projects in New York City. Lorraine was born and raised in New Jersey and studied accounting at Fairleigh Dickinson University.



LEOR DUBIN 

Head of Property Management

Leor has over 10 years of experience in real estate and property management. He has a Bachelor's from Hunter College.

STRATEGIC PARTNERSHIP WITH DUBIN & CO.

Hausmann is especially proud of its relationship with Dubin & Co., one of New York's most active family offices.

Over the last five years, Josef and Glenn Dubin have incubated Hausmann, growing its team and portfolio. Dubin & Co.'s talented staff adds tremendous strength and infrastructure support to all of Hausmann's endeavors, from tax and structuring to legal and financing.



ROB GLASS
Chief Financial Officer



CHRISTINA HENDERSON
General Counsel

A FOCUS ON HARLEM

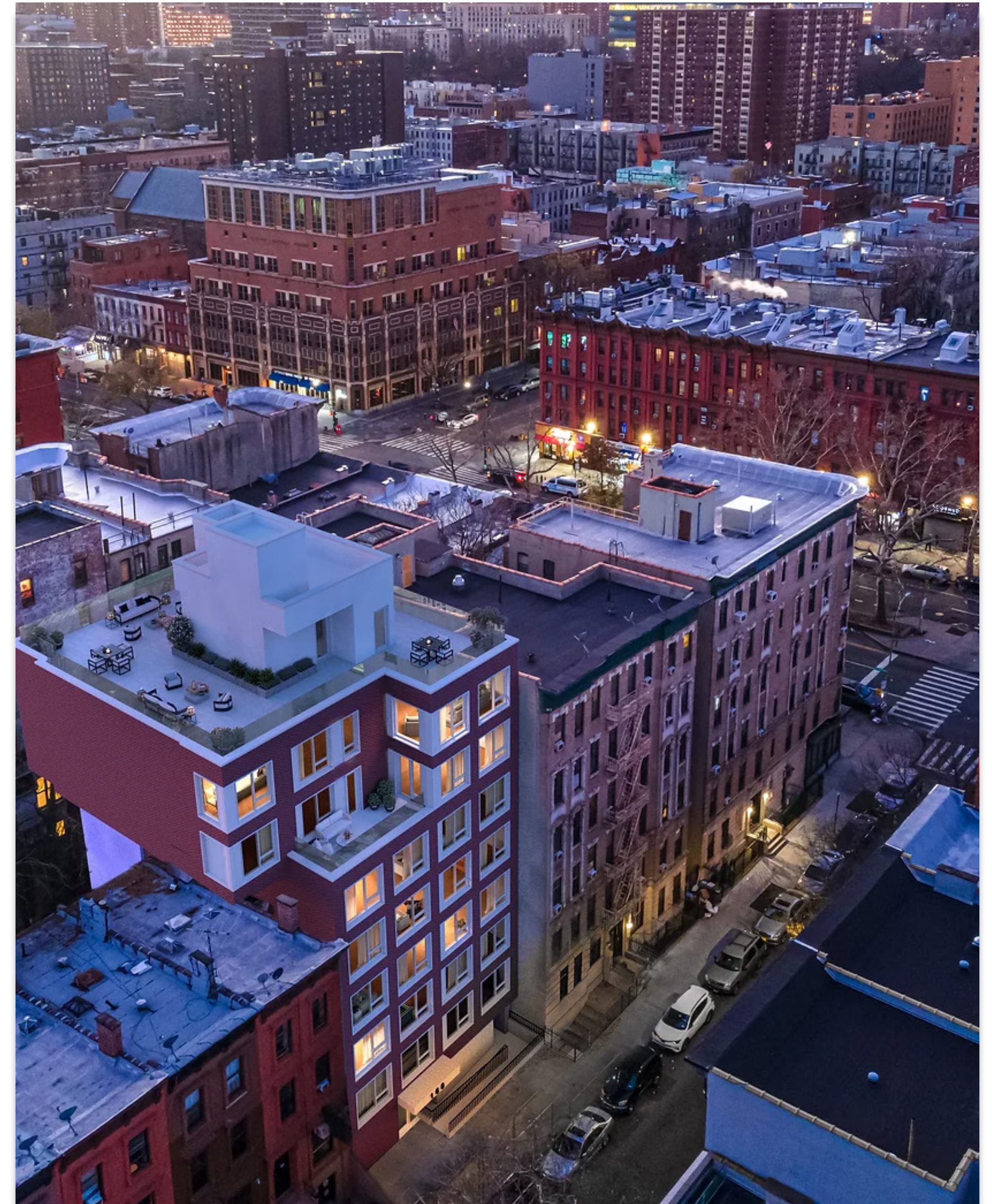
THE ORIGIN STORY Through strategic joint ventures and a disciplined niche focus, Hausmann has rapidly developed a portfolio of uniquely positioned assets throughout Harlem.

Hausmann broke ground on its first Central Harlem project in March 2020 and has expanded its footprint since to include 1,100 units in various stages of lease up, construction and design/planning.

Hausmann selected Central Harlem to grow because of its underrated fundamentals, relative affordability, proximity to midtown and robust transit options.

Despite several large-scale projects from major developers, the neighborhood has not delivered sufficiently on small-medium sized class A rentals.

With the completion of its next project at 2435 FDB, Hausmann will firmly cement itself as the premiere Central Harlem residential developer.



DEVELOPMENT IN HARLEM

Over 1,100 units in various stages of planning, design, construction and lease up



521 WEST 134TH

- Total Units: 28
- Unit Mix: 1br and 2brs
- 421-A: Yes
- Status: Construction (Summer 2023 TCO)



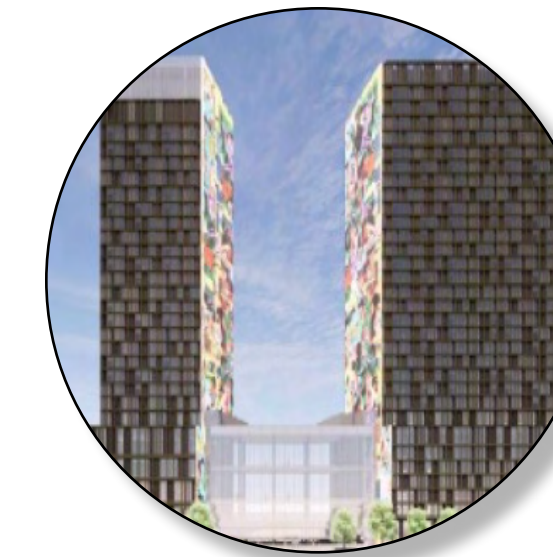
2435 FDB

- Total Units: ~150
- Unit Mix: 1br and 2brs
- 421-A: Yes
- Status: Planning / Design - Construction start in summer 2023



2750-2754 FDB

- Total Units: 27
- Floors: Six and Seven
- Unit Mix: 1br and 2brs
- 421-A: Yes
- Status: Lease-up



PROJECT ONE45

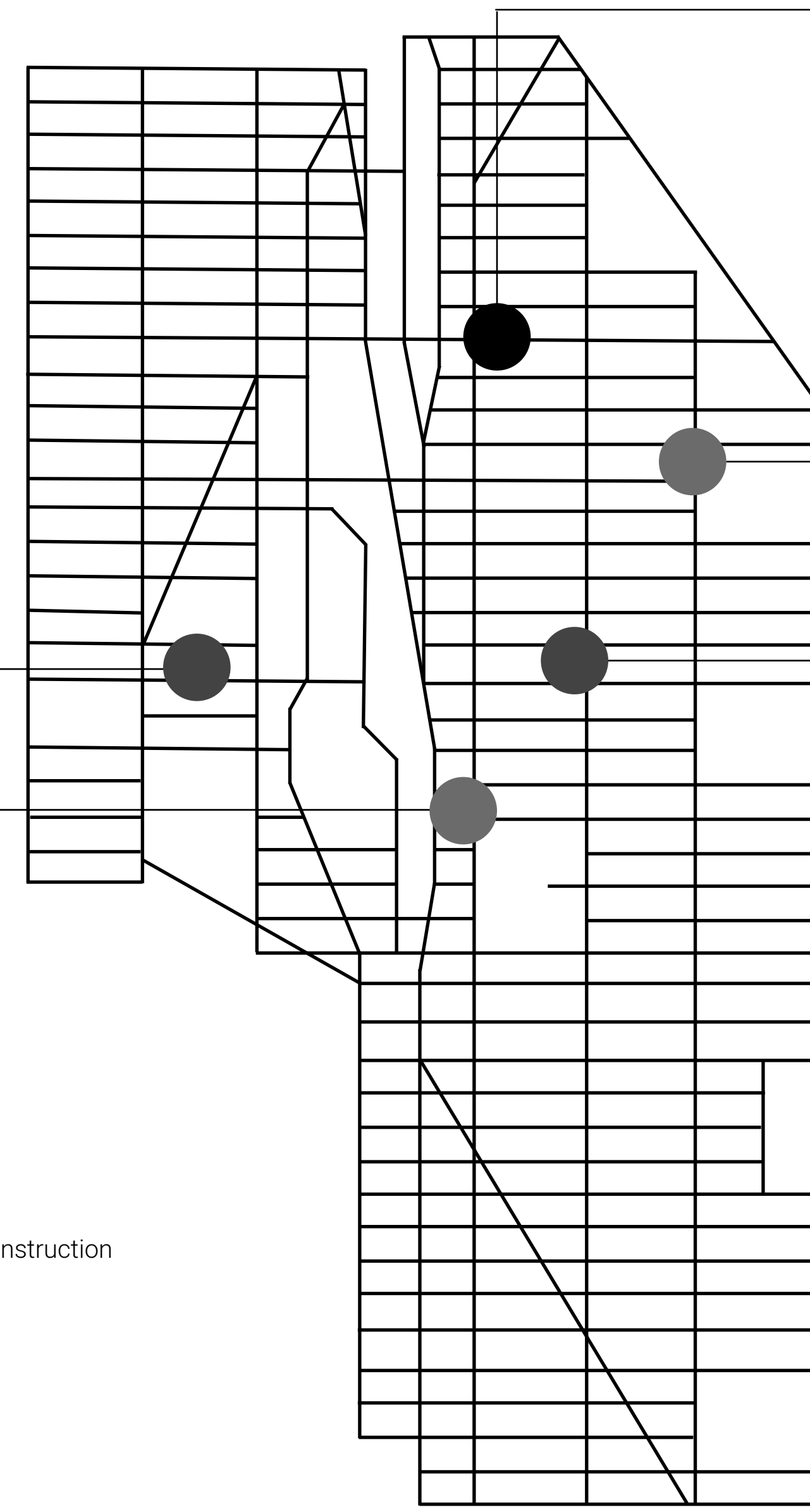
- 900 units
- 1 million sq ft mixed-use project
- Commercial and community space
- Status: Planning



168 WEST 136TH

- Total Units: 27
- Unit Mix: 1br and 2brs
- 421-A: Yes
- Status: Construction (Summer 2023 TCO)

- Planning
- Construction
- Lease-Up





2750-2754 FDB

2750-2754 FDB – aka Park Row Harlem - consists of two buildings separated by an internal courtyard. Since receiving TCOs in November 2022, Park Row is 80% leased on the residential and will be nearly fully leased within three months of its launch. Park Row's retail is fully leased.

Despite its location more than 20 blocks from Harlem's highest rent micro-market (125 th St corridor), Park Row has achieved unprecedented psf rents for Harlem. In delivering on efficiency – 1BRs average 457 sf and 2BRs average 610 sf – Park Row's chunk rents are digestible levels for 146 th Street and deliver meaningful value to its residents.

The property's hyper-efficient units offer immense natural light through oversized 8ft windows, soaring 11' ceilings and private terraces in select layouts.

- Total Units: 27
- Floors: Six and Seven
- Unit Mix: 1br and 2brs
- 421-A: Yes
- Residential Status: Lease-up
- Retail Status: Leased
- Subway Access: 0.2 miles to A/C/B/D trains
- Amenities: virtual doorman (Butterfly MX), fitness center, furnished roof deck, bike storage, residents lounge/remote work space and storage room.

521 WEST 134TH

134th Street commenced construction in Q2 2022 will receive its TCO in the summer of 2023, an anticipated 15-month construction timeline. When complete, the building will represent Hausmann's third completed building and its first Opportunity Zone transaction. The property is located four blocks from the new Columbia's Business School campus.

- Total Units: 28
- Floors: Eight
- Unit Mix: 1br and 2brs
- 421-A: Yes
- Status: Construction (Summer 2023 TCO)
- Subway Access: 0.2 miles from the 1 train





164-168 WEST 136th

136th Street commenced construction in Q2 2022 will receive its TCO in the summer of 2023, an anticipated 15-month construction timeline. When complete, the project will represent Hausmann's fourth completed building. The property includes a cantilever over the neighboring townhouse.

- Total Units: 27
- Floors: Eight
- Unit Mix: 1br and 2brs
- 421-A: Yes
- Status: Construction (Summer 2023 TCO)
- Subway Access: 0.1 miles from the 2/3 train

2435 FDB

Hausmann is planning and designing a 140-unit mixed-unit project six blocks away from the legendary Apollo Theater. The project will commence construction in the summer of 2023, with completion anticipated for the spring of 2025. 2435 FDB is vested for the 421-a program and is also located within an Opportunity Zone. The doorman-building will have a full amenity package and nearly 9,500 *SF* of street level retail.

- Total Units: 140
- Floors: 13
- Unit Mix: 1br and 2brs
- 421-A: Yes
- Status: Planning & Design
- Subway Access: 0.25 miles from the A/C/B/D



HAUSSMANN IN 2023

(and beyond)

Hausmann enters 2023 with a clear sense of purpose.

Despite the unpredictable macro-economic environment, Hausmann is well positioned to build and manage its existing portfolio, while capitalizing on distress and dislocation as it seeks to grow.

Hausmann's acquisition and growth efforts will be disciplined but active, focused on specific pockets of distress and opportunity within the NYC housing market

Hausmann relies on its deep reservoir of relationships across the industry – and its growing track record of execution and integrity – to source compelling opportunities.

ASSET FOCUS

Primary

- * Market Rate Rentals
- * Affordable Rentals
- * Mixed-Use
- * Obsolete Commercial

Secondary

- * For Sale Condos
- * Supportive Housing
- * Student Housing

MARKET FOCUS

Primary

- * Manhattan (the whole island)

Secondary

- * Select neighborhoods in Brooklyn/Queens/Bronx

RISK PROFILE

Primary

- * Ground-up construction of projects in the \$50M - \$150M range

Secondary

- * Heavy value-add and/or opportunistic transactions within asset & market focus





THANK YOU