



NEW ENGLAND COASTAL
DEVELOPMENT LLC

— INVESTOR PLAYBOOK · CONFIDENTIAL

Experienced Sponsors. *Deep Connecticut* Expertise.

New England Coastal brings decades of combined experience in Connecticut development, investment, and property management — with a focused presence in Fairfield County and a track record built on relationships, discipline, and results.

Well-resourced sponsors with *deep Connecticut roots*

New England Coastal is a Connecticut-based real estate development and investment firm with a focused presence in Fairfield County. Our principals bring decades of combined experience spanning ground-up development, value-add repositioning, acquisitions, and property management — across both residential and commercial asset classes throughout Connecticut.

What sets our team apart is not a single skill — it is the breadth and depth of experience across every facet of the real estate investment lifecycle. We have sat on both sides of the table: as developers, as operators, as owners, and as lenders. That full-cycle perspective informs every underwriting decision, every construction dollar, and every capital structure we bring to our investors.

Our current focus is ground-up Class-A multifamily and mixed-use development along the Monroe–Trumbull corridor in Fairfield County — a supply-constrained submarket with strong municipal support, limited competing inventory, and favorable debt markets on both land and construction phases.

Our edge is not structural alone — it is relational. A decade of active deal-making in Connecticut means we bring lender relationships, municipal goodwill, submarket intelligence, and operator networks that no newly formed sponsor can replicate. We invest where we know the ground.

750+

COMBINED REAL ESTATE
TRANSACTIONS

\$100M+

OWNED & MANAGED ASSETS

10+

YEARS CONNECTICUT MARKET
EXPERIENCE

Four reasons investors *choose New England Coastal*

Our advantage is earned through experience, relationships, and a disciplined focus on a market we have operated in for over a decade.

01

Integrated Development Operations

New England Coastal Development LLC, our sister entity, serves as General Contractor on every project we sponsor. This structural alignment — where the developer and GC share principals — compresses cost, sharpens schedule accountability, and removes the adversarial dynamic that defines most owner-contractor relationships.

02

Deep Fairfield County Presence

We have been active in Fairfield County for over a decade — building relationships with municipalities, lenders, brokers, and operators long before we broke ground on our first development. That presence gives us access to off-market opportunities and municipal goodwill that outside sponsors simply cannot acquire.

03

Institutional Capital Relationships

Our principals have structured and closed construction financing across multiple cycles. We bring established lender relationships, proven draw process management, and reporting frameworks that satisfy institutional underwriting requirements — accelerating closings and securing favorable leverage for our investors.

04

Partnership-Driven Stabilization

We align with locally knowledgeable, reputable brokers and property managers who understand the nuances of each submarket. Leveraging our decade-long presence in Fairfield County, we work alongside best-in-class operators to execute lease-up and ongoing management — maximizing occupancy, preserving NOI, and ensuring long-term asset performance.

How we *structure and deliver* every project

Most development sponsors assemble a patchwork of vendors — a GC, a PM firm, a leasing broker — each with their own margin and their own priorities. At New England Coastal, we have built a more coherent model: where the development entity and the general contractor share principals, and where stabilization is executed by best-in-class local operators we have worked alongside for years.

The result is a streamlined delivery platform with fewer friction points, sharper cost accountability, and operators who are genuinely invested in the outcome — not just their next fee.

 Acquisition & Underwriting Site sourcing led by our principals with deep Fairfield County submarket knowledge and established lender and municipal relationships.	 Entitlement & Municipal Direct municipal relationships built over a decade of active presence in Fairfield County — reducing approval risk and compressing timelines.	 General Contractor New England Coastal Development LLC — our sister entity — serves as GC, aligning construction accountability directly with sponsorship incentives.	 Leasing & Stabilization Executed by locally knowledgeable, reputable brokerage partners who understand Fairfield County submarkets and tenant demand drivers.	 Asset Management Ongoing management handled by experienced, submarket-specific operators selected for their track record and alignment with asset performance goals.
Aligned Sponsor & GC Incentives	Municipal Relationships	Cost & Schedule Control	Submarket-Specific Expertise	Performance-Driven Operators

Our process from *site to stabilized asset*

Every New England Coastal project follows a disciplined six-phase process — with our principals actively involved at each stage, and best-in-class operators engaged for post-construction lease-up and management.

1

PHASE ONE

Site Identification & Acquisition

Our principals source opportunities through direct municipal relationships, off-market networks, and established lender contacts built over a decade in Fairfield County. Every site undergoes rigorous financial modeling and sensitivity analysis before any capital is committed.

Financial Modeling

Lender Coordination

Off-Market Sourcing

2

PHASE TWO

Entitlement & Pre-Construction Planning

Our principals engage planning boards, zoning commissions, and municipal officials directly — drawing on years of established local relationships to compress approval timelines and substantially reduce entitlement risk relative to first-time or out-of-market sponsors.

Zoning & Permitting

Architect Coordination

Engineering Reviews

3

PHASE THREE

Capital Structuring & Construction Financing

We structure every project to institutional lending standards — detailed draw schedules, retainage holdback structures, and interest reserve projections. Our established lender relationships allow favorable terms on both land and construction phases, directly enhancing projected returns at stabilization or refinance.

Draw Schedule

Retainage Structures

Interest Reserve

Debt Optimization

4

PHASE FOUR

Ground-Up Construction

New England Coastal Development LLC — our sister entity — serves as General Contractor on every project. This structural alignment means the GC shares principals with the sponsor, delivering cost accountability, schedule discipline, and quality standards that are directly tied to investor outcomes, not third-party margin.

Sister-Entity GC

Aligned Incentives

Schedule Management

Cost Control

5

PHASE FIVE

Lease-Up & Stabilization

As construction nears completion, we engage locally knowledgeable brokerage partners with established Fairfield County tenant networks to begin pre-leasing. Our decade-long relationships with top local operators means we select partners who understand specific submarket demand drivers — accelerating lease-up and achieving market-leading occupancy velocity.

Local Brokerage Partners

Tenant Screening

Market Pricing

Submarket Intelligence

6

PHASE SIX

Asset Management & Long-Term Performance

Post-stabilization, we place the asset with experienced, submarket-specific property managers selected for their track record in Fairfield County. Our principals remain actively engaged in oversight, performance monitoring, and investor reporting — ensuring long-term NOI preservation whether the exit strategy is refinance, disposition, or long-term cash flow.

Local Property Managers

Investor Reporting

NOI Preservation

Exit Optimization

Best-in-class operators, *local knowledge at every step*

Stabilization is where development returns are made or lost. The difference between a project that achieves market rents quickly and one that lingers in lease-up often comes down to one thing: the quality and local knowledge of your operators. We treat broker and property manager selection with the same rigor we apply to site underwriting.

We take a **Partnership-Driven Stabilization** approach — aligning with locally knowledgeable, reputable brokers and property managers who understand the nuances of each Fairfield County submarket. Leveraging our decade-long presence in the market, we work alongside best-in-class operators to execute lease-up and ongoing management strategies that maximize occupancy, preserve NOI, and ensure long-term asset performance.

What Partnership-Driven Stabilization Delivers

- Operators selected for submarket-specific expertise, not convenience — we choose partners based on demonstrated performance in Fairfield County
- Pre-leasing campaigns launched prior to certificate of occupancy, minimizing vacancy drag and accelerating NOI
- Access to deep local tenant networks and demand data that outside operators cannot replicate
- Market-informed rent pricing based on live comparable data and submarket intelligence accumulated over a decade
- Tenant quality standards and screening protocols established collaboratively with our operator partners
- Ongoing performance accountability — our principals remain actively engaged in monitoring and reporting throughout the hold period

Why Local Expertise Matters

Fairfield County is not a single market — it is a collection of distinct submarkets, each with its own demand drivers, rent dynamics, and tenant profile. A broker who performs in Bridgeport may not be the right partner in Trumbull or Shelton. We leverage our decade of local activity to identify and engage operators with genuine, demonstrable expertise in the specific submarket where each project is located.

Our principals' long-term market presence — including active MLS participation and board-level relationships across Fairfield County — provides the intelligence layer that makes our operator partnerships more effective. We bring context and accountability to every stabilization engagement, ensuring the operators we align with execute to our standards, not just industry averages.

Experienced principals. *Deep Connecticut roots.*

Our principals bring decades of combined experience in Connecticut development, investment, and property management. These are not advisors — they are active operators with capital at risk alongside every investor we work with.

BB

Brian Barbosa

PRINCIPAL — ACQUISITIONS & OPERATIONS

Brian is the founder of LGCY Private Client Group and a co-founder of Glenstone, a full-service Connecticut real estate platform. With over a decade of acquisitions, investment, and portfolio operations experience in Connecticut, Brian leads financial underwriting, capital structuring, and lender coordination for every New England Coastal project.

Transactions Closed	350+
Real Estate Managed	500+ Properties
Volume Transacted	\$50M+

CD

Christopher DiPreta

PRINCIPAL — DEVELOPMENT & ASSET MANAGEMENT

An engineer by training and a developer by practice, Christopher brings deep experience in ground-up development, value-add repositioning, and asset management across multifamily, mixed-use, and commercial assets. He oversees development planning, project management, and capital structuring for New England Coastal with a focus on precision execution and investor protection.

Transactions Completed	400+
Assets Overseen	\$50M+
Asset Classes	Multifamily, Mixed-Use, Commercial

JM

Jack Moses

PRINCIPAL — CONSTRUCTION & DEVELOPMENT

Jack is the founder and principal of Moses Custom Builders and the construction lead for New England Coastal Development LLC, the sister-entity GC on every New England Coastal project. With a track record of precision delivery across Fairfield County — including Darien, Greenwich, Westport, and Fairfield — Jack brings rigorous cost control, scheduling discipline, and quality craftsmanship to every build.

Founded Moses Custom Builders	2016
Project Geographies	Darien, Greenwich, Westport, Fairfield
Specialization	Ground-Up & Structural Rehab

How we *structure every investment*

Our structures are designed to align principal and investor interests from the first dollar committed to the final distribution. Every element — from leverage strategy to operator selection — reflects our commitment to capital discipline and long-term performance.

PROJECT TYPE

Class-A multifamily and mixed-use ground-up development in supply-constrained Fairfield County submarkets, with a current focus on the Monroe-Trumbull corridor.

TARGET HOLD PERIOD

Typically 24–36 months from construction commencement, targeting stabilization and refinance or disposition within that window.

CAPITAL STRUCTURE

Institutional construction financing supplemented by equity capital. We pursue favorable debt leverage on both land and construction phases to enhance equity returns.

INVESTOR RETURN PROFILE

Returns driven by NOI at stabilization and refinance proceeds. In-house GC and brokerage functions compress cost basis and accelerate lease-up, enhancing refinance or exit value.

PRINCIPAL CO-INVESTMENT

New England Coastal principals have direct equity participation in each project — ensuring skin in the game and full alignment with investor performance objectives.

REPORTING & TRANSPARENCY

Investors receive regular project updates, draw schedule reporting, and financial performance summaries at key milestones throughout the construction and lease-up phases.

Why investors choose *New England Coastal*

Experience and local presence are not talking points — they translate directly into better underwriting, faster approvals, lower construction risk, and stronger stabilization outcomes. Here is what that looks like in practice.

<p>0</p> <p>Aligned GC Structure New England Coastal Development LLC, our sister-entity GC, shares principals with the sponsor — eliminating adversarial dynamics and aligning construction outcomes directly with investor returns.</p>	<p>10+</p> <p>Years Active in Connecticut A decade of active deal-making in Connecticut means established lender relationships, municipal goodwill, and submarket intelligence that no outside sponsor can replicate.</p>
<p>\$100M+</p> <p>Real Estate Transacted & Managed Our principals have collectively sourced, underwritten, developed, and managed over \$100M in real estate across Connecticut — spanning multifamily, mixed-use, and commercial assets.</p>	<p>8</p> <p>Connecticut Counties of Experience Our principals have transacted and operated across all eight Connecticut counties, with deepest expertise and current deal activity concentrated in Fairfield County.</p>

● **Entitlement Risk**

Years of direct engagement with Fairfield County municipalities — including planning boards, zoning commissions, and economic development offices — reduces approval uncertainty and compresses timelines significantly versus out-of-market sponsors.

● **Construction Risk**

New England Coastal Development LLC, our sister-entity GC, shares principals with the sponsor — meaning construction accountability sits with the same team that underwrote the deal. Schedule and cost discipline are built into the structure, not contracted out.

● **Financing Risk**

Established lender relationships and a track record of performing on complex financings allow us to secure favorable terms, execute draw processes with institutional precision, and manage interest reserve positions proactively throughout construction.

● **Lease-Up Risk**

We engage locally expert brokerage partners with active Fairfield County tenant pipelines prior to certificate of occupancy — compressing the vacancy period and protecting early NOI through submarket-specific lease-up execution.

● **Market Risk**

We invest in Fairfield County submarkets we know intimately. Our decade of local activity means we can read demand dynamics, anticipate competitive supply, and identify micro-markets with the strongest risk-adjusted fundamentals.

● **Operational Risk**

Post-stabilization, assets are placed with proven, submarket-specific operators our principals have worked with over years. Our active oversight role ensures performance accountability through the hold period — not a passive check-the-box management approach.

CONNECT WITH US

Let's build something *enduring together*

If you're looking for experienced Connecticut sponsors with deep local roots, aligned incentives, and a disciplined approach to development — we'd like to connect.

NEWENGLANDCOASTALUS.COM

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