Greg Kraut

DESIGN & DEVELOPMENT

Buy · Build · Design · Sell

Premium middle-market exits in Connecticut's most sought-after towns.

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Fairfield County

Luxury Real Estate

Westport · Darien
New Canaan · Greenwich

WHO WE ARE

Deep Roots. Sharper Eyes.

Greg Kraut Design & Development is a Fairfield County real estate operator founded by Greg Kraut, specializing in off-market acquisitions, ground-up construction, and luxury renovations across Westport, Darien, New Canaan, and Greenwich.

Greg served in public office for several years and was the CEO of KPG Funds , giving us an unmatched network inside town government, local brokers, and the seller community.

“**We see deals others never will**”

Our design arm, GKDD Design, creates a distinctive aesthetic: classic New England character fused with modern contemporary touches: stone, glass, farmhouse forms with clean finishes. It's the turnkey product the NYC migration buyer is looking for.

10–15%

Typical discount to market on acquisitions

100%

Close with certainty , no contingencies

100%

Off-market deal flow through local network

~2.5x

Target equity return per deal (12 months)

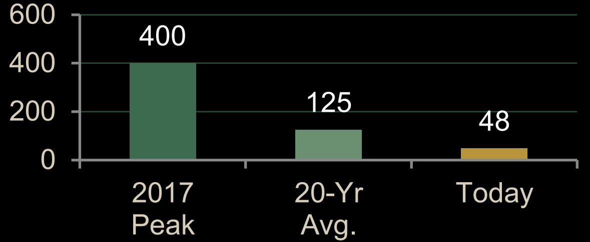
MARKET OPPORTUNITY-WESTPORT

48

Homes currently listed in Westport

vs. 400 at the 2017 peak · 20-year average: ~125 listings

The last two years have been the lowest inventory on record.



NYC Migration Accelerating

Remote work permanently shifted buyer demand toward Fairfield County. The pipeline of city buyers seeking Westport/Greenwich/Darien is structurally elevated.

Top-Tier School Systems

All four target towns rank among Connecticut's best public school systems, the single most important factor driving family relocation decisions.

Affluent, Liquid Buyers

Target exit price range of $3.5M–$4.5M middle market attracts financially strong buyers. Less competition from developers at this price point than ultra-luxury.

Supply Will Not Recover

Coastal geography, zoning constraints, and low seller motivation make new listing inventory structurally limited.

INVESTMENT STRATEGY

01 Target Property Profile

- $1M–$2M acquisition cost
- 1–2 acres; prefer corner lots
- Private location with amenities (e.g., pool, barn)
- Interesting / character properties
- Pool included in every renovation

02 Buy & Fix or Ground-Up

- Mostly off-market sourcing
- All-cash, no contingency offers
- 10–15% below market acquisition
- RTM network + town relationships
- We sees what others cannot see

03 GKDD Design Edge

- Country meets modern contemporary
- Stone & glass, farmhouse aesthetics with clean lines
- Turnkey product for NYC migration buyer
- Design juxtaposition drives premium exit
- Pools, barns, interesting land features

04 Exit at Middle Market

- Target $3.5M–$4.5M sale price
- Sweet spot: less developer competition
- Deep buyer pool at this price range
- ~12-month average hold period
- ~2.5x equity target per deal

CASE STUDY · 240 NORTH AVE, WESTPORT CT

The Property

- 1.92 flat acres with existing house & barn
- Pool on site
- Off-market purchase at meaningful discount
- Would have listed at $1.9M if sold openly
- Acquired for $1.625M, secured below market

Renovation & Plan

- Full renovation of existing structure
- GKDD Design: stone, glass, modern farmhouse aesthetic
- Pool upgrade + barn integration
- Landscaping as key value-add
- Target: Turnkey product for NYC buyer

Deal Economics

8/2026

Purchase Price	Renovation Budget	Debt Service	Total All-In Cost	Projected Sale Price	Projected Net Profit
$1.625M	$800k	$100k	$2.525M	$3.7M	~$1.0M
Off-market - $275k below est. market value	Construction loan funded; GKDD-managed	Equity-funded carry during construction	Equity invested: $420k (including debt service)	Net proceeds after costs: ~$3.5M	~2.4x equity multiple on $420k invested

TRACK RECORD

Property	Purchase Price	Total Invested	Debt Outstanding	Realized / Projected	Notes & Exit
60 Center St REALIZED	$1.8M	$270k down + $300k pool/repairs	$1.53M	$3M (Realized)	$680k equity/debt service + $1.53M debt + $3M sell Disposed: 6/2024
191 Bayberry REALIZED	$1.9M	$285k down + $600k landscaping & renovation	$2.6M (refi)	$4M (Realized)	Disposed: 12/2025
240 North Ave (Active)	$1.625M	$320k down + $800k reno + $100k debt svc	$1.28M	$3.7M (Projected)	All-in: $2.525M Net profit: ~$1M Target exit: 8/2026

Total Realized Proceeds: $7M+ | Active Pipeline (Projected): $3.7M | Combined Equity Deployed: ~$2.4M

DEAL PROCESS

01

Sourcing

100% off-market. RTM network, town relationships, local brokers, and direct owner conversations surface deals no one else sees.

02

Underwriting

Conservative pro forma; pre-bid contractors; comps analysis. We buy at 10–15% below market with all-cash certainty and a longer closing time frame.

03

Acquisition

All cash, no contingency. Speed and certainty win deals. $1M-$2M target purchase range on 1-2 acre properties.

04

Design & Build

GKDD Design leads renovation. Country meets contemporary. Budget discipline is non-negotiable.

05

Disposition

Target $3.5M-$4.5M middle market exit. ~12-month hold. Turnkey presentation maximizes buyer pool and sale velocity.

INVESTOR TERMS

Capital Structure

Target Raise	TBD
Equity Split	TBD
Use of Funds	Equity payments (~30% per deal), capex, down payment and debt service
Leverage	Acquisition loan ~ 70% to 80%
Deals Per Year	2-3 target transactions

Economics & Fees

Profit Share	TBD
Acquisition Fee	X% of purchase price
Construction Mgmt.	X% of hard costs (GKDD-managed in-house)
Disposition Fee	x% of gross sale price
Reporting	Quarterly updates + annual financials

PROJECTED RETURNS

Illustrative per-deal economics based on our target profile ($1.6M acquisition · $800k renovation · ~$3.7M exit):

$1.6M **Acquisition** Off-market; all-cash	**$2.525M** **Total All-In** Incl. reno + debt svc	**$3.7M** **Target Sale** Net to seller: ~$3.5M	**~$1.0M** **Net Profit** Per deal

Investor Return Scenarios (90/10 equity · 70/30 profit split)

Scenario	Avg. Equity/Deal	Avg. Net Gain	Gross MOIC	Gross IRR
Conservative	$350k	$400k/deal	**~1.6x**	**~25–30%**
Base Case	$400k	$600k/deal	**~2.5x**	**~35–45%**
Upside	$450k	$850k/deal	**~3.0x**	**~50%+**

** Illustrative projections only. Past performance is not indicative of future results. Returns shown before fees and taxes.*

WHY INVEST WITH GREG KRAUT

Unique Access to Deals

Greg Kraut knows the local real estate community and has proven off-market deal flow

Design Creates Measurable Value

GKDD Design's signature aesthetic, New England stone-and-glass farmhouse with modern interiors, is precisely what NYC migration buyers want. It consistently commands premium exit pricing in the middle market.

Demonstrated Execution

Two exits totaling over $7M in gross proceeds. One active deal targeting $3.7M. Track record is real, recent, and in the same target markets and price range.

We welcome the opportunity to share our active pipeline and discuss next steps.