



BEN FREDERICK REALTY

BALTIMORE'S APARTMENT PROPERTY SPECIALIST



18 Apartments + 2 Commercial Suites

311 West Baltimore Street
Downtown, Baltimore City, 21201

- 9 Two-Bedroom, Two-Bath Apartments
- 9 One-Bedroom, One-Bath Apartments
- 2 Commercial Suites

» Exterior

| | |
|-------------|---|
| CONSTRUCT | Brick construction with stone foundation. |
| ROOF | TPO; 2016. |
| WINDOWS | Vinyl replacement windows. |
| PARKING | 11 spaces in basement garage. |
| FIRE ESCAPE | None; sprinkler system in place. |

» Utilities

| | |
|-------------|--|
| HVAC | Electric heat pumps with central air for each unit. |
| HOT WATER | 47-gallon electric water heaters for each residential unit; 6-gallon electric water heater for commercial space. |
| ELECTRIC | 20 electric meters. 150 – 200 amps to each apartment. |
| GAS | None – all electric building. |
| PLUMBING | All observable supply lines are CPVC. All observable drain lines are PVC. |
| LEAD STATUS | Certified Lead Free. |

» Property

| | |
|--------|--|
| BUILT | 1907. Renovated in 2015. |
| ZONING | C5-DC. Licensed for 18 Dwelling Units. |
| LOT | 33'1" x 171'6"; Block 0643, Lot 8. |
| SIZE | 28,300 Sq. Ft. Gross Living Area. |

» Apartments

| | |
|------------------|---|
| KITCHENS | Granite countertops and wood shaker cabinets. 30" electric ranges, built-in microwaves, stainless sinks with garbage disposals and dishwashers. |
| BATHS | Modern vanities, fiberglass jacuzzi tubs and shower stalls with ceramic tile surround. |
| WALLS & CEILINGS | 18' loft ceilings; drywall throughout. Exposed brick and exposed rafters. |
| FLOORS | Living spaces and kitchens have hardwood flooring. Bathrooms have ceramic tile flooring. |

» Commercial Suites

| | |
|--------|---|
| FINISH | Suite 101 has a large storefront window with exposed rafters and brick. LVT flooring throughout main area. Suite 102 has hardwood flooring and access to interior light well. |
| BATHS | Each suite has a half bath with modern vanities and ceramic tile flooring. |



Will Cannon
410-235-9500



Cheryl Sadera
410-235-9600



Tom Fair
410-235-5200

\$4,350,000 in Fee Simple.
\$217,500 per unit, \$154 per sq. ft.

Equal Housing Opportunity: Offered without regard to race, religion, color, creed, sex, marital & family status, disability, and other protected classes. Subject to prior sale & withdrawal at any time in the owner's discretion. Information believed accurate and from reliable sources; however, Owner, Ben Frederick Realty, Inc. nor any of its agents make any warranties or representations about the Property, its condition, its components, its financial performance, nor this information. Ben Frederick Realty, Inc. is the Owner's exclusive Broker.

311 WEST BALTIMORE STREET

INVESTMENT PROPERTY INCOME AND EXPENSE BUDGET

SUGGESTED FINANCING:

| | |
|---------------|--------------|
| Loan-to-Value | 75% |
| Loan Amount | 3,262,500 |
| Interest Rate | 6.35% |
| Term | 30 |
| Monthly P & I | \$ 20,300.44 |

INVESTMENT OFFERING:

| | |
|-------------------------|-----------|
| SUGGESTED LOAN AMOUNT | 3,262,500 |
| ESTIMATED CLOSING COSTS | 250,125 |
| TOTAL INVESTMENT | 1,337,625 |

| | | |
|------------------|--------|---------|
| Price Per Unit | 20 | 217,500 |
| Price Per Sq.Ft. | 28,300 | 154 |

| Unit Type | Count | Average Rent Per | Market Rent Per | Total Actual Rent | Total Market Rent |
|--------------------------------------|----------------------------------|------------------|-----------------|-------------------|-------------------|
| Retail / Office | 2 (both leased to same tenant) | 5,929 | 6,107 | 5,929 | 6,107 |
| 1 BR 1 BA | 9 | 1,593 | 1,650 | 14,337 | 14,850 |
| 2 BR 2 BA | 9 | 2,033 | 2,100 | 18,297 | 18,900 |
| Parking | 11 | 150 | 150 | 1,650 | 1,650 |
| Util Reimbursements | | | | 988 | 988 |
| Other income i.e. pet fees | | | | 225 | 225 |
| Storage | 9 | | 150 | | 1,350 |
| GRM Actual = 8.8 GRM Market = 8.2 | Total Monthly Rental Income | | | 41,201 | 44,070 |
| | Gross Annual Income | | | 494,412 | 528,838 |
| | Vacancy / Credit Loss | | | (14,832) | (15,865) |
| | Effective Annual Income | | | 479,580 | 512,973 |

| | | | | | |
|------------------------------|-----------|--------------------------|----------------------|-------------------|---------|
| Real Estate Taxes | | 7/1/2025 | 2,332,300 | 55,042 | |
| budget for tax increase | | | 1,000,000 | 23,600 | |
| Special Benefits Surcharge | | | | 5,222 | |
| Ground Rent | none | | | 0 | |
| Insurance | budget | 600 | per unit | 12,000 | |
| License - Baltimore City MFD | actual | 35 | per res unit | 630 | |
| License Inspection | budget | 75 | per res unit/3 year: | 450 | |
| Lead Paint Registration Fee | lead free | 0 | per res unit | 0 | |
| Property Management | budget | 5% | of collections | 25,649 | |
| Cleaning | budget | 150 | per month | 1,800 | |
| Repairs & Maintenance | budget | 1000 | per unit | 20,000 | |
| Fire Monitoring | actual | 217 | per month | 2,600 | |
| Elevator Service | actual | 319 | per month | 3,829 | |
| Trash Collection | actual | 462 | per month | 5,544 | |
| Public Service Gas | none | 0 | | 0 | |
| Public Service Electric | actual | 231 | per month | 2,772 | |
| Water | budget | 65 | per unit | 14,040 | |
| Expense/Unit= \$8,660 | 34% | TOTAL EXPENSES | | | 173,178 |
| Cap Rate= 7.81% | | NET OPERATING INCOME | | | 339,795 |
| DCR= 1.39 | | Less: Mortgage Payments: | | | 243,605 |
| ROI= 7.2% | | Monthly Cash Flow: | \$8,016 | Annual Cash Flow: | 96,190 |

COMPARABLE SALES

| address | date sold | sales price | # units | monthly rent | price per unit | GRM |
|-----------------|-----------|-------------|---------|--------------|----------------|-----|
| 121 S Fremont | Feb-25 | 16,000,000 | 107 | 177,432 | 149,533 | 7.5 |
| 125 W Saratoga | Dec-22 | 3,700,000 | 19 | 38,817 | 194,737 | 7.9 |
| 111 W Heath | May-23 | 12,250,000 | 59 | 139,771 | 207,627 | 7.3 |
| 115 N Charles | Oct-23 | 5,800,000 | 24 | | 241,667 | |
| 1800 S Hanover | Jan-24 | 68,500,000 | 275 | 602,800 | 249,091 | 9.5 |
| 1208 Saint Paul | Dec-24 | 1,150,000 | 4 | 10,868 | 287,500 | 8.8 |

Rent Roll_

| Unit | Size | Lease Exp | SecDep | SDDate | Base Rent | Parking | Pet Fee | Water | Total Monthly Payment | |
|---------|------------|--------------|----------|-----------|-----------|----------|---------|--------|-----------------------|--|
| 101-102 | 1859 Sq Ft | 12/31/2033 | 0.00 | 3/1/2025 | 5,929.00 | | | | 5,929.00 | |
| 103 | 1 BR 1 BA | 12/31/2025 | 0.00 | 3/26/2025 | 1,599.00 | 150.00 | | 37.50 | 1,786.50 | |
| 104 | 2 BR 2 BA | 3/31/2026 | 1,850.00 | 2/5/2025 | 1,999.00 | | | 37.50 | 2,036.50 | |
| 201 | 2 BR 2 BA | 7/31/2025 | 1,850.00 | 4/11/2024 | 1,999.00 | 150.00 | 50.00 | 75.00 | 2,274.00 | |
| 202 | 1 BR 1 BA | 6/30/2026 | 1,599.00 | 5/7/2024 | 1,599.00 | 150.00 | 25.00 | 37.50 | 1,811.50 | |
| 203 | 1 BR 1 BA | 6/30/2026 | 1,599.00 | 5/8/2024 | 1,599.00 | | | 37.50 | 1,636.50 | |
| 204 | 2 BR 2 BA | 6/30/2026 | 2,050.00 | 6/2/22025 | 2,050.00 | 150.00 | | 75.00 | 2,275.00 | |
| 301 | 2 BR 2 BA | 7/31/2026 | 1,950.00 | 4/23/2024 | 1,949.00 | 150.00 | | 75.00 | 2,174.00 | |
| 302 | 1 BR 1 BA | 6/30/2025 | 1,465.00 | 5/23/2024 | 1,599.00 | | | 37.50 | 1,636.50 | |
| 303 | 1 BR 1 BA | 7/31/2026 | 1,465.00 | 6/21/2024 | 1,465.00 | 150.00 | 25.00 | 37.50 | 1,677.50 | |
| 304 | 2 BR 2 BA | 9/30/2025 | 1,850.00 | 9/1/2024 | 1,850.00 | 150.00 | | 75.00 | 2,075.00 | |
| 401 | 2 BR 2 BA | 3/31/2026 | 1,950.00 | 3/7/2025 | 1,950.00 | 150.00 | | 75.00 | 2,175.00 | |
| 402 | 1 BR 1 BA | 6/30/2026 | 1,675.00 | 4/8/2024 | 1,675.00 | 150.00 | 25.00 | 75.00 | 1,925.00 | |
| 403 | 1 BR 1 BA | 9/30/2025 | 1,465.00 | 7/2/2024 | 1,599.00 | 150.00 | 25.00 | 37.50 | 1,811.50 | |
| 404 | 2 BR 2 BA | 8/31/2025 | 1,850.00 | 7/4/2024 | 1,999.00 | | | 75.00 | 2,074.00 | |
| 501 | 2 BR 2 BA | 12/31/2025 | 0.00 | 3/26/2025 | 2,500.00 | | | 50.00 | 2,550.00 | |
| 502 | 1 BR 1 BA | 5/31/2026 | 1,370.00 | 4/4/2024 | 1,599.00 | | | 37.50 | 1,636.50 | |
| 503 | 1 BR 1 BA | 5/31/2025 | 3,198.00 | 5/3/2024 | 1,599.00 | | 25.00 | 37.50 | 1,661.50 | |
| 504 | 2 BR 2 BA | 5/31/2026 | 1,850.00 | 1/24/2025 | 2,000.00 | 150.00 | 50.00 | 75.00 | 2,275.00 | |
| | | | | | | | | | | |
| | | | | Total | 38,558.00 | 1,650.00 | 225.00 | 987.50 | 41,420.50 | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | 1 BR Average | 1592.56 | | | | | | | |
| | | 2 BR Average | 2032.89 | | | | | | | |

Illustration of the **Four Components of "Return on Investment"**

1 **Cash Flow**

This first and perhaps most obvious component is "cash flow" - rental income minus expenses - or how much cash ends up in your pocket.

| | | |
|-----------|---|-------------------------------------|
| 512,973 | + | Rental Income |
| 173,178 | - | Operating Expenses |
| 243,605 | - | Mortgage Payments |
| <hr/> | | |
| 96,190 | = | Cash Flow |
| 1,337,625 | / | Downpayment + Closing Costs |
| 7.2% | = | Return on Investment from Cash Flow |

2 **Appreciation**

As the value of the property increases, your return on investment increases.

| | | |
|-----------|---|--|
| 4,350,000 | = | Acquisition Price |
| 5% | * | First Year Appreciation |
| 4,567,500 | = | Value at the end of Year 1. |
| <hr/> | | |
| 217,500 | = | Amount of Value Increase |
| 1,337,625 | / | Downpayment + Closing Costs |
| 16% | = | Return on Investment from Appreciation |

3 **Equity Build-Up**

6.35%

30 \$ 20,300.44

Even if the property did not increase in value, Equity will increase solely from paying down the mortgage.

| | | |
|-----------|---|---|
| 3,262,500 | = | Loan Amount at Closing |
| 3,224,984 | = | Loan Amount at the end of Year 1 |
| <hr/> | | |
| 37,516 | - | Equity Build-Up in Year 1 |
| 1,337,625 | / | Downpayment + Closing Costs |
| 2.8% | = | Return on Investment from Equity Build-Up |

4 **Tax Benefits**

One pays less income taxes on a real estate investment than on other investment vehicles.

| | | |
|-----------|---|---|
| 339,795 | = | Cash Flow Before Loan Payments (rents less expenses) |
| 92,438 | - | Depreciation (assumes 15% land, 30 year recovery) |
| 206,089 | - | Mortgage Interest |
| 41,268 | = | Taxable Income Year 1 |
| 33,015 | | Less 20% Exclusion for LLC Ownership under new tax law |
| 37% | * | Marginal Tax Rate |
| 12,215.46 | = | Federal Income Tax |
| 12,215 | | Federal Income Tax |
| 96,190 | / | Cash Flow |
| 12.7% | = | Effective Tax Rate on This Investment |
| 35,590 | = | Tax if Cash Flow came from a non-preferred investment vehicle |
| 12,215 | - | Tax from this preferred investment vehicle. |
| <hr/> | | |
| 23,375 | = | Income Tax Savings |
| 1.7% | | Return on Investment from Tax Savings |

Total / Summary

| | | |
|-------|-----------|-----------------------------------|
| 1: | 96,190 | Cash Flow |
| 2: | 217,500 | Appreciation Year 1 |
| 3: | 37,516 | Equity Build Up Year 1 |
| 4: | 23,375 | Tax Savings Year 1 |
| <hr/> | | |
| | 374,581 | Total Return from this Investment |
| | 1,337,625 | Downpayment + Closing Costs |
| | 28.0% | Total Return from this Investment |

Illustration of Internal Rate of Return over a 10-Year Holding Period
311 WEST BALTIMORE STREET

| Purchase Price | 4,350,000 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 |
|-------------------------------------|-------------------------|-----------|-----------|-----------|-----------|-----------|-----------|--|-----------|-----------|-------------|
| Annual Rent | 4.0% | 528,838 | 549,992 | 571,992 | 594,871 | 618,666 | 643,413 | 669,149 | 695,915 | 723,752 | 752,702 |
| Vacancy | 3.0% | 15,865 | 16,500 | 17,160 | 17,846 | 18,560 | 19,302 | 20,074 | 20,877 | 21,713 | 22,581 |
| Effective Income | | 512,973 | 533,492 | 554,832 | 577,025 | 600,106 | 624,110 | 649,075 | 675,038 | 702,039 | 730,121 |
| Expenses | 4.0% | 173,178 | 180,105 | 187,309 | 194,802 | 202,594 | 210,697 | 219,125 | 227,890 | 237,006 | 246,486 |
| Exp as a percent of Annual Rent | | 34% | 34% | 34% | 34% | 34% | 34% | 34% | 34% | 34% | 34% |
| Exp per unit | 4 | 43,294 | 45,026 | 46,827 | 48,700 | 50,648 | 52,674 | 54,781 | 56,973 | 59,252 | 61,622 |
| NOI | 0 | 339,795 | 353,387 | 367,523 | 382,224 | 397,512 | 413,413 | 429,949 | 447,147 | 465,033 | 483,635 |
| Debt Service | \$ 20,300 | 243,605 | 243,605 | 243,605 | 243,605 | 243,605 | 243,605 | 243,605 | 243,605 | 243,605 | 243,605 |
| Before Tax Cash Flow | (1,239,750) | 96,190 | 109,782 | 123,917 | 138,618 | 153,907 | 169,808 | 186,344 | 203,542 | 221,428 | (2,515,305) |
| #NUM! | Internal Rate of Return | | | | | | | | | | |
| NOI | | 339,795 | 353,387 | 367,523 | 382,224 | 397,512 | 413,413 | 429,949 | 447,147 | 465,033 | 483,635 |
| Less Interest | | 206,089 | 203,637 | 201,023 | 198,239 | 195,273 | 192,113 | 188,747 | 185,160 | 181,339 | 177,268 |
| Less Depreciation | | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 |
| Taxable Income to Individuals | | 17,706 | 33,751 | 50,499 | 67,984 | 86,239 | 105,300 | 125,203 | 145,988 | 167,695 | 190,367 |
| Pass Thru Entity | 20% | (3,541) | (6,750) | (10,100) | (13,597) | (17,248) | (21,060) | (25,041) | (29,198) | (33,539) | (38,073) |
| Taxable Income | 0 | 14,165 | 27,000 | 40,399 | 54,387 | 68,991 | 84,240 | 100,162 | 116,790 | 134,156 | 152,294 |
| Tax @ * | 37% | 5,241 | 9,990 | 14,948 | 20,123 | 25,527 | 31,169 | 37,060 | 43,212 | 49,638 | 56,349 |
| After Tax Cash Flow | (1,239,750) | 90,949 | 99,792 | 108,970 | 118,495 | 128,380 | 138,639 | 149,284 | 160,330 | 171,790 | (1,933,654) |
| #NUM! | Internal Rate of Return | | | | | | | | | | |
| Purchase | 4,350,000 | | | | | | | Assume a Sale at End of Year 10 | | | |
| L-V | 75% | | | | | | | Annual Rent Roll | | | 752,702 |
| Loan | 3,262,500 | | | | | | | GRM | | | 0.0 |
| Down Payment | 1,087,500 | | | | | | | Price | | | - |
| Cap Improvement | - | | | | | | | Sale Costs | | 6% | - |
| Closing Costs | 152,250 | | | | | | | Less: Basis | | | 3,190,000 |
| Initial Investment | 1,239,750 | | | | | | | Gain | | | (3,190,000) |
| Rate | 6.35% | | | | | | | Tax @ | | 20% | (638,000) |
| Term | 30 | | | | | | | Mortgage Balance | | | 2,755,335 |
| P&I | \$20,300.44 | | | | | | | Sale Proceeds Before Tax | | | (2,755,335) |
| | | | | | | | | Sale Proceeds After Tax | | | (2,117,335) |
| Mortgage Amortization | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 3,262,500 Beg Bal | | 3,262,500 | 3,224,984 | 3,185,015 | 3,142,433 | 3,097,067 | 3,048,735 | 2,997,243 | 2,942,385 | 2,883,939 | 2,821,672 |
| 6.35% Prin | | 37,516 | 39,969 | 42,582 | 45,366 | 48,332 | 51,492 | 54,859 | 58,445 | 62,267 | 66,338 |
| 30.0 Int | | 206,089 | 203,637 | 201,023 | 198,239 | 195,273 | 192,113 | 188,747 | 185,160 | 181,339 | 177,268 |
| 20,300 Bal EOY | | 3,224,984 | 3,185,015 | 3,142,433 | 3,097,067 | 3,048,735 | 2,997,243 | 2,942,385 | 2,883,939 | 2,821,672 | 2,755,335 |
| Cost Recovery / Depreciation | | 4,350,000 | 4,350,000 | Building | 80% | 3,480,000 | Land | 20% | 870,000 | Life | 30 |
| | | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 | 116,000 |
| Basis | | 4,234,000 | 4,118,000 | 4,002,000 | 3,886,000 | 3,770,000 | 3,654,000 | 3,538,000 | 3,422,000 | 3,306,000 | 3,190,000 |

* Tax rate of 35% applies to income of \$200,001 to \$500,000 for singles; \$400,001 to \$600,000 for married filing jointly. Marginal rate above \$500k/\$600k is 37%.