

The Shoppes on Broadway

INVESTMENT PACKAGE



TABLE OF CONTENTS

03	Summary
04	Investment Highlights
12	Market Trends & Demand Drivers
16	Investment Strategy & Exit Plan
17	Financial Overview
20	Thank You



SUMMARY

Monument Sotheby's is pleased to offer 4 contiguous mixed-use properties spanning the entire half block of 523-531 S Broadway Baltimore, MD 21231. This premier mixed-use commercial property is located in the heart of Fells Point, one of Baltimore's most historic and vibrant neighborhoods. Known for its cobblestone streets, waterfront charm, and bustling retail environment, Fells Point is a high-demand area for luxury residential, retail, and dining experiences.

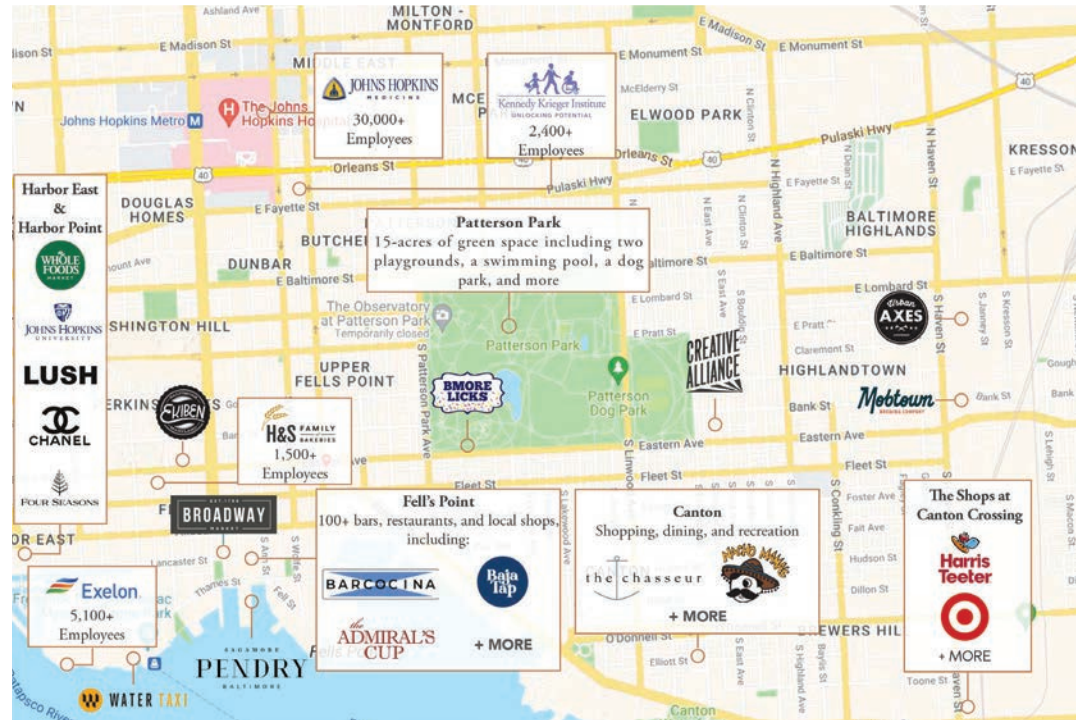
The property presents a rare investment opportunity with diversified revenue streams, strong tenant demand, and value-add potential.



PRIME LOCATION

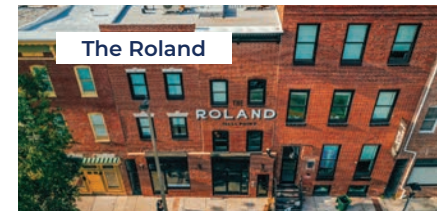
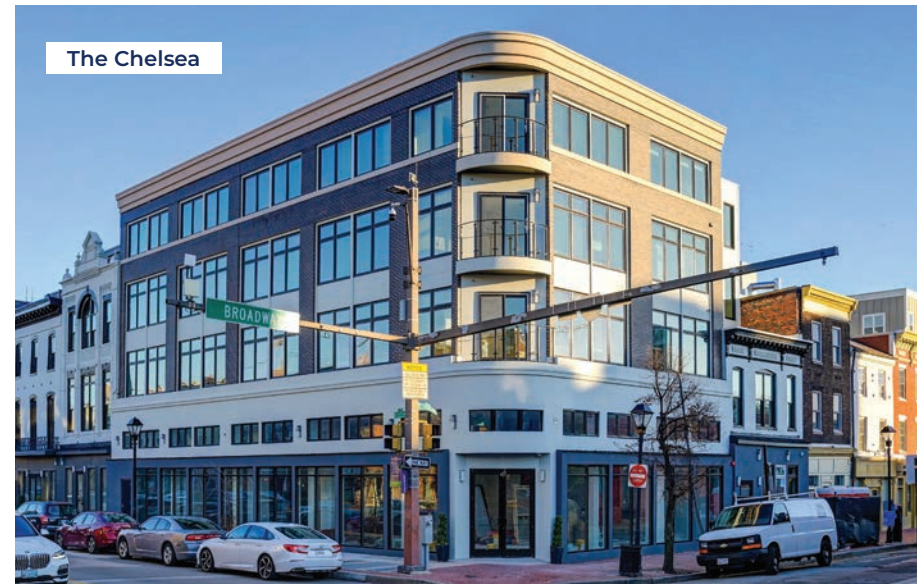


- ▶ Positioned on S Broadway, a high-traffic retail corridor just steps from Baltimore's Inner Harbor.
- ▶ Directly across from Bank of America Financial Center, offering convenience for businesses and customers.
- ▶ Adjacent to Broadway Market, a landmark food hall and retail space that attracts consistent foot traffic.



SURROUNDED BY LUXURY RESIDENCES

- ▶ **The Chelsea** – 26-unit luxury apartment community with high-end finishes and open layouts.
- ▶ **The Roland** – Boutique residential building offering city views and premium amenities.
- ▶ **The Madison** – A four-story luxury apartment complex featuring spacious floor plans and high-end interiors.
- ▶ Additional high-end residential developments in Fells Point and nearby Harbor East, ensuring a built-in affluent customer base for retailers and service providers.



MIXED-USE INCOME POTENTIAL



- ▶ Executed LOI from Taco Bell Cantina for the anchor ground floor corner space.
- ▶ Retail, office, or multifamily leasing opportunities to maximize revenue streams.
- ▶ Diverse tenant mix potential, ranging from boutique shops and upscale dining to office spaces.
- ▶ Strong demand for high-end retail and service-based businesses in Fells Point's historic district.



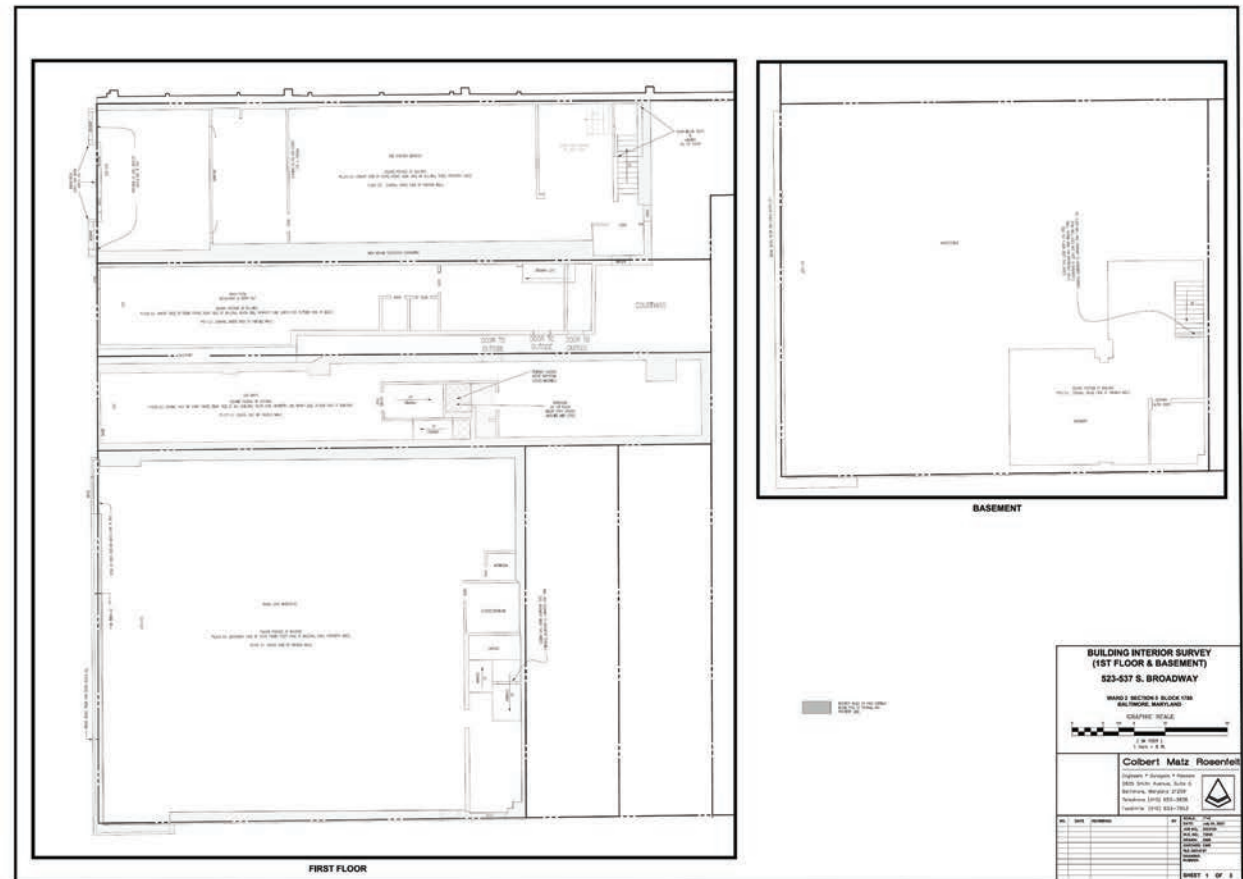
VALUE-ADD & MARKET GROWTH POTENTIAL

- ▶ Strategic lease-up opportunities to enhance NOI and maximize rental revenue.
- ▶ Property enhancements or adaptive reuse can further increase rental premiums.
- ▶ Baltimore's urban redevelopment projects continue to drive appreciation in Fells Point and surrounding neighborhoods.



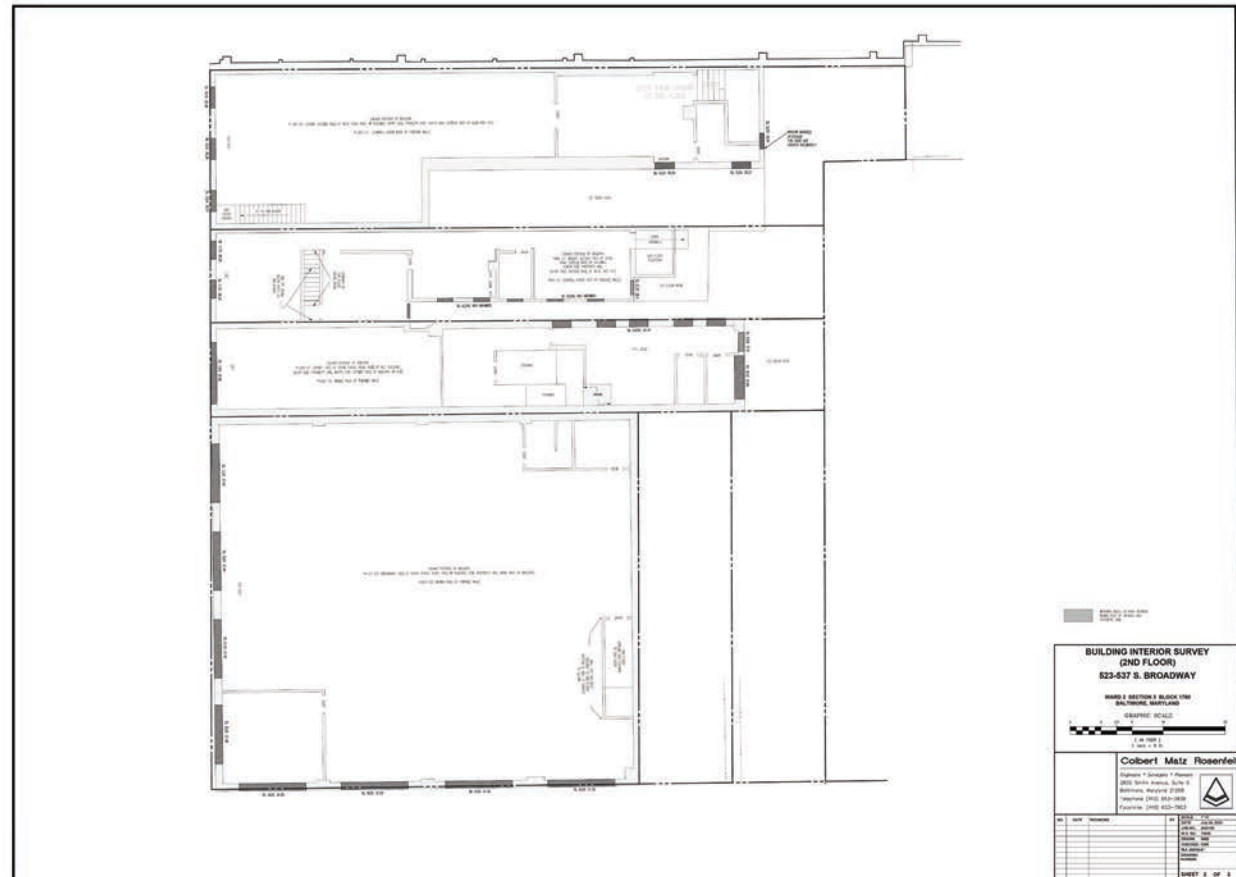
FLOOR PLANS

► First Floor



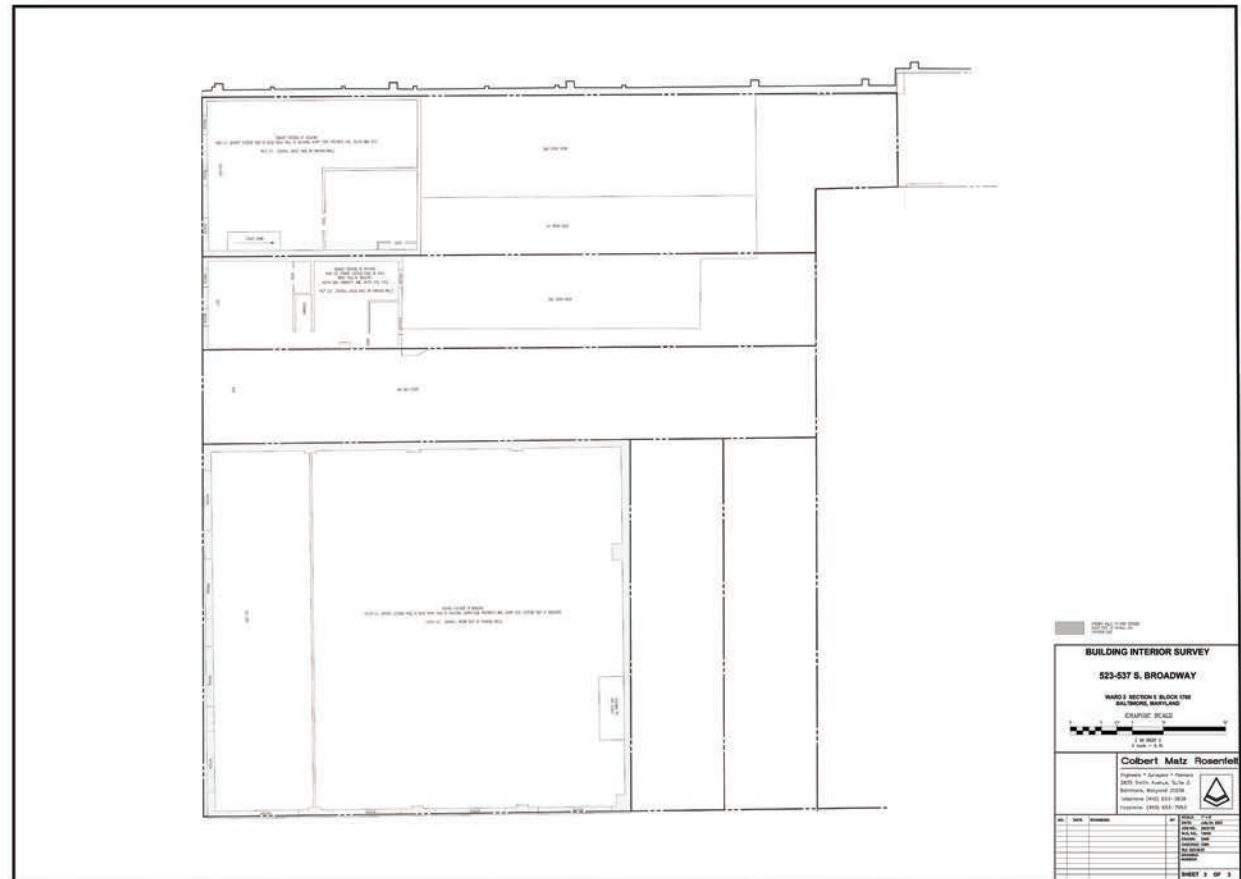
FLOOR PLANS

► Second Floor



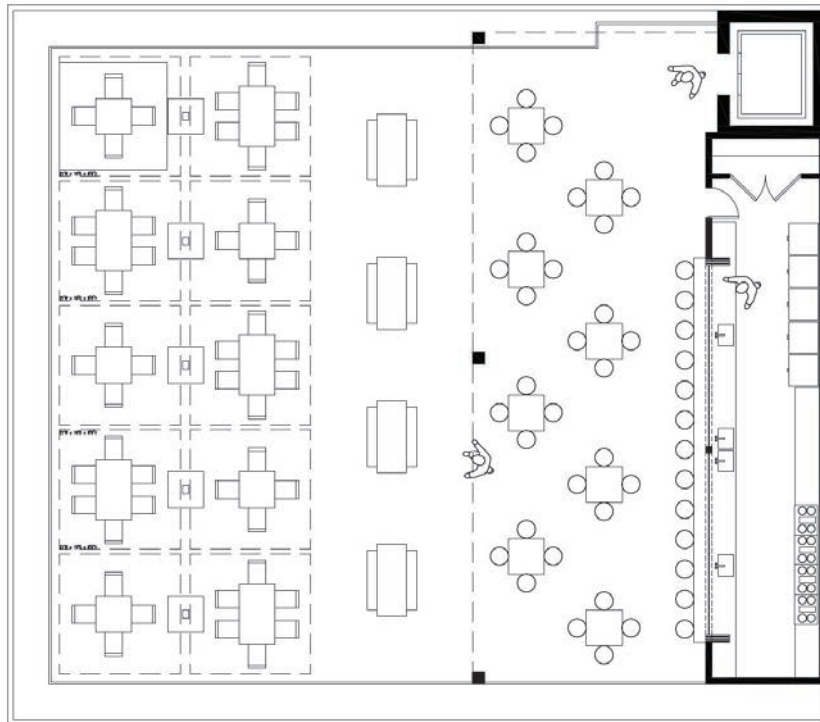
FLOOR PLANS

► Third Floor



FLOOR PLANS

► Roof Top



THRIVING RETAIL & HOSPITALITY SCENE

- ▶ Over 300 historic buildings in Fells Point house a mix of restaurants, boutique retailers, and entertainment venues.
- ▶ High foot traffic from both locals and tourists seeking a unique waterfront experience.
- ▶ Nearby attractions like the Frederick Douglass-Isaac Myers Maritime Park and The Horse You Came In On Saloon further increase customer activity.



Fells Point

THRIVING RETAIL & HOSPITALITY SCENE



RETAILERS

Go Shopping



Shop al fresco. Explore the neighborhood, packed with a curated collection of fashion boutiques, gift-worthy wellness, and jewelry stores, top activewear retailers, and upscale national brands



RESTAURANTS

Let's Eat



Taste dishes crafted by James Beard Awarded chefs, authentic cuisine from around the world and fresh seafood prepared just for you — made perfect with an ambiance of live music.



HOTELS

Stay Here



Right off of the highway, Fell's Point is tucked in a central location between Baltimore's Inner Harbor and Canton. Walk to local shops, the waterfront promenade and vibrant nightlife. Stay in style — browse our list of hotels with secure valet parking, complimentary breakfast and pet-friendly lodging options.



AMENITIES & SERVICES

Relax Here



As a member of the community, not only do you have a different cuisine and boutique around every street corner, but you also have a collection of luxury amenities and everyday services at your fingertips. Go to the movies, take a pilates class, and do your business banking — all in Fell's Point.

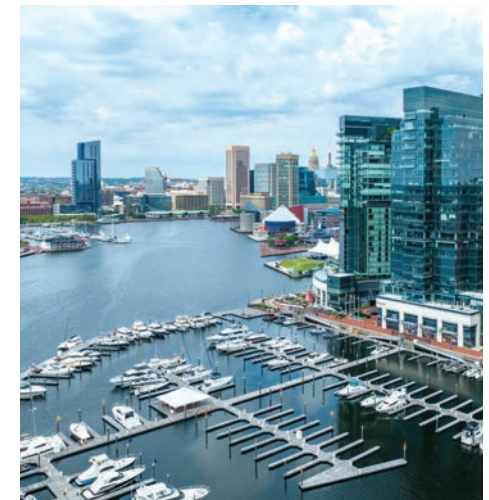
ROBUST RESIDENTIAL GROWTH

- ▶ Luxury apartment boom has driven demand for upscale retail and lifestyle amenities.
- ▶ Professionals, students, and medical staff from Johns Hopkins University and Hospital contribute to a stable tenant base.



CONNECTIVITY & INFRASTRUCTURE

- ▶ Close proximity to Harbor East, Canton, and Downtown Baltimore, making it an ideal live-work-play destination.
- ▶ Public and private investments in the area continue to enhance walkability, safety, and business development.



INVESTMENT STRATEGY & EXIT PLAN

STABILIZATION & LEASE OPTIMIZATION:

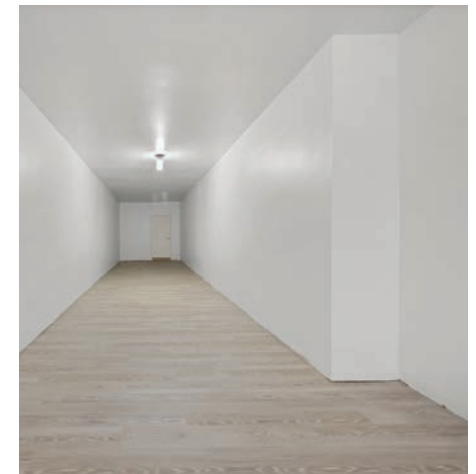
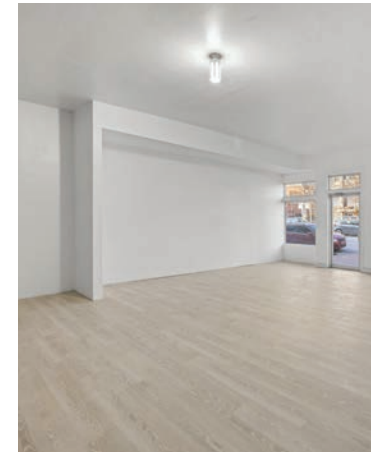
- Secure long-term, creditworthy tenants to achieve NOI.
- Adjust lease terms to reflect market-rate rents and increased demand.

PROPERTY ENHANCEMENTS & ADAPTIVE REUSE:

- Opportunity to modernize second and floor retail spaces or convert portions to high-end office or residential condo use.

EXIT STRATEGY:

- 3-7 year hold strategy, capitalizing on Baltimore's urban growth trajectory.
- Potential for significant value appreciation due to Fells Point's increasing property values and ongoing revitalization



FINANCIAL OVERVIEW

TOTAL LEASABLE SQUARE FOOTAGE:	21,653 SF
PROJECTED NOI:	\$853,732
CAP RATE:	8%
ASKING PRICE:	\$10,000,000

RENT ROLL

TENANT				CURRENT RENT			RENTAL INCREASE	
SUITE	NAME	LEASED SF	%	ANNUAL RENT	MONTHLY RENT	PSF	DATE	AMOUNT
101	TBD	2,310	10.7%	\$92,400	\$7,700	\$40.00	Annual	3.00%
102	TBD	1,016	4.7%	\$40,640	\$3,387	\$40.00	Annual	3.00%
103	TBD	1,436	6.6%	\$57,440	\$4,787	\$40.00	Annual	3.00%
104	TBD	2,112	9.8%	\$84,480	\$7,040	\$40.00	Annual	3.00%
105	Taco Bell Cantina	2,112	9.8%	\$84,480	\$7,040	\$40.00	Annual	3.00%
201	TBD	5,425	25.1%	\$217,000	\$18,083	\$40.00	Annual	3.00%
205 - 305	TBD	4,121	19.0%	\$164,840	\$13,737	\$40.00	Annual	3.00%
401	TBD	3,121	14.4%	\$124,840	\$10,403	\$40.00	Annual	3.00%
Total Building Area		21,653	100.0%	\$866,120	\$72,177	\$40.00		
Total Occupied		21,653	100.0%					
Total Vacant			0.0%					

CASH FLOW

INCOME	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
BASE RENT										
SUITE 101	\$92,400	\$95,172	\$98,027	\$100,968	\$103,997	\$107,117	\$110,330	\$113,640	\$117,050	\$120,561
SUITE 102	\$40,640	\$41,859	\$43,115	\$44,408	\$45,741	\$47,113	\$48,526	\$49,982	\$51,482	\$53,026
SUITE 103	\$57,440	\$59,163	\$60,938	\$62,766	\$64,649	\$66,589	\$68,586	\$70,644	\$72,763	\$74,946
SUITE 104	\$84,480	\$87,014	\$89,625	\$92,314	\$95,083	\$97,935	\$100,874	\$103,900	\$107,017	\$110,227
SUITE 105	\$84,480	\$87,014	\$89,625	\$92,314	\$95,083	\$97,935	\$100,874	\$103,900	\$107,017	\$110,227
SUITE 201	\$217,000	\$223,510	\$230,215	\$237,122	\$244,235	\$251,562	\$259,109	\$266,883	\$274,889	\$283,136
SUITE 205 - 305	\$164,840	\$169,785	\$174,879	\$180,125	\$185,529	\$191,095	\$196,828	\$202,732	\$208,814	\$215,079
SUITE 401	\$124,840	\$128,585	\$132,443	\$136,416	\$140,509	\$144,724	\$149,065	\$153,537	\$158,144	\$162,888
NNN REIMBURSEMENTS	\$69,211	\$71,287	\$73,426	\$75,629	\$77,898	\$80,235	\$82,642	\$85,121	\$87,674	\$90,305
GROSS POTENTIAL INCOME	\$935,331	\$963,391	\$992,293	\$1,022,061	\$1,052,723	\$1,084,305	\$1,116,834	\$1,150,339	\$1,184,849	\$1,220,395
EXPENSE										
CAM	\$40,233	\$41,440	\$42,683	\$43,964	\$45,283	\$46,641	\$48,040	\$49,482	\$50,966	\$52,495
REPAIRS & MAINTENANCE	\$4,598	\$4,736	\$4,878	\$5,024	\$5,175	\$5,330	\$5,490	\$5,655	\$5,825	\$5,999
GENERAL & ADMIN	\$2,299	\$2,368	\$2,439	\$2,512	\$2,588	\$2,665	\$2,745	\$2,827	\$2,912	\$3,000
MANAGEMENT FEE	\$28,060	\$28,902	\$29,769	\$30,662	\$31,582	\$32,529	\$33,505	\$34,510	\$35,545	\$36,612
UTILITIES	\$14,944	\$15,392	\$15,854	\$16,330	\$16,820	\$17,324	\$17,844	\$18,379	\$18,931	\$19,499
INSURANCE	\$11,495	\$11,840	\$12,195	\$12,561	\$12,938	\$13,326	\$13,726	\$14,137	\$14,562	\$14,998
REAL ESTATE TAXES	\$28,978	\$29,847	\$30,743	\$31,665	\$32,615	\$33,593	\$34,601	\$35,639	\$36,708	\$37,810
GROSS POTENTIAL EXPENSES	\$130,607	\$134,525	\$138,561	\$142,718	\$146,999	\$151,409	\$155,952	\$160,630	\$165,449	\$170,412
MARKET VALUE										
NET OPERATING INCOME	\$804,724	\$828,866	\$853,732	\$879,344	\$905,724	\$932,896	\$960,883	\$989,709	\$1,019,400	\$1,049,982
CAP RATE	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%
MARKET VALUE	\$10,059,051	\$10,360,822	\$10,671,647	\$10,991,796	\$11,321,550	\$11,661,197	\$12,011,033	\$12,371,364	\$12,742,505	\$13,124,780

I&E

INCOME	TOTAL	PSF
BASE RENT		
SUITE 101	\$92,400	\$40.00
SUITE 102	\$40,640	\$40.00
SUITE 103	\$57,440	\$40.00
SUITE 104	\$84,480	\$40.00
SUITE 105	84,480	\$40.00
SUITE 201	\$217,000	\$40.00
SUITE 205 - 305	\$164,840	\$40.00
SUITE 401	\$124,840	\$40.00
TOTAL NET BASE RENTS	\$866,120	\$40.00
REIMBURSEMENTS & OTHER INCOME		
REIMBURSEMENTS	\$69,211	\$3.20
OTHER INCOME	\$-	\$-
TOTAL REIMBURSEMENTS & OTHER INCOME	\$69,211	\$3.20
TOTAL POTENTIAL INCOME	\$935,331	\$43.20
VACANCY	\$-	\$-
EFFECTIVE GROSS INCOME	\$935,331	\$43.20
EXPENSES		
CAM	\$40,233	\$1.86
REPAIRS & MAINTENANCE	\$4,598	\$0.21
GENERAL & ADMIN	\$2,299	\$0.11
MANAGEMENT FEE 3.0%	\$28,060	\$1.30
UTILITIES	\$14,944	\$0.69
INSURANCE	\$11,495	\$0.53
REAL ESTATE TAXES	\$28,978	\$1.34
TOTAL EXPENSES	\$130,607	\$6.03
NET OPERATING INCOME	\$804,724	\$37.16

TO SCHEDULE A TOUR AND FURTHER QUESTIONS



523-531 S Broadway presents a compelling opportunity for investors seeking:

- Stable cash flow from an established commercial corridor.
- Value-add potential through lease optimization and property enhancements.
- Prime location surrounded by luxury residential communities and top-tier retailers.
- Long-term appreciation potential in a high-demand market with strong fundamentals.

This property is well-positioned for long-term growth and profitability, making it an ideal investment for those looking to capitalize on Baltimore's evolving real estate landscape.



Charlie Hatter

Co-Owner/CEO

Monument Sotheby's International Realty

202.744.0948 (c)

443.708.7074 (o)

charlie.hatter@sothebysrealty.com