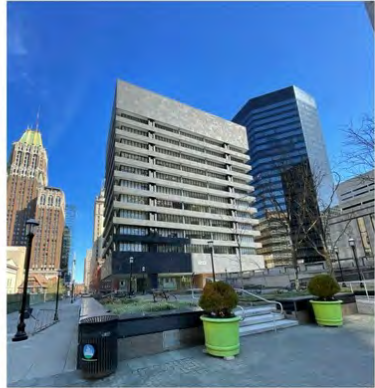


20 S Charles St

the Sun Life Building



Gilbert R. Trout
Investment Real Estate

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Sale Price	SUBJECT TO OFFER
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OFFERING SUMMARY

Net Rent. Area:	121,438 SF (131,153 gross)
Lot Size:	.52 Acres
Floors:	12, plus mechanical penthouse and 2 level below-grade garage
Garage Parking:	137 Spaces on 2 levels
Built/Renovated:	1966/2018 -
Zoning:	C-5DC
Occupied/Vacant:	56% / 44%
Incentives:	HUB, Enterprise & Opportunity Zone!

THE OPPORTUNITY

Trout Daniel & Associates is pleased to offer the opportunity for purchase of The Sun Life Building, a 121,438 square foot, 56% leased, 12-story Class A office building, located in the heart of Baltimore's Central Business District.

THE OFFERING

Iconic & stylish, the Sun Life is ready to join the CBD's office-to-apartment conversion-revolution, or be the next headquarters for a company who can leverage the building's strategic location and contemporary elan.

The Sun Life is located a block from Baltimore's Inner Harbor and CFG Arena, and a short stroll from Camden Yards, hospitals, retail, restaurants and more. Amenities include an on-site deli, a concierge, renovated elevators, lobbies and bathrooms; a 137-car below-grade parking garage, and floor-to-ceiling windows. Current ownership have invested over \$7M into the building.

Financially, this is a rare opportunity to acquire a high quality premier downtown office asset significantly below replacement cost with upside through further lease up or - as the property is currently 56% leased, a new owner can benefit from the property's location, floor-over-floor consistent layout and style to convert the property to apartments or mixed use.



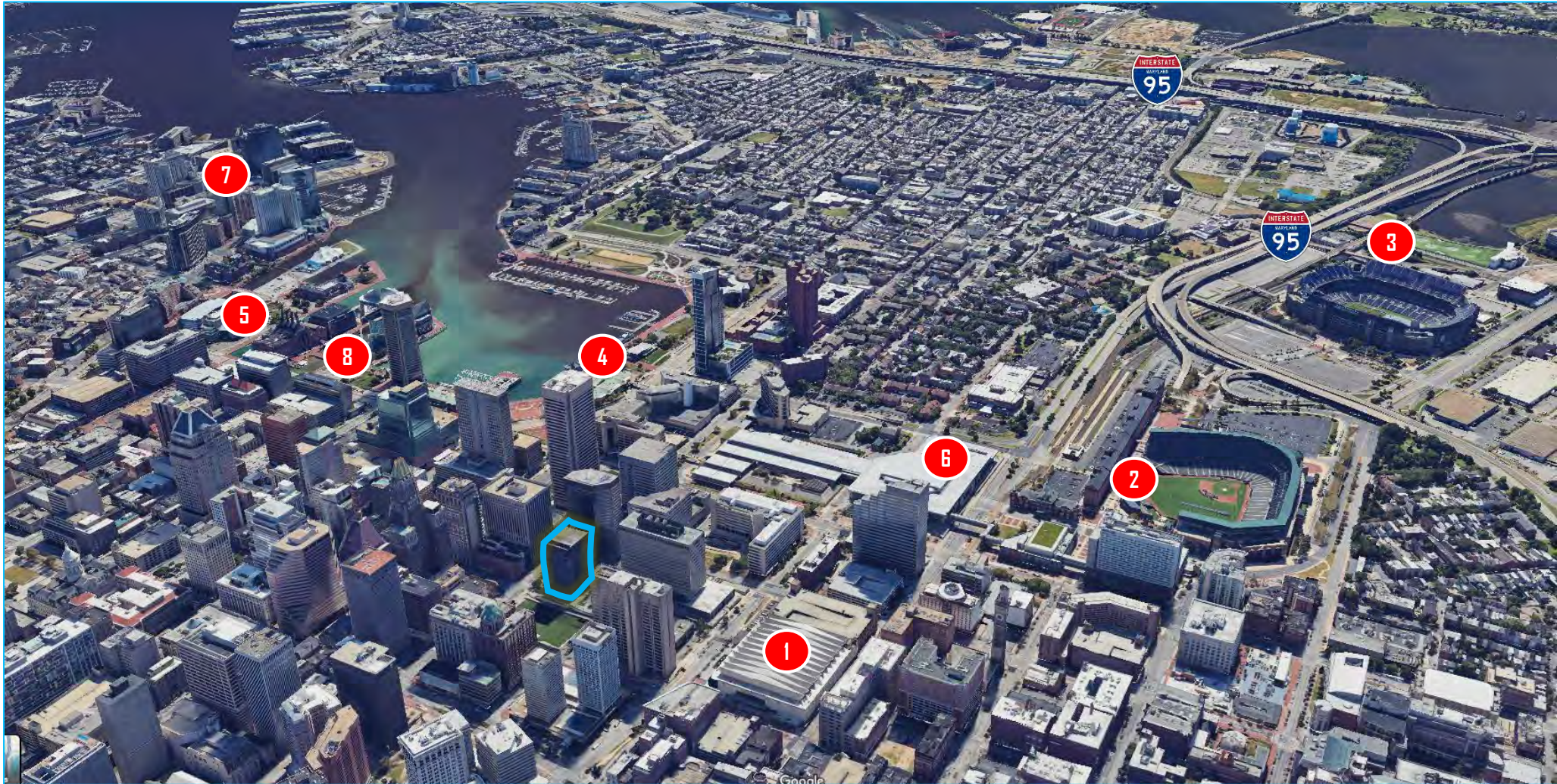
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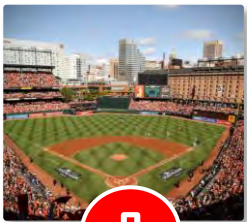
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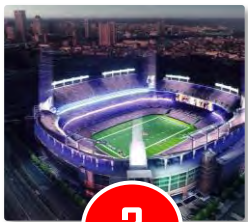
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CFG Arena



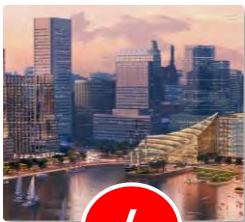
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Camden Yards



3

M&T Stadium



4

Harbor Place



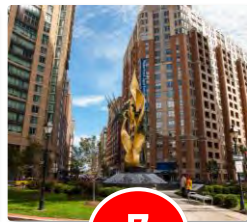
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Power Plant!



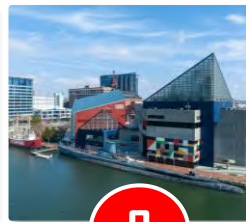
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Baltimore
Convention Center



7

Harbor East



8

National Aquarium

Stylish & Iconic



With 12 stories, floor-to-ceiling windows, an all-glass lobby, an ample outdoor plaza, and a timeless funky & urbane style, the Sun Life is a jewel-box of redevelopment potential.

Strategic Location



In the heart of B'more's CBD, The Sun Life is a short jaunt to the Inner Harbor, CFG Arena, Camden Yards, hospitals, restaurants, bars, transportation and basically anything fun or convenient you can think of.

Efficient to the Core



Floor plates of 11,000 SF over 12 stories, an elegant central core, floor to ceiling windows, and opportunities to lease, head-quarter-a-company or convert to multifamily...the ball is in your court to reimagine.

Conversion Opportunity



B'more's CBD is transforming, as 3M Sq. Ft. of offices have recently been converted into apartments. It doesn't take much imagination (or a degree in Baltimore Tax Credits) to envision how the Sun Life's location, style and structure could become the CBD's coolest next conversion.

Retail & Amenity Ready



Offering a 2-level 134 car garage, a jewel of a glass-boxed lobby, an outdoor plaza, an opportunity for a ground-floor restaurant & retail tenant - you'll be good to your Tenants, and they'll reciprocate.

Parking & Security



With a 24x7 staffed and well-lit lobby, under-building parking lot, interior surveillance and access control systems, your tenants will know that you care.



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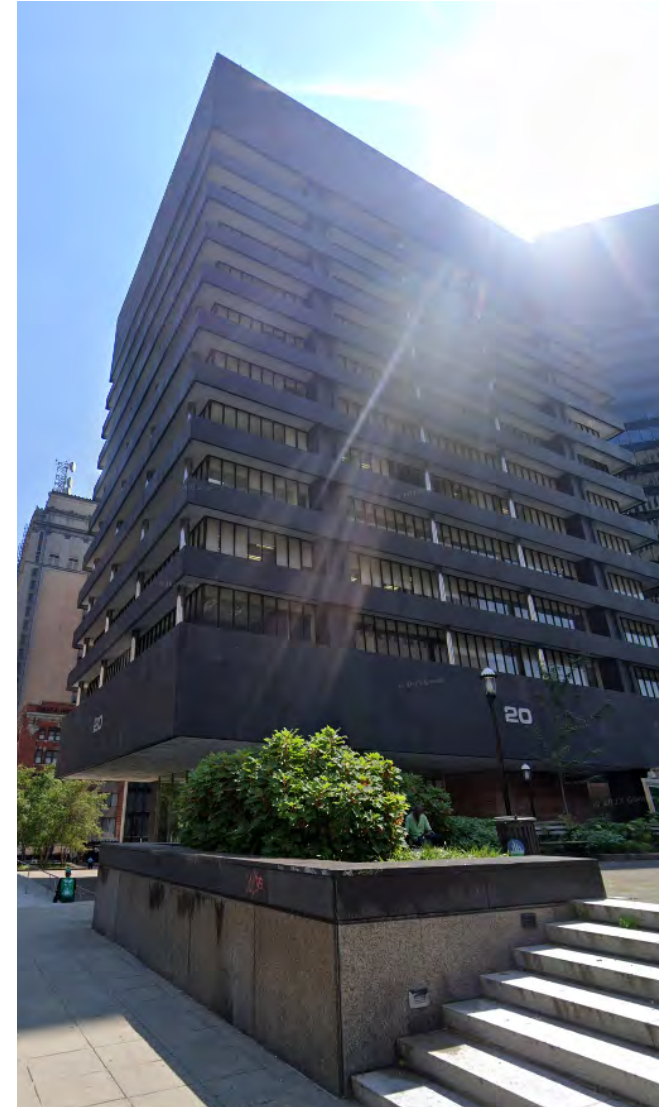
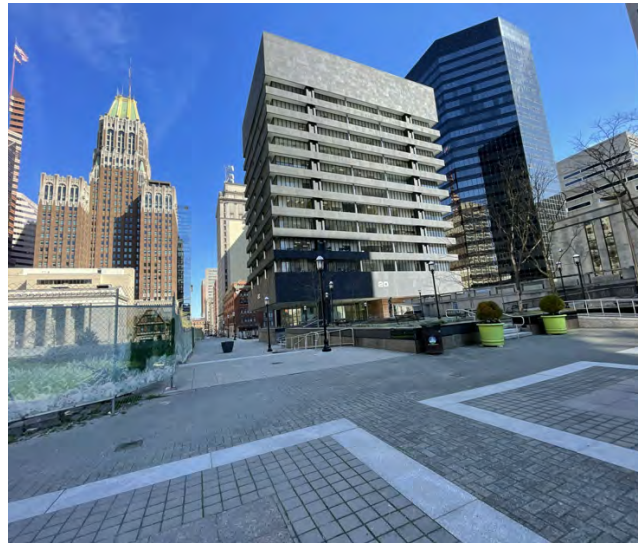
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Exterior View



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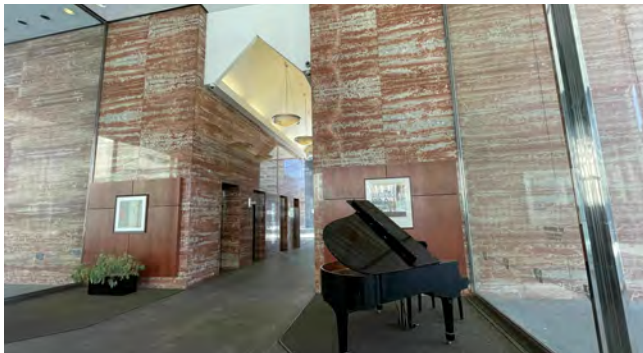
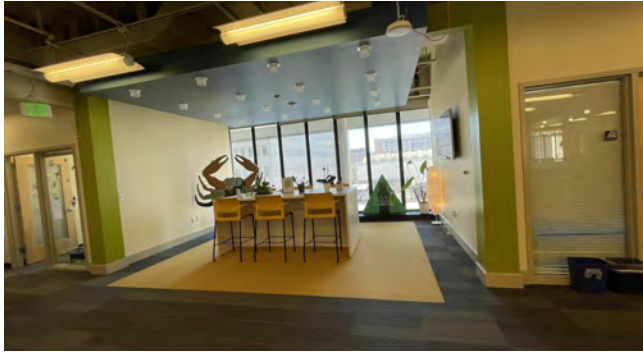
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Interior View



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Floor x Floor Flexibility

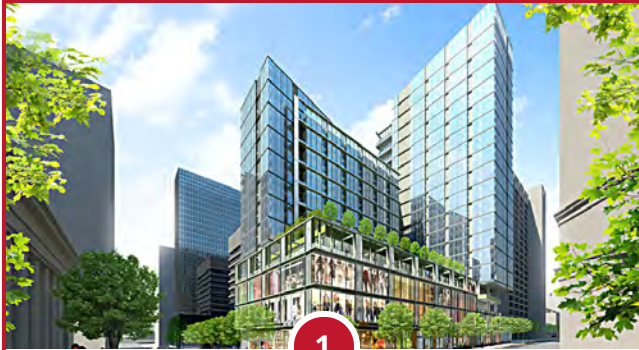
With floor to ceiling windows, open 11K SF floor plates and a 2-level parking garage, this is a conversion in waiting.

Or...add a restaurant headliner in the all-glass jewel box lobby, consolidate several floors of office and convert the top floors to apartments, and you'll have a ***mixed-use masterpiece.***

12	Collazo-Dingle Law 2,120 SF 1/23/27	Vacant 8,870 SF			
11	Timothy A. Dachille 7,320 SF 8/31/26	ADS System Safety Consulting 2,536 SF 8/12/27			
10	J. S. Held 2,802 SF 9/30/25	AGM Financial Services 8,219 SF 5/31/30			
9	Sanabria & Associates, PLLC 1,995 SF 12/12/24	Vacant 9,090 SF			
8		Vacant 11,000 SF			
7	Humphreys, McLaughlin & McAleer 9,848 SF 5/31/26	Vacant 936 SF			
6	Downtown Partnership of Baltimore 11,158 SF 7/31/25				
5	Downtown Partnership of Baltimore 7,198 SF 7/31/25	Vacant 3,560 SF			
4	Kittelson & Assoc. 2,900 SF 3/27/25	Hassan Law 735 SF 11/30/24	Bonner Firm, P.C. 3,350 SF 3/1/28	Richmond Law 1,500 SF 4/30/30	Vacant 2,340 SF
3	Progressive Life 2,391 SF 10/30/27	Vacant 8,531 SF			
2	Tenant Storage				
1	Young S. Bae (Deli) 275 SF 12/31/26	Vacant 866 SF	Lobby		

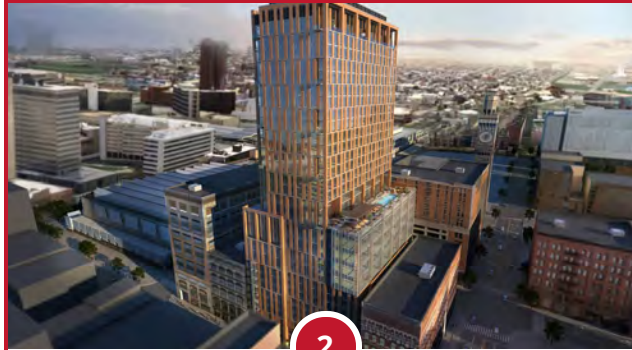


137	131,153	12	\$7,000,000
2-LEVEL GARAGE PARKING SPACES	GROSS SQ. FT.	STORIES @ 11K SF PER FLOOR	RECENT CAPITAL IMPROVEMENTS



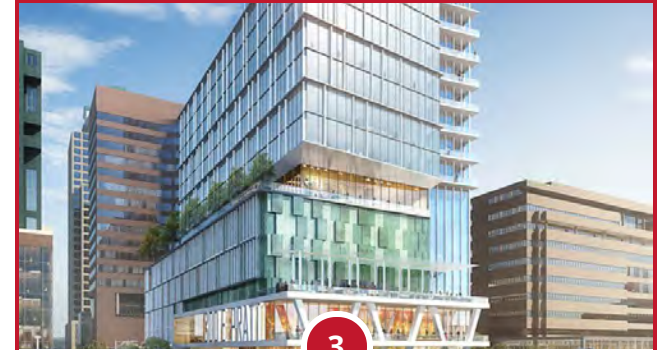
1 W BALTIMORE ST | 150,000 SF

Located < 1 Mi away and sold in 2005, this property is under renovation to offer Class A retail and 450 apartments.



325 W BALTIMORE ST | 375,000 SF

1 Mi away and sold in 2013, this 32-story Class A mixed-use tower will feature street retail, a 9-story garage, and 321- apartments.



300 E PRATT ST | 200,000 SF

This proposed building, last sold in 2013, is .5 Mi away and will include GF retail, office, residential, and hospitality suites.



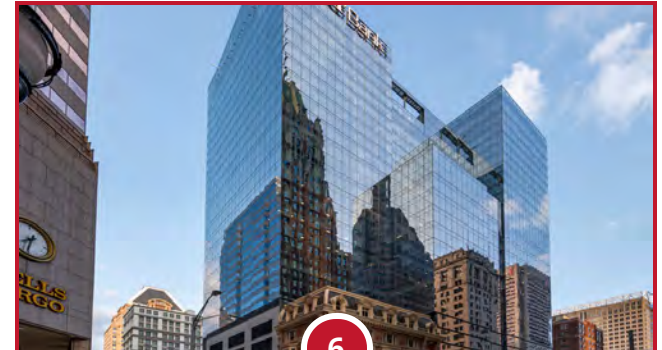
222 ST. PAUL PL | 350,000 SF

Sold in 2021, this former 300-room hotel in the heart of Baltimore's CBD is planned to become a new residential hub.



10 LIGHT ST | 435,000 SF

This former office building, located 5 minutes away, was opened in 2016 and converted to 445 market-rate apartment units and GF retail space.



1 LIGHT ST | 765,000 SF

Located 5 minutes away, this 28-story mixed-use property, delivered in 2018, includes 280 luxury apartments, offices, and retail.



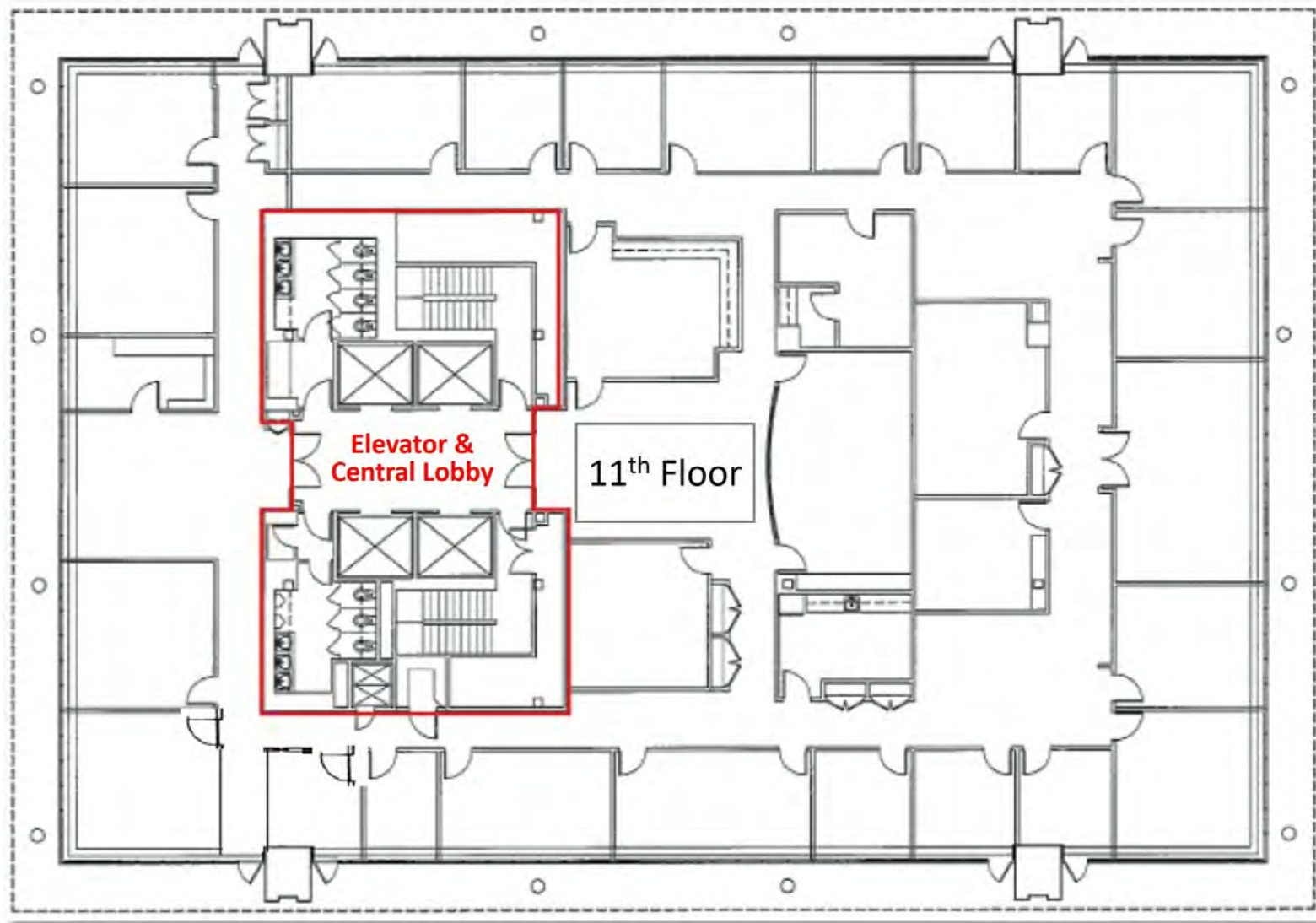
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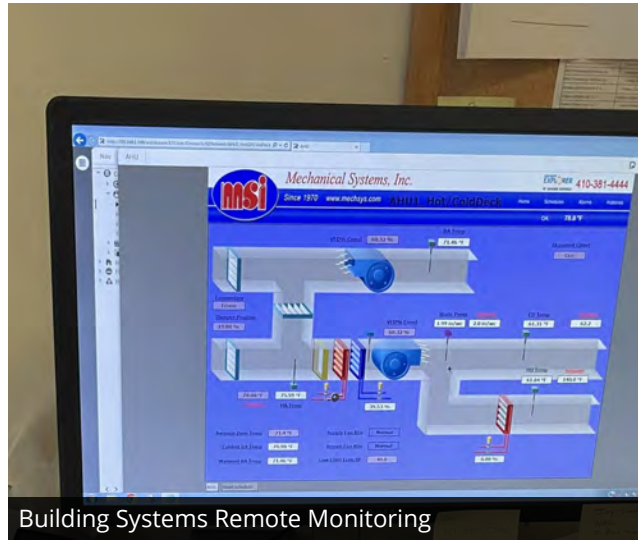
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PROPERTY INFORMATION

Address	20 S Charles, Baltimore, MD 21202
Zoning	C-5DC
APN #	0601019
Year Built/Renovated	1966 / 2017
Lot Size	.52 Ac
Net Rentable Area	121,438 SF (131,153 gross)
Floors & Floorplates	12 Floors, floors are typically 11,000 SF
Occupancy	56% Leased / 44% Vacant



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BUILDING & UTILITIES

INTERIOR: The 12-story office tower improved with a central core and a glass enclosed first floor lobby, improved with a two-level subterranean garage. Upper level floorplates are designed for single or multi-tenant configuration and are designed with a central core and perimeter office space. The central core includes elevators, staircase, lobby, common area hallways, two restrooms, and mechanical rooms.

EXTERIOR: The building exterior is surrounded by a masonry courtyard with open stair systems. Construction elements consist of steel framing with facades of horizontal bands of polished granite panels and a tinted glass window curtain wall with metal framing between window panels.

ROOF: The building contains 3 roof sections consisting of the main roof with a built-up roofing with a gravel surface and lower roofs consisting of a mechanically fastened rubber membrane roof.

HVAC: Heating is provided via 2 gas-fired, hot water boilers, and cooling via chilled water. There are 4 air handling units, which feed heating and cooling to floor-mounted ductwork for all units.

ELEVATORS: The building is equipped with four overhead traction passenger elevators, one of which substitutes as a freight elevator, manufactured by Otis.

UTILITIES: BGE supplies electricity and natural gas to the site. Electric service is 277-volt, stepped down to 120/208 volt, three phase service. The City of Baltimore provides water and sewer. Verizon provides telephone and data.

LIFE SAFETY: The building is predominantly wetpipe fire sprinklered. The fire sprinkler main is 6" in diameter and the fire pump is rated at 40 HP. The building is equipped with a Honeywell Notifier central fire alarm panel with autodialer, audible alarms, hard-wired smoke detectors, and strobes, exit signs and emergency back-uplights.

PARKING: The property contains a two level subterranean garage with 137 parking spaces, reflecting an overall parking ratio of 1.10 spaces per 1,000 square feet of net rentable area.

INCENTIVES: Tax Credit and Development Incentives: located in a HUB, Enterprise & Opportunity Zone! Visit: www.baltimoredevelopment.com/doing-business/doing-business

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20

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DELTA HOTEL



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