



## 4 Apartments

2024 Saint Paul Street  
Charles North, Baltimore City, 21218

- 2 One-Bedroom Apartments
- 1 Junior One-Bedroom Apartment
- 1 Studio Apartment

### » Property

<b>BUILT</b>	~1900.
<b>ZONING</b>	C-1, Licensed for 4 Dwelling Units.
<b>LOT</b>	16'8" x 90'; Block 3809, Lot 029.
<b>SIZE</b>	2,805 Sq. Ft. Gross Living Area.

### » Interiors

<b>KITCHENS</b>	All apartments have laminate counters and laminate cabinets. 30" electric ranges. Apartment 1R has a built-in microwave.
<b>BATHS</b>	All bathrooms have pedestal sinks and shower stalls with vinyl enclosures.
<b>WALLS &amp; CEILINGS</b>	Drywall ceilings and walls. Apartment 3 has some exposed brick.
<b>FLOORS</b>	Living areas are laminate. Bathrooms have ceramic tile flooring.
<b>LAUNDRY</b>	Shared washer and dryer in basement.

### » Environmental

<b>OILTANKS</b>	None observed.
<b>ASBESTOS</b>	None observed.
<b>LEAD-BASED PAINT</b>	Full Risk Reduction certificate for each unit.

### » Exterior

<b>CONSTRUCT</b>	End-of-group; brick construction and brick foundation.
<b>ROOF</b>	Rubber roof.
<b>WINDOWS</b>	Vinyl replacement windows.
<b>PARKING</b>	1 car concrete parking pad in rear.
<b>FIRE ESCAPE</b>	Steel fire escape in rear.

### » Utilities

<b>HEAT</b>	Each apartment has electric baseboard heating.
<b>HOT WATER</b>	4 electric water heaters.
<b>ELECTRIC</b>	5 meters; 100-amps to each unit and 100 amps to Public Service.
<b>GAS</b>	2 meters; one abandoned, one active but unused.
<b>PLUMBING</b>	Observable supply lines are PEX. Observable drain lines are PVC.
<b>TRASH</b>	Baltimore City trash and recycling pick up included in property taxes.



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**\$450,000** Subject to annual ground rent of \$120.  
\$112,500 per unit, \$160 per square foot.

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.

# 2024 SAINT PAUL STREET

## INVESTMENT PROPERTY INCOME AND EXPENSE BUDGET

SUGGESTED FINANCING:		INVESTMENT OFFERING:		450,000
Loan-to-Value	75%	SUGGESTED LOAN AMOUNT		337,500
Loan Amount	337,500	ESTIMATED CLOSING COSTS		22,500
Interest Rate	7.00%	TOTAL INVESTMENT		135,000
Term	30	<b>Price Per Unit</b>	<b>4</b>	<b>112,500</b>
Monthly P & I	\$ 2,245.40	<b>Price Per Sq.Ft.</b>	<b>2,805</b>	<b>160</b>

Unit	Size	Lease Expires	Sec Dep	Sec Dep Date	Current Actual Rent	Market Rent
1R	Junior 1 BR	monthly	850	10/9/2023	900	1,100
2F	Studio	7/31/2025	800	7/1/2022	800	1,000
2R	1 BR	4/30/2025	900	4/17/2024	850	1,250
3	1 BR	2/28/2025	1,050	2/19/2024	1,050	1,250
Parking	1 Car					50

Tenants Reimburse for utilities 160      249

<b>GRM (actual) = 10.0</b>	Total Monthly Rental Income	3,760	4,899
<b>GRM (market) = 7.7</b>	Total Gross Annual Income	45,120	58,787

Real Estate Taxes	actual	7/1/2025	335,400	7,915	
Special Benefits Surcharge				419	
Ground Rent	actual			120	
Insurance	budget	600	per unit	2,400	
License - Baltimore City MFD	actual	35	per unit	140	
License Inspection	budget	75	per unit / 3 years	50	
Lead Paint Registration Fee	actual	30	per unit	120	
Repairs & Maintenance	budget	1000	per unit	4,000	
Gas Public Service	none	0	per month	0	
Electric Public Service	actual	89	per month	1,067	
Water	budget	40	per unit / month	1,920	
<b>Expense/Unit= \$4,540</b>	31%			<b>TOTAL EXPENSES</b>	<b>18,152</b>
<b>Cap Rate= 9.03%</b>				<b>NET OPERATING INCOME</b>	<b>40,635</b>
<b>DCR= 1.51</b>				Less: Mortgage Payments:	26,945
<b>ROI= 10.1%</b>				<b>Monthly Cash Flow:</b>	<b>\$1,141</b>
				<b>Annual Cash Flow:</b>	<b>13,691</b>

### COMPARABLE SALES

address	date sold	sales price	# units	Monthly Rent	Price per Unit	GRM
113 West 22nd	Jan-24	323,016	3	2,900	107,672	9.3
1709 Saint Paul	Apr-24	560,000	4	4,725	140,000	9.9
2108 Saint Paul	Jun-24	450,000	3		150,000	
1923 Saint Paul	Feb-24	475,000	3		158,333	
2121 Saint Paul	Jun-24	487,000	3	4,200	162,333	9.7



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Property offered equally without regard to protected classes, including race, religion, color, creed, sex, marital & family status, and/or disability. Property offering is subject to prior sale & withdrawal at any time in the owner's discretion. Information presented is believed accurate & from reliable sources; however, Owner, Ben Frederick Realty, Inc. nor any of its agents make any warranties or representations regarding this information, the Property; its physical condition, any of its components, nor its financial performance. All information should be considered as observed by Broker. Purchaser is advised to verify all information to Purchaser's satisfaction.  
Ben Frederick Realty, Inc., Seller's Exclusive Broker  
visit: <https://BenFrederick.com>

## 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.

58,787	+	Rental Income
18,152	-	Operating Expenses
26,945	-	Mortgage Payments
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13,691	=	Cash Flow
135,000	/	Downpayment + Closing Costs
10.1%	=	Return on Investment from Cash Flow

### 2 **Appreciation**

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

450,000	=	Acquisition Price
5%	*	First Year Appreciation
472,500	=	Value at the end of Year 1.
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22,500	=	Amount of Value Increase
135,000	/	Downpayment + Closing Costs
17%	=	Return on Investment from Appreciation

### 3 **Equity Build-Up**

7.00%      30 \$ 2,245.40

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

337,500	=	Loan Amount at Closing
334,072	=	Loan Amount at the end of Year 1
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3,428	-	Equity Build-Up in Year 1
135,000	/	Downpayment + Closing Costs
2.5%	=	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.

40,635	=	Cash Flow Before Loan Payments (rents less expenses)
12,750	-	Depreciation (assumes 15% land, 30 year recovery)
23,516	-	Mortgage Interest
4,369	=	Taxable Income Year 1
3,495		Less 20% Exclusion for LLC Ownership under new tax law
37%	*	Marginal Tax Rate
1,293.20	=	Federal Income Tax
1,293		Federal Income Tax
13,691	/	Cash Flow
9.4%	=	Effective Tax Rate on This Investment
5,066	=	Tax if Cash Flow came from a non-preferred investment vehicle
1,293	-	Tax from this preferred investment vehicle.
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3,772	=	Income Tax Savings
2.8%		Return on Investment from Tax Savings

### **Total / Summary**

1:	13,691	Cash Flow
2:	22,500	Appreciation Year 1
3:	3,428	Equity Build Up Year 1
4:	3,772	Tax Savings Year 1
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	43,391	Total Return from this Investment
	135,000	Downpayment + Closing Costs
	32.1%	Total Return from this Investment





STATE OF MARYLAND REAL ESTATE COMMISSION

## Understanding Whom Real Estate Agents Represent

### THIS NOTICE IS NOT A CONTRACT

*In this form “seller” includes “landlord”; “buyer” includes “tenant”; and “purchase” or “sale” includes “lease”*

#### Agents Who Represent the Seller

**Seller’s Agent:** A seller’s agent works for the real estate company that lists and markets the property for the sellers and exclusively represents the sellers. A seller’s agent may assist the buyer in purchasing the property, but his or her duty of loyalty is only to the seller.

**Subagent:** A Subagent means a licensed real estate broker, licensed associate real estate broker, or licensed real estate salesperson who is not affiliated with or acting as the listing real estate broker for a property, is not a buyer’s agent, has a brokerage relationship with the seller, and assists a prospective buyer in the acquisition of real estate for sale in a non-brokerage relationship capacity. The subagent works for a real estate company different from the company for which the seller’s agent works. The subagent can assist a buyer in purchasing a property, but his or her duty of loyalty is only to the seller.

**If you are viewing a property and you have not signed a Brokerage Agreement, that agent represents the seller**

#### Agents Who Represent the Buyer

**Buyer’s Agent:** A buyer may enter into a written contract with a real estate broker which provides that the broker will represent the buyer in locating a property to buy. The agent from that broker’s company is then known as the buyer’s agent. The buyer’s agent assists the buyer in evaluating properties and preparing offers and developing negotiation strategies and works in the best interest of the buyer. The agent’s fee is paid according to the written agreement between the broker and the buyer. If you as a buyer wish to have an agent represent you, you must enter into a written brokerage agreement.

#### Dual Agents

The possibility of **dual agency** arises when the buyer’s agent and the seller’s agent both work for the same real estate company, and the buyer is interested in property listed by that company. The real estate broker or the broker’s designee, is called the “dual agent.” Dual agents do not act exclusively in the interests of either the seller or buyer, and therefore cannot give undivided loyalty to either party. There may be a conflict of interest because the interests of the seller and buyer may be different or adverse.

**If both seller and buyer agree to dual agency** by signing a Consent For Dual Agency form, the “dual agent” (the broker or the broker’s designee) shall assign one agent to represent the seller (the seller’s “intra-company agent”) and another agent to represent the buyer (the buyer’s “intra-company agent”). Intra-company agents are required to provide the same services to their clients that agents provide in transactions not involving dual agency, including advising their clients as to price and negotiation strategies.

If either party does not agree to dual agency, the real estate company must withdraw the brokerage agreement for that particular property with either the buyer or seller, or both. If the seller's agreement is terminated, the seller must then either represent him or herself or arrange to be represented by an agent from another real estate broker/company. If the brokerage agreement is terminated, the buyer may choose to enter into a written brokerage agreement with a different broker/company. Alternatively, the buyer may choose not to be represented but simply to receive assistance from the seller's agent, from another agent in that company, or from a subagent from another company.

No matter what type of agent you choose to work with, you have the following rights and responsibilities in selling or buying property:

>Real estate agents are obligated by law to treat all parties to a real estate transaction honestly and fairly. They must exercise reasonable care and diligence and maintain the confidentiality of clients. They must not discriminate in the offering of properties; they must promptly present each written offer or counteroffer to the other party; and they must answer questions truthfully.

>Real estate agents must disclose all material facts that they know or should know relating to a property. An agent's duty to maintain confidentiality does not apply to the disclosure of material facts about a property.

>All agreements with real estate brokers and agents must be in writing and explain the duties and obligations of both the broker and the agent. The agreement must explain how the broker and agent will be paid and any fee-sharing agreements with other brokers.

>You have the responsibility to protect your own interests. **You should carefully read all agreements** to make sure they accurately reflect your understanding. A real estate licensee is qualified to advise you on real estate matters only. If you need legal or tax advice, it is your responsibility to consult a licensed attorney or accountant.

Any complaints about a real estate licensee may be filed with the Real Estate Commission at 500 North Calvert Street, Baltimore, MD 21202. (410) 230-6230.

We, the  Sellers/Landlord  Buyers/Tenants acknowledge receipt of a copy of this disclosure

and that Ben Frederick Realty, Inc. (firm name)

and Will Cannon (salesperson) are working as:

(You may check more than one box but not more than two)

- seller/landlord's agent
- subagent of the Seller
- buyer's/tenant's agent

[Signature box]

Signature (Date)

[Signature box]

Signature (Date)

\*\*\*\*\*

I certify that on this date I made the required agency disclosure to the individuals identified below and they were **unable or unwilling** to acknowledge receipt of a copy of this disclosure statement.

Name of Individual to whom disclosure made

Name of Individual to whom disclosure made

[Signature box]

Agent's Signature (Date)