

**CONFIDENTIAL
OFFERING MEMORANDUM**

**FELL'S
POINT
PORTFOLIO**

1724-26 THAMES STREET
AND 808 S. ANN STREET
BALTIMORE, MD



MACKENZIE

COMMERCIAL REAL ESTATE SERVICES, LLC



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All communications, inquiries, and request for information relating to these materials should be addressed to:

MacKenzie Commercial Real Estate, LLC
2328 W. Joppa Road, Suite 200
Baltimore, Maryland 21093
Phone: (410) 821-8585

DEDICATED PROJECT TEAM:

BROKERAGE

MacKenzie Commercial Real Estate Services, LLC:

Henry Deford

(410) 494-4861

hdeford@mackenziecommercial.com



WALK SCORE WALKER'S PARADISE (96)

TRANSIT SCORE GOOD TRANSIT (60)

Unparalleled Fell's Point Waterfront Real Estate

- » Expansive and historical landmark fronting multiple sides of a city block
- » Located in the heart of one of Baltimore City's trendiest neighborhoods
- » Steps from unique shops, diverse bars, restaurants and nightlife

Destination: Baltimore

- » 25.9 million domestic visitors
- » 10.6 million overnight trips
- » \$5.6B in total visitor spending (2016)
- » 416,886 hotel rm. nights booked (2017)
- » 388 events and 471,773 attendees hosted among convention groups (2017)

High-Income Demographic and Urban Epicenter

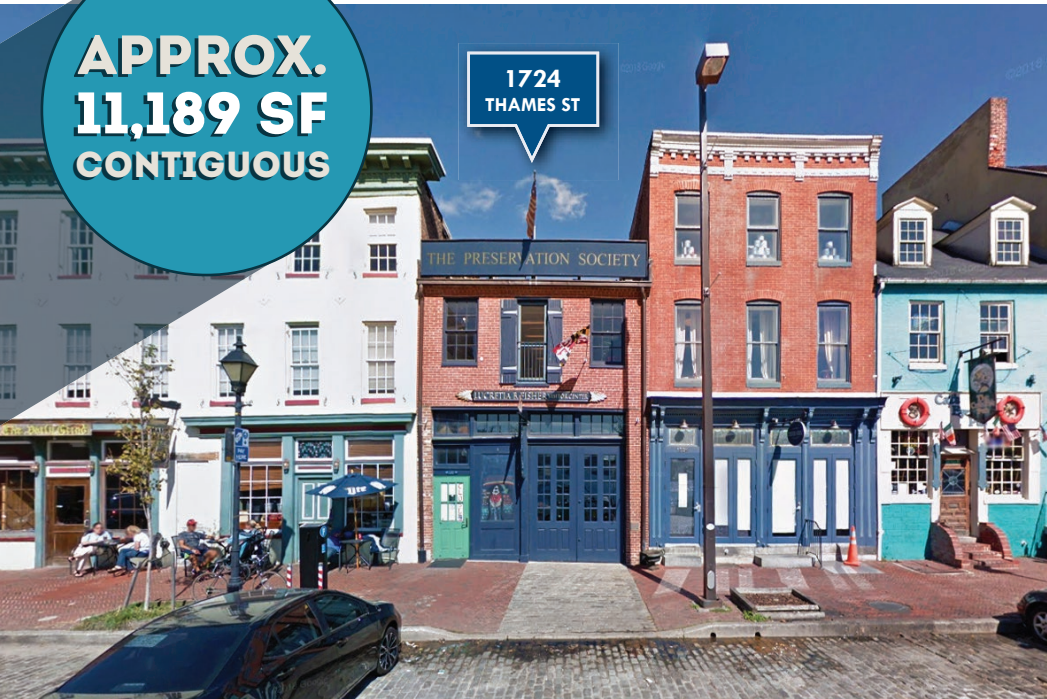
- » Strong Fell's Point demographics:
 - » 16,783 residential population
 - » \$96,364 average household income
- » The area population, comprised mostly of young professionals and families, drives neighborhood demand with an abundance of amenities and foot traffic

Area Investment and Employment

- » Nearby corporate headquarters include Under Armour, Exelon, Legg Mason, Morgan Stanley, and more.
- » Surrounded by the rapidly growing trade areas of Harbor Point, Harbor East, and Canton.

PROPERTY OVERVIEW

**APPROX.
11,189 SF
CONTIGUOUS**



	1724-1726 Thames Street	808 S. Ann Street
Account Identifier	Ward - 02 Section - 06 Block - 1861 Lot - 023	Ward - 02 Section - 06 Block - 1861 Lot - 032
Building Size	9,504 sf ±	1,685 sf ±
Acreage	.141 Acres	.048 Acres
Year Built	Circa 1850	Circa 1920
Year Renovated	2004	2004
Building FAR	1.79	0.86
Stories	2	1
Road Frontage	20 ft. ±	26 ft. ±
Construction	Masonry	Masonry
Taxes	\$3,767.76 (7/1/18 - 6/30/19)	\$2,331.68 (7/1/18 - 6/30/19)
Zoning	C-1-E (Neighborhood Business and Entertainment District)	R-8 (Rowhouse Residential District) <i>Note: Currently subject to a Conditional Use Permit for Office and Gallery Space</i>







- 1 BARCOCINA
- 2 THE ADMIRAL'S CUP
- 3 RYE
- 4 FELLOWS POINT SURF CO.
- 5 SOFI'S CREPES
- 6 KILWIN'S CHOCOLATES & ICE CREAM
- 7 AMUSE TOYS
- 8 7-ELEVEN
- 9 THE SOUND GARDEN
- 10 THE HORSE YOU CAME IN ON SALOON

- 11 ZELDA ZEN
- 12 POINTS SOUTH
- 13 ADMIRAL FELL INN
- 14 DUCK DUCK GOOSE
- 15 INSOMNIA COOKIES
- 16 BANK OF AMERICA
- 17 VAGABOND THEATRE
- 18 PITANGO GELATO
- 19 BOP BRICK OVEN PIZZA
- 20 BERTHA'S MUSSELS

- 21 THE GREENE TURTLE
- 22 ALEXANDER'S TAVERN
- 23 LIL PHIL'S
- 24 BLARNEY STONE PUB
- 25 THE ROCKWELL
- 26 TODD CONNER'S
- 27 SUBWAY
- 28 GOOD BURGER & PIZZA
- 29 HUNGRY ANDY'S
- 30 1ST MARINER BANK

- 31 PAPI'S TACOS
- 32 DOGWATCH TAVERN
- 33 GOODWILL
- 34 HOT TOMATOES
- 35 RODOS BAR
- 36 MOBY DICK'S
- 37 TWIST
- 38 JOE'S BIKE SHOP
- 39 MAX'S TAPHOUSE
- 40 JIMMY'S MEDITERRANEAN GRILL

- 41 THE SEASONED OLIVE
- 42 STUGGY'S
- 43 ABBEY BURGER BISTRO
- 44 HATS IN THE BELFRY
- 45 WOODY'S CANTINA
- 46 SLÁINTE IRISH PUB & RESTAURANT
- 47 KOOPER'S TAVERN
- 48 WATERFRONT HOTEL
- 49 SMOOTHIE KING
- 50 RIPTIDE BY THE BAY

- 51 DAILY GRIND
- 52 THAMES STREET OYSTER HOUSE
- 53 CAT'S EYE PUB
- 54 THE POINT IN FELLOWS
- 55 THE WHARF RAT
- 56 PENNY BLACK BAR & RESTAURANT
- 57 ROBERT MCCLINTOCK GALLERY
- 58 PITANOG BAKERY + CAFE
- 59 V-NO WINE BAR & SHOP
- 60 NANAMI CAFE



- » 128 guestrooms and luxury suites
- » Private dock with access to hotel
- » Luxury infinity pool, waterfront grill, and bar

A symbol of Baltimore's historic past, reimagined for its future. **Sagamore Pendry Baltimore** is the reinvention of one of the region's most storied properties, perched on Recreation Pier in the center of the vibrant waterfront Fell's Point neighborhood. The hotel was carefully renovated and reimagined by Patrick Sutton Design with a creative vision rooted in its historic significance and signature Charm City allure. The final product is designed for visitors and locals alike, with the amenities, offerings and exclusive programming today's traveler is seeking, accompanied by the city's most inspired new dining, beverage and retail concepts.

Sagamore Pendry Baltimore is also home to the city's exceptional new dining and cocktail destinations, Rec Pier Chop House and The Cannon Room, located off Thames Street in the historic Fell's Point neighborhood. Rec Pier Chop House introduces acclaimed chef Andrew Carmellini to Baltimore with a menu devoted to time-honored Italian cooking and the simple, but classic offerings that have made Carmellini one of the most notable names in Italian cuisine.





Fell's Point is a historic waterfront neighborhood in the southeastern area of the City of Baltimore, Maryland. It was established around 1763 and is located along the north shore of the Baltimore Harbor and the Northwest Branch of the Patapsco River. The area features many shops, including antique stores, restaurants, coffee bars, music stores, a municipal markethouse with individual stalls, and over 120 pubs. Located just east of the famous "Inner Harbor" (formerly referred to as "The Basin") adjacent to Baltimore's downtown central business district and the Jones Falls stream (which splits the city, running from northern Baltimore County), Fell's Point has a maritime past and the air of a seafaring town. It also has the greatest concentration of drinking establishments and restaurants in the city. Today, Fell's Point is recognized as one of the best-preserved historical areas in the country thanks to substantial revitalization efforts that have protected the historical integrity of the neighborhood, its properties and its prime harborside locale.

As Maryland's top destination, tourism drives Baltimore's economy and quality of life in a number of ways – visitor spending, job creation and tax generation.

In Calendar Year 2016, Baltimore welcomed **25.9 Million domestic person trips**, an increase of 2.8% from 2015 with gains in both overnight and day trip categories. Thanks in part to a continued surge in overnight demand, Baltimore's hotel performance was strong – with occupancy, ADR and RevPar all increasing over CY2015, some even outpacing the national average. While "Visiting Friends and Relatives" was the most frequent purpose for overnight travel, "Marketable Leisure" (those influenced by marketing efforts) still dominated Baltimore's day trip market with **"special events" cited as the highest marketable trip purpose**.

Baltimore's visitors continued to draw primarily from our **East Coast drive market**. Regardless of their point of trip origin, Baltimore's visitors once again enjoyed our historic places, cultural assets, and culinary/craft brew scene at similar or higher rates than in other U.S. destinations.

Baltimore's visitor spending left a noticeable mark on area businesses, residents and the region at large: **\$5.64 Billion in direct visitor spending** – an average of **\$221 per visitor** – generated upwards of **\$705 million in local City and State taxes**. Not only was this a 3.8% increase from CY2015, but also, these revenues saved each Baltimore area household **\$680 in personal income tax contributions**. Visitor spending increased most significantly (5%) for food & beverage, spending in alignment with Visit Baltimore's strategic focus on culinary tourism promotion. In addition, while domestic visitation dominates Baltimore's current visitor market, we hope to see further growth in international inbound visitation and spending with expanded outreach in international markets as well as gains in both lift and route access at BWI Airport.

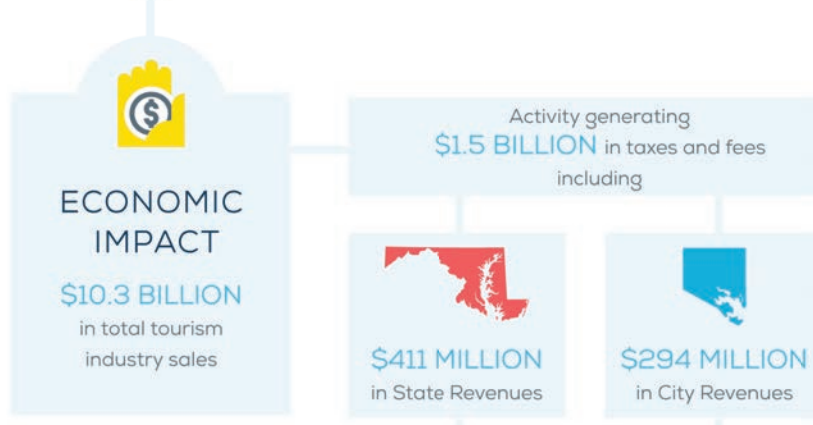
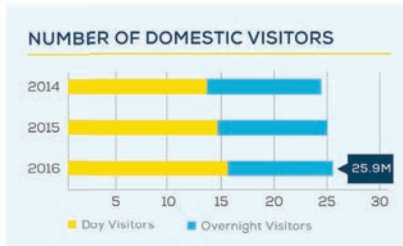
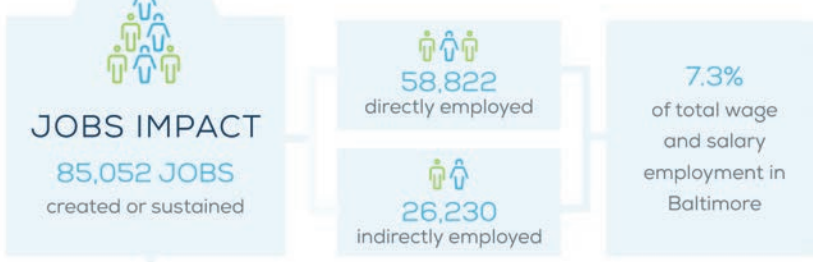
The other big story? Baltimore's meetings and tourism economy continued to prove a major employer for the region, **creating or sustaining 85,000 jobs**. According to Visit Baltimore's own research, we can proudly count more than **48,750 of these positions as representatives of our own 775 business strong membership network**, with at least half of those positions held by city residents.

From Visit Baltimore, 2016 Tourism Impact Report

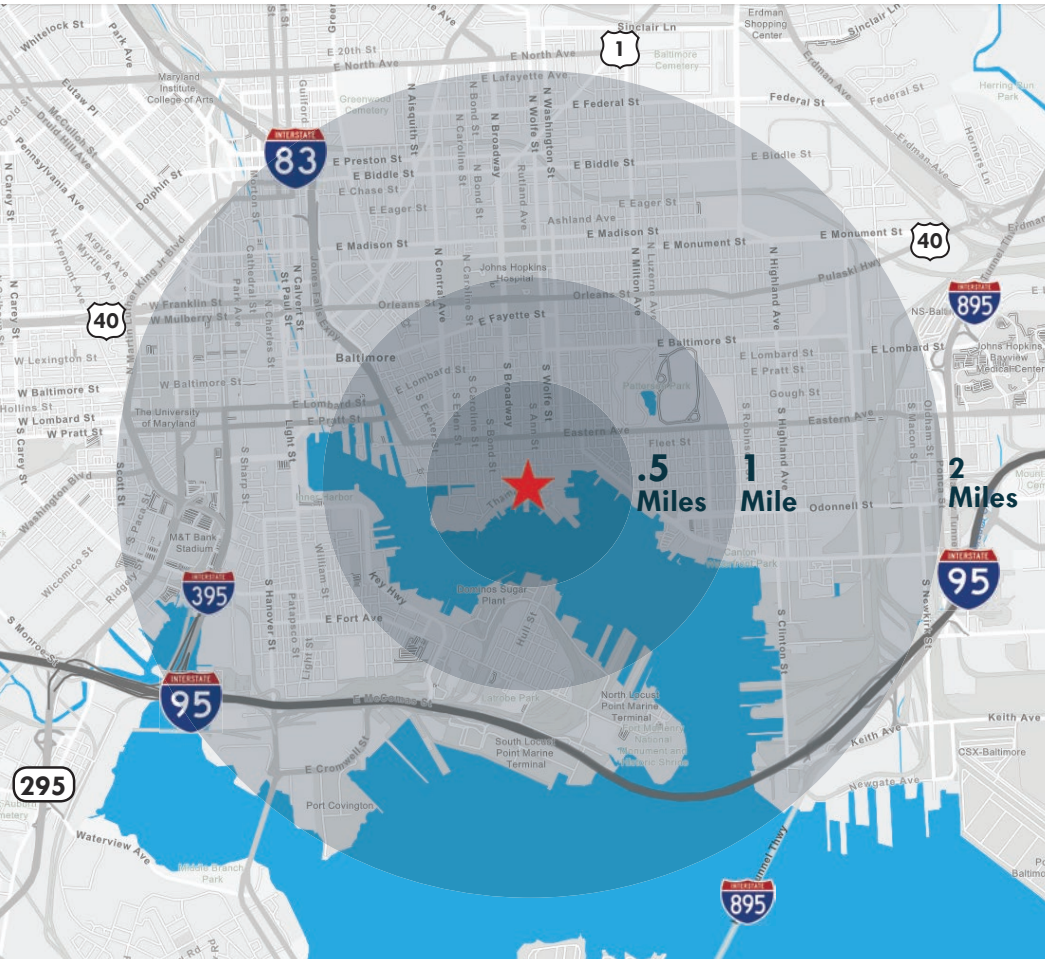


Top Activities of Special Interest (day & overnight)

- 25% Historic Places
- 22% Family Reunion
- 16% Cultural Activities
- 13% Culinary Experiences
- 6% Brewery Tours/Tastings



Saving \$680 in personal tax contributions **PER BALTIMORE HOUSEHOLD**



RESIDENTIAL POPULATION

9,963
.5 MILES

34,415
1 MILE

127,481
2 MILES



NUMBER OF HOUSEHOLDS

5,339
.5 MILES

17,247
1 MILE

55,818
2 MILES



AVERAGE HOUSEHOLD SIZE

1.84
.5 MILES

1.95
1 MILE

2.12
2 MILES



MEDIAN AGE

34.5
.5 MILES

34.7
1 MILE

33.4
2 MILES



AVERAGE HOUSEHOLD INCOME

\$115,962
.5 MILES

\$110,455
1 MILE

\$81,775
2 MILES



EDUCATION (COLLEGE+)

81.5%
.5 MILES

77.9%
1 MILE

64.2%
2 MILES



EMPLOYMENT (AGE 16+ IN LABOR FORCE)

95.1%
.5 MILES

95.5%
1 MILE

93.0%
2 MILES



DAYTIME POPULATION

13,618
.5 MILES

52,731
1 MILE

247,663
2 MILES





FELL'S POINT DISTRICT

#local lives here



HENRY DEFORD

VICE PRESIDENT

MACKENZIE COMMERCIAL REAL ESTATE SERVICES, LLC

410 494 4861

HDEFORD@MACKENZIECOMMERCIAL.COM

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