MULTIFAMILY UNDERWRITING

# 2704 North Calvert Street

Charles Village, Baltimore, Maryland

$430,000

Asking price

October 2026 offering and budget

| Property | Built / area | Parcel | Parking |
|---|---|---|---|
| Four one-bedroom apartments | 1900 / 2,374 square feet | Block 3842, lot 003 | One rear pad |

## How much of the projected rent is in place?

The 9.22% offering cap credits market apartment rents, parking and utility recovery. The budget lists four rents, but the listing describes one vacancy. Collections require a dated ledger.

MONTHLY INCOME ASSUMPTIONS

| | |
|---|---|
| Budget apartment rents | **$3,250** |
| Market apartment rents | **$4,550** |
| Market rents + proposed other income | **$5,305** |

## 01 Annual net operating income at the asking price

| Offering pro forma | Buyer scheduled case | Buyer market-roll case |
|---|---|---|
| $39,633 | $15,389 | $27,616 |
| 9.22% reported cap | 3.58% cap on scheduled rents | 6.42% cap on roll-market rents |

Buyer cases include management and the base tax. Occupancy remains unverified. Page 2 isolates rent using the original offering expenses.

## 02 Monthly apartment rent schedule

The budget lists four rent amounts. Its lease dates are reproduced as reported. Neither the roll nor the listing confirms collections.

| Unit | Mix | Lease term in source | Schedule / mo | Market / mo |
|---|---|---|---|---|
| 1 | 1 BR | Month-to-month on budget | $710 | $1,200 |
| 2 | 1 BR | April 30, 2027 on budget | $1,000 | $1,200 |
| 3 | 1 BR | March 1, 2027 on budget | $850 | $1,200 |
| Terrace | 1 BR | Month-to-month on budget | $690 | $950 |
| **Monthly total** | | | **$3,250** | **$4,550** |

**Rent basis.** The market column shows apartment rents. The offering adds parking and utility reimbursements at market. Both buyer rent cases exclude those receipts pending documentation.

## 03 Property and operating evidence

**Utilities.** A central gas boiler serves the property. The budget includes gas, electricity and water as owner expenses.

**Leasehold.** Ground rent and a special district surcharge appear separately from the base property tax.

## Nearby four-unit sales, price per apartment

| 2903 Saint Paul | 2906 N Calvert | 211 E 33rd |
|---|---|---|
| $102,000 / apt | $112,500 / apt | $137,500 / apt |
| 2026-04-13 | 2026-03-30 | 2026-06-03 |

The subject asks $107,500 per apartment. Sale dates and prices are from city deed records.

OPERATING STATEMENT

# From offering income to buyer NOI

2704 North Calvert Street | Charles Village, Baltimore, Maryland

## Hold the same expenses on both cases.

Use the printed expense budget on the four scheduled rents to isolate the effect of the income assumptions.

## $14,979

Annual NOI at budget rents and offering expenses · 3.48% cap

## 04 Annual operating statement

Schedule and roll-market columns use buyer assumptions. Tax stress applies the tax sensitivity to the schedule case. All figures are annual. Dollar amounts are rounded independently.

| Annual | Offering pro forma | Schedule | Roll market | Tax stress |
|---|---|---|---|---|
| Gross scheduled rent | $54,600 | $39,000 | $54,600 | $39,000 |
| Other income | $9,060 | $0 | $0 | $0 |
| Vacancy / credit allowance | $0 | $0 | $2,730 | $0 |
| Printed annual rounding | ($6) | | | |
| **Effective gross income** | **$63,654** | **$39,000** | **$51,870** | **$39,000** |
| Operating expenses | $24,021 | $23,611 | $24,255 | $25,971 |
| **Net operating income** | **$39,633** | **$15,389** | **$27,616** | **$13,029** |
| **Cap rate at asking** | **9.22%** | **3.58%** | **6.42%** | **3.03%** |

The offering shows $39,633 of NOI. The buyer schedule case yields $15,389 at 3.58% before reserve and debt service.

## 05 Expense detail

The offering provides a single expense budget. It combines stated actual amounts with estimates and includes a separate allowance for tax growth.

| Offering expense | Annual budget |
|---|---|
| Property tax | $5,619 |
| Allowance for tax increase | $2,360 |
| Special benefits district surcharge | $298 |
| Ground rent | $150 |
| Insurance | $3,000 |
| City rental license | $140 |

| Offering expense | Annual budget |
|---|---|
| License inspections | $150 |
| Lead registration | $150 |
| Repairs and maintenance | $4,000 |
| Electricity | $631 |
| Gas | $4,643 |
| Water | $2,880 |

## 06 City record and offering budget

The city tax figure combines the city and state levies. The $298 district surcharge is separate.

| Record field | Broker budget | Municipal record |
|---|---|---|
| Base property tax | $5,619 | $5,545.22 |
| Ground rent | $150 | $105 |

**Source reconciliation.** Annualizing the monthly offering figures gives $39,639 of NOI, $6 above the printed figure. The statement retains the printed figure in the offering column.



Ben Frederick Realty offering and budget, October 2026. Baltimore City property records checked November 22, 2026.

FINANCING AND PRICING

# Debt capacity at the asking price

2704 North Calvert Street | Charles Village, Baltimore, Maryland

**COVERAGE**
**0.63x**
Schedule NOI

**$24.5K**
**Annual debt service**
Principal and interest

**$322.5K**
**Modeled loan**
75% of price

**37.7%**
**DSCR-limited LTV**
1.25x minimum

## 07 Loan structure

| Financing input | Model assumption |
|---|---|
| Interest rate | 6.50% |
| Amortization | 30 years |
| Monthly payment | $2,038 |
| Cash required | $129,000 |

## 08 Debt service coverage

Buyer schedule NOI at assumed loan-to-value ratios.

| Rate / LTV | 70% | 75% | 80% |
|---|---|---|---|
| 6.00% | 0.71x | 0.66x | 0.62x |
| 6.50% | 0.67x | **0.63x** | 0.59x |
| 7.00% | 0.64x | 0.60x | 0.56x |

The amortizing loan uses the terms illustrated in the October budget. Cash required includes equity and modeled closing costs.

## 09 Price sensitivity

The modeled loan scales with purchase price. Each income case holds its annual NOI constant.

| Purchase price | Price / unit | Offering cap | Schedule cap | Buyer DSCR |
|---|---|---|---|---|
| $387,000 | $96,750 | 10.24% | 3.98% | 0.70x |
| $408,500 | $102,125 | 9.70% | 3.77% | 0.66x |
| **$430,000** | **$107,500** | **9.22%** | **3.58%** | **0.63x** |
| $451,500 | $112,875 | 8.78% | 3.41% | 0.60x |
| $473,000 | $118,250 | 8.38% | 3.25% | 0.57x |

After replacement reserves and debt, the schedule case produces ($10,072) per year, or (7.81%) on initial cash. At roll-market rents, annual cash flow is $2,154.

The city records support 3 nearby sales at $102,000 to $137,500 per apartment. The subject asks $107,500 per apartment. The workbook lists the deeds and the excluded comparisons.

## 10 Before underwriting a purchase

| | |
|---|---|
| **Receipts** | Obtain a current unit roster and a payment ledger. Match the reported vacancy to a unit before using its scheduled rent. |
| **Operating income** | Read the parking lease and utility addenda, then reconcile recoveries to utility bills. |
| **Taxes and title** | Check the tax bill, district surcharge and recorded ground lease. The offering and city parcel record use different ground-rent figures. |

## 11 Source documents

Ben Frederick Realty budget  Rent schedule, annual expenses and financing.
Property listing  Occupancy account and property description.
Baltimore City parcel record  Assessor and tax fields for the subject.



Ben Frederick Realty offering and budget, October 2026. Baltimore City property records checked November 22, 2026.