



DUNDALK/SEAGIRT MARINE TERMINAL:  
PORT OF BALTIMORE



6201  
SEAFORTH  
BALTIMORE, MARYLAND



100% Leased Single-Tenant Asset with Attractive IOS Component and Significant Mark-to-Market  
CONFIDENTIAL OFFERING MEMORANDUM



DOWNTOWN  
BALTIMORE

I-95 EXIT 10

BALTIMORE INTERNATIONAL WAREHOUSING

895

95

HART INDUSTRIES

BLUEPRINT ROBOTICS

BERRY GLOBAL

I-895  
RAMP

AMAZON SORT  
CENTER

ACE LOGISTICS

ACE LOGISTICS

AMAZON

JOHNS HOPKINS

GSA

HOLABIRD AVE

# EXECUTIVE SUMMARY

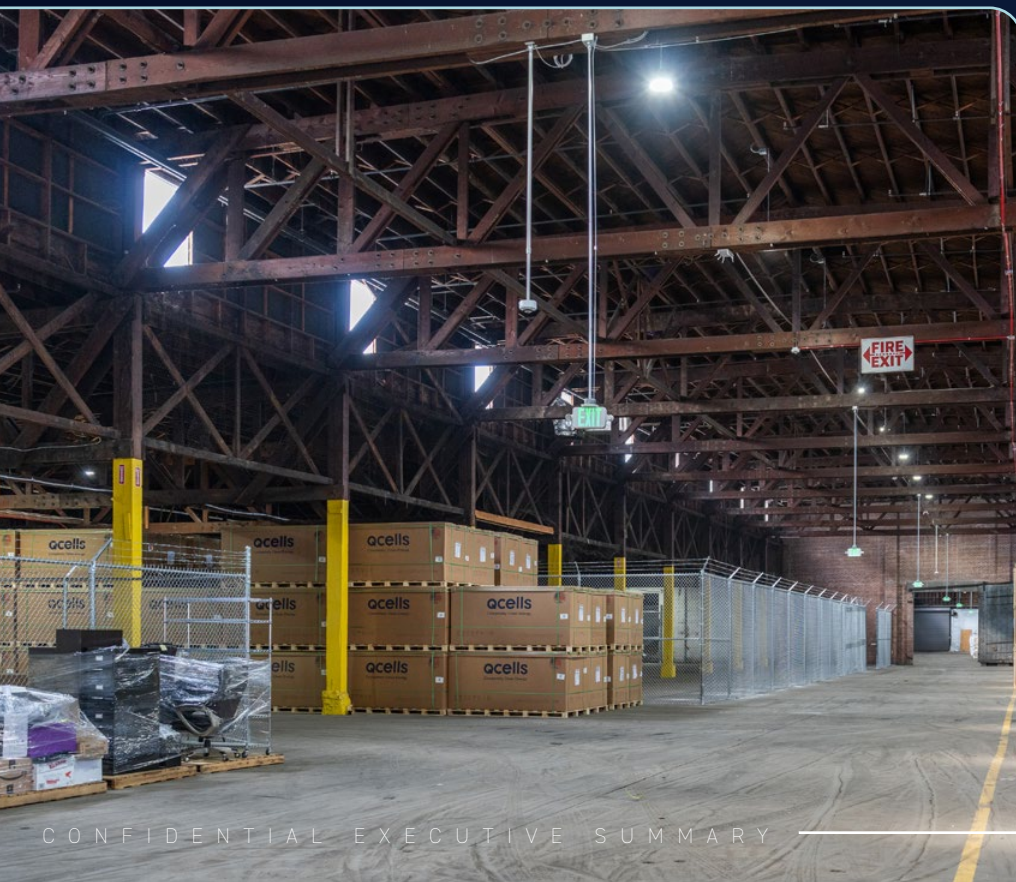
— — — | Holabird Industrial Park: An 1.75M  
SF industrial park built on the  
ground of former Fort Holabird.



# The Offering

Jones Lang LaSalle ("JLL") has been exclusively retained to market for sale the fee-simple interest in 6201 Seaforth Street, a 95,000 square foot industrial truck terminal located in Baltimore, Maryland (the "Property" or the "Offering"). 100% leased to Central States Trucking, LLC, the Property is strategically positioned with immediate interstate access, offering convenient reach to the Mid-Atlantic region. 6201 Seaforth Street presents an opportunity to acquire a functional industrial asset in a sub-4.5% vacancy submarket with prime national accessibility and diverse demand drivers.

The Offering boasts a recently improved industrial asset with abundant trailer parking and excess outdoor storage, two increasingly important demand drivers for regional and national occupiers today with the emergence of e-commerce and re-shoring around the country. Additionally, at 100% occupancy and 6.3 years of WALT, the Property presents investors with the opportunity to purchase an assured, growing cash flow with near-term yield upside through an estimated 17% mark-to-market opportunity. With exposure to the premier Port of Baltimore market, investors in 6201 Seaforth Street can acquire a functional industrial asset at an attractive basis with material yield upside potential.





# Property Summary

|                              |   |
|------------------------------|---|
| ADDRESS                      | 6201 Seaforth Street                      |
| LOCATION                     | Baltimore, MD                             |
| MARKET                       | Baltimore City                            |
| SQUARE FEET                  | 95,000                                    |
| SITE SIZE (FAR)              | 8.15-acres (27% FAR)                      |
| YEAR BUILT / RENOVATED       | 1940 / 2024                               |
| TENANT(S)                    | Central States Trucking, LLC (NYSE: FWRD) |
| WALT                         | 6.3 Years                                 |
| IN-PLACE RENT <sup>(1)</sup> | \$8.75                                    |
| MARKET RENT                  | \$10.50                                   |
| MARK-TO-MARKET               | 17 %                                      |

(1) As of 5/1/2025 analysis start



# Core Industrial Market with Diverse Demand Drivers

## The Port of Baltimore and The Mid-Atlantic Region

- + Strategically located just 2 miles from the Seagirt and Dundalk Marine Terminals, at the Port of Baltimore, 6201 Seaforth benefits from the nation's top port in handling automobiles, light trucks, and construction machinery.
- + As the deepest harbor in Maryland's Chesapeake Bay, the Port of Baltimore is closer to the Midwest than any other east coast port.
- + With excellent transportation infrastructure, including I-95, I-895, & I-83, Baltimore is within an overnight drive of one-third of the nation's population, with access to densely populated areas such as Washington, D.C., Philadelphia, and New York City.

### NOTABLE DRIVE-TIMES

|  |        |
|--|--------|
| I-95 INTERCHANGE                               | 6-min  |
| I-895 INTERCHANGE                              | 7-min  |
| DUNDALK MARINE TERMINAL, THE PORT OF BALTIMORE | 8-min  |
| SEAGIRT MARINE TERMINAL, THE PORT OF BALTIMORE | 9-min  |
| BALTIMORE/ WASHINGTON INTERNATIONAL AIRPORT    | 19-min |



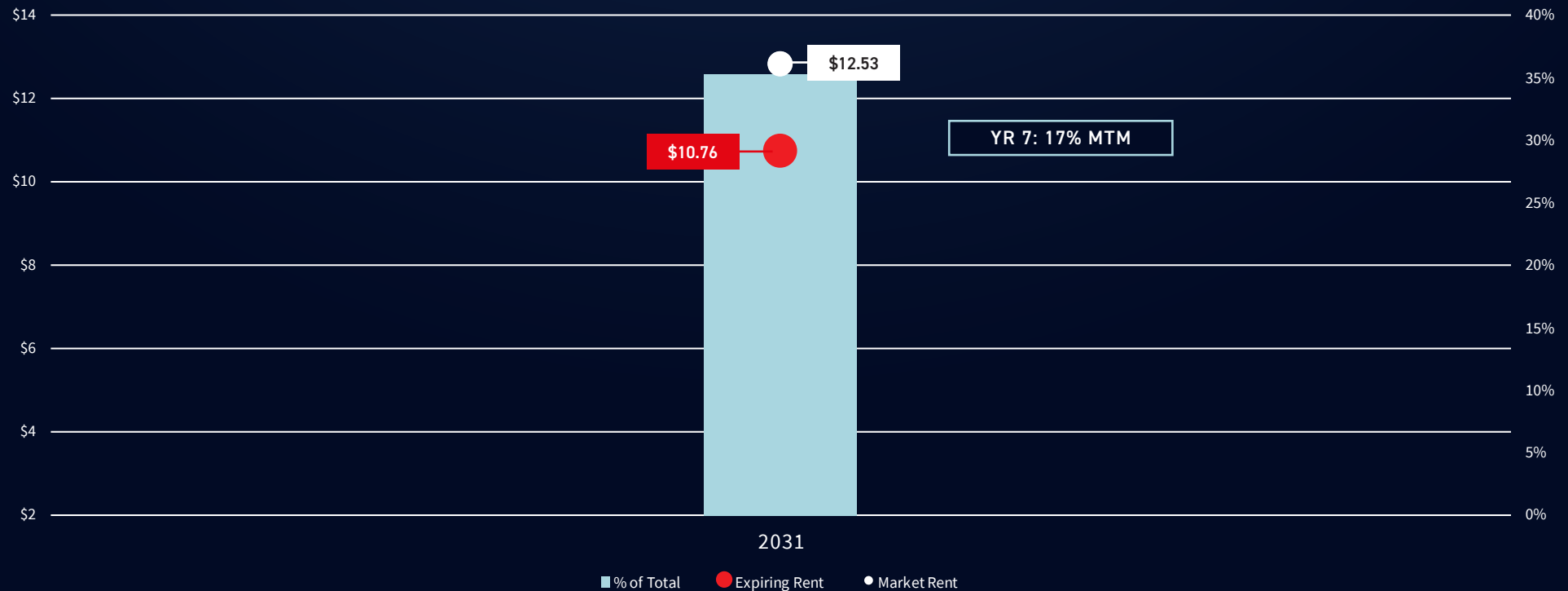
# Assured Cash-Flow with Mark-to-Market Upside

- + New ownership will benefit from 6+ years of fully stabilized annually-escalating cash flow with substantial yield upside through a projected 17% mark-to-market opportunity.
- + The excess trailer parking provides additional support for not only "under roof" rent, but IOS income reflected in JLL's market rent assumption. As nationwide demand for outdoor storage and trailer parking has surged across the country, future ownership can bifurcate building and land/parking rents and push overall market rates.
- + The previous lease was a \$7,500 per acre per month and a blended building rent.

## Mark-to-Market Analysis

Mark-to-Market Analysis contemplates today's market rent grown at a 3% annual growth rate compared to the rent of each tenant upon expiration.

### Property Expiring Rent vs. Market





# High-Performing Asset with IOS Upside

## Last-Mile Industrial Outdoor Storage "IOS" Component

Situated on a generous 8.15-acre plot with 3.5 acres of usable land, 6201 Seaforth stands out as a premier last-mile / intermodal industrial outdoor storage (IOS) site, specifically tailored to meet the needs of users in the logistics and the transportation industry. Its strategic positioning, merely 2 miles away from the bustling Port of Baltimore and conveniently en route to I-94, further enhances the site's appeal. There is also a rail spur on the site, adding additional capabilities to the Property.

Furthermore, as a testament to its attractiveness for industry-leading tenants, Central States Trucking, LLC (a subsidiary of Forward Air Corporation), a renowned third-party logistics provider, has recently commenced occupancy under a new 7-year term, highlighting the site's desirability for last-mile IOS operations.





# Functional Real Estate at an Attractive Basis Relative to Replacement Cost

## Recent Capital Upgrades

With everything but the slab completely replaced, reinforced, and upgraded at 6201 Seaforth within the past year, this now cross-dock asset features brand-new upgrades such as the addition of five (5) dock-high doors, a new (2,500 SF) office with bathrooms, fire-alarm system and sprinkler upgrades (including outdoor sprinklers above exterior loading docks), LED lighting, plumbing and a brand new roof, among others.

Originally built to handle heavy commodities with an 8'-14' inch concrete slab, Seaforth is uniquely capable of storing large quantities of equipment and commodities, a perfect match for its location just 2 miles from the Port of Baltimore, which ranked 1st in the nation in handling automobiles, construction machinery, and other commodities.

## Attractive Baltimore East Market Fundamentals

**4.4%**

Total Vacancy

**\$7.74**

PSF, NNN Avg. Asking Rent

**\$3.32**

PSF, Avg. Asking IOS Rent

**\$11.06**

PSF, Under Roof + IOS

**35.7%**

Rent Growth (2021 - YTD)



Please note that the market rent provided for 6201 Seaforth incorporates the 3.5 acres of Industrial Outdoor Storage space, at a market rent of \$7,500 per acre per month.



# Location Overview

## PROXIMITY TO MAJOR POPULATION CENTERS

|                    |           |
|--------------------|-----------|
| DOWNTOWN BALTIMORE | 5 miles   |
| WASHINGTON D.C.    | 45 miles  |
| PHILADELPHIA       | 100 miles |
| NEW YORK CITY      | 190 miles |
| PITTSBURGH         | 250 miles |
| HARTFORD           | 300 miles |
| BOSTON             | 400 miles |

## Demographic Overview

| 6201 SEAFORTH ST. | 10-MILES  | 25-MILES  | 50-MILES  |
|-------------------|-----------|-----------|-----------|
| POPULATION        | 1,105,968 | 2,718,961 | 7,858,883 |
| WORKFORCE         | 617,354   | 1,448,745 | 4,540,625 |
| BLUE COLLAR %     | 18.5%     | 14.8%     | 13.9%     |







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