



“
We are a family
owned firm
dedicated to
transforming
historic
Baltimore into a
world-class City.
”



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BYRNES & ASSOCIATES, INC.

BUILT ON 50 YEARS OF EXPERIENCE AND REDEFINING COMMERCIAL AND INVESTMENT REAL ESTATE IN BALTIMORE, MD

SERVICES

Brokerage | Leasing | Property Management | Development

FIRM OVERVIEW

Byrnes & Associates is a boutique commercial and investment real estate firm based in Baltimore, Maryland that has been successfully representing buyers and sellers of commercial and investment real estate along with capital investors, owners, and developers for over a half century. It's President, Kemp Byrnes, has been involved in property management, sales, marketing, leasing, development, re-development and investing over the past 50 years. Other members of the team have been involved in the investment banking industry, financing and portfolio management. Our firm offers decades of experience and long-term relationships to facilitate the goals of the landlords, tenants and investors we represent. Byrnes & Associates maintains its dominant position in the Baltimore City commercial real estate market by focusing on its core business: investment sales, leasing, tenant representation and debt placement.

Over the past ten years, our firm has brokered more transactions in the Central Business District, Historic Charles Street and Mount Vernon neighborhoods than any other local commercial real estate firm. We strive to structure investments to optimize the many advantages of real estate investing and are confident that our long-term relationships, unsurpassed market knowledge and narrow focus translate into greater results for you, our client.

BRAD BYRNES BIO

Prior to joining Byrnes & Associates as a Principal, Brad spent 15 years as a Senior Vice President at Friedman, Billings and Ramsey and as a Partner at Compass Point Research and Trading in Washington, D.C. In this capacity, Brad worked with mutual funds, hedge funds, private equity funds, family office and high net-worth clients ranging from \$25 million to \$100 billion in assets under management.

As a successful Institutional Broker, he raised capital for REITs and Financial Services companies through Private Placements, IPOs and Secondary Offerings. After years of recommending to his clients REITs and other companies involved in real estate lending and investing, Brad joined Byrnes & Associates in June of 2016.

Since joining the firm, Brad has brokered numerous property and leasing transactions. He is currently on the boards of The Historic Charles Street Association, Charles Street Development Corporation, City Center Residents Association and is also an active member in the Mount Vernon Belvedere Association and the Downtown Partnership of Baltimore.

As a lifelong Baltimorean and advocate for city life, Brad lives downtown with his wife, Sonia and two daughters.

PROFESSIONAL & COMMUNITY INVOLVEMENT

- Charles Street Development Corporation, *Executive Committee Member*
- Historic Charles Street Association, *Board Member*
- City Center Residents' Association, *Board Member and Business Representative*
- Helping Up Mission, *Volunteer*
- Downtown Partnership of Baltimore, *Economic Development Committee Member*
- Mount Vernon Belvedere Association, *Member*

EDUCATION

- University of Colorado, Boulder, *B.A. English Literature 1997*
- St. Paul's Schools for Boys, *1992*

Recent Transactions

SALES

| Address | Type of Property | # of Units / Gross Square Feet +/- |
|---------------------------|----------------------------|------------------------------------|
| 312 N. Charles St | Office/Retail | 22,000 |
| 916 N. Charles St | Office/Retail | 21,978 |
| 1 E. Franklin St | Office/Retail | 13,015 |
| 19 E. Franklin St | Office/Retail | 41,000 |
| 527 N. Charles St | Restaurant/Apartments | 9,512 |
| 22 Light St | Office/Retail | 60,000 |
| 206 N. Broadway St | Parking Lot | 6,795 |
| 7 N. Calvert St | Multifamily | 150 Units |
| 225 & 233 East Redwood St | Office/Retail/Restaurant | 90,000 |
| Rosemont Apartments | Multifamily/Under Contract | 250 Units |

LEASES

| Address | Company Name | Type of Tenant | Square Feet |
|---------------------|----------------------------------|------------------|-------------|
| 916 N. Charles St | eMocha Mobile Health | Office | 5,550 |
| 527 N. Charles St | The Buttonwood | Restaurant | 6,720 |
| 306 W. Franklin St | The Marble Bar | Restaurant | 5,500 |
| 306 W. Franklin St | Kylie.ai | Office | 1,400 |
| 9 E. Mt. Royal Ave | Olivia Roastery | Café | 950 |
| 11 E. Mt. Royal Ave | Baltimore Community Foundation | Office | 11,000 |
| 11 E. Mt. Royal Ave | Regency | Office | 4,600 |
| 11 E. Mt. Royal Ave | Healthy Neighborhoods | Office | 3,200 |
| 11 E. Mt. Royal Ave | Top Knowledge Health | Office | 2,600 |
| 11 E. Mt. Royal Ave | Associated Physical Therapy | Retail | 1,600 |
| 11 E. Mt. Royal Ave | City Fit | Boutique Fitness | 3,000 |
| 11 East Mount Royal | The Laundry Group, Inc. | Office | 1,800 |
| 516 N. Charles St | Advanced Correction Chiropractic | Retail | 3,340 |
| 1 North Charles St | Unlimited Bounds | Office | 8,234 |

DEVELOPMENT

| Address | Type of Property | Gross Square Feet +/- |
|---------------------------|---------------------------------|-----------------------|
| 225 & 233 East Redwood St | Office/Retail/Restaurant/Events | 90,000 |