

OFFERING MEMORANDUM

klnb Capital
Markets

RED PUMP SHOPPING CENTER

3 Red Pump Road
Bel Air, MD 21014



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Investment Overview





The Offering

KLNB Retail Capital Markets is pleased to exclusively offer for sale the fee simple interest in Red Pump Shopping Center, a fully occupied, service-oriented retail strip center totaling approximately 7,000 square feet in the affluent Bel Air submarket of Harford County, Maryland. Anchored by a stable roster of five seasoned tenants with an impressive average tenure of 15+ years, the property showcases exceptional tenant loyalty and performance. The offering presents an investor with a value add opportunity through an active leasing and mark-to-market campaign.

3 RED PUMP ROAD, BEL AIR, MD 21014

NET OPERATING INCOME

\$140,322

PRICE

\$2,000,000

CAP RATE

7.00%

RENTABLE AREA

7,000 SF

OCCUPANCY

100%

LAND AREA

0.94 AC

YEAR BUILT

1984

ZONING

B1





Service-Oriented Center with Seasoned Tenants and Upside

- Red Pump Shopping Center is 100% occupied by 5 tenants with a weighted average tenure of 15+ years
- 84% of the base rent and 85% of the gross leasable area has been in occupancy for 14+ years, displaying long-term tenant success
- E-commerce resistant shopping center with food & beverage and salon & beauty uses
- Long-term value-add opportunities through an active leasing and market campaign; average rental rate is \$21.11/SF, with the market bearing \$25/SF, creating an opportunity to bring rates in line with market during investors hold period and at tenant rollover



Balanced Rent Roll with Synergistic Uses

- Meraki Hair Co, Glow Bronzing Studio, and Angel Nails serve as complementary uses for the food and beverage uses at the site – Little Caesars and Bel Air Pizzeria, increasing dwell time at the center and creating additional traffic drivers to the property
- The asset shares an access point the McDonald's along Red Pump Road, which sees 546.2k annual visits, ranking in the top 92nd percentile amongst all fast-food locations within a 5-mile radius, per Placer.ai, fostering a cross-shopping environment between the properties
- Diverse retail uses serve the densifying submarket and offer consumers multiple options during their visit



Small Format Tenancy with Structured Increases Throughout the Rent Roll

- All tenants have annual increases throughout their base terms and each of their option periods, ensuring a hedge against inflation
- The average square footage of tenant spaces are 1,400 SF with the largest space being 2,000 SF, aligning with the most in-demand footprint among today's retailers
- Traditional small format spaces reduce long-term vacancy exposure and appeal to a broad tenant pool



Extremely Affluent Submarket, Residential Growth and Continued Retail Redevelopment

- Surrounded by three and five-mile average household incomes of \$138,000 and \$148,000, respectively, with income levels expected to grow 1.91% and 1.88% annually through 2030
- 3.3 miles from the \$100 million Harford Mall redevelopment which will entail 60,000 SF grocery anchored center and approximately 250 apartment units
- Located 0.5 miles from US Route 1 (Bel Air Bypass), which sees 38,000+ VPD, a primary thoroughfare for Bel Air residents commuting to Baltimore
- Continued densification of Bel Air and this specific submarket with numerous new residential communities

Market Overview





Harford County

Located northeast of Baltimore, Harford County encompasses over 527 square miles and is home to approximately 264,644 citizens as of 2023, a top 10 most populous county in Maryland. The county has seen continuous growth since 2000, gaining nearly 50,000 residents and over 20,000 housing units in that time. The county benefits from a primary thoroughfare (Interstate-95) connecting the county to Southern markets including Baltimore and Washington, DC, and the Northern markets of Philadelphia and New York. I-95 is the preferred interstate for consumers and employees commuting through the region and is 5 miles north of Red Pump Shopping Center, where the highway sees approximately 154,000 vehicles per day (VPD).

Harford County is also home to the Aberdeen Proving Ground (APG), a military facility that employs more than 21,000 military, civilian, and contractor employees, serving as an anchor to the region and providing a large consumer base for retail in the area. APG is undergoing a major expansion which includes a \$690 million contract for facility investments and test support services, proving to be a strong economic driver for the county. Harford County consistently receives the highest possible ratings from Standard & Poor's, Moody's Investors Service, and Fitch Ratings, which reduces borrowing costs and places the county in the top 2% of counties nationwide.

MAJOR EMPLOYERS

Aberdeen Proving Ground
21,000 employees

Upper Chesapeake Health
3,120 employees

Harford County Government
9,000 employees

Rite Aid Mid Atlantic
1,300 employees

Kohl's Distribution
1,255 employees



*Downtown Bel Air, MD**Upper Chesapeake Health, Bel Air, MD*

Bel Air

Red Pump Shopping Center is located within Bel Air, Maryland, the vibrant county seat of Harford County, located approximately 25 miles northeast of Baltimore. This dynamic suburban community blends small-town charm with modern convenience, offering a high quality of life, strong public services, and an attractive mix of residential, commercial, and recreational amenities. As a regional hub for government, healthcare, and retail, Bel Air supports a steadily growing population and benefits from direct access to major transportation corridors, including U.S. Route 1 and nearby Interstate 95 via Exit 77B. The town's proximity to the Aberdeen Proving Ground, one of the largest employers in the region, further enhances its economic base. With top-rated schools, vibrant downtown shopping, and scenic parks, Bel Air continues to attract families, professionals, and businesses seeking a strategic and community-oriented location in central Maryland

Market Overview

Market Aerial



DOWNTOWN BEL AIR
2.3 MILES

Market Overview

Northeast Aerial



CVS
pharmacy

Celebree
SCHOOL

Gavigan's
FURNITURE

Rita's

Shell

BLUUM ROAD
3,884
[2023 ADT]



RED PUMP ROAD
9,374
[2023 ADT]

McDonald's

planet fitness

five BELOW

AutoZone

BOLI'S

Jersey Mike's

dogtopia

Giant

ROCK SPRING
SHOPPING CENTER

verizon

VIVA
SENIOR LIVING

RED PUMP SHOPPING CENTER

2,120
[2023 ADT]

ST. FRANCIS ROAD

Market Overview

Northwest Aerial



KOHL'S
Chick-fil &
DUNKIN'

ShopRite

SportClips
BARBERSHOP

Starbucks

ROYAL FARM

RITE AID

TRUIST

Great Clips

CVS
pharmacy

Gavigan's
FURNITURE

STERLING
CARE

Rita's

Shell

RED PUMP SHOPPING CENTER

RED PUMP ROAD 9,374
[2023 ADT]

McDonald's

32604
E035AD01



ST. FRANCIS ROAD

24

Market Overview

Southeast Aerial





3-MILE DEMOGRAPHICS



55,353
Daytime Population



138,222
Average Household Income



18,737
Households



ST. FRANCIS ROAD

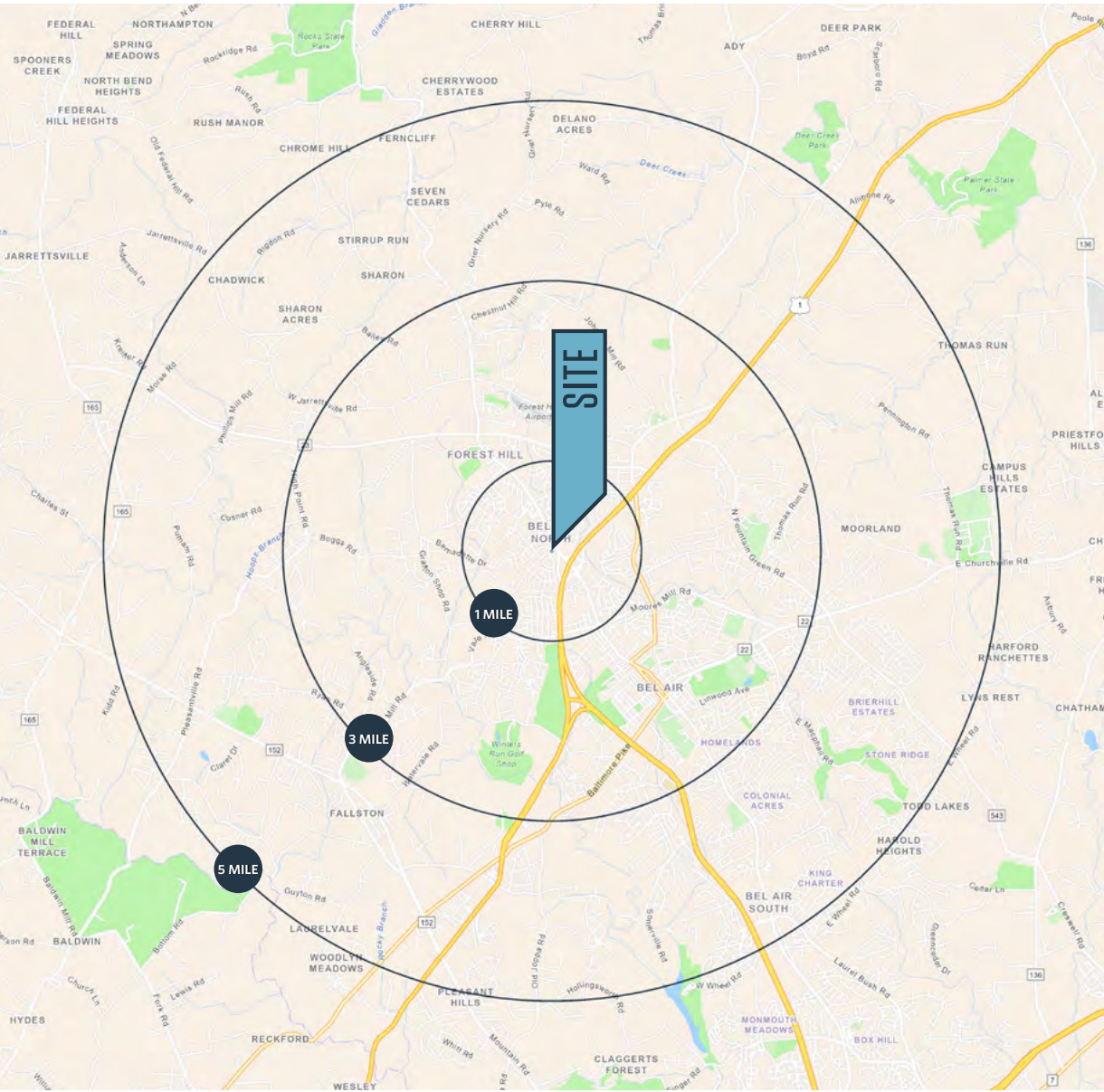
2,120
(2023 ADT)

RED PUMP ROAD





9,314
(2023 ADT)

RED PUMP SHOPPING CENTER






2025 Demographic Summary

	1 MILE	3 MILE	5 MILE
 Total Population	11,462	48,819	92,819
 Average Household Income	\$134,030	\$138,222	\$147,798
 Households	4,374	18,737	34,851
 Daytime Population	8,938	55,353	95,085

2025 - 2030 Projected Annual Growth Summary

 Average Household Income	1.99%	1.91%	1.88%
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Financial Analysis



GLOBAL ASSUMPTIONS

Total Square Feet	7,000	General Inflation Rate	3.00%
Occupied	7,000	Market Rent Inflation	3.00%
Vacant	0	Renewal Probability	75.0%
Analysis Period	10	Operating Expense Source	2024 Actuals + 3.0%
Analysis Start Date	1/1/26	Real Estate Tax Source	2025 YTD Actuals
Analysis End Date	12/31/35	Management Fee (% of EGR)	3.00%
Vacancy Factor	5.00%	CapEx	-
		Capital Reserve (PSF)	0.25

MARKET LEASE ASSUMPTIONS

Term Length (Years/Months)	5/0	Leasing Commissions (New UOM)	Fixed %	MLAs - Suite-specific Rents	5/0
Renewal Probability	75%	Leasing Commissions (New)	6.00%	\$25.00 PSF - Meraki Hair	75%
		Leasing Commissions (Renew UOM)	Fixed %	\$26.00 PSF - Angel Nails	75%
Months Vacant	9.00	Leasing Commissions (Renew)	3.00%	\$26.00 PSF - Little Caesars	9.00
Months Vacant (Blended)	2.25	Leasing Commissions (Blended)	3.75%	\$25.00 PSF - Bel Air Pizzeria	2.25
				\$23.00 PSF - Glow The Bronzing Studio	75%
Market Base Rent (UOM)	\$ / SF / Year				
Market Base Rent (New)	See Notes				
Market Base Rent (Renewal)	See Notes				
Market Base Rent (Blended)	See Notes				
Fixed Steps	3.00%				
Recovery Type	Continue Prior				
Tenant Improvements (UOM)	\$ / Area				
Tenant Improvements (New)	25.00				
Tenant Improvements (Renew)	5.00				
Tenant Improvements (Blended)	10.00				

NOTES & OTHER SIGNIFICANT ASSUMPTIONS

Tenancy

- Bel Air Pizzeria: Assumed extension through Year 1 of analysis (expiration Jun-26)
- Recoveries: All tenants recover on a Net + Management structure

Expenses

- Management Fee: 3.00% EGR
- Snow Removal: 3-Yr. Average (2022-2024 Actuals)
- Real Estate Taxes: 2025 Actuals
- Exclusions: Other Prof. Fees, Dues/Permits, Service Fee
- All other expenses based on 2024 Actuals + 3.0%

Other

- General Vacancy: reduced by absorption and turnover, 5.0% GV factor, excludes Little Caesars

Date	12/31/26	12/31/27	12/31/28	12/31/29	12/31/30	12/31/31	12/31/32	12/31/33	12/31/34	12/31/35
Month (Project)	12	24	36	48	60	72	84	96	108	120
Year (Project)	1	2	3	4	5	6	7	8	9	10
Occupancy	100%	98%	96%	98%	91%	100%	98%	96%	100%	89%

RENTAL REVENUE

Potential Base Rent	147,882	153,726	161,443	167,647	195,522	201,932	207,990	214,080	220,290	226,899
Absorption & Turnover Vacancy	-	(4,292)	(6,100)	(3,551)	(18,102)	-	(4,975)	(7,072)	-	(25,226)
Total Rental Revenue	147,882	149,435	155,343	164,095	177,420	201,932	203,014	207,008	220,290	201,673
Total Expense Recoveries	46,040	46,208	47,035	49,450	47,428	54,278	54,437	55,304	59,301	53,765
Total Vacancy & Credit Loss	(7,560)	(6,561)	(6,876)	(8,562)	(6,429)	(9,974)	(8,561)	(8,798)	(10,880)	(7,442)
Total Revenue	186,361	189,081	195,502	204,983	218,419	246,236	248,890	253,515	268,711	247,996

OPERATING EXPENSES

Landscaping & Grounds	(4,596)	(4,734)	(4,876)	(5,023)	(5,173)	(5,328)	(5,488)	(5,653)	(5,823)	(5,997)
Snow Removal	(2,308)	(2,377)	(2,448)	(2,522)	(2,598)	(2,676)	(2,756)	(2,838)	(2,924)	(3,011)
Water	(8,149)	(8,394)	(8,645)	(8,905)	(9,172)	(9,447)	(9,731)	(10,022)	(10,323)	(10,633)
Repairs & Maintenance	(2,060)	(2,122)	(2,185)	(2,251)	(2,319)	(2,388)	(2,460)	(2,534)	(2,610)	(2,688)
Management Fee	(5,591)	(5,672)	(5,865)	(6,149)	(6,553)	(7,387)	(7,467)	(7,605)	(8,061)	(7,440)
Insurance	(8,784)	(9,048)	(9,319)	(9,599)	(9,887)	(10,183)	(10,489)	(10,803)	(11,127)	(11,461)
Real Estate Taxes	(14,551)	(14,988)	(15,437)	(15,900)	(16,377)	(16,869)	(17,375)	(17,896)	(18,433)	(18,986)
Total Operating Expenses	(46,040)	(47,335)	(48,777)	(50,349)	(52,078)	(54,278)	(55,765)	(57,352)	(59,301)	(60,216)

Net Operating Income	140,322	141,747	146,725	154,634	166,341	191,958	193,125	196,162	209,410	187,779
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CAPITAL EXPENSES

Tenant Improvements	-	(10,300)	(15,914)	-	(50,648)	-	(11,941)	(18,448)	-	(58,715)
Leasing Commissions	-	(5,127)	(7,287)	-	(25,993)	-	(5,943)	(8,448)	-	(30,133)
Capital Reserve	(1,750)	(1,803)	(1,857)	(1,912)	(1,970)	(2,029)	(2,090)	(2,152)	(2,217)	(2,283)
Total Leasing & Capital Costs	(1,750)	(17,229)	(25,057)	(1,912)	(78,611)	(2,029)	(19,973)	(29,048)	(2,217)	(91,132)

Cash Flow Before Debt Service	138,572	124,518	121,668	152,722	87,731	189,929	173,152	167,114	207,194	96,648
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OPTION YEARS BOLDED				RENT					RECOVERIES			
Tenant	Area	Commence	Expiration	Date	Annual	Monthly	PSF	Inc.	CAM/RE Tax/Insurance	Options	Modeling Assumptions	Market Rent
Meraki Hair	1,000	5/19/25	5/31/30	6/1/25	22,000	1,833	22.00		Net + Mgmt	2x5	Market - 75.00%	\$25.00 PSF - Meraki Hair
				6/1/26	22,660	1,888	22.66	3.0%				
				6/1/27	23,362	1,947	23.36	3.1%				
				6/1/28	24,063	2,005	24.06	3.0%				
				6/1/29	24,785	2,065	24.79	3.0%				
Glow The Bronzing Studio	1,500	1/1/11	3/31/28	4/1/25	29,355	2,446	19.57		Net + Mgmt	None	Market - 75.00%	\$23.00 PSF - Glow The Bronzing Studio
				4/1/26	30,236	2,520	20.16	3.0%				
				4/1/27	31,143	2,595	20.76	3.0%				
Bel Air Pizzeria	1,000	7/1/16	9/30/26	7/1/25	23,486	1,957	23.49		Net + Mgmt	1x5 Year	Market - 75.00%	\$25.00 PSF - Bel Air Pizzeria
Little Caesars	1,500	10/1/03	11/30/29	4/1/25	32,250	2,688	21.50		Net + Mgmt	1x5 Year	Market - 75.00%	\$26.00 PSF - Little Caesars
				4/1/26	33,056	2,755	22.04	2.5%				
				4/1/27	33,883	2,824	22.59	2.5%				
				4/1/28	34,730	2,894	23.15	2.5%				
				4/1/29	35,598	2,967	23.73	2.5%				
Angel Nails	2,000	1/1/05	12/31/29	1/1/25	38,000	3,167	19.00		Net + Mgmt	1x5 Year	Market - 75.00%	\$26.00 PSF - Angel Nails
				1/1/26	39,140	3,262	19.57	3.0%				
				1/1/27	40,314	3,360	20.16	3.0%				
				1/1/28	41,524	3,460	20.76	3.0%				
				1/1/29	42,769	3,564	21.38	3.0%				
Total	7,000				145,092	12,091	20.72					
Occupied	7,000				145,092							
Vacant	-				-							

Tenancy Overview



Tenancy Overview

Tenant Overviews



Representative Photo



Little Caesars is the third-largest pizza chain in the United States, founded in 1959 by Mike and Marian Ilitch in Garden

City, Michigan. As of July 2024, it operates approximately 4,035 U.S. locations and maintains a global presence in over 29 countries and territories. Known for its Hot-N-Ready model, the brand emphasizes value and convenience. In 2024, Little Caesars opened more than 23 new U.S. restaurants, expanded into markets like Dallas, Los Angeles, and New York City, and introduced modular "POD" locations to streamline access. With estimated \$4.42 billion in U.S. retail sales and continued international growth, the brand remains a major player in the global pizza industry.

EXPIRATION: 11/30/2029

SIZE: 1,500 SF

VIEW WEBSITE:

LITTLE CAESARS



Glow Wellness & Bronzing Studio, located in Bel Air, Maryland, is a boutique wellness center specializing in organic airbrush tanning and holistic self-care services. The studio offers customized spray tans, infrared sauna sessions, and curated skincare products focused on non-toxic, natural ingredients.

Glow emphasizes a personalized, luxury experience and caters to clients seeking both beauty and wellness solutions in a clean, uplifting environment.

EXPIRATION: 3/31/2028

SIZE: 1,500 SF

VIEW WEBSITE:

GLOW WELLNESS

Tenancy Overview

Tenant Overviews



belairpizzeria

Bel Air Pizzeria, located in Bel Air, Maryland, is a locally owned restaurant known for its handcrafted pizzas, fresh ingredients, and family-friendly atmosphere. The menu features traditional and specialty pizzas, subs, pastas, wings, and salads, with dine-in, carryout, and delivery options available. With a focus on quality and customer service, the pizzeria has become a local favorite for casual dining and quick meals alike.

EXPIRATION: 6/30/2026

SIZE: 1,000 SF

VIEW WEBSITE:

BEL AIR PIZZERIA



MERAKI HAIR CO

Meraki Hair Co. is a boutique salon in Bel Air, Maryland, offering a full range of professional hair services including precision cuts, expert color treatments, and specialty services such as keratin smoothing, Brazilian blowouts, and perms. Known for its modern, welcoming atmosphere and highly personalized approach, Meraki Hair Co. has earned a strong local following. The salon focuses on delivering high-quality, customized experiences, making it a go-to destination for clients seeking both style and care-driven service.

EXPIRATION: 5/31/2030

SIZE: 1,000 SF



ANGEL NAILS

Angel Nails is a Bel Air nail salon offering a full range of manicure, pedicure, gel, and dip powder services for men, women, and children. With eight pedicure stations—including kid-sized seating—customers enjoy quick, consistent service at competitive prices. The salon is well-regarded for its sanitary environment and friendly staff, earning praise in local reviews for its professionalism and being “very sanitary, friendly... great customer services and very decent prices.” Walk-ins are welcome, and appointments are available for added convenience, contributing to a loyal following among residents of the area.

EXPIRATION: 12/31/2029

SIZE: 2,000 SF



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