MACKENZIE
COMMERCIAL REAL ESTATE SERVICES, LLC

BAY STREET PLAZA

100% LEASED OFFICE BUILDING

OFFERING MEMORANDUM

301 BAY STREET

EASTON, MARYLAND 21601

FOR **SALE**



VISIT **PROPERTY PAGE** FOR MORE INFORMATION.





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EXECUTIVE **SUMMARY**

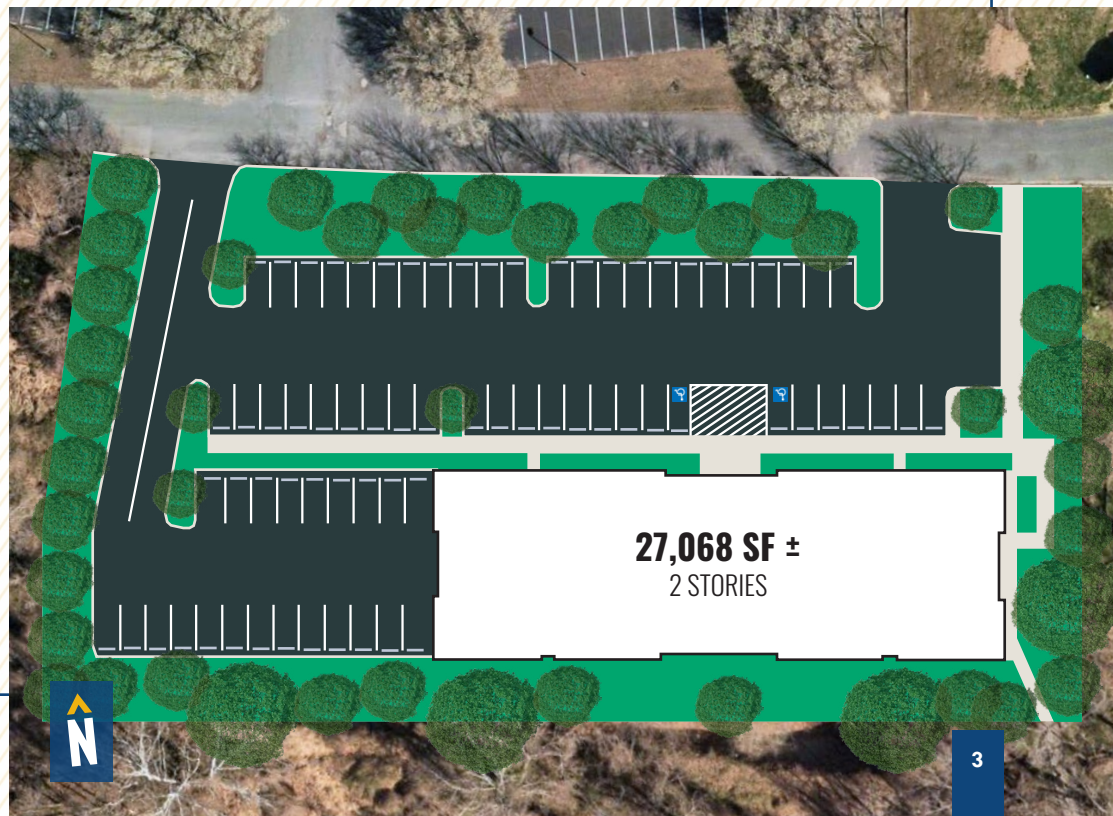
BAY STREET PLAZA

301 BAY STREET | EASTON, MD 21601

BUILDING SIZE:	27,068 SF ± (2 STORIES)
OCCUPANCY:	100%
LOT SIZE:	2.01 ACRES ±
YEAR BUILT:	2006
CLASS:	B
PARKING:	70 SURFACE SPACES
ZONING:	CG (GENERAL COMMERCIAL DISTRICT)
NOI:	**$615,965**

MacKenzie Commercial Real Estate Services, LLC exclusively represents the ownership with the sale of **Bay Street Plaza** in Easton, Maryland.

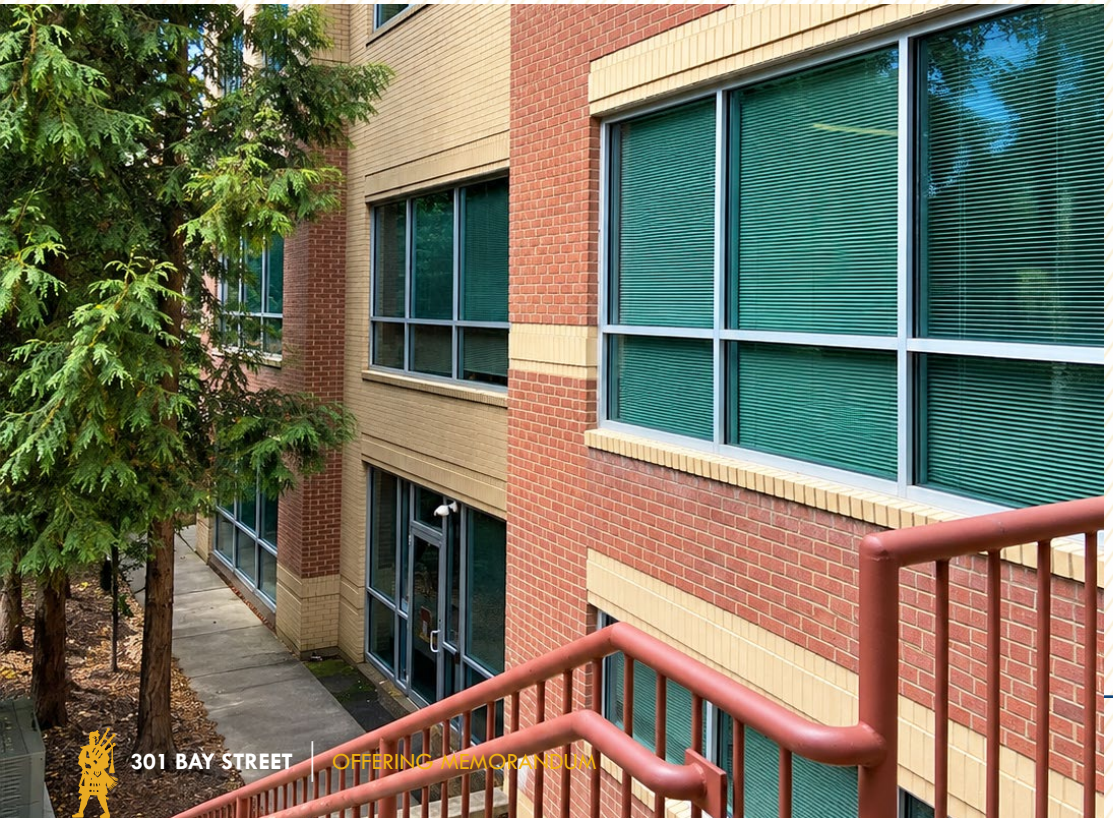




100% LEASED INVESTMENT OPPORTUNITY

INVESTMENT **HIGHLIGHTS**





- 2-story, 27,068 SF commercial and office investment opportunity on the Mid-Shore
- Adaptable floor plates allow for single-tenant corporate headquarters or easy subdivision to accommodate smaller regional office and medical tenants
- Ample on-site parking, with 70 surface spaces, and additional parking in a lower level garage
- Ideally located just 60 seconds from historic downtown Easton, providing immediate access to local restaurants, government centers, and commercial amenities while maintaining a tranquil, corporate park atmosphere
- Positioned within affluent Talbot County—the economic and medical hub of Maryland's Eastern Shore—offering stable regional demand and long-term value creation
- Conveniently located just minutes from US Route 50, providing seamless transit connections to Annapolis, Cambridge, Salisbury, and the upper Eastern Shore
- Well-maintained physical structure featuring efficient mechanical, HVAC, and utility systems designed for low operational overhead
- Proven asset history accommodating stable regional and government-related service uses (such as state and county administrative departments

PROPERTY **SPECS**

Address:	301 Bay Street Easton, MD 21601
Parcel ID:	01-107216
Map/Grid/Parcel:	0104/00EA/0484
Site Size:	2.01 Acres ±
Building Size:	27,068 SF ±
Year Built:	2006
Stories:	2 (+ lower level parking garage)
Construction:	Masonry
Parking:	70 surface spaces (with additional in lower level garage)
Walk Score:	50 (Fairly Friendly)
Cycling Score:	30 (Somewhat Friendly)
Auto Score:	100 (Exceptionally Friendly)
Transit Score:	30 (Somewhat Friendly)

Zoning: CG (Commercial General District)
Easton, MD

The purpose of this district is to provide appropriate locations for a broad range of intensive commercial activities. Provision is made for the accommodation of a wide range of business pursuits, including retail, wholesale, storage and contracting activities.

Uses which may be potentially detrimental to a neighborhood for such reasons as odor, smoke, dust, fumes, fire, vibration, noise or hazardous conditions because of fire or explosion shall not be permitted.





FINANCIAL SUMMARY

RENT ROLL

Tenant	Size (SF)	Rent PSF	Annual Rent	Expenses PSF	Gross Rent	Lease Exp.
Talbot County Social Services	24,570	$23.86	$586,329.55	$163,055.45	$749,385.00	6/30/2036
Fire Marshall	2,498	$11.86	$29,635.36	$16,577.64	$46,213.00	1/31/2028
Total	**27,068**		**$615,964.92**	**$179,633.09**	**$795,598.00**	

EXPENSES

		PSF
Taxes	$34,486.00	$1.27
Insurance	$6,492.09	$0.24
CAM		
Janitorial	$45,955.00	
Legal-Professional Fees	$4,500.00	
Elevator Maintenance	$2,700.00	
Property Management	$24,000.00	
Repairs & Maintenance	$60,000.00	
Water	$1,500.00	
Total CAM	$138,655.00	$5.12
Total Expenses	**$179,633.09**	**$6.64**



GROSS RENT:	$795,598
TOTAL EXPENSES:	$179,633
NET RENTAL REVENUE:	$615,965

Notes:
Both Janitorial and the Real Estate Taxes are to remain constant during the 10 year term for Talbot County Social Services. They are required to reimburse the Landlord over the Base Year expenses.

LOCAL **BIRDSEYE**

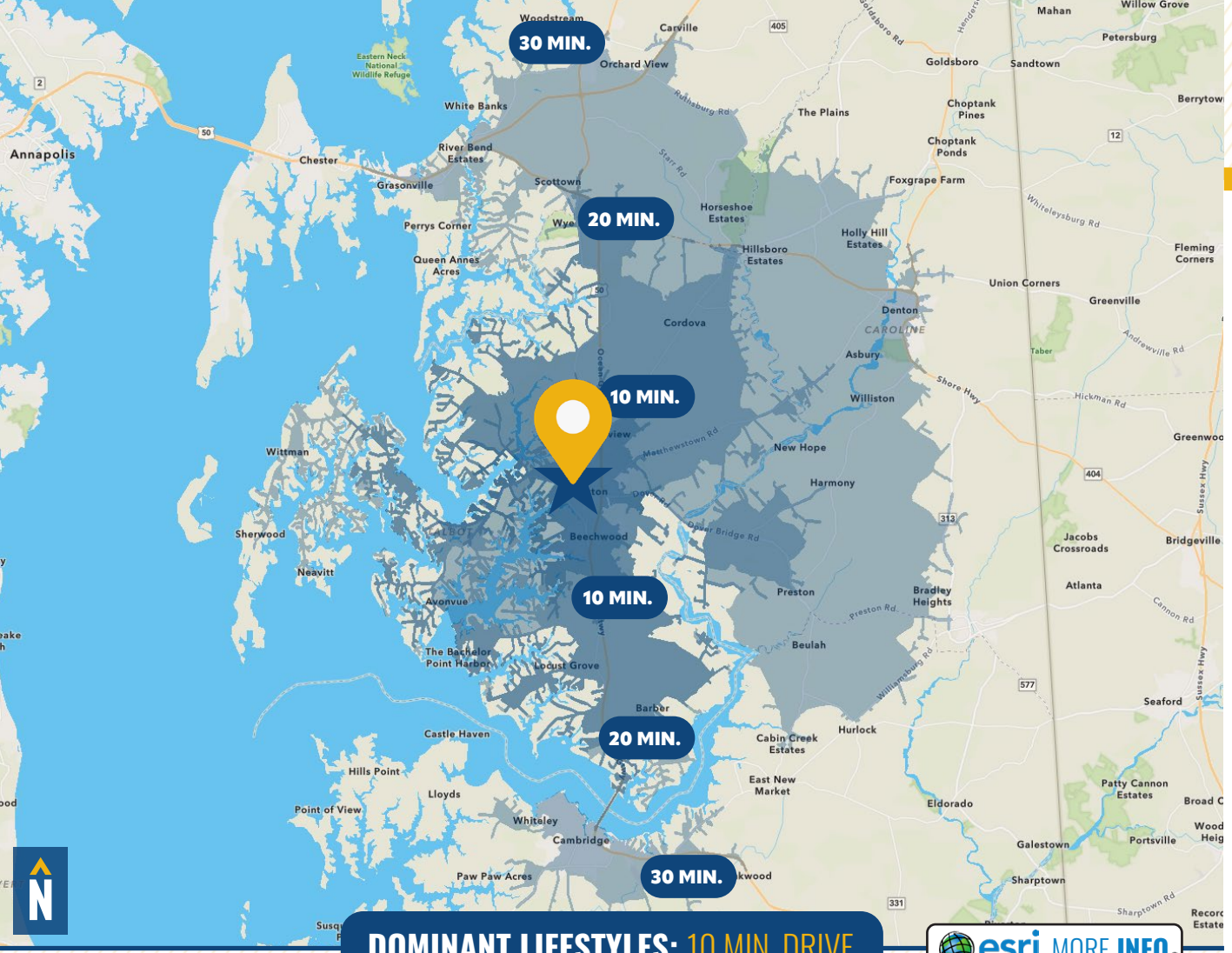


LOCAL **BIRDSEYE**



MARKET AERIAL





DOMINANT LIFESTYLES: 10 MIN. DRIVE

esri MORE INFO

29% LEGACY HILLS



Most of these residents are aged 45 and above, and a notable portion are either widowed or divorced. They tend to shop locally, especially for toys and games, and have a less prominent online presence.

14% SINGLE THRIFTIES



These residents are predominantly in their 20s and 30s, and are made up mostly of singles, couples without children, and non-family members. They often shop for deals nearby, and frequent fast food restaurants.

12% LOYAL LOCALS



These residents are predominantly aged 65 and above, and many are widowed or married without children living at home. They often visit large retail establishments for food and home supplies.

DEMOGRAPHICS

2026

DRIVE TIME:	10 MIN.	20 MIN.	30 MIN.
RESIDENTIAL POPULATION	18,539	33,302	76,235
DAYTIME POPULATION	26,418	38,323	79,866
AVERAGE HOUSEHOLD INCOME	$106,304	$112,914	$103,183
NUMBER OF HOUSEHOLDS	7,974	14,309	32,033
MEDIAN AGE	46.2	48.2	45.5

FULL DEMOS REPORT

EASTON, MD

The Premier Cultural and Commercial Hub of the Delmarva Peninsula

Easton, Maryland, serves as the premier cultural and commercial hub of the Delmarva Peninsula, positioned centrally in Talbot County along U.S. Route 50 roughly 60 miles southeast of Baltimore and 70 miles east of Washington, D.C. This prime location gives the town direct connectivity to the broader Chesapeake Bay region and major metropolitan markets, supported locally by the active general aviation hub at Easton Airport. Home to approximately 17,000 residents within a trade area of nearly 38,000, Easton features a highly educated and prosperous demographic profile with median household incomes well above national averages. The local population is characterized by a strong concentration of retirees, business executives, remote workers, and healthcare professionals who are drawn to the town's historic charm, waterfront proximity, and vibrant arts scene.

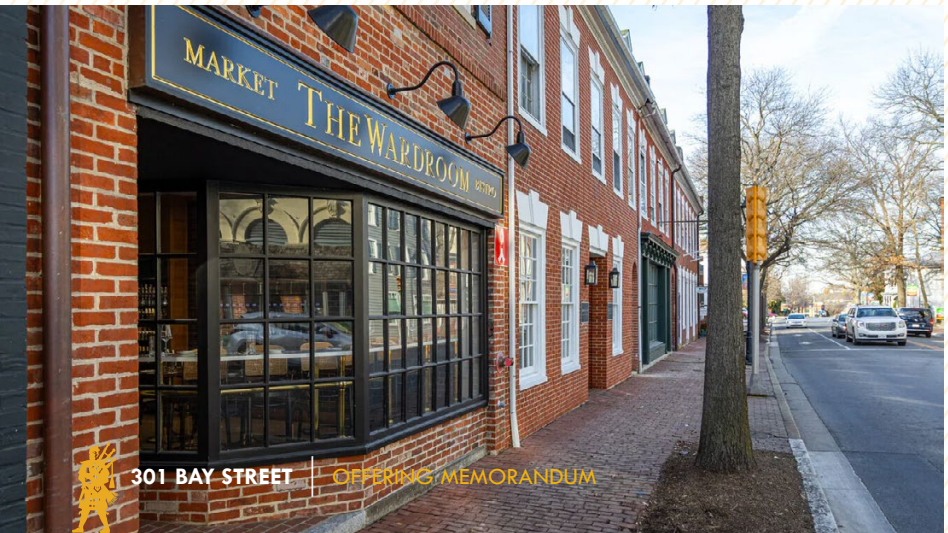
The local economy is notably resilient and diversified, functioning as the economic engine for Maryland's central Eastern Shore. The town's primary economic anchor is the University of Maryland Shore Regional Health system, which generates significant employment and secondary trade, supplemented by county government, legal services, finance, and a thriving high-end tourism and retail market. Within this economic landscape, the Easton office sector operates as the primary professional and medical office node for the surrounding multi-county region. Demand is strongest for small-to-medium footprints ranging between 1,200 and 5,000 square feet, with key tenants consisting of medical specialists, wealth managers, legal practices, and real estate firms. The commercial office space is largely concentrated along the high-visibility Ocean Gateway corridor and within the walkable historic downtown, maintaining steady occupancy rates and average asking rents generally ranging from $14 to $20 per square foot.











TALBOT COUNTY, MD

The Premier Economic, Cultural, and Waterfront Destination of the Eastern Shore

Talbot County is strategically situated in the heart of Maryland's Eastern Shore along the eastern rim of the Chesapeake Bay, offering prime regional connectivity via U.S. Route 50. Located approximately 60 miles southeast of Baltimore and 70 miles east of Washington, D.C., the county functions as a bridge between major Mid-Atlantic metropolitan centers and coastal resort destinations.

The county features an affluent, highly educated, and mature demographic profile, home to roughly 38,000 residents. With a median household income significantly outpacing state and national averages, Talbot County attracts a distinct mix of prosperous retirees, business executives, remote professionals, and entrepreneurially minded residents. Over 40% of adult residents hold a bachelor's degree or higher, contributing to a sophisticated local workforce centered around professional management, healthcare, financial services, and specialized trades. The area's exceptional quality of life—marked by premier dining, historic preservation, and maritime recreation—continues to serve as a magnet for high-net-worth individuals and skilled human capital.

Driven by a diverse multi-industry base, Talbot County boasts one of the most resilient regional economies on the Delmarva Peninsula. The primary economic engine is healthcare, anchored by the University of Maryland Shore Regional Health system, which generates extensive employment and supports an array of secondary commercial ventures. High-end tourism, boutique retail, maritime industries, and agriculture also play vital roles, complemented by a expanding professional and financial services sector.

The Talbot County office market operates as the commercial and medical office capital for the central Eastern Shore. Demand is largely concentrated in boutique professional suites and medical office buildings, with typical tenant footprints ranging from 1,200 to 5,000 square feet. Core commercial activity clusters along the high-visibility Route 50 corridor and within the walkable, historic downtown hubs, serving legal practices, wealth management firms, real estate agencies, and healthcare specialists. With limited new speculative construction, the market maintains steady occupancy and healthy rental rates, rewarding well-maintained Class A and B assets that offer modern digital infrastructure and convenient access.

CONFIDENTIALITY & **DISCLAIMER**

MacKenzie Commercial Real Estate Services, LLC is the exclusive agent for the sale of this property and, as such, will act as the Seller's Agent. Consequently, the prospective purchaser should not disclose any confidential information to MacKenzie Commercial Real Estate Services.

This Offering Memorandum was prepared by MacKenzie Commercial Real Estate Services, and has been reviewed by Seller. It contains selected information pertaining to the Property and does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may desire. All financial projections are provided for general reference purposes only and are based on assumptions relating to the general economy, competition, and other factors that, therefore, are subject to material change or variation. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Offering Memorandum, certain documents, including leases and other materials, are described in summary form and do not purport to be complete nor, necessarily, accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to independently review all documents.

This Offering Memorandum is subject to prior placement, errors, omissions, changes, or withdrawal without notice and does not constitute a recommendation, endorsement, or advice as to the value of the Property by MacKenzie Commercial Real Estate Services, or the Seller. Each prospective purchaser is to rely upon its own investigation, evaluation, and judgment as to the advisability of purchasing the Property described herein.

Seller expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or to terminate discussions with any party at any time with or without notice. Seller shall have no legal commitment or obligation to any purchaser reviewing this Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered, and approved by the Seller, and any conditions to Seller's obligations thereunder have been satisfied or waived. MacKenzie Commercial Real Estate Services is not authorized to make any representations or agreements on behalf of Seller.

This Offering Memorandum is the property of MacKenzie Commercial Real Estate Services, and may be used only by parties approved by MacKenzie Commercial Real Estate Services. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it to MacKenzie Commercial Real Estate Services, and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of MacKenzie Commercial Real Estate Services and Seller. The terms and conditions set forth above apply to this Offering Memorandum in its entirety.









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