

AJ BILLIG

REAL ESTATE • AUCTIONEERS

410-296-8440 

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REAL ESTATE AUCTION

Live Onsite & Online Simulcast Bidding
Opening Bid: \$1,500,000

- Downtown Baltimore - TROPHY BUILDING

Known As:

THE SUN LIFE BUILDING

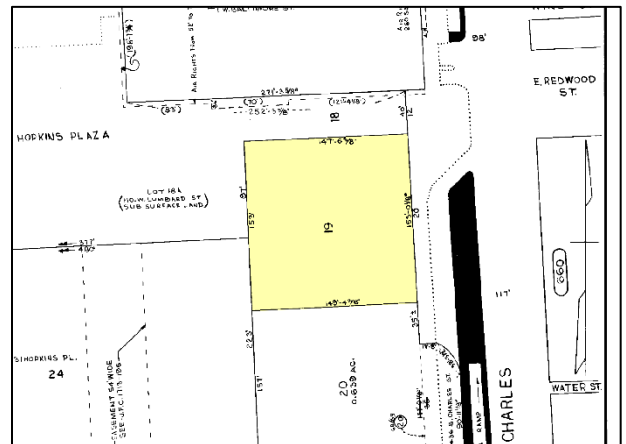
20 S. Charles Street
Baltimore, Maryland 21201

12 Story Class A Office Building

131,153 Sq. Ft GBA • On 0.52± Acre
137 Parking Spaces • Opportunity Zone

Online Bidding Opens
WEDNESDAY, JUNE 24, 2026

Live Onsite Auction
THURSDAY, JUNE 25, 2026
AT 12:00 NOON



NOTE: The information contained herein has been obtained from sources deemed reliable and is believed to be accurate. However, no express or implied warranty is made or may be inferred from any such representation. Dimensions, square footage and acreage contained herein are more or less. Prospective purchasers are encouraged to perform their own due diligence, in advance of the auction, regarding the permitted uses of the property.

GENERAL INFORMATION:

The Sun Life Building, located prominently at 20 S. Charles Street in Downtown Baltimore, comprises an impressive 12 story class A office building on 0.52 acre. The building is granite clad with wrap around windows and contains 131,153 square feet of gross building area (121,438 net rentable square feet) with 137 garage parking spaces. Constructed in 1966 as a trophy office for the Sun Life Insurance Company, the building has been a highly visible piece of International Architecture in the heart of Downtown Baltimore for generations of area workers and visitors. Views from the building include the soon to be redeveloped Inner Harbor, Patapsco River, Camden Yards, M&T Bank Stadium, and the whole of the Baltimore skyline. The auction provides an opportunity for users committed to Downtown Baltimore and aspiring to have their company name at the top of the structure, as well as developers looking to redevelop the elegant building to multifamily or mixed use.

LOCATION:

The property is located at 20 S. Charles Street, between W. Baltimore and W. Lombard Streets, in Baltimore's Downtown Central Business District. The property was part of an urban redevelopment project of the 1950's spearheaded by James Rouse. The building is bounded by an array of Baltimore landmarks, including Hopkins Plaza, B&O Building, Lord Baltimore Hotel, Transamerica Building, Hansa House and the George Fallon Federal Building. The Inner Harbor, slated for expansive redevelopment in coming years, is just three blocks southeast. Camden Yards, home to the Baltimore Orioles, is 5 blocks southwest, and CFG Bank Arena is just one block west.

Major highways nearby include the Jones Falls Expressway (I-83, 0.6 mi.), I-395 (0.7 mi.), I-95 (2 mi.). Major local commuter routes nearby include Charles, Light, Calvert, Pratt, Baltimore and Light Streets. The property is located within Opportunity, HUB and Enterprise Zones, each offering tax, financing and development incentives. The area is home to a number of large corporations, law firms and government offices. Federal and State courthouses are within a few blocks. The University of Maryland, Baltimore Campus, home to the University of Maryland Hospital, Shock Trauma, Law School, School of Social Work and Biotech Park is less than one mile west. Johns Hopkins Hospital East Baltimore Campus is less than 2 miles east.

For more information about the area, please visit:

Live Baltimore – <https://livebaltimore.com/>

CoDeMap – <https://cels.baltimorehousing.org/codemapv2ext/>

CityView Map – <https://experience.arcgis.com/experience/065cf51484e045a09647a05299e4eb20>

SITE:

- Lot size: 0.524 acre, more or less, according to public tax records
- Approximately 153' along S. Charles Street
- Clear visibility from Charles Street, Baltimore Street and Hopkins Plaza
- The courtyard area is well detailed and tree lined
- A drop-off and short term parking area is at the front of the building
- Access to the underground parking is along S. Charles Street (shared with 36 S. Charles Street)

Please see this auction's web page to view the Plat and Satellite/GIS Map:

<https://ajbillig.com/auction/20-s-charles-street/>

ZONING:

C-5-DC – Downtown Zoning District. Downtown Core Subdistrict. According to the City of Baltimore Zoning Code, "The C-5 Downtown Zoning District is intended for Baltimore's Downtown and accommodates a wide range of uses normally associated with the downtown of a major city."

For more information about zoning, please visit:

Department of Planning – <https://www.baltimorecity.gov/planning>

Please see this auction's web page to view the Zoning Map: <https://ajbillig.com/auction/20-s-charles-street/>

IMPROVEMENTS & UNIT DESCRIPTIONS:

Twelve story class A office building – constructed in 1966, containing 131,153 square feet of gross building area, 121,438 square feet of net rentable area. The building is clad in dark granite and floor to ceiling windows. Floor plates are approximately 11,000 square feet.

Features include:

- In-building parking for 137 vehicles (2 levels)
- Ornate lobby area
- Updated elevators (2021)
- Updated cooling system (2017)
- Fully staffed security

Facilities managed by Divaris Management, with maintenance contracts with Action Elevator, Trane, Capitol Boiler Works, Admiral Security and others.

As of the beginning of the year, the building is 56% occupied by 14 tenants, including a mix of law firms and private businesses. 2025 gross income of \$1,720,719.89. 2025 total operating expenses of \$1,695,295.66.

Current ownership is in the process of negotiating service contracts, making building improvements and evaluating new tenants. Due diligence information, including rent roll, leases, maintenance information, prior Phase I and PCR reports, and an array of additional information is available below. Information may be updated based on new contracts and leases between now and the auction.

TITLE:

The property is in fee simple and sold free and clear of liens.

TAXES:

Current annual real property taxes are a total of \$128,891.40 based on a full value tax assessment of \$5,461,500. Purchasers may have an opportunity for reduction of their tax assessment. More information can be found here: Assessment Appeal Process – <https://dat.maryland.gov/realproperty/pages/assessment-appeal-process.aspx>

FINANCIAL INFORMATION & LEASES:

Please see this auction's web page and complete the Waiver and Confidentiality Agreement to receive copies of rent roll, leases, and other due diligence information: <https://ajbillig.com/auction/20-s-charles-street/>

SUMMARY TERMS OF SALE:

Please see the contract of sale for complete terms.

Live Auction Bidders – A deposit of \$100,000, payable by cashier's check, will be required of the purchaser at time and place of sale.


Online Auction Bidders – A deposit of \$100,000, payable by cashier's check or wire, will be required of all online bidders prior to the start of the live auction. The deposit will be held in escrow until the completion of the auction and will be retained from the winning bidder. Other bidder deposits will be returned within one business day. Interested parties who do not provide a deposit in advance as stated above will not be permitted to bid. Please see this auction's web page for the Deposit Escrow Agreement: <https://ajbillig.com/auction/20-s-charles-street/>

The deposit shall be increased to 10% of the purchase price by 11:00 A.M., Friday, June 26, 2026 at the Auctioneer's office (wire or cashier's check). Deposit funds shall be held by A. J. Billig & Co., LLC. Balance to be paid in cash at settlement, which shall take place by 5 P.M. Eastern Time on August 28, 2026. If payment of the deposit or balance does not take place within the specified time, the deposit shall be forfeited and the property may be resold at the risk and expense of the Purchaser. All adjustments, including taxes, rent, all other public charges and assessments payable on a monthly or annual basis, and sanitary and/or metropolitan district charges, if any, to be adjusted for the current year to date of settlement and assumed thereafter by the Purchaser. Security deposit(s), if any, shall be adjusted at the time of settlement. The property will be sold in "AS IS" condition, and subject to the existing lease(s) of the tenant(s) in place, easements, agreements, restrictions or covenants of record affecting same, if any. The Property will be sold subject to Baltimore City violation notices, if any. Purchaser assumes the risk of loss from the date of contract forward. The Purchaser waives and releases the Seller, the Auctioneers, and their respective agents, successors and assigns from any and all claims the Purchaser and/or its successors and assigns may now have or may have in the future relating to the condition of the property, including but not limited to the environmental condition thereof. If the Seller is unable to convey good and marketable title, the Purchaser's sole remedy in law or equity shall be limited to the refund of the deposit. Upon refund of the deposit this sale shall be null and void and of no effect, and the Purchaser shall have no further claim against the Seller or Auctioneers. Recordation costs, transfer taxes and all costs incidental to settlement to be paid by the Purchaser. Time is of the essence. A 6% buyer's premium will be added to the final bid price.

Please visit this auction's web page for more photos, sample contract, and auction registration:

<https://ajbillig.com/auction/20-s-charles-street/>



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PURCHASING REAL ESTATE AT AUCTION

The following information is provided by A. J. Billig & Co., Auctioneers to assist you in understanding your purchase of a property at public auction. The material in this form is general in nature and does not limit your obligations under the contract of sale that you will be required to sign.

TERMS OF SALE: Your responsibilities as a purchaser have been advertised prior to the day of sale and will be read by the Auctioneer at the time of sale. Additional terms may be announced on the day of sale or may be posted at the sale site. The auctioneer will make important announcements regarding the property and your obligations as a purchaser. Please feel free to ask any questions regarding these terms. *Failure to comply with any of the terms of sale may cause you to forfeit your deposit and be responsible for the expenses to resell the property, as well as any deficiency incurred.*

CONDITION OF PROPERTY: The property will be sold "AS IS." Unless otherwise announced, the sellers make no representations or warranties about the condition of the property. The sellers will not make any repairs.

DEPOSIT: Your deposit will be credited toward the purchase price. If you do not comply with the "TERMS OF SALE," either published or within the contract of sale, you might lose all or part of your deposit. In addition, if you fail to settle for the property you might be obligated to pay the expenses to resell the property, including any deficiency resulting therefrom. If the "TERMS OF SALE" require you to increase your deposit above the amount specified, the Auctioneer will likely accept your personal or business check for the difference on the day of sale. Otherwise, you can bring, wire or messenger certified funds for the increased deposit within the time stated.

EXPENSES: You may be responsible for the expenses of owning the property as of the date of sale or as of the date of settlement, including taxes, utility costs and insurance. You may be required to pay interest on the amount of the purchase price, less the amount of your deposit, from the date of the sale to the date you settle for the property. We recommend that you obtain a fire insurance binder on the property immediately as of the date of sale. The purchaser will pay all of the settlement expenses, including title fees and recording costs.

SETTLEMENT: The settlement or closing period is specified within the terms of sale. If settlement is based on ratification by a Court, the ratification period is typically forty-five to sixty days, but might take longer. You will be expected to settle for the property within the specified time.

FINANCING: It is the purchaser's responsibility to obtain financing. If you plan to use a mortgage to purchase the property, we recommend that you apply for the loan immediately. If the bank must take longer than the specified time to complete the loan, the sellers may extend settlement for a short period if you can provide proof of a loan commitment. If you do not obtain the financing within the specified time for settlement, you will be in default of your contract of sale.

BIDDING PROCEDURE: At the conclusion of the announcement and question period, the auctioneer will solicit bids for the property. Bids are generally made either orally or by raising a hand. Bidding increments are made in amounts acceptable to the auctioneer, who may set a minimum bidding increment as the sale progresses. Any bid that is merely a nominal or fractional advance may be rejected by the auctioneer if in his judgement it may affect the sale injuriously. If a dispute arises between two or more bidders, the auctioneer shall decide in favor of one of the bidders, or immediately re-offer the property.

NOTE: The information contained herein has been obtained from sources deemed reliable and is believed to be accurate. However, no express or implied warranty is made or may be inferred from any such representation.

INSTRUCTIONS FOR ONLINE AUCTIONS

REGISTERING TO BID

1. Go to ajbillig.com/auctions and find the web page for the auction you are interested in.
2. Click the button: Register & Bid Online.
3. After the online bidding screen opens, click the button: Register To Bid
 - a. If you don't have an account, click: "NO ACCOUNT? SIGN UP HERE"
 - b. If you already have an account, enter your login information.
4. Enter your contact information and agree to the terms of sale and terms of use.
5. Enter your credit card* information to confirm your identity. You will NOT be charged the deposit amount.
6. After completing the registration steps, you will be redirected to the online bidding screen.

INSTRUCTIONS FOR ONLINE BIDDING

1. The online bidding screen will display information such as time left in the auction, starting bid, and your personal max bid (if you have placed a max bid). Once bidding has started, there is a tab for bids which will show all the bids that have been placed.
2. To place a new bid, click the red button which displays the current asking amount.
3. To bid a custom amount, click the arrow at the right of the bid button and choose: Bid a specific amount.
4. Once a bid amount is entered, the system will prompt you to confirm the amount that you offered. Click Confirm Bid to place your bid.
5. To place a max bid before the auction begins, click on the prebid button and enter the maximum amount that you plan on offering for the property. The system will autobid for you up to that point. If you would like to place a max bid while the auction is live, click the arrow at the right of the bid button and choose: Create maxbid.
6. A.J. Billig will send out reminders regarding time left in the auction and other pertinent information. The menu icon on the top right of the screen will display the message board where all of the notifications will be sent.
7. For more information please call, 410-296-8440 or visit: ajbillig.com/buyers-faqs

*Depending on your bank's policies, a debit card may not be able to be used for verification purposes.

