

THE TRUTH

*"The world will ask you
who you are, and if you do
not know, the world will
tell you."*

— C. JUNG

■ THE TRUTH · JULY 2026

TAKE A BREATH FIRST

On memory, identity, and why the wisest response to a trigger might be no response at all — not yet.

TOUGH TO DENY what has transpired in your life story. There are sooooo many wins and losses, chances are you can't recall the majority. Only the ones that have been categorized by you tend to replay alongside some physical response and ultimately percolate to the surface. Be assured they are ALL there...many tucked deeply (some to never be brought to the surface) and fittingly in a place that can only be accessed (often triggered) by you pushing a bit.

It's interesting when someone talks about a personal experience and it not only triggers a visual for you but a physical (molecular) change. A total biological experience of "bringing it all back." From time to time, the recall is impressive considering you don't think about that portion of your story at any other time. Those memories that come flooding in. As you open up a bit and start to remember some of the smells, tastes, feelings during those specific times... you tend to experience/recall even more of the details.

Pretty amazing you have that memory coded inside of you. Yes, coded...imprinted...It's all still there. Look, the memory being stored inside of you shapes your core identity, but they are only one part of who you are. Your conscious and unconscious memories dictate your habits, reactions, and beliefs, yet your current values, bodily experiences, and capacity for future choices also define you.

What is most compelling is that even with all of the things that are a part of your makeup, it's actually your response to the triggers that will dictate who you will move forward. Do you flee? Or take some time before you react. If history is any indication, most of us tend to react and think later. **Time creates space...space to breathe.**

Again, these are your triggers from your experiences. Do you have the ability to center yourself? Can you take some time to breathe? An ability to strategically evaluate the memories and current circumstances in order to objectively respond. What's most intriguing about where we are in our timelines, is that a decision to not respond at all might actually be the most appropriate action. Only after we have taken a moment to gain some clarity (BTW there is no magic lead time) can we determine what the response might need to be.

A bit of a public service announcement/request — Can we all just try and emit some hope in the world...our fellow humans...could you imagine if we all took a breath first! ■



Funny how the second half of your life is healing from the first half.

— UNKNOWN

■ FROM THE STREETS · WASHINGTON COUNTY, MD

DATA CENTERS ON PAUSE

In the midst of all the chaos, **the momentum continues to build**. Here's what we're watching on the ground this month.



■ HYPERSCALE DATA CENTERS

Active data center discussions are underway in our market. The latest proposed ordinance — as of June 30, 2026 — was working its way through the appropriate channels.

Then on July 2, the Board of Commissioners agreed to extend the moratorium for twelve months, pausing the acceptance, processing, review and approval of all data-center applications while the county considers what legislation it may need to protect public health, safety and welfare.

■ WASHINGTON COUNTY · AS
INTRODUCED

AN ORDINANCE TO PROVIDE FOR A MORATORIUM CONCERNING DATA CENTERS IN WASHINGTON COUNTY

"Data Centers – Temporary Deferral. There shall be a temporary deferral on the acceptance, processing, reviewing, and approval of all applications, plans, or requests for Data Centers in Washington County... for a period of **six (6) months** starting with the effective date of this Ordinance."

AS INTRODUCED

6 months

EXTENDED 7/2/26

12 months

“

A ship in harbor is safe, but that's not what ships are built for.

— GARY VAYNERCHUK

Thinking about your next move in this market — or wondering how the county's data-center outlook affects your property? Give us a call or stop by.

240-232-7003

■ THE 21ST CENTURY ROAD TO HOUSING ACT

THE MISSING MIDDLE

The shortage is particularly acute for middle-income households. According to NAR research, roughly 310,000 homes priced at \$261,000 or less are missing from the market, leaving many working families with few affordable options. As demand continues to outpace supply, prospective buyers are often forced to compete for a limited number of homes or delay purchasing altogether. The 21st Century ROAD to Housing Act is among the federal efforts aimed at closing that gap.

NATIONAL ASSOCIATION OF REALTORS

MISSING FROM THE MARKET

310,000

homes priced at **\$261,000 or less** — the shortfall falling hardest on middle-income buyers.



■ NEW TOWNHOMES · THE MISSING MIDDLE

■ MULTI FAMILY

MUDDLING ALONG

7.2M AFFORDABLE RENTAL HOMES SHORT
— NLIHC, SPRING 2026

U.S. multifamily is muddling along at mid-year — likely to persist through 2026, Yardi Matrix said in its Summer 2026 Market Analysis. Economic uncertainty, the war in Iran, weak consumer sentiment, slow population growth and excess supply have kept rent growth weak over the past year.

Affordability challenges in the for-sale market are keeping many would-be buyers renting longer. One bright spot: permanent, 100% bonus depreciation for qualified property placed in service after January 19, 2025 — “a big one...especially for small operators,” the NAA’s Gregory Brown said.

— YARDI MATRIX · NLIHC

■ INDUSTRIAL

SHORTER TERMS

5 yrs AVG LEASE, 500K+ SF
— DOWN FROM ~7 IN 2022

Economic uncertainty is making tenants of large warehouses more cautious about expanding — reflected in moderating logistics demand and a clear shift toward shorter lease terms and smaller average lease sizes.

For logistics buildings of 500,000 SF or more, lease terms have shortened from an average of roughly seven years in 2022 to closer to five since 2025. Midsize properties — 100,000 to 500,000 SF — have slipped just below five years, while small-bay space under 100,000 SF averages closer to three-year terms.

— JUAN ARIAS · COSTAR ANALYTICS

■ OFFICE

A FULL RECOVERY

115M SF NEW LEASES SIGNED
— Q2 2026

Office tenants signed new leases for an estimated 115 million SF in the second quarter of 2026 — in line with the first quarter, though still slightly below the 2015–2019 quarterly average.

Since mid-2025, leasing volume has climbed to within about 9% of the pre-pandemic norm, and the number of lease transactions is near an all-time high. But the space leased in a typical deal has settled about 15% below its historical norm — a level that has held steady for two years.

Locally — We’ve fielded a number of new occupant requests, but inventory remains tight as viable space stays elusive. Many inquiries need a short-term (60–90 day) window — which virtually eliminates newly constructed or renovated space, since most aren’t interested in spending the time and capital to see that process through.

— PHIL MOBLEY · COSTAR ANALYTICS

FOR LEASE HAGERSTOWN, MD 21740

20354 LEITERSBURG PIKE

Shop · Showroom · Office



AVAILABLE

10K+/- SF

POWER

3 Phase

ZONING

RB

■ **PROPERTY HIGHLIGHTS**

- 10,000+/- SF
- Outdoor Storage/Laydown
- 40x60 Fully Conditioned Shop Space
- 3 Phase Power
- Shop / Showroom / Office
- Zoning: RB

■ **AVAILABLE SPACE**

AVAILABLE SF	10,000+/- SF	LAYDOWN
CONFIGURATION	Shop / Showroom / Office	40X60 SHOP
POWER	3 Phase	CONDITIONED

■ **LOCATION**

20354 Leitersburg Pike
Hagerstown, MD 21740
Leitersburg Pike frontage

■ **BUILDING SPECS**

10,000+/- SF
40x60 Fully Conditioned Shop
3 Phase Power · Zoning: RB

■ **CONTACT**

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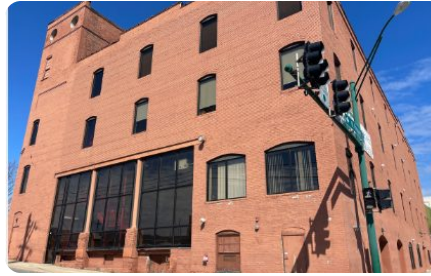


LEASE

Mulberry Lofts

Under New Management

- Professional/Creative Suites
- Private Parking Access
- Flexible Terms Starting at \$499/mo



LEASE

Westview Business Center

New Suites Available

- Private Parking
- Flexible Terms
- Professional/Creative Suites
- Fully Secure Building

ONLY 1 SUITE AVAILABLE



LEASE

19833 Leitersburg Pike

- Professional Office Suite
- All Utilities Included
- Ample Parking
- 1,085 SF



LEASE

19414 Leitersburg Pike

Professional / Office Space

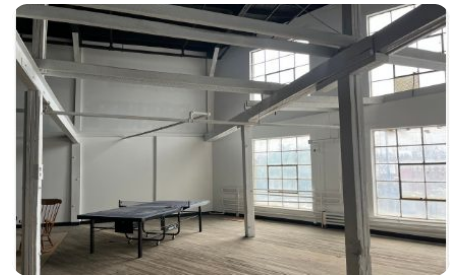
- 2,700 SF Available
- Professional Office/Medical Space



LEASE

28 South Potomac St

- Entrepreneurs, Creatives & Professionals
- Studio/Office Spaces Available
- Starting as Low as \$250/mo



LEASE

Prospect Park

- Newly Developed Artisan/Creative Studios
- Join a Growing Community
- Tons of Natural Light
- Flexible Terms
- Flexible Rates — Starting at \$499/mo



LEASE

300 W Franklin St

Office / Flexible Cold Storage

- Suites Starting as Low as 2,000 SF
- Flexible Floor Plan
- Private Reception
- Ample Parking



LEASE

South Pointe

Retail / Medical / Office Space

- Suite #100 — 2,100 SF
- Clean Professional Space
- Low CAM Expense



SALE

101 W Washington Ave

- 17,720 SF +/-
- 2 Story w/Basement
- Elevator
- Private Parking
- New Parking Deck — 1 Block

BACK ON MARKET



SALE

140 S Potomac Street

- Fully Renovated Professional/Medical Office
- Over 3,000 SF Finished Space
- Private Secure Parking



LEASE

Wheatfield

- Small Bay Warehouse
- 12,000 SF
- Showroom/Offices

SOLD



SALE

152 W. Washington St

- Historic Kneisley Building
- Value Add
- Stable Tenants
- Ample Parking
- CCMU Zoning

ONLY 1 SPACE LEFT



LEASE

Cressler Plaza, Burhans Blvd

Retail Center

- 7K SF Available
- 2 Pad Sites
- 435+/- Parking Spaces
- Four-Way Signalized Intersection



SALE

Commercial Land

- Rt 81 Visibility
- Newly Improved Intersection
- 19.64 Ac
- Zoning: HI



SALE

Label Lane

Development Land

- Industrial Development Land
- Light Industrial
- Zoning: HI
- 63 Ac



SALE

301 E Washington St

NNN Investment

- NOI \$174,000 with 2% Annual Increases
- Lease Term ~14+ Years with Renewal Options
- High-Traffic Area on Rt 40



SALE

1150 Omega Ct

Turnkey Investment Opportunity

- Medical Condo
- Current Tenant: NNN w/Extension
- 1,550+/- SF
- FF&E Included



SALE/LEASE

Eastern Blvd Corridor

Retail Opportunity

- Zoning CG (Commercial General)
- 21,000+ ADT
- 6,000+/- SF
- 1.25 Ac



LEASE

19021 Longmeadow Rd

Warehouse / Storage

- 5,600+/- SF High Bay Warehouse
- 2 Docks
- Outdoor Laydown/Storage Available



LEASE

686 Pennsylvania Ave

Industrial / Creative Space

- Zoned IR (Industrial Restricted)
- Build to Suit
- Up to 10,000 SF Available



LEASE

700 East 1st

Newly Renovated Warehouse

- 12,000–36,000 SF
- 14'6" Clear
- Sprinkler
- Drive In/Docks



LEASE

830 Beaver Creek Rd

- Great Live/Work Scenario
- Acres of Available Laydown Space
- Zoned HI
- Freshly Renovated 20'x40' Shop w/14'x12' Door



SALE

Eastern Blvd

- 5 Ac
- Zoning: CG
- Stormwater Quantity On Site
- Rt 40/Eastern Blvd — 39,082 ADT



SALE

720 N Mulberry

Light Mfg / Office with Additional Warehouse

- Zoning: Industrial Restricted (IR)
- Conditioned: Light Mfg/Office
- Power: 2400AMP 240/3 Phase
- Warehouse w/Laydown



SALE

90 W Lee St

- Major Renovations 2021
- 21,000+/- SF
- 18' Clear w/12'x12' Drive In
- Additional Storage



UNDER CONTRACT

SALE

67 W Baltimore St

- 50K SF Warehouse
- Additional Parcel (Parking) Included
- Zoning: CG-Commercial General



SALE

Eastern Blvd / Opal Court

\$199,900

Commercial Building Lot

- 2.2 +/- Acres
- Zoning: "POM"
- Professional Office Mixed



LEASE

122 Railway Ln

Office / Medical / Retail

- 1,925 SF +/- End Cap Unit
- High Visibility
- Ample Parking
- Just Off Wesel Blvd



SALE

355 S Potomac St

\$869,000

Mixed-Use Investment

- IR Zoning
- 2 Newly Renovated Residential Units
- Currently \$91K GRI
- Upside to Increase Rental Income



LEASE

9449 Earley Dr

Small Bay Industrial w/ High Bay

- 4,000 SF +/- High Bay
- 11,334 SF +/- Total
- Dock / Drive In
- Power: 3 Phase, 440V
- Zoning: Industrial General



LEASE

535 Northern Ave

Retail / Showroom / Medical

- 4,200+/- SF
- Highly Visible
- Flexible Floor Plan w/ Rear Loading
- Private Parking



LEASE

916-926 South Potomac St

Industrial Flex / Retail / Showroom

- 2,700 - 9,000+/- SF
- Divisible · Flexible Floor Plan
- 20' Clear Height
- Highly Visible Location
- Zoning: Commercial General

CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



SALE/LEASE

5118 Innovation Way

Industrial / Warehouse

- Warehouse 45,000–90,000 +/- SF
- Office Space: 1,000 SF
- Rail Siding Available
- 4 Dock Doors with Levelers

OWNER FINANCING



LEASE

6100 Buchanan Trail

- Divisible to +/- 5,000 SF
- (3) Buildings +/- 30K to +/- 130K SF
- 20'–32' Clear Ceiling Heights
- 28 Drive-In Doors · 4 Dock Doors
- 3-Phase Power · Propane Heat



LEASE

20 S Main Street

Office Suites

- Starting at \$250/Office
- Designated Parking Included
- Conference Room Access



LEASE

12258 Buchanan Trail W

Former John Deere Dealership — Mercersburg, PA

- Public Water/Sewer
- Total 15,000 SF +/-
- 5,700 SF +/- Shop Space
- 18' +/- Ceiling Height



LEASE

3737 Lincoln Way W

Small Business Flex Shop

- 4,800 SF
- Secure Laydown
- Highly Visible



AEK REAL ESTATE

Is focused on providing sales and leasing services in the tri-state region. We have been operating in various capacities within the real estate industry since 2002.

We aren't a traditional real estate firm. We appreciate the fact that your circumstances are unique, and we can insert ourselves as you see fit. We are here to help. Give us a call or stop by.

OUR DOORS ARE ALWAYS UP.

RECENT TRANSACTIONS

We are actively working on several transactions.

Stay tuned — we have several leasing and sales transactions incubating.

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