

NEWSLETTER

THE TRUTH

THE MOST IMPORTANT THING IS TO STAY PRESENT IN THE
WORK.....HAPPY OR UNHAPPY - R RUBIN

CALM COMES THROUGH THE CLOUDS

Saying "EVERYTHING is a mystery" is really too broad. If there's one thing that experiences teach you... It's that you don't know a damn thing. No mystery there! You're shown the world in a way you've never seen before.....regularly. Constantly making you question everything you believe. As was once said "The wise man knows himself to be a fool."

As soon as you delve into the exploration of something new, significantly different from your established view of life and the universe, chaos often arises in your mind, known as "cognitive dissonance."

This is a sure sign that you are on the right path. The questioning alone should provide enough insight to move. The objective is to persistently continue learning, not be afraid of temporary difficulties, and without compromise do not revert to your former comfortable worldview.

Keep the main thing the main thing.....continuous learning.

Again, if you haven't gotten there already, you just might realize you are actually a fool. Not implying that literally....not saying you are an imbecile, but your propensity to not question all the things might be something to explore.

Personally, there is a bit of frustration that tends to creep in when there is a realization that I have been going along with whatever has been fed. "Its always been done that way" OR "That's just the way it is"Nah....that doesn't sit well.

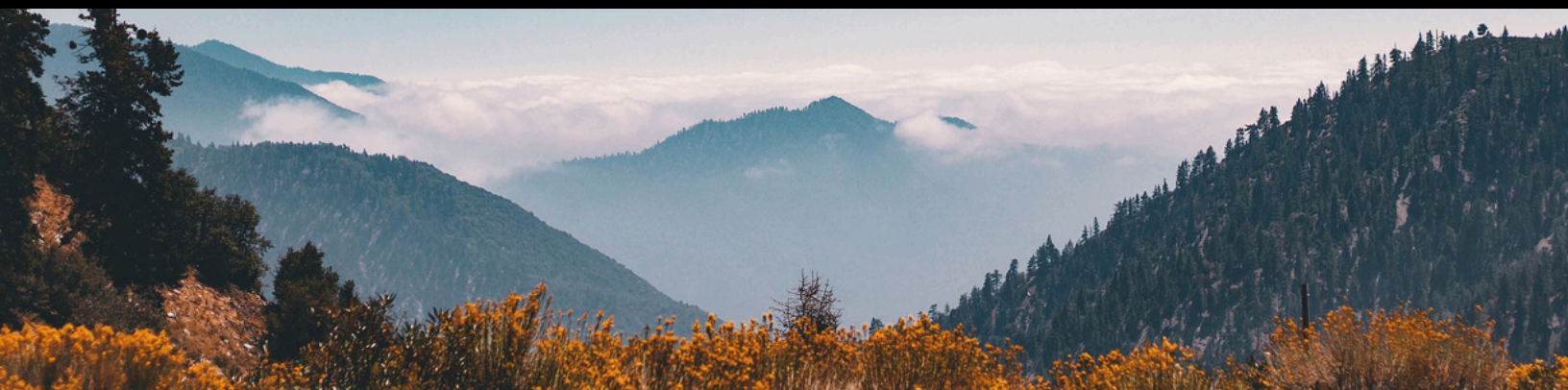
There is wayyyyy too much information at our disposal to not take a gander. It may very well be true, but that doesn't mean its accurate or the only way. You are already well on your way to building your scar tissue all the while seeking more and more knowledge.

You might not even realize it. You are constantly learning/experiencing (and failing). Eventually you acquire a more productive stance alongside a more sustainable spiritual/internal peace.

Crazy that both can coexist. Yes, you can have both. Curiosity and Quietness. The journey gets more and more interesting the more you feed it.

Initially it seems the mind produces a bit of cloud cover (cognitive dissonance), yet allows you to let it clear if you embrace the calmness.

Being a "fool" (actually a wise person) only produces more clouds. Without the clouds you can't find the calm....Stay a fool!



IN THE NEWS

The markets remain turbulent. Is it ever not? Inflation, political antics, private equity, macro/micro economics, etc.... Real Estate is only one asset class, one spoke in a large wheel.

CRE showing Resilience - "While the commercial real estate market continues to face challenges, our 2024 Mid-Year Report demonstrates the industry's remarkable adaptability," said Anthony M. Graziano, CEO of IRR. "We are seeing a stabilization in property prices and a modest increase in values this year, marking a significant turning point. "Our analysis highlights key trends such as adaptive reuse in the industrial sector, resilience in multifamily markets, innovations in retail spaces, and the evolving dynamics in the office sector as it adjusts to new work patterns," he continued. "These insights are essential for stakeholders navigating the current landscape and planning strategically for the future."

MULTI-FAMILY

The anticipation of rates seems to be coming at a good time. There have been some extensions that have occurred from bridge transactions. However, those extensions are short lived and are awaiting the reduction. Upon this happening, (Anticipating starting in Mid Sept) additional capital and more aggressive equity should get their heads out of the sand.



- **RENTER POPULATION GROWS THREE TIMES FASTER THAN HOMEOWNER POPULATION**
- **JOINT VENTURE AIMS TO PROVIDE RELIEF FOR MULTIFAMILY BORROWERS AS BILLIONS IN DEBT COME DUE**

"RESILIENCE.....AGILITY.....OPTIONALITY. IF YOU ARE GOING TO NAVIGATE THIS, GET CONTROL OF YOUR DISTRIBUTIONS (OUTFLOWS)"

- MOHAMED EL-ERIAN, ECONOMIST

- **CAPITAL STACK ADD ON**
- **LEADING INDICATOR OF HOME BUILDING**
- **TPG LOOKS FOR REAL ESTATE WITH \$14 BILLION TO SPEND**

OFFICE

Steady demand. Interestingly enough, a recent surge in financial/RE related users. (Mortgage, settlement, etc..) An anticipated rate cut coincidence? I don't think so! The various reports that are continuously scrutinized by the economic powers at be, remain average at best...leading many to believe that there are going to be numerous cuts in our future.

INDUSTRIAL/FLEX

Demand still outstrips supply. This sector remains a tough one. Any availability often receives inquiries that might not "fit" the asset, yet the user is just trying to find something that they could "make work" There is a bit of the residential economics at play here. Lease rates and asset pricing (IF you can find anything) will continue to trend upward for the foreseeable future.

RETAIL

More Tobacco/VAPE shops.....more Tobacco/VAPE shops.....more Tobacco/VAPE shops..... can someone please send us a summary of the economics and long term play with this model. Seriously.

We do have a few clients who are larger operators that operate legitimate, multi location regional operations that have scale and as a result have buying power, and created a bit of a barrier in certain locations.

However, we could literally fill multiple retail centers with the number of "operators" that have reached out to us.

FOR LEASE

FEATURE PROPERTY



- TRUCK REPAIR/FLEET MAINTENANCE FACILITY
- UP TO 6 AC OF SECURE STORAGE/LAYDOWN
- DOCKS/DRIVE INS
- 10,000+/-SF
- ZONING: HI



**14728 CROWN LANE
HAGERSTOWN, MD 21740**



LONG STANDING LAUNDROMAT W/
REAL ESTATE

571 JEFFERSON BLVD

- Recent Upgrades
- Additional Rental Income
- Billboard Ground Lease

FOR SALE



TURN KEY MEDICAL SPACE AVAILABLE

SYLVANIA BUILDING

- 3,900 +/- SF
- 7,984 +/- SF Contiguous Lab Space
- Exam Rooms
- Close proximity to Rt. 81

FOR LEASE



FORMER JOHN DEERE DEALERSHIP
**12258 BUCHANAN TRAIL W
MERCERSBURG, PA 17236**

- Public Water/Sewer
- Total 15,000 SF +/-
- 5700 sq ft +/- shop space
- 18' +/- ceiling height
- Large showroom/ parts room.
- Several office spaces
- Large amounts of parking/ laydown space
- Additional storage space in detached buildings

FOR LEASE

**207-209 N MAIN
BOONSBORO**

- Credit Tenancy (Fulton Financial Corporation)
- 7,920 +/- SF
- Additional Office Suites-2nd Floor
- Value Add - Future Development
- Adjacent Parcel INCLUDED!



FOR SALE



305 W COMMERCE ST CHAMBERSBURG, PA



**170,000 SQ FT +/- OF WAREHOUSE
POTENTIAL OF 15,000 SQFT +/- OF OFFICE SPACE
RAIL SPUR DIRECT TO BUILDING
ON 41 ACRES
FULLY SPRINKLERED
GAS HEAT
ZONED- COMMERCIAL INDUSTRIAL
21 + LOADING DOCKS**

FOR LEASE

I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

- Flex/contractor
- Light Industrial
- Laydown
- Significant I-81 frontage
- Public Water to Site
- Public Sewer to Site
- Generally Flat Topography
- Zoned HI - Highway Interchange



LABEL LANE, HAGERSTOWN, MD

FOR SALE

11905 WHEATFIELD DRIVE HAGERSTOWN, MD 21740

- 4K-10,000 SF
- 20' Ceiling Height
- 3 Tailgate Docks
- LAYDOWN AVAILABLE
- Immediate Access to I-70/I-81 Interchange (VPD 150,000 est.)
- Public Water/Sewer
- Zoned HI



FOR LEASE



\$7.90M

1101 OPAL COURT

- 7% Cap
- Multi-tenant Medical/Office
- Positioned for Future Growth
- Priced Well Below Replacement Costs

**99%
OCCUPIED**

FOR SALE



SOUTH POINTE RETAIL CENTER

- Suite 1800
- 3000' +/-
- Newly Renovated 2 bathrooms (1 with shower)
- Professional Setting
- Ample Parking
- Low CAM Expense

FOR LEASE



LAUNDROMAT/REAL ESTATE

824 PENNSYLVANIA AVE

- Real Estate Included
- Ample Parking
- Cash Flow
- Turn key Operation
- Zoning: Commercial General (CG)

FOR SALE



MULTI TENANT OFFICE/FLEX
INVESTMENT OPPORTUNITY

19833 LEIFERSBURG PIKE

- STABLE INVESTMENT OPPORTUNITY
- 22,470+/-SF
- 3.44AC
- VALUE ADD ADDITIONAL USABLE GROUND
- RECENT IMPROVEMENTS (ROOF, HVAC, PARKING LOT REPAIR/OVERLAY)
- ZONING: BG

FOR SALE



OFFICE/COLD STORAGE

300 W FRANKLIN ST

- Office Space/Flexible Cold Storage
- Flexible Floor Plan
- Private Reception
- Ample Parking

FOR LEASE



COMMERCIAL LAND

EASTERN BLVD

- 1.053 Acres
- Zoning: "POM"
- Professional Office -Mixed
- High Growth Corridor
- VARIETY OF permitted uses

FOR SALE

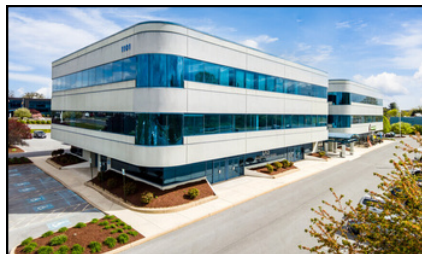


COMMERCIAL LAND

EASTERN BLVD

- 5 Ac
- CG Zoning
- Storm Water Quantity on site
- Rt 40/Eastern Blvd- 39,082 ADT
- Eastern Blvd-20,442 ADT

FOR SALE



LEASED

1101 OPAL COURT

- Flexible Terms
- High Growth Area
- 2600 SF
- Eastern Blvd

FOR LEASE



EXTERIOR RENOVATIONS!

CRESSLER PLAZA, BURHANS BLVD

- 6K-7K SF AVAILABLE
- 2 PAD SITES
- 435+/- PARKING SPACES
- LOCATED AT A FOUR WAY SIGNALIZED INTERSECTION

FOR LEASE



BIG BOX- RETAIL/FLEX

ST. JAMES

- 38,667 +/- SF
- Former Grocery Store
- over 25,000+ ADT

FOR LEASE



LIGHT MANUFACTURING/
STORAGE FACILITY

111 W FIRST ST

- 6600 +/- SF
- Drive-in
- 3 Phase
- Fully Conditioned

FOR SALE/ LEASE



MEDICAL/OFFICE

1125 OPAL COURT

- 4000 +/- SF
- Open Floor Plan

ONLY 1 SPACE LEFT

FOR LEASE



COMMERCIAL LAND FOR SALE

1325 ROBINWOOD DR

- 1.2 acres
- Highly Visible
- Zoning: PUD Overlay
- Center Turn Lane Already Installed

FOR SALE



MEDICAL

19236 MEADOW VIEW DRIVE

- 1,250 SF Main Level
- 3,000+ SF Lower Level
- Exam Rooms with Sinks

FOR LEASE



MOUNTAINSIDE RETREAT

13856 POND VIEW LN MERCERSBURG, PA 17236

- Short-Term Rental
- Long-Term Investment
- Weekend Getaway
- 4 Bedrooms
- 3.5 Bathrooms

FOR SALE



LAND LEASE OR BUILD TO SUIT

SMITHSBURG- CORNER

- Wanted: C-Store/Retail
- High Traffic
- Four Way Lighted Intersection
- Growing Community
- Flexible Lease Terms

FOR LEASE

LEASED



END CAP RETAIL

WESEL PLAZA

- 1,300 SF End Cap Available
- Located in Hagerstown's most sought after retail area
- Join Harbor Freight Tools, Mariner Finance, and Pho Viet

FOR LEASE



INVESTMENT OPPORTUNITY

206-208 EAST AVE

- Side by Side Duplex
- 2bed/1 Bath Each Side

FOR SALE



GROUND FLOOR PROFESSIONAL SPACE

1305 PENNSYLVANIA AVE

- 2 SUITES AVAILABLE OR COMBINE AS ONE.
- SUITE #1 - 400 SQ FT +/-
- SUITE #2 - 1500 SQ FT +/-

FOR LEASE



INDUSTRIAL/CREATIVE SPACE

686 PENNSYLVANIA AVE

- Zoned IR (Industrial Restricted)
- Build to Suit
- 2,000-18,000 SF

FOR LEASE



FLEX SPACE

13331 PENNSYLVANIA AVE

- 8,800 +/- SF
- Highly Visible
- Average 15,500 ADT
- Ample Parking
- 3 phase Electrical

FOR LEASE



STUDIO/PROFESSIONAL OFFICE

44 N POTOMAC STREET

- Office/Studios
- Starting at \$249/mo
- Utilities Included!
- Ground Floor Available

FOR LEASE



RETAIL

22309 OLD GEORGETOWN ROAD

- Cozy Storefront- FOR LEASE
- Highly Trafficked Road
- Storage Space Available
- Outdoor Space Available.

FOR LEASE



MEDICAL/OFFICE

1120 PROFESSIONAL COURT

- Ground Floor Access
- Up to 7,500 SF
- Flexible Terms
- Highly Visible

FOR LEASE



WESTVIEW BUSINESS CENTER

HAGERSTOWN, MD

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

FOR LEASE



COMMERCIAL LAND-SALE

WILLIAMSPORT MD

- 2.32Ac +/-
- Immediate Interstate Exit Visibility
- Zoned: GC General Commercial
- Rt 81 (near Rt 11) exit = 64,310 ADT
- VA Ave (Rt 11) = 15,552 ADT

FOR SALE



AEK Real Estate

IS FOCUSED ON PROVIDING SALES/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 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

LEASE - OFFICE - AEK TENANT & LANDLORD REPRESENTATION

LEASE - RETAIL (END CAP) - AEK TENANT & LANDLORD REPRESENTATION

LEASE - LAYDOWN - AEK TENANT REPRESENTATION