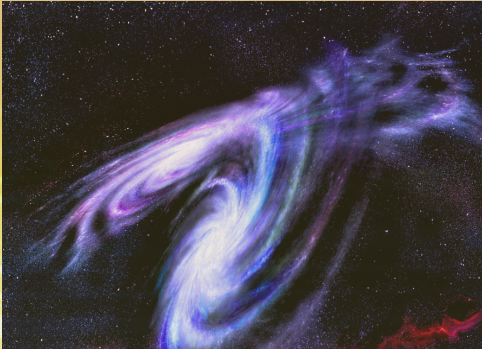


NEWSLETTER

THE TRUTH

COMMUNICATION - THE ROOT OF ALL.
BUSINESS, RELATIONSHIPS, ETC...

The "perfect" collision - an instance of one moving object or person striking violently against another.



Perfect because of the result (the effect) that comes from the collision. You would never choose this option... to crash and burn. We are inherently lazy and tend to lean into the path of least resistance. The easier the better right?

Well having firsthand knowledge of finding a way to walk away from a catastrophic wreck, it is only then that you begin to understand that you are being tested.

You see, we just might be here to be given certain tasks, life events, choices to make. Only to be ultimately evaluated based on the decisions we make around the options.

Whatever you believe (or don't) is what it is. However, you can probably agree that we are **provided opportunities to choose on a regular basis.**

What has been eerily apparent is that **without** the damage from the collision(s) (the more severe the better) you stay "stuck".

Stuck in a loop. The loop of decisions ----

decisions... results (collisions)...reflection....again,
decisions... results (collisions)...reflection....

NOW....only after many years...there comes perspective.

Many decisions have been made and the results of the decisions have been digested. You only now find yourself in an evaluation period before entering the decision loop with a newly earned perspective.

Wow, can't believe that is actually coming out. Must be all the grey hair! Ahhhh perspective.

Now, having the opportunity to experience different perspectives (often coming from opposite directions) with grace and patience can only be summed up as a gift.

The gift of not having to try and hammer a square peg in a round hole. The different perspectives (the one object or person) colliding produces results that wouldn't have happened otherwise.

At the time of collision it may appear to be catastrophic.

That's exactly the point. That's just the perception of the initial incident. Most likely viewed only at the surface. Take a look at the aftermath. The parts that are now scattered. Blown up!

What an opportunity. Beautiful in a way. Beautiful to be in a position of having the ability to reconfigure, modify, insert new, or completely change it with a newly earned perspective.

How special. How exciting to look for the new connections, the new pathways that could be pursued. Most likely these are **not** the paths of least resistance.

More than likely the new pathways will be hard. **Absorb**.....two ears - one mouth.

Make a commitment to take the right path....not the easiest. The flagstones will appear in front of you as needed.



AEK OPEN HOUSE

595 NORTHERN AVE

Not your typical brokerage

MAY 31, 2024

MARK YOUR CALENDARS MAY 31 OUR 2ND ATTEMPT TO ROLL UP OUR DOORS!

Our intentions for our second iteration of this remain the same. **Spread positive, supportive energy and make an effort to clear any obstacles.**

We are extremely appreciative for all of the personal and professional support we have received.

We would like to reciprocate and thank you in person.

Won't you please join us. If you haven't met us, please come and introduce yourself. We expect there to be just a bit of curiosity....we tend to do things a little different.

-MIKE & COREY

OFFICE



HUNTING FOR OPPORTUNITY?

For investors looking to buy, the combination of plummeting valuations and owners eager to offload distressed properties has triggered a flurry of deals with historically low prices they can't afford to pass up. Valuations across the country have collapsed under the pressure of the impact of flexible work trends, depressed leasing volume, bleak refinancing conditions and high interest rates.

The fall in office values could match or surpass the depreciation measured throughout the Great Recession, credit-rating firm Fitch Ratings wrote in a recent report, adding that prices have yet to bottom out. Office values have dipped to a near four-year low, and any recovery effort is expected to stretch far beyond the time it took for the market to bounce back from the 2008-era crash.

Average valuations are down by as much as 15% since the end of 2021, according to CoStar analysis, with larger, institutional-grade properties dropping by about twice the rate.

- Katie Burke Costar News

RETAIL

SINGLE-
TENANT, NET-
LEASED
PROPERTY
SALES FALL TO
14-YEAR LOW



INDUSTRIAL/FLEX

SMALL INDUSTRIAL SPACES ARE IN
SHORT SUPPLY ACROSS THE US. HERE'S
WHERE THEY ARE SCARCEST.



MULTI-FAMILY



PRIME MULTIFAMILY METRICS TICK UPWARD
FOR FIRST TIME IN TWO YEARS

IN THE NEWS

Did someone whisper "stabilization" All forms of media loves a headline....this is a double edge sword.

However, in citing the Green Street Index they seem to find some light in overall sentiment....or maybe they are just looking for a crumb of data that could be positive and indicative of a future trend?

GREEN STREET: CRE NOW FAIRLY
VALUED VS. BONDS

FEATURE PROPERTY

SOUTH POINTE RETAIL CENTER

- SUITE 1800
- 3000' +/- NEWLY RENOVATED 2 BATHROOMS (1 WITH SHOWER)
- PROFESSIONAL SETTING
- AMPLE PARKING
- LOW CAM EXPENSE



EASTERN BLVD SALE

HAGERSTOWN, MD

- 5 AC
- CG ZONING
- STORM WATER QUANTITY ON SITE
- RT 40/EASTERN BLVD- 39,082 ADT
- EASTERN BLVD-20,442 ADT

TURN KEY MEDICAL SPACE AVAILABLE

FOR LEASE



SYLVANIA BUILDING

HAGERSTOWN, MD

- 3,900 +/- SF
- 7,984 +/- SF CONTIGUOUS
- LAB SPACE, EXAM ROOMS, ETC.
- CLOSE PROXIMITY TO RT. 81

EASTERN BLVD COMMERCIAL LAND



FOR SALE

- 1.053 ACRES
- ZONING: "POM"
- PROFESSIONAL OFFICE - MIXED
- HIGH GROWTH CORRIDOR
- VARIETY OF PERMITTED USES

I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

FOR SALE

Label Lane,
Hagerstown, MD



- FLEX/CONTRACTOR
- LIGHT INDUSTRIAL
- LAYDOWN
- SIGNIFICANT I-81 FRONTAGE
- PUBLIC WATER TO SITE
- PUBLIC SEWER TO SITE
- GENERALLY FLAT TOPOGRAPHY
- ZONED HI - HIGH-WAY INTERCHANGE

WESTVIEW BUSINESS CENTER

LEASE



- PRIVATE PARKING
- FLEXIBLE TERMS

- PROFESSIONAL/ CREATIVE SUITES
- FULLY SECURE BUILDING



FOR SALE

1101 OPAL COURT
\$7.90M

- 7% CAP
- MULTI-TENANT MEDICAL/OFFICE
- CURRENTLY 95% OCCUPIED
- POSITIONED FOR FUTURE GROWTH
- PRICED WELL BELOW REPLACEMENT COSTS



WILLIAMSPORT MD COMMERCIAL LAND-SALE

- 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



145 W CHURCH STREET- SALE -LAUNDROMAT/REAL ESTATE

- REAL ESTATE INCLUDED
- AMPLE PARKING
- CASH FLOW
- TURN KEY OPERATION

FOR SALE



16428 LEON GRIMM RD

LAYDOWN STORAGE ACREAGE

GREAT CONTRACTOR LIVE/WORK SPACE



- 11.52 TOTAL ACRES
- ZONED RB
- LARGE OUT BUILDING W/ OFFICE TRAILER
- 3 BED / 2 BATH HOME

UNDER CONTRACT

LEASE



12258 BUCHANAN TRAIL W
MERCERSBURG, PA 17236



- FORMER JOHN DEERE DEALERSHIP
- PUBLIC WATER/SEWER
- 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

ONLY 1 SPACE LEFT



1101 OPAL COURT -MEDICAL/OFFICE

LEASE

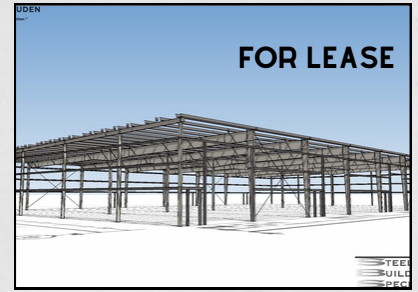
- FLEXIBLE TERMS
- HIGH GROWTH AREA
- 2600 SF
- EASTERN BLVD



19236 MEADOW VIEW DRIVE -MEDICAL

LEASE

- 1,250 SF MAIN LEVEL
- 3,000+ SF LOWER LEVEL
- EXAM ROOMS WITH SINKS



225 MCRAND COURT EST. DELIVERY FALL 2024

LEASE

- UP TO 24KSF WAREHOUSE 120' X 200'
- 24' CEILINGS
- DOCK AND DRIVE IN DOORS
- FLEXIBLE FINISHES
- ZONED IG- (WIDE VARIETY OF PERMITTED USES)
- 2,566 AC



44 N POTOMAC STREET -STUDIO/PROFESSIONAL OFFICE

LEASE

- OFFICE/STUDIOS
- STARTING AT \$249/MO
- UTILITIES INCLUDED!
- GROUND FLOOR AVAILABLE



BIG BOX- RETAIL/FLEX

LEASE

- 38,667 +/- SF
- FORMER GROCERY STORE
- OVER 25,000+ ADT



13331 PENNSYLVANIA AVE -FLEX SPACE

LEASE

- 8,800 +/- SF
- HIGHLY VISIBLE
- AVERAGE 15,500 ADT
- AMPLE PARKING
- 3 PHASE ELECTRICAL

ONLY 1 SPACE LEFT



1125 OPAL COURT -MEDICAL

LEASE

- 4000 +/-SF
- OPEN FLOOR PLAN



686 PENNSYLVANIA AVE -INDUSTRIAL/CREATIVE SPACE

LEASE

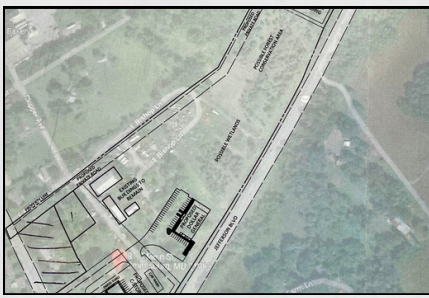
- ZONED IR (INDUSTRIAL RESTRICTED)
- BUILT TO SUIT
- 2,000-18,000 SF



591 NORTHERN AVE -RETAIL

LEASE

- 2100 +/- SF
- HIGHLY VISIBLE/STRONG TRAFFIC
- NORTHERN AVE-DESIRABLE NEIGHBORHOOD



**SMITHSBURG- CORNER
LAND LEASE OR BUILD TO
SUIT**

- WANTED: C-STORE/RETAIL
- HIGH TRAFFIC
- FOUR WAY LIGHTED INTERSECTION
- GROWING COMMUNITY
- FLEXIBLE LEASE TERMS

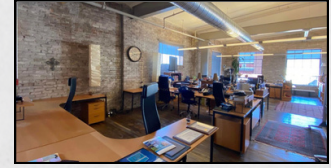


**CRESSLER PLAZA,
BURHANS BLVD**

EXTERIOR RENOVATIONS!

LEASE

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



DOWNTOWN OFFICE SPACE

JOIN A GROWING LIST OF TENANTS

- OFFICE/ARTIST STUDIOS- SCHINDEL ROHRER BUILDING STILL AVAILABLE
- ~~806 SF 2-3 OFFICES~~ **LEASED**



UNDER CONTRACT

**22309 OLD GEORGETOWN ROAD
SALE
-ICE CREAM BUSINESS /REAL ESTATE**

- 1.2 ACRES
- PRIME LOCATION
- ZONED BG



**1120 PROFESSIONAL COURT
-MEDICAL/OFFICE**

LEASE

- GROUND FLOOR ACCESS
- UP TO 7,500 SF
- FLEXIBLE TERMS
- HIGHLY VISIBLE



**123000 SHIFLER LANE
WAREHOUSE-LEASE**

- INDUSTRIAL/FLEX SPACE (NEWLY RENOVATED OFFICES/SHOWROOM)
- SECURE OUTDOOR LAYDOWN/STORAGE W/ADDITIONAL OUTDOOR SPACE AVAILABLE!
- 15,500+/-SF MAIN BUILDING DOCKS / DRIVE IN'S 16'-20 CLEAR HEIGHTS



**580 NORTHERN AVE
-PROFESSIONAL OFFICE**

LEASE

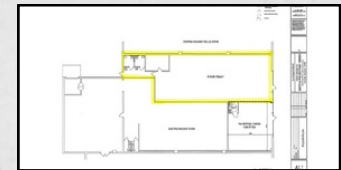
- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



**WESEL PLAZA
-END CAP RETAIL**

LEASE

- 1,300 SF END CAP AVAILABLE
- LOCATED IN HAGERSTOWN'S MOST SOUGHT AFTER RETAIL AREA
- JOIN HARBOR FREIGHT TOOLS, MARINER FINANCE, AND PHO VIET



**HANCOCK SHOPPING CENTER
-RETAIL**

2,791 +/- LEASE

- 11,000+/- CUSTOMERS PER WEEK
- HANCOCK'S PREMIER RETAIL DESTINATION. (THIS IS THE ONLY LARGE SHOPPING CENTER IN HANCOCK)-10,000 VISITORS WEEKLY
- JOIN: MERITUS, FOOD LION, REEDS PHARMACY, FAMILY DOLLAR, VALLEY HEALTH, SUNOCO, M&T BANK

AEK



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!