

THE TRUTH

"LIVING IN A SWARM OF THOUGHTS AND
SEEING NOTHING"

-MEL ZIEGLER

WHAT DO THE "OTHERS" ACTUALLY BRING?

Blown anything up lately? Are the remnants still floating? Seeing them floating in the current....is that selfishness? Are you cognizant of the destruction....the brokenness?

You can see it, but do you want to just continue to watch the pieces float? We have all been in a position of being empathetic and trying to be supportive. We've all heard it "That's the right thing to do." Agreed, there is certainly a time and place to be the bigger human. Provide support of any kind and take the high road if that is deemed appropriate. However, it becomes ever more apparent that if it doesn't serve you....you have to let it go. This could be viewed as a version of selfishness. Being selfish doesn't have to be negative. We are talking about using the precious time to serve ourselves....first and foremost. We can't give if we haven't protected ourselves.

Actively taking care of ourselves. The word "selfish" is immediately taken at face value....specifically defined as lacking consideration for others. A negative connotation. However and probably most importantly it ALSO can be described as being concerned primarily with one's own personal profit or pleasure. That's it! Concerned PRIMARILY WITH ONES OWN PERSONAL PROFIT or PLEASURE....why should we be so concerned with "all" that the OTHERS bring?

OTHERS is the point. Should we not entertain on the surface then decide if the party that accompanies so many humans (others) nowadays is worth allowing in. For goodness sakes, you should protect yourselves. Your soul aura will thank you. That might mean saying "no" or making the conscious decision to not participate in whatever that might be. We are all so guilty of just surface entertainment and for most, that is just fine. Getting along to get along.

However, the realness that comes along with dealing only with the things that serve you tend to really glow when you let all that should be passed along move on down the river with the current.

DON'T KNOW HOW I GOT HERE BUT I'M GLAD I CAME



STREET KNOWLEDGE

When the 10-year Treasury yield declines, it might initially seem like a positive development. Lowering the risk-free portion of longer-term interest rates should, in theory, make financing more accessible. However, this shift comes amidst a wave of uncertainty engulfing the U.S. financial system and economy,

leaving many in the commercial real estate sector cautious. On the bright side, some immediate benefits are already apparent. Louis Adler, co-chief executive officer at REAL New York, highlights this optimism: **“Projects that were previously shelved due to tighter debt markets might now start to move forward again,”** he told GlobeSt.com. **“Developers who were sidelined by rising rates are re-running their numbers.”**

This renewed activity suggests that falling yields could breathe life into projects previously on hold.

By Erik Sherman GlobeSt

**4 WAYS TO ADD
REAL ESTATE TO
YOUR ASSET
MIX**



GENERAL MARKET INFORMATION

After a period of stagnation, the commercial real estate market is showing signs of life, with February sales surging 30% year-over-year and distress rates for CMBS loans declining for the second consecutive month. This thawing was highlighted in a recent report by Moody's and stems from a confluence of factors: an improving economic environment, lower interest rates, renewed investor confidence, and critical price discovery achieved through realized losses. Moody's report suggests that this shift could mark the beginning of a stabilization phase, possibly leading to growth—provided lenders and borrowers can navigate the uncertainties of the year ahead. “If lenders and borrowers can make it through the year,” the report notes, “an increase in transactions indicates a potential return to stability.”

INDUSTRIAL/FLEX

Amazon is considering a \$15-billion warehouse expansion plan that would add nearly 80 new logistics facilities in U.S. cities and rural areas, Bloomberg News reported Wednesday. The e-commerce giant is asking potential capital partners to submit proposals, reported Bloomberg, citing people familiar with the matter. Although the properties are expected to be mostly delivery hubs, some projects would also include large, multi-story fulfillment centers packed with robots. Currently Amazon operates more than 600 U.S. fulfillment centers, delivery stations and same-day facilities. Amazon is willing to lease the new logistics facilities in the U.S. for 15 to 25 years, according to Bloomberg. Some of the sites could be funded directly by Amazon.



MULTI FAMILY

At least on the local (81 corridor PA/MD/WV) inventory-new build is scarce.

The U.S. multifamily market in early 2025 is defined by a return to stability and a cautious optimism, as the sector transitions from the turbulence of pandemic-era supply surges toward a more balanced and sustainable footing, according to a new report by CBRE. This search for equilibrium is evident across key market fundamentals: underwriting assumptions, investor sentiment, and supply-demand dynamics are all converging toward a new normal after years of volatility. Underwriting standards in the first quarter of 2025 reflect this recalibration. For core multifamily assets, assumptions have improved, with both going-in and exit cap rates inching downward—falling by 6 and 3 basis points, respectively—while core unlevered IRR targets also declined, aligning closely with mid-2023 levels. This signals investors are regaining confidence in the sector's long-term value, even as the Federal Reserve signals a slower pace for interest rate cuts in 2025. BY ERIK SHERMAN GLOBEST



OFFICE

Growing economic uncertainty was not enough to stem the tide of tenants' appetite for U.S. office space in the first quarter of the year. Office-seeking companies leased an estimated 115 million square feet in the first three months of 2025, according to preliminary CoStar data. This was a 13% increase from the prior quarter and the most since the middle of 2019, offering the strongest evidence to date that a sector-wide recovery is underway as companies set their expectations for office attendance and space utilization. The surge in overall volume occurred despite a continuation of a trend of smaller transaction sizes. The trailing four-quarter average lease size of about 3,500 square feet is about 15% below its five-year, pre-pandemic norm. - By Phil Mobley, CoStar Analytics

RETAIL

Locally we have been discussing/experiencing this for some time. Availability is scarce.

The retail sector's record-low availability rate will buffer it from tariff headwinds, a CBRE report said. Although the Trump administration has paused sweeping reciprocal tariffs on most countries days after implementing them, questions still remain around the risk to retail real estate as companies weigh how much of the increased import duties they would absorb or pass on to customers. Higher costs and uncertainty could eventually cause leases to be delayed or canceled as retailers reassess expansion plans and focus on operational efficiency. However, the sector's 4.8% national availability rate provides some cushion against the potential negative impacts of tariffs. Slower new development driven by higher construction costs could also help keep this category low and support long-term market fundamentals, said CBRE.



CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



335 W BALTIMORE ST

- Prime Location
- 14,000 +/- ATD
- .58 acres with availability up to 1.31 acres
- Commercial Zoning

SALE



20 S MAIN STREET CHAMBERSBURG, PA

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

LEASE



550 DEVELOPMENT AVE CHAMBERSBURG, PA

- 13,588 +/- SF
- FLEX/WAREHOUSE
- CEILING HEIGHT 18'
- 8 AC +/-
- NO USE RESTRICTIONS
- 3 PHASE
- SPRINKLER
- GAS
- 2 DOCKS / 1 DRIVE THRU

LEASE

3475 LINCOLN WAY CONTRACTOR STORAGE/FLEX



LEASE

- 13,000 +/- SQ FT - WILL DEMISE
- 14' GARAGE DOORS
- 16-20' CEILINGS
- 1.5 ACRES +/- LAYDOWN

LEASE



305 W COMMERCIAL CHAMBERSBURG, PA

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



LEASE



12258 BUCHANAN TRAIL W MERCERSBURG, PA 17236

FORMER JOHN DEERE DEALERSHIP

- 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

LEASE

FEATURE PROPERTY

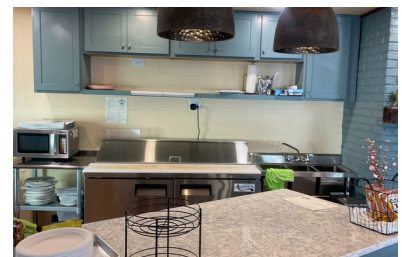
TURNKEY BUSINESS OPPORTUNITY

SALE

16 N. CONOCOCHIEAGUE ST



- All FF&E Convey
- Approved Seating for 66 +/-
- Extended Lease Terms Available



EASTERN BLVD CORRIDOR

\$199,900

- 1.053 Acres
- Zoning: "POM"
- Professional Office -Mixed

SALE



MIXED-USE

141 E ANTIETAM STREET

- 100% occupied
- 6 Residential Units
- 1 commercial Unit
- Professionally Managed

SALE



RETAIL CENTER

1455 WESEL BLVD HAGERSTOWN, MD

- 100% Occupied
- Harbor Freight, Mariner Finance
- Established Retail Corridor

SALE



SALE

301 E WASHINGTON ST NNN INVESTMENT

- NOI: \$174,000 with 2% annual increases.
- Lease Term Remaining: ~14+ years with renewal options.
- Location: High-traffic area on Rt 40, close to downtown Hagerstown.

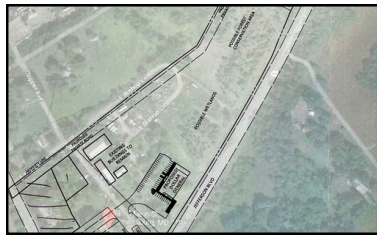


COMMERCIAL LAND-SALE

WILLIAMSPORT, PA

- 2.3 AC
- Immediate Intersection Exit Availability
- Zoned: General Commercial
- Rt 11 / Rt 117 exit = 64,310 ADT
- Ave (Rt 11) = 15,552 ADT

SALE



LAND LEASE OR BUILD TO SUIT

SMITHSBURG- CORNER

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

SALE



BIG BOX- RETAIL/FLEX

ST. JAMES

- 15,480 +/- SF
- Former Grocery Store
- over 25,000+ ADT

LEASE



ICONIC HAGERSTOWN LANDMARK

SALE

GENERATIONAL REDEVELOPMENT OPPORTUNITY

- IDEAL ADAPTIVE REUSE OPPORTUNITY
- GSF: 57,680 +/- SF
- CURRENTLY OPERATING AS EXTENDED STAY: 134 KEYS

50 & 44-46 SUMMIT AVE



19435 LEITERSBURG PIKE

- 3400 SF +/-
- BUILD TO SUIT
- HIGH VISIBILITY
- AMPLE PARKING

LEASE



MOTIVATED SELLER

IDEAL REDEVELOPMENT OPPORTUNITY!

13324 PENNSYLVANIA AVE

- Up to 1.8 ac Usable Pad
- Zoning: BG
- Myriad of Permitted Uses
- 21,000 SF

LEASE



16619 HUNTERS GREEN PKWY #200

- Professional Office
- 3800 Sq Ft +/-
- Private Setting/Parking
- Close proximity to Interstates 70 & 81

LEASE



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 - Highway Interchange

SALE



COMMERCIAL LAND FOR SALE

1325 ROBINWOOD DR

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

SALE



19833 LEITERSBURG PIKE

- Professional Office Suites
- All Utilities Included
- Ample parking
- 355 or 1,085 SF
- Only 2 Suites Available

LEASE



13331 PA AVE -LAND

- Zoning - BG
- 15,000 + ADT
- Growing Retail Corridor
- Close Proximity to Interstate 81

LEASE



MEDICAL CONDO

1150 OMEGA CT

- Medical Condo
- Current Tenant: NNN w/extension
- 1550 +/- SF
- FF&E included

SALE



28 SOUTH POTOMAC ST

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

LEASE

EASTERN BLVD CORRIDOR



REDEVELOPMENT OPPORTUNITY

- 6000 +/- SF
- 1.25 Ac
- 21,000+ ADT
- Zoning: CG
- (Commercial General)

SALE/LEASE



19760 LONGMEADOW RD

- Office Suite
- Private Setting/Parking
- 1500 +/- SF
- Flexible/Open floor plan - Lots of Storage

LEASE

**MOTIVATED
SELLER!**

1101 OPAL COURT



100% OCCUPIED

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

SALE



SUMMIT AVE SALON

- Established Salon Location
- Hair, Nails, Wax, Lash, etc
- Quite neighborhood
- Currently set up to accommodate multiple stations
- Flexible Terms/Price

LEASE



INDUSTRIAL/CREATIVE SPACE

686 PENNSYLVANIA AVE

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

LEASE

COMMERCIAL BUILDING LOT



EASTERN BLVD AREA

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

PRICED TO SELL

\$199,900

SALE



OFFICE/COLD STORAGE

300 W FRANKLIN ST

- Office Space/Flexible Cold Storage
- Suites Starting as low as 2,000 SF
- Flexible Floor Plan
- Private Reception
- Ample Parking

LEASE



COMMERCIAL LAND

EASTERN BLVD

- 1.053 Acres
- Zoning: "POM"
- Professional Office -Mixed
- High Growth Corridor
- VARIETY of Permitted Uses

SALE



COMMERCIAL LAND

EASTERN BLVD

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

SALE



LAUNDROMAT/REAL ESTATE

824 PENNSYLVANIA AVE

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

SALE



MEDICAL/OFFICE

1125 OPAL COURT

- 2-4,000 +/-SF
- Open Floor Plan

ONLY 1 SPACE LEFT

LEASE



PRICE ADJUSTMENT

**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!

SALE



TURN KEY MEDICAL SPACE

SYLVANIA BUILDING

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

LEASE



WESTVIEW BUSINESS CENTER

NEW SUITES AVAILABLE

HAGERSTOWN, MD

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

LEASE



RETAIL CENTER

**CRESSLER PLAZA,
BURHANS BLVD**

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

LEASE



MIXED-USE

29 W FRANKLIN

- 14,000 +/- SF of finished space
- Private Parking
- Ground Floor Office/Retail
- 6 Residential Units

SALE



14728 CROWN LANE

- 3 ac +/-
- Laydown
- Outdoor Storage
- Truck Parking
- Gated Entrance
- Secure Yard

LAND LEASE



19723 LEITERSBURG PIKE

- 1950 +/- SF
- Former Established Salon
- Great Visibility

LEASE



MOUNTAINSIDE RETREAT

**13856 POND VIEW LN
MERCERSBURG, PA 17236**

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

SALE



INDUSTRIAL INVESTMENT OPPORTUNITY

947 COMMONWEALTH AVE

- Single Tenant
- 9,000 +/- sf
- Zoning: IG (Industrial General)

SALE



RECENT TRANSACTIONS

LEASE CHAMBERSBURG - FLEX W/ LAYDOWN - AEK LANDLORD & TENANT REPRESENTATION

LEASE LONGMEADOW - OFFICE - AEK LANDLORD & TENANT REPRESENTATION

LEASE SOUTH POINTE - RETAIL (2ND GEN RESTAURANT) - AEK LANDLORD & TENANT REPRESENTATION

LEASE CHAMBERSBURG-PROFESSIONAL SUITE-OFFICE-AEK LANDLORD & TENANT REPRESENTATION
