

# NEWSLETTER

## THE TRUTH

### WE HAVE THE ABILITY TO CHOOSE.

Look, the TRUTH really is....if you allow doubt and hesitation into your pursuits, many things can manifest. Here are a few

- Stagnation of your current existence - doing the same thing = No Progress
- Unwarranted stress - Over-burdened or overwhelmed, anxiety creeps in developing a constant nervousness
- Unable to enjoy yourself..... even depression

#### Why is this even a part of our reality?

Why do we choose to burden ourselves? Self-sabotaging our true nature. The ability to trust the information that you are given and swiftly make a decision is the beauty of it. Trusting the collective.

As we continue to discard the hours/days that we are given, the mind(self-talk, belief, doing the right thing, etc...), and more importantly the **combination of the mind and soul needs to be the primary drivers.**

Keep your conscious mind busy with expectation of the best for you. Busy your mind with the concepts of harmony, health, peace, and goodwill. Take note of how you address yourself.....what are you saying? Is it positive? How are you feeling.....what are you carrying? Why not view things as half full? You literally have two choices. **Why not choose happiness.....** Positivity?

*you don't know what you don't know*

**"IF IT'S COMPLICATED,  
IT'S NOT RIGHT."**

K. WOLFE

It has taken many, many years of adversity, failures and a ton of reflection to develop the muscles. Eventually, you come to the realization that it could always be worse.

The TRUTH is a direct result of the thoughts you had and the actions you took that led you to this moment. When you finally begin to understand that your mind is the beginning of this chain reaction of cause and effect that can lead you in two directions. A positive direction or a negative direction. You will begin to appreciate how you think.

We have touched on many of these philosophical thoughts in the past....some thought provoking and complex.....others with a direct, measurable impact. You can actually see the tangible results. In all cases, **the seed that seems to be consistent is the ability to choose.**

We choose to wallow. We choose to motivate (get stuff done) or not. We choose to be happy. We choose to be supportive. Some days are more difficult than others.

The TRUTH is....you can choose your perspective. As someone recently expressed **"Free will is alive and well."** Choose accordingly.

## RALPH W EMERSON DEFINED SUCCESS

TO LAUGH OFTEN AND MUCH; TO WIN THE RESPECT OF INTELLIGENT PEOPLE AND THE AFFECTION OF CHILDREN; TO EARN THE APPRECIATION OF HONEST CRITICS AND ENDURE THE BETRAYAL OF FALSE FRIENDS; TO APPRECIATE BEAUTY, TO FIND THE BEST IN OTHERS; TO LEAVE THE WORLD A BIT BETTER, WHETHER BY A HEALTHY CHILD, A GARDEN PATCH, OR A REDEEMED SOCIAL CONDITION; TO KNOW EVEN ONE LIFE HAS BREATHED EASIER BECAUSE YOU HAVE LIVED. THIS IS TO HAVE SUCCEEDED

# AEK

REAL  
ESTATE  
LLC

# NEWS

## WE ARE PLEASED TO ANNOUNCE

Secondhand Reggae  
Band will be providing  
their smooth, live  
energy.

Thick-N-Thin Brewing  
Co. will send their  
love with some of  
their delicious brews.

## Open House

MAY 5TH 1-6 PM



**BOYS & GIRLS CLUB**  
OF WASHINGTON COUNTY



HELP AEK RAISE

# \$25,000

AEK WILL MATCH UP TO \$12,500

## GREG SNOOK

### EMPHASIZING THE IMPORTANCE OF PARTNERSHIPS AND REPUTATION

#### A brief description of a special soul:

Giving/Selfless/Philanthropist  
Astute man with sound business acumen  
Extensive history of professionalism & Humbleness with the community (the greater good) at the essence of purpose  
Combined with the experience of public policy and fiscal management.

It is not my place to share the intimate details. The list of accomplishments and impact is immense. Some are very public and others not so much. He seemed to be just as proud (maybe more so) of the things that he might not necessarily be known for.

#### **Be assured, he has had intimate involvement with what you currently experience and will continue to see unfold in the greater Hagerstown/Washington County community.**

He currently provides his valuable time to many boards and is often a sounding board to many of the sitting community leaders.

It is extremely rare to have the opportunity to interact with someone that possesses a combination of selflessness, passion, authenticity, and experience. On top of that foundation, the ability to add warmth while wrapping up our coffee with the statement "Now, what can I help you with?"

Honestly, his question was a shock to the system. The immediate response was..."Oh no thank you. But I really appreciate that." After having time to digest the interaction in its entirety, **I concluded that in that brief moment, I experienced what makes him so special. It was so clear.....a purity to it. He certainly didn't have to ask. He WANTED to.**

There have been enough interactions with him over the years to have a sense of the makeup, but he chooses to run the marathon (not a sprint) and provide value at a seemingly moment's notice. Always being kind and professional. **He described this as "planting seeds."** A brief encounter, taking a phone call, making a call (because he knows the individual from 20 years ago), or making an introduction. He does all of these things regularly. He doesn't EXPECT anything in return...he is just "of service".

Conceptually, we have heard bits and pieces, variations of this. Making small decisions on a daily basis that eventually compound, staying on course...making slight corrections on a daily basis, doing something positive everyday...could be choosing to take the stairs, or taking some time to meditate, reading a page a day, etc.....The difference is, he chooses to do these things with the intention of helping others. **As a result, this directly impacts his/our community.** He summed this up by saying that his father, the late **Martin "Marty" L Snook, told him, "You are never going to be poor by giving."**

There is no doubt he has tried to live just that.

Digest that for a minute..... What do you possess that you can give to someone else?

We are extremely complex entities. Especially, as more information continues to present itself regarding our origins and our journey to become more evolved. It is a relatively simple concept.... the act of giving..... **but to give without any real expectation of receiving something in return seems to be the true essence.**

## SPOTLIGHT

### GREG SNOOK CONTINUED...

The purpose of this ongoing SPOTLIGHT exercise is to try and uncover what makes some people do what they do. What drives them...gets them out of bed in the morning. Their "WHY"

As we have experiences and are fortunate enough to have time to reflect on them, we can find ourselves changing (evolving) to incorporate more patience, more inclusion, and most importantly, the realization that time (being present with our loved ones) goes to the top of our "bucket list". I suppose it's because Time is a finite resource. We only have so much.

Mr. Snook's ability to now enjoy things .....coffee, sunshine filled bike rides, maybe a cruise with a kayak, watching his grandchildren play ball..... being present with his family is his purpose...his "WHY"

Honored to have his cell number. Not surprisingly, he always seems to have the time to take the call.

**It has become even more apparent that there will be a gaping hole within this community when he decides to head south for good.**

As he said, "the sun shines on everyone there".

## STREET KNOWLEDGE

Honestly, the current turbulence in the economy is really interesting. Factors include, but certainly aren't limited to, inflation, free markets, private equity, macro-economics, and political decisions. Most of these variables are completely out of our control. Real Estate is one asset class, one spoke in a large wheel if you will. One consistent theme we are experiencing on the streets.....smaller footprints. **Prospects are looking for more economic spaces. Efficiency.**

### A few things to note in our immediate (Hagerstown, MD) market:

**1. Office** - Started to see the velocity change (reduction in overall transactions during the COVID period). Medical office demand remains strong, but cautious. Consolidation seems to be the flavor.

**2. Industrial** - Viable land is scarce. The larger regional/national developers have taken real positions in our market. Several large distribution facilities have been approved and continue to be built out. There are several that are still pursuing prospects. Absorption will continue but will drag. The larger (500kSF+) footprints are designed with the specs of certain types of operations. Should be interesting. The opportunity may be in the ancillary/supportive businesses. Immediate demand and leasing velocity seems to be 50kSF and under. We have several opportunities that are looking for space NOW!

**3. Multi Family**- Small 5 units and under ("Residential") remain elusive. Pricing has reached a level that doesn't make sense. There is a real disconnect. Rents are not at a level that can generate enough of a return based on the current asking prices. Larger assets in this segment have a significant amount of "bridge" money that was used over the last couple of years. This is coming to roost. Will they be able to find new debt? Will the property values provide enough coverage? A lot of things to work out...time will tell.

Could there be new alternative, capital Stacks that could soften the refinance glut?

**4. Retail/QSR's**- Shrinking footprints, numerous new designs to eliminate footprint exposure and focus on drive thru. They have become extremely selective. We have been fortunate to find some sites that have passed the scrutiny.

We don't live in simple times. The only constant is...we are extremely fortunate. There are still opportunities. You have to dig them up.....CREATE!

**Come see us.....**

**OUR DOORS ARE ALWAYS UP!!!**

**MUSIC IS LIKE STOCKS, THERE'S THE HOT THING OF THE MOMENT.**

**PEOPLE TEND TO MAKE EMOTIONAL DECISIONS BASED ON THAT. THEY DON'T STICK WITH WHAT THEY KNOW.**

S. Carter

▶ [This is not another banking crisis, analysts say – it's 'sentiment contagion' instead](#)

▶ [A special thank you to Senator Corderman for continuing to put the region in a position to prosper.](#)

▶ [Pittsburgh Institute of Aeronautics – expansion](#)



# Feature Property

## FOR LEASE

- FLEXIBLE TERMS
- HIGH GROWTH AREA
- 1600 SF
- 2600 SF

**1101 OPAL COURT  
-MEDICAL/OFFICE**



**44 N POTOMAC STREET  
-STUDIO/PROFESSIONAL OFFICE**

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



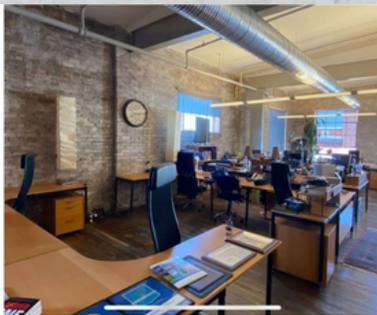
**412 N POTOMAC STREET  
-OFFICE/RETAIL**

- PRIVATE ENTRANCE
- PRIVATE PARKING
- 1500 +/- SF
- FLEXIBLE TERMS



**HUNTERS GREEN PARKWAY  
-FLEX SPACE/STORAGE**

- BUILD TO SUIT
- 5000 SF



**DOWNTOWN  
OFFICE  
SPACE  
AVAILABLE**



## Current Availability

- 487-1,161 SF IN THE WALKER HOUSE
- 806 SF IN TRI STATE BUILDING
- 1,999 SF IN MASONIC TEMPLE (2ND FLOOR)
- 1,153-2,074 SF IN MASONIC TEMPLE (3RD FLOOR)
- 4,186 SF IN SCHINDEL ROHRER BUILDING



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

- 1.2 ACRES
- PRIME LOCATION
- ZONED BG



1120 PROFESSIONAL COURT  
-MEDICAL/OFFICE

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



100 CHARLES STREET  
PROFESSIONAL OFFICE

- ZONED IR (INDUSTRIAL RESTRICTED)
- 3 BAY GARAGE
- 3000 SF GARAGE SPACE
- 3 PHASE POWER



580 NORTHERN AVE  
-PROFESSIONAL OFFICE

- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



724 POTOMAC AVE- FOR SALE  
STABLE MIXED-USE

- WELL MAINTAINED MIXED USE PROPERTY
- 2795 +/- SF
- PROFESSIONAL OFFICE AND APARTMENT
- BILLBOARD GROUND LEASE



145 W CHURCH STREET- FOR SALE  
LAUNDROMAT/REAL ESTATE

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



SMITHSBURG- CORNER  
LAND LEASE OR BUILD TO SUIT

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



1331 PENNSYLVANIA AVE  
FLEX SPACE

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



686 PENNSYLVANIA AVE  
-INDUSTRIAL/CREATIVE SPACE

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



# 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!**



## THE SPOTLIGHT COMMUNITY INSIGHTS

**ARE YOU AWARE THAT THERE REALLY IS AN "UNDERGROUND" NETWORK OF BUSINESSES AND COMMUNITY CENTRIC DEAL MAKERS THAT PROVIDE THE OXYGEN TO THE GREATER HAGERSTOWN LUNGS. OUR GOAL WITH THIS SECTION WILL BE TO UNCOVER THEIR MISSIONS... WHAT IS THEIR PURPOSE....THEIR "WHY"**



## RECENT TRANSACTIONS

**Leased - 1200 +/- SF - Office - AEK Tenant & Landlord Representation**

**Leased - 3000 +/- SF - Warehouse - AEK Tenant & Landlord Representation**

**Leased - 4100 +/- SF - Office - Medical - AEK Tenant & Landlord Representation**

**Sold - 65 Ac - Currently Ag with future Industrial Entitlements - AEK Buyer Representation**