

THE TRUTH

The older I get, the more I realize your energy creates your reality. Give your energy to stress, complaints, and negative people, they will grow. Give your energy to ambitions, gratitude, and positive people, they will grow. Your energy is your destiny. Choose wisely.

-S. Bloom

PURELY A MENTAL MODEL

Time has sped up...the days, months.....seasons are running into each other.....quicker and quicker. We say, "it will be here before you know it"....or "where did the summer go", or "when did everyone get so old?" The fact that the length of time between experiences is shrinking is a lot to chew on.

A scientific framework such as Einstein's theory of relativity, integrates time into a relative, four-dimensional spacetime. Different theories address whether time is a real feature of reality, an illusion of consciousness, or a dimension akin to space, and how our understanding of time is challenged by quantum mechanics and cosmology. Philosophically, some argue its purely a mental model"a lens through which we perceive reality, not a thing-in-itself" - Immanuel Kant

Our seconds, hours are constructed. A way to provide some certainty in our world. So..... it's a bit real and abstract at the same time. A bit complex. It seems we are experiencing new thoughts, (both scientific and philosophical) on a daily basis. So many breakthroughs on so many fronts.....literally every instance of every day. Proving to be exciting and concerning at the same time. Our ability to digest the incoming is limited. All that seems to be apparent at this point is whatever metric or method is being used, "it's" flying by.

At some point you just have to let go...be grateful for all that has been given to you and yours and by all means don't you dare "mail it in".



COMMERCIAL PROPERTY EXECUTIVES SAY RECOVERY HAS ARRIVED

As far as commercial real estate services firms are concerned, dealmaking is back. After years of trying to predict when the industry would improve, the five biggest of those companies — CBRE, JLL, Cushman & Wakefield, Colliers and Newmark — raised their financial outlooks for 2025 after posting some of their best earnings in years. Added commissions from property sales and leasing fueled a second quarter that also benefited from increased financing as well as property management fees.

Treasury yields, a key foundation for rate expectations, swung widely in early 2025. The 10-year note climbed to 4.79% on January 13, then eased to 4.01% by April 4, before ending the first half of the year at 4.24%. Despite that volatility, the all-property cap rate edged down 9 basis points to 6.84%. Notably, rates across different property types moved in tandem, a departure from prior surveys and one possible indication that cap rates are leveling off and the market is entering a phase of yield compression.

AEK NEWS

The weather...the weather. This is such a rejuvenating time. It's just different. We realize it sounds repetitive and we certainly remain in a state of humbleness, but we really are busy.

Yes, you can be busy and not productive. However, trying to maintain some sense of normalcy remains the task. Deals in general certainly aren't frictionless. There is always something. Our world is a constant state of flux and grit. You have to love the aspect of pushing the rocks up the hill everyday while simultaneously adding more rocks to push. Part balance and part artistry. No two deals are the same.

Let us know how we can help....we can always add another rock. Our doors are absolutely up!

IN THE NEWS

SO WHERE DOES QUANTUM COMPUTING LIVE?

CRE News

With the vast majority of quantum computing currently living in academic or government institutions, it makes sense that the majority of new development to house it commercially will be concentrated in those regions. The fledgling industry needs access to academics, infrastructure, an educated workforce, government support, private investment and public-private advocacy, according to JLL experts. The top 20 global quantum markets today have formed near national research centers and universities. In the U.S., that includes Chicago; Boston; New Haven, Connecticut; parts of Colorado and Maryland and Southern California.

Quantum computing, for now at least, cannot live in the traditional data centers that house AI and the cloud. That's because the racks and the physical form of a quantum computer are different. Quantum computers also need electromagnetic shielding to prevent what's called "noise," which in this case refers to any outside disturbances, be they electrical, magnetic, vibration or sound. "The primary question I'm getting from clients is, does it make existing data centers obsolete? And the answer to that is no. Quantum computing is accretive to the existing data center infrastructure that exists," said Batson. "Is it redevelopment of existing? Is it brand new? It's all of the above."

There are really two potential trajectories for quantum real estate, according to the JLL report. It could remain concentrated in today's existing hubs or move in with data centers. The argument for the former is that because it is a very specialized technology, there are really very few places that can support it at a larger scale.

On the other hand, data centers could provide necessary cloud infrastructure for the quantum computing of the future. Integrating quantum with AI could make both more efficient.

Multi-Family

Slowly but surely....a bit of light...Now can we obtain some local, regional initiative/support to entertain high density residential concepts? Obviously, design is crucial..but be assured that any developer, along with their financial partners will not go through the exercise if all of the "boxes" aren't checked. They will do everything within their power to insure success.....that includes smart, efficient design. At the institutional level, the financial commitments/risks are too great for anything but well researched, market driven products.

Commercial and multifamily mortgage loan originations were 66 percent higher in the second quarter of 2025 compared to a year earlier, also increasing 48 percent from the first quarter of 2025, according to the Mortgage Bankers Association's Quarterly Survey of Commercial/Multifamily Mortgage Bankers Originations, released earlier this month. Among investor types, the dollar volume of loans originated for depositories increased by 108 percent year-over-year. There was a 93 percent increase in loans for investor-driven lenders, a 72 percent increase in loans for life insurance companies, a 59 percent increase in government sponsored enterprises (Fannie Mae and Freddie Mac) loans, and a 10 percent decrease in commercial mortgage-backed securities (CMBS) loans.

Office/Retail

As we pass the midpoint of 2025, both the office and retail real estate sectors are showing signs of stabilization, albeit with distinct paths and pressures. While investor caution remains, strategic acquisitions and resilient demand are helping both asset classes find their footing in a recalibrated market. Office: Uneven Recovery, Opportunistic Buying. The office sector continues to navigate a slow and uneven recovery. With tech demand remaining muted outside of AI-related requirements in select gateway markets, leasing activity has been largely driven by financial and professional services firms. - CRENews

Industrial

Customers continue to expand into existing space, pushing the Prologis Industrial Business Indicator (IBI) utilization rate higher. The report said utilization is expected to remain volatile in the near term as shifting trade policies disrupt import patterns. Utilization dropped in July in what the firm said was likely a temporary response to robust June retail sales that emptied shelves and delayed restocking as import patterns remain uncertain. However, utilization will generally trend upward as companies grow into excess capacity, said the report.

Those who are leading the activity include large-scale users with greater access to capital that are committing to build-to-suit developments and enhancing footprints to support future growth, according to Prologis. Speculative development starts have declined by more than 75% from peak levels, reflecting a broad-based pullback in new construction. "With replacement cost rents exceeding market rents by more than 20%, the economics of new development remain challenging," said Prologis. "This dynamic is creating a short-term window of opportunity for customers. Prime space options are available in select locations, but these are expected to diminish as the pipeline of new deliveries slows and competition for quality product increases."

SALE

FEATURE PROPERTY

Live / Work Opportunity

CREATIVE MIXED- USE PROPERTY

AEK | REAL ESTATE LLC

**1055 LINCOLN WAY EAST
CHAMBERSBURG, PA**



PROPERTY HIGHLIGHTS

- 3,420 SF ON 0.65 ACRES
- 2ND FLOOR 2BR / 2BA APARTMENT WITH COVERED PORCH
- PROVEN USES: WELLNESS CENTER, YOGA STUDIO, BOUTIQUE RETAIL, CAFÉ, EVENT VENUE
- OUTDOOR PAVILION + LANDSCAPED GATHERING AREAS
- DETACHED GARAGE & CLIMATE-CONTROLLED STUDIO
- HIGH VISIBILITY LOCATION, MINUTES FROM I-81

Most recently home to a yoga studio, retail boutique, café, massage suites, and event venue, this 3,420 SF property has already proven itself as a hub for innovation and community.

The main building includes a 2BR/2BA apartment, while outdoor highlights feature a pavilion, gardens, and flexible studio space. Positioned on a highly visible corridor just minutes from I-81, it's a rare canvas ready for the next visionary tenant or owner to make their mark.

MOTIVATED SELLER!



1350 WESEL BLVD

- 24,000+/-SF
- Warehouse/ Showroom/ Offices
- 28-30' Clear
- Docks/Drive-In
- Racking Available/Mezz. Storage
- Secure Outdoor Storage

LEASE



COMMERCIAL PAD

- Commercial Land
- Highly Visible
- Rt 63/Rt 40 (Huyetts Crossroads)
- Adjacent to Sheetz
- Utilities Available

LEASE



COMMERCIAL LAND

- Rt 81 VISIBILITY
- Newly Improved Intersection
- **19.64Ac**
- **Zoned: HI**

SALE



19435 LEITERSBURG PIKE

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

LEASE

UNDER CONTRACT



IDEAL REDEVELOPMENT OPPORTUNITY!

13324 PENNSYLVANIA AVE

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

SALE



1150 OMEGA CT

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

SALE



106 W MARYLAND PKWY.

- 5000+/-SF OFFICE BLDG
- OPTIONAL SALE/LEASE BACK OPPORTUNITY
- NEW ROOF
- 2.03 AC
- ZONED: IG

SALE

**MOTIVATED
SELLER!**

1101 OPAL COURT



100% OCCUPIED

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

SALE

NEW LISTING



**15244 FAIRVIEW RD
CLEARSPRING, MD 21740**

- 9.5 Acres +/-
- Special Exception Use Granted
- Approved for 13,000 SF Building
- Well on site
- Electric on site
- 3 Phase Available

SALE



**EASTERN BLVD CORRIDOR
MOTIVATED SELLER
\$199,900**

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

SALE



13020 PENNSYLVANIA AVE

- High Traffic Retail Location
- Immediate Occupancy: 10,000+/-SF of Open Floor Plan/Warehouse
- Loading Dock GSF: 20,616+/-SF

LEASE



RETAIL CENTER

**1455 WESEL BLVD
HAGERSTOWN, MD**

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

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.

SALE



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
- 63 Ac
- 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



101 W WASHINGTON AVE

LEASE

NEW LISTING

- 17,720 sq ft +/-
- 2 story w/ basement
- Elevator
- Private Parking
- New Parking Deck- 1 Block
- Newly constructed Baseball Stadium-1 block
- Join the Movement in the revitalization of downtown

EASTERN BLVD CORRIDOR



REDEVELOPMENT OPPORTUNITY

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

SALE/LEASE



28 SOUTH POTOMAC ST

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

LEASE



300 W FRANKLIN ST

OFFICE/ COLD STORAGE

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

LEASE



INDUSTRIAL/CREATIVE SPACE

686 PENNSYLVANIA AVE

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

LEASE

COMMERCIAL BUILDING LOT



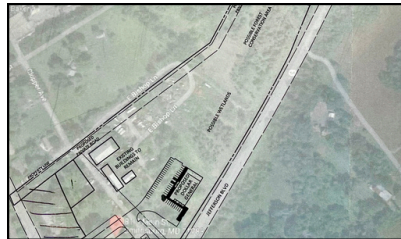
EASTERN BLVD AREA

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

PRICED TO SELL

\$199,900

SALE



LAND LEASE OR BUILD TO SUIT

SMITHSBURG- CORNER

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

SALE



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

- 14,000 +/- SF
- Open Floor Plan

**FULLY
LEASED**

LEASE



MT CARMEL ROAD

- Commercially Licensed Kitchen/Religious Facility
- Only 1.8 mi from Downtown Boonsboro
- Renovated Licensed Commercial Kitchen w/Outdoor Amenities
- 1.14 Ac

SALE



TURN KEY MEDICAL SERVICE SYLVANIA BUILDING

- 7,347 +/- 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



19021 LONGMEADOW RD

- Warehouse/Storage
- 5600 +/- SF High Bay Warehouse (Racking optional)
- 3000 +/- SF storage/office
- 2 Docks
- Outdoor laydown/storage available

LEASE



14728 CROWN LANE CONTRACTOR YARD

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

LAND LEASE

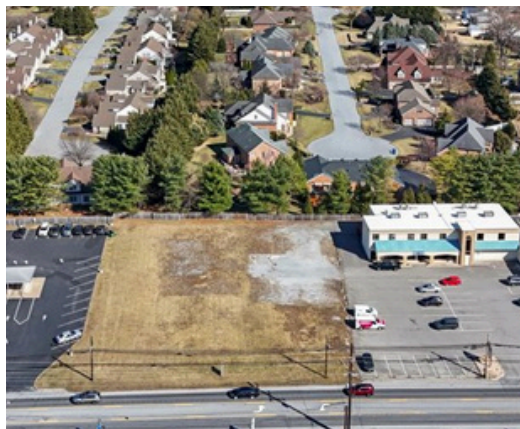


MOUNTAINSIDE RETREAT

13856 POND VIEW LN MERCERSBURG, PA 17236

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

SALE



13331 PA AVE -LAND

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

LEASE



CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



3475 LINCOLN WAY

CONTRACTOR STORAGE/FLEX

- 11,800 +/- SQ FT WAREHOUSE
- DEMO BUILDING
- 14' GARAGE DOORS
- 20' CEILINGS
- 1.5 ACRES +/- LAYDOWN

LEASE



550 DEVELOPMENT AVE

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

LEASE



20 S MAIN STREET

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

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



305 W COMMERCE ST

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

LEASE



RECENT TRANSACTIONS

COFFEY AVE - INDUSTRIAL - LEASE - 30,000SF - AEK TENANT REP

1101 OPAL- RETAIL/HOSPITALITY - 5,000SF - AEK TENANT & LANDLORD REP

1101 OPAL - OFFICE LEASE- EXTENSION - AEK LANDLORD REP

20 S. MAIN - OFFICE LEASE - AEK TENANT & LANDLORD REP

686 PENN AVE - LEASE - 2,500SF - AEK TENANT & LANDLORD REP

686 PENN AVE - LEASE - 6,500SF - AEK TENANT & LANDLORD REP

16619 HUNTERS GREEN PKWY- LEASE - 3,500SF - AEK TENANT & LANDLORD REP

550 DEVELOPMENT WAY (LETTERKENNY) SALE - AEK SELLER & BUYER REP
