

NEWSLETTER

THE TRUTH

METEORIC IMPACTS

I'm not really sure how we got here...to the point of having memories, yet at the same time having a vagueness. I suppose the blurs are just that....moments in time that don't have the meteoric impact.

It's interesting what stays and ultimately flees. The brain is a funny thing. It is now believed that the amygdala plays a part in how memories are stored. Stress hormones (the level of impact) has a role in how the actual memory is stored. **The greater the impact, chances are your brain will keep it available for your future use/recall.**

Stress can be defined as a state of worry or mental tension caused by a difficult situation. Stress is a natural human response that prompts us to address challenges and threats in our lives. We all "deal" with stress differently. We have all dealt with circumstances that we deemed impactful.

Knowingly, children (the actual beings that have been created/molded from you) contribute, often cause, stress hormones. On a regular basis when we are dealing with them, there is a heightened level of angst that reaches an unprecedented level.

Knowingly, children (the actual Truly nothing like it. Its hard to explain....but in some instances it creates a worry that has no comparison.

Seemingly, we are here to assist in molding a more evolved human to continue the evolutionary process. Are we positioned to push ourselves, learn from our elders, and pass the knowledge? Pushing the DNA/Genes. What a gift and at the same time...a tremendous opportunity to course correct (from your mistakes). **Children...Maybe the most challenging and impactful series of events we will experience.**

Again, do we have to revisit the actual definition of stress!?! Interestingly, if you change the context and don't equate it to immediately experiencing it from a negative circumstance, you can actually beneficially use stress. Our biological systems are designed to handle "load."

Being mental, emotional, or physical..... we are designed to handle the stress/load and repair ourselves (evolve). We naturally build a stronger system in order to handle the impact, should we experience it again. As we age, the thought of not having our offspring in our immediate presence is daunting.

We tend to just live..... day to day, week to week, becoming year after year. **THEN THE IMPACT!! THE PUNCH IN THE FACE.**

Naturally, a reflective approach begins. Statements like "its crazy how quickly "things" have passed" begin to be uttered.

The Truth is a bit personal. Our family unit has been through many lifetimes of stress. Truly Impactful events that are now embedded in our DNA. Wounds. Literally, what we have digested over the years has been unbelievably stressful, extremely humbling, and more than any one family unit should endure.

Yet, here we are. In the same vein, it could very well be the best thing that could have occurred.

Hard to say while in the moment, but to see the waves from the impact that continue to spread has been so special.

"WHEN FEELING CONSTRICTED.. WE CAN BE AND DO, RATHER THAN THINK & TRY. SURRENDER AND THE ANSWER IS OFTEN RIGHT BEFORE OUR EYES."

"FINDING FLO" -RORY SUTHERLAND

AS MCCONOUGHY STATED

"YOU BUILD THE PLANE WHILE ITS FLYING" .."DON'T GET HELD UP BY NOT HAVING THE PERFECT PLAN"

THE TRUTH CONTINUED...

Having a concoction of entrepreneurial spirit, a few ounces of naivete, a dose of work ethic, an unbelievably strong, intellectually gifted, supportive wife, topped with a sprinkle of visionlead to some real stress.

If you were to ask...that period is often referred to as **"a different life."** The life of an aggressive, youthful entrepreneur. Having built something that was completely created, lived (very hard) for a period of time, and expired (would now consider this similar to a death). **A different life.**

This is shared because along the way, we often experience the meteoric impacts but they might not produce the actual minerals you want to pull in that moment. **We tend to force things.** At a certain part of our evolution we tend to allow ego to drive.

During this period of growth, a grind really (force).....there is a tendency to not focus on the impactful things. **You are reactionary. Things are often forced.** A bit of working in it versus working on it.

Having the time to reflect and having the complex experiences, it really needs to happen from more of a flow state. It has to be right. Feel right.

Presently, the meteoric impact happens to be my daughter. The "A" in AEK. She is leaving our unit to experience life as a collegiate student-athlete. What an impactful event.

During our period (the different life) of negative circumstances, our unit pulled inward. **In hindsight, it was all we had....each other. We don't know life without each other.**

Providing you a small glimpse into the past, hopefully allows for some context as to how we got here.

You can only hope you have pulled enough of the minerals out of your own impactful, stressful circumstances to allow for their DNA/genes to absorb. Make sure you communicate with them how much they mean to you.

You don't know when you might just be punched in the face again.

AEK NEWS

As we like to say around here.... Throttle down! Push when others aren't.

We continue to drink from a fire hose. Tenant/Landlord representation, Acquisition/Disposition assignments, development projects, etc...We are extremely fortunate to have been given opportunities. We don't take that lightly.

We respect the responsibility of providing value. It doesn't matter what type of business you have, there is always a real estate component.

As we continue to mine the data flowing into us, we are focused on transparency. Being Realists. If you have a question or just want to "bounce" something off of us....call us or stop by.

OUR DOORS ARE ALWAYS UP!

IN THE NEWS



► Why Warehouse Rents Keep Going Up While Demand Is Dropping - WSJ



► As we have experiences in real time, a statistical summary of the office environment...footprints have shrunk.



► The elephant in the room - Inflationary concerns and Rate Hikes

STREET KNOWLEDGE

OFFICE

Office- holding its own. We continue to see medical demand in specific geographic areas. Simply positioning themselves for the future. The economic drivers that are fueling most of the demand is medically driven. All types, but seem to consistently want to be in the same vicinity. This has started to result in space that was once deemed as "dead" is being reconsidered. There is only so much space in a given area. A true case of supply and demand.

INDUSTRIAL/FLEX

Speaking of supply and demand. We have received a few opportunities to list (for lease) buildings under 25ksf. These structures will have the ability to demise down to 5ksf. Newly constructed with significant clear heights. There seems to be infinite demand for smaller users. We are working, albeit slowly on servicing the demand.

MULTI-FAMILY

Rates are wreaking havoc. There is a camp that continues to explore opportunities as a hedge, but is cautious. Equity seems to be even more cautious. Deals are still able to be financed...just more expensive.

RETAIL

Site selection is becoming a real challenge. If the site doesn't check all the boxes, there is a tenandancy from the brands to remain on the sidelines. We'll just wait...we can be patient. Understood, however, what makes you think there will be opportunities in a designated market in the future. We are a bit insulated here. Meaning, there are only a few intersections/roads that have the required traffic counts to accommodate the more traditional models.

Come see us.....

OUR DOORS ARE ALWAYS UP!!!

SCOTT FORD

We found some time,

though brief, to communicate. Interestingly, it had the feeling of old mates who haven't seen each other in a while. Extremely genuine with absolutely no agenda. Matter of fact, the conversation began with the premise of wanting to learn more about Mr. Ford, the human.

The excitement in pursuing the interaction was a bit selfish. After learning more about his background and some of the things he has experienced, I couldn't wait to meet him.

To only scratch some of his accomplishments.... a New York Times best-selling author, Chairman of the 4 Worlds Global Impact Fund, Managing Director, Partner and Wealth Advisor leading several Carson Wealth locations, Father, Husband, Grandfather.

Clearly, he is extremely talented in his professional world. No doubt a result of a ton of work.

That's what is so intriguing. So many layers. A complexity that you would think would create chaos, yet in a sense has provided balance.

The constant personal development and the consistent effort needed to achieve a state of freedom ("flow" as it is also referred to) is stimulating. Motivational. One thing that was immediately apparent.... infectious energy. An envious state of being.

In the short period together we touched on a lot of philosophical ideologies. Ranged from the makeup/dna of what are often business owners/entrepreneurs, the spiritual nature that surrounds us all, taking care of ourselves and how our pasts influence our current states.

The reality is, it seems to come down to the journey (discovering what the deeper meaning is), healing at the individual level and family.

Sounds a bit cumbersome, but unbeknownst to me, many of us have been on a bit of a journey already.....just haven't put it in a box with a name on it. **We all have trauma...been through battles**

Personally, I refer to the experiences as war. It is believed that there is an innate drive to try and better ourselves....attempt to work through the trauma.

However, there are some souls that can't clear and have masked the pain with something.

As time continues, you can be sure of one thing...the right thing is always the right thing. As much as societal pressures seem to exist, it's really not about the next shiny penny. Yes, we can agree that you need financial stability (Mr. Ford can certainly assist with that) but this truly isn't the purpose.

It's just a means. We might not have realized this in our earlier iterations, but rest assured, when the realization hits.....when you realize that all that has been manifested, good and bad..... is you. Yes, all of it..... It's all you. The real work starts in that moment.

It seems in that same moment, you can release...actually surrender to the realization. A bit logical when you really think about it, you have to admit you have the pain in the first place to even contemplate the beginnings of a healing process.

He simply stated "The masked pain needs to be freed."

Are our human journeys really different from each other? We all have pain, trauma (the masked pain). We all carry crap. In that moment, you have now recognized the severity of your previous actions. The recognition allows you to change your focus.... find your way back. There are many, many ways to improve...you have to find what serves you.

This is a life long, learning process of incremental improvement. He is evidence of what could be....some hope. Stay the course.

We agreed to meet again.





FEATURE PROPERTY

GREAT CONTRACTOR LIVE/WORK SPACE

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

16428 LEON GRIMM RD



19760 LONGMEADOW ROAD

- PROFESSIONAL OFFICES/STUDIO SPACE
- PRIVATE, EASILY ACCESSIBLE, AMPLE PARKING
- 1000+/-SF - 2500+/-SF



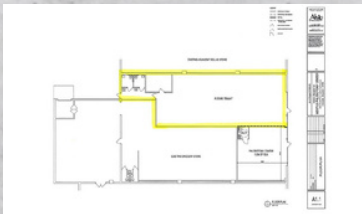
HUNTERS GREEN PARKWAY -FLEX SPACE/STORAGE

- 5,000 SF
- BUILD TO SUIT
- EASY ACCESS TO RT 81



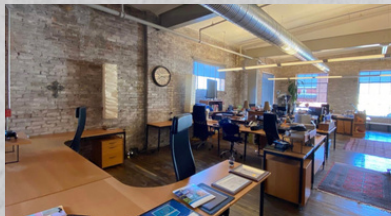
SYLVANIA BUILDING

- 2100+/-SF UP TO 7,984+/-SF CONTIGUOUS
- TURN KEY MEDICAL SPACE
- HIGHLY VISIBLE DRIVE THRU
- GROUND FLOOR OFFICE
- CLOSE PROXIMITY TO RT. 81
- DOZENS OF EATERIES/RETAIL WITHIN MINUTES



HANCOCK SHOPPING CENTER -RETAIL

- 2,791 +/- SF
- 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



DOWNTOWN OFFICE SPACE

- 4,186 SF IN SCHINDEL ROHRER BUILDING
- 806 SF 2-3 OFFICES



WILLIAMSPORT MD -COMMERCIAL LAND-FOR 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



**FOR SALE
DOLLAR GENERAL**

- 9,100 SF
- 13 YEAR LEASE
- \$99,500 ANNUAL RENT

SERVPRO

- 3,600 SF
- 3 YEAR LEASE
- \$31,500 ANNUAL RENT



**591 NORTHERN AVE
RETAIL**

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



**225 MCRAND COURT
COMMERCIAL LAND FOR SALE**

- \$450,000
- ZONED IG- (WIDE VARIETY OF PERMITTED USES)
- 2.566 AC
- UP TO 20KSF CONCEPTUAL WAREHOUSE



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

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



**1101 OPAL COURT
-MEDICAL/OFFICE**

- FLEXIBLE TERMS
- HIGH GROWTH AREA

• ~~1600 SF~~ **LEASED**
• 2600 SF



**RAILWAY LANE CENTER
-RETAIL SPACE FOR LEASE**

- ~~1,800 SF IN LINE RETAIL~~
- JOIN SARDI'S, UNI URGENT CARE, CRAB 99, ENTERPRISE, SHERWIN WILLIAMS, AND ONE MAIN
- ~~LOCATED IMMEDIATELY OFF I-81 AND HALFWAY BLVD~~



**1125 OPAL COURT
-OFFICE**

- 2832+/-SF
- NEWLY RENOVATED
- GROUND FLOOR SUITE
- PRIVATE - ADA BATHROOM



**686 PENNSYLVANIA AVE
-INDUSTRIAL/CREATIVE SPACE**

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



**13331 PENNSYLVANIA AVE
-FLEX SPACE**

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



**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,
RETAIL/OFFICE**

- 2,500-SF **LEASED**
- 6-7000 SF AVAILABLE
- 2 PAD SITES
- 435+/- PARKING SPACES
- LOCATED AT A FOUR WAY SIGNALIZED INTERSECTION



**GRINDSTONE HILL & FREDERICK DR
-INDUSTRIAL LAND FLEX-BTS/SALE**

- UP TO 50,000 SF AVAILABLE - 6 ACRES
- OWNER WILL CONSIDER SALE OF ENTITLED LAND OR BUILD TO SUIT
- SITE PLAN FULLY APPROVED AND READY TO BUILD
- IMMEDIATE ACCESS TO I-81



**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



**123000 SHIFLER LANE
WAREHOUSE FOR 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**

- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



**WESEL PLAZA
-END CAP RETAIL**

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



**145 W CHURCH STREET- FOR SALE
-LAUNDROMAT/REAL ESTATE**

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



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

Lease - Charles St - IT refurb/distribution AEK Landlord/Tenant Representation

Lease - Tri-State - Holistic Health - AEK Landlord/Tenant Representation

Lease - Opal Ct - Psychiatric Practice - AEK Landlord Representation

Lease - Hancock - Community Clinic - AEK Landlord/Tenant Representation

Lease - Beaver Creek - Live/Work - AEK Landlord/Tenant Representation

Lease-Hancock- Medical-AEK Landlord/Tenant Representation

Sold - SFH - AEK Seller Representation

Sold - Investment - Villa - AEK Seller/Buyer-Investor Representation

Sold - Investment - Duplex - AEK Seller/Buyer-Investor Representation