



NEWSLETTER

THE TRUTH

"THERE'S STRENGTH IN THE BLINDNESS THAT YOU FEAR"

B HOWARD

HARD TO CONCENTRATE

As with many things, there are opportunities if you are willing to just show up. What has recently been said "You will find what you seek" has become more and more of our reality. The universe isn't your friend. It just takes orders. You just have to place the order!

Take this for what its worth.....and for goodness sake, if the shoe fits, well you know.

It's already understood that we tend to focus, even seek out things that both create and maintain comfort. Comfortability is all we really know. Generations before us had things that they really had to worry about. True survival. Like having to hunt/kill something in order to feed the family. Or the latest disease that was creating havoc. How can you NOT be complacent, right? When was the last time you had to kill something in order to not starve to death. Right, exactly. It's relatively easy to chase comfort. You don't even know that you are doing it. Its just become our normal daily course.

The path of least resistance being masked by the excuse of efficiency. A blessing and a curse really. For the overwhelming majority, your basic needs are already being met. So, listen to this.....a bit of a challenge if you want it. What if you made a decision to expand the boundaries? Actually got out of your personal comfort zone....literally made a decision to get uncomfortable. A decision to stretch. Put yourself in a position of the unknown.

A choice to engage without knowing or anticipating the outcome. Truly committing and having the belief that whatever happens is a gift. Carrying an attitude that there is no downside. Conceptually this mentality could be applied to all sorts of circumstances....certainly up to you where you want to apply it.

The promising aspect is the result. There is no doubt that this will change you. Even if the change is ever so slight, you've still managed to stretch. It can also be assumed that something like this begins to build a tolerance. Some calluses. An ongoing tolerance for a little discomfort, maybe a little soreness (the after effects)....a bit like a muscle. You stack the slight changes. You stack the feelings of uncertainty. You stack the belief system. The knowing. The collective already has your best intentions. (It just might already be scripted) The stacking is the beauty. Appreciate that the "muscle" is being built. You start to realize.....the beauty/growth is actually in the work. Enjoying the stretch...the soreness in itself.

We come from having to kill in order to not starve. Evolution is happening whether we actually realize it or not. As evidenced by the next generation. They are growing up and learning in a very different way than we are. Ultimately trending in a completely new direction. Whoa....think about it. One committed, "scary" (not so scary) choice could provide so much.

Do it again! Stack it. Same, same...right. Place the order for goodness sake!! You just have to ask.



STRATEGIC GROWTH

Being cognizant of the journey (we have to just ask right?) while humbly respecting the past. One step at a time. Growth is good!

Holidays - Spend some time....hug your people (yes, hug them even though it's not your thing), listen to some music (loud because you can) and for goodness sakes...smile. It could always be worse.

Send the jolt!

EFFICIENT, NUANCED TRANSACTIONS STILL BENEFIT FROM INTIMATE KNOWLEDGE

We are not your traditional brokerage. We tend to move a little differently. In concert with our core services (beliefs) we have decided to organically extend our services to the Greater Chambersburg, PA area. Our intentions are simple. To provide commercially focused expertise while treating our clients as we would want to be treated. As many of you have already experienced, we aren't your typical real estate agents.

Remember.....WE ARE CONSULTANTS. In order to fulfill our mission, we believe it to be of utmost importance to have laser focus and "feet on the streets".

ONE, TWO AT A TIME....

We are pleased to announce Rahsaan (Rah) Powell. Rah is a licensed real estate professional serving Maryland, Pennsylvania, and West Virginia. He will specialize primarily on residential properties. He has a unique combination of being extremely personable along with the tenacity and negotiation skills of a native New Yorker. Much like our primary beliefs"treat others as you would want to be treated"...his overall approach is centered on efficiency, ensuring a seamless and stress-free experience for his clients as they transition into their next chapter.

If you have a need in the tri-state area, don't hesitate to reach out. got REAL ESTATE? get AEK!

We are also pleased to introduce Greyson Yates. Greyson is a Franklin County based agent who has served the real estate community for over five years. He has a reputable network of local lenders, contractors and legal professionals that assist him and his clients. Through his experience and passion for real estate investing, he is able to provide his clients with the additional support they may need throughout their investment journey. If you have a need in the Chambersburg, PA area, don't hesitate to reach out.



**OUR
DOORS ARE
ALWAYS
UP!**

FLEX/INDUSTRIAL

Demand in the under 50k sf with yard product remains robust. We continue to build out our lists of prospects with the hopes of placing them if/when a site turns. In 2021 and 2022, the U.S. industrial market saw “historic new supply levels.” During which, more than 1.1 billion square feet was delivered. The amount of new space helped cool pent-up demand. But Yardi noted that the level of construction activity was “unsustainable over the long run.”



RETAIL



We have seen an uptick in prospects. We currently have a few vacancies that are certain to be filled in the near term. The fact that occupancy levels have reached near capacity, the very few spaces that we have are going to be taken.

**RETAILERS' WISH LISTS INCLUDE MORE AVAILABLE
STORE SPACE, LESS PRICED RENTS**



OFFICE

In the office sector, stronger absorption indicates hiring activity in November and traditional office-using sectors had favorable employment figures. The professional and business services sector added 26,000 jobs, erasing a decline of 23,000 positions in October. Headcount in the information segment held flat, an improvement from a decrease the prior month, and financial activities firms saw their best month of hiring since July 2023, according to the report. “These trends bode well for the office sector after the third quarter reported the strongest 90-day period for the property type’s net absorption since the end of 2021,” the report said. “This boost helped the national office vacancy rate hold steady year over year for only the second time in the post-pandemic era.” [By Kristen Smithberg](#) | December 11, 2024 ALM Globe St

MULTI-FAMILY

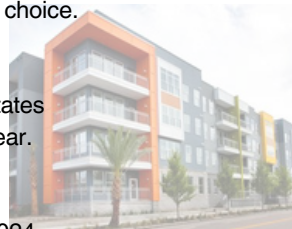
Inventory remains tight. Occupancy is at historic levels. Rents seem to have leveled a bit. A far cry from when we started in this market. You could acquire solid, rental units for \$50,000/door. NOT ANYMORE!! The multifamily sector is set for improved performance in 2025. The education, health services and public sectors added a combined 112,000 jobs last month, which supports consumer activity and demand for housing. This is reflected in apartment absorption reaching its third-highest level on record. While renter demand is somewhat slower for the year, fewer deliveries are expected, which should help improve both vacancy rates and rent growth, said the report. [By Kristen Smithberg](#) | December 11, 2024 ALM Globe St

Federal Housing Finance Agency shows home values in Baltimore have risen more than 40% since the pandemic. In D.C., house prices have risen 38%. Those increases in the cost of housing drove demand for an alternative to homeownership that mirrors many of the benefits of single-family living.

A recent survey from developer Knightvest Capital indicated home prices have been a main motivator for nearly a third of renters who gave up homeownership altogether as well as half of the survey’s respondents who said renting is a long-term choice.

Hunter Housing Economics, a firm that provides market studies for build-to-rent projects nationwide, estimates the United States will be short 63,208 build-to-rent units this year. In 2025, the shortage of build-to-rent units is expected to increase to 76,466 units.

[By Jon Leckie](#) CoStar News December 5, 2024



SALE

FEATURE PROPERTY

ICONIC HAGERSTOWN LANDMARK

GENERATIONAL REDEVELOPMENT OPPORTUNITY

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

50 & 44-46 SUMMIT AVE HAGERSTOWN, MD



MULTI-TENANT OFFICE/FLEX

19833 LEITERSBURG

- STABLE INVESTMENT OPPORTUNITY
- 22,470 +/- SF
- 3.44 AC
- VALUE TO ADD: NA
- GROUND FLOOR
- ROOF, HVAC, PARKING LOT
- AIR/OVERLAY)
- ZONING: BG

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

**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



305 W COMMERCE ST CHAMBERSBURG, PA



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

LEASE

I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

- Flex/contractor
- Light Industrial
- Laydown
- Significant I-81 frontage
- Public Water to Site
- Public Sewer to Site
- Generally Flat Topography
- Zoned HI - Highway Interchange



LABEL LANE, HAGERSTOWN, MD

SALE

13324 PENNSYLVANIA AVE HAGERSTOWN, MD 20644

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



IDEAL REDEVELOPMENT OPPORTUNITY!

SALE

**UNDER
CONTRACT**



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



INDUSTRIAL WAREHOUSING

947 & 949 COMMONWEALTH AVE

- 14,750 +/- Total SF
- Two Buildings
- 9,000 +/- sf
- 5,750 +/- sf
- Zoning: IG
- (Industrial General)

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



WESTVIEW BUSINESS CENTER

NEW SUITES AVAILABLE

HAGERSTOWN, MD

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

LEASE



COMMERCIAL LAND-SALE

WILLIAMSPORT MD

- 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

SALE



FORMER JOHN DEERE DEALERSHIP

**12258 BUCHANAN TRAIL W
MERCERSBURG, PA 17236**

- 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



**100%
OCCUPIED**

1101 OPAL COURT

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

SALE

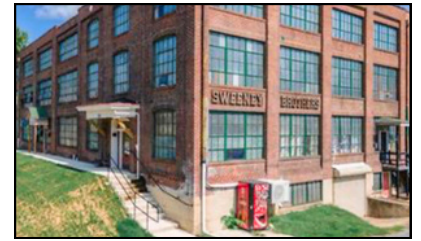


RETAIL

22309 OLD GEORGETOWN ROAD

- Cozy Storefront- FOR LEASE
- Highly Trafficked Road
- Storage Space Available
- Outdoor Space Available.

LEASE



INDUSTRIAL/CREATIVE SPACE

686 PENNSYLVANIA AVE

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

LEASE

LEASED



14563 INDUSTRY DR

- 8K SF +/-
- 16-20' +/- clear
- Fully Sprinkled
- Fully conditioned showroom-4K +/- SF
- Warehouse- Drive in 52x80 4160 +/- SF
- Office/ break area

LEASE



OFFICE/COLD STORAGE

300 W FRANKLIN ST

- Office Space/Flexible Cold Storage
- 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



COMMERCIAL BUILDING LOT

EASTERN BLVD AREA

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

SALE



LIGHT MANUFACTURING/
STORAGE FACILITY

111 W FIRST ST

- 6600+/-SF
- Drive-in
- 3 Phase
- Fully Conditioned

SALE/LEASE



STUDIO/PROFESSIONAL OFFICE

44 N POTOMAC STREET

- Office/Studios
- Starting at \$249/mo
- Utilities Included!
- Ground Floor Available
- Up to 4K SF

LEASE



COMMERCIAL LAND FOR SALE

1325 ROBINWOOD DR

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

SALE



MEDICAL

19236 MEADOW VIEW DRIVE

- 1,250 SF Main Level
- 3,000+ SF Lower Level
- Exam Rooms with Sinks

LEASE

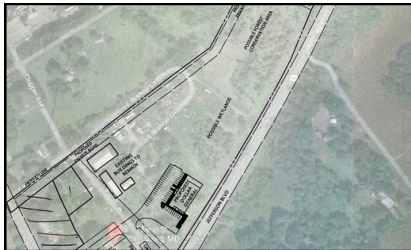


MOUNTAINSIDE RETREAT

13856 POND VIEW LN MERCERSBURG, PA 17236

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

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

- 38,667 +/- SF
- Former Grocery Store
- over 25,000+ ADT

LEASE



13338 PA AVE

- 5180 SF +/-
- Great Visibility
- Overflow Parking in Rear
- 2 of 3 Suites Occupied

SALE



HAPPY NEW YEAR

RECENT TRANSACTIONS

19833 LEITERSBURG PIKE - OFFICE/FLEX-SALE

AEK BUYER AND SELLER REPRESENTATION

28 S POTOMAC ST - MIXED-USE (DOWNTOWN HAGERSTOWN) -SALE

AEK BUYER REPRESENTATION

1445 OAK RIDGE PLACE -INDUSTRIAL/FLEX-SALE

AEK BUYER AND SELLER REPRESENTATION

111 W FIRST ST- LIGHT INDUSTRIAL- SALE

AEK BUYER AND SELLER REPRESENTATION