

NEWSLETTER

THE TRUTH

YOU'RE EITHER REMARKABLE OR INVISIBLE.
- S.GODIN

**WE HAVE ALL WALKED
A MILLION MILES BUT
WE ARE ALL STILL ON
OUR WAY**

There is something about being able to dig into the psyche that provides a bit of a release. At the same time it creates solitude when really searching for WHY things are the way they are.

There are certainly no finite answers. Seemingly even more becomes uncertain on a daily basis. A concerning, yet necessary aspect is the tendency to look inward while trying to process all that appears in our external environment. Maybe that is just part of it?

While trying to figure some things out you end up on a never ending inward exploration for the answers.

In this case, writing to explore thoughts, observations, feelings, etc.. seems to provide some relief.

It has a tendency to provide some organization. Even though it's often short lived, for a moment it assists with making it all a bit more digestible. Not really sure if that is the way for everyone?

There are instances where disconnecting and writing has a tendency to unpack things. While exploring one thing, there is another route that appears. Discovering a daily channel (preferably more than one) for us to just "deal" with all that may have come.

There are physical components/channels that come along too. Attempting to sweat, laugh, converse, reflect, love, smile, listen to music, write, nature walk, etc...on a daily basis seems like a plan. As futile as it might seem, we really don't get enough.

While preparing this version, our families have experienced sickness, a sudden emergency (near death) and a surge of family dynamics (it is the holiday season). **A reality check.**

The Truth is that the focus needs to be on the basics. Lets try and be patient in the coming weeks (**even during all of the small talk**). Lead with love. Eat, recharge and by all means.....be merry.

THE WORLD
BELONGS TO THE
BOLD. BE A
SEEKER, OPEN
TO CHANGE AND
OPPORTUNITY.

unkown





PHILOSOPHICAL BASE

Being Realists!!!

Our analysis of your property and/or circumstances may not coincide with what others believe.

That could be disposition (selling your asset) strategies, acquisition evaluations (you are trying to determine if you want to proceed with purchasing the property), lease negotiations (you are currently a Tenant looking to renew), etc...

A primary driver to most businesses is time management. "Time" in itself is one of the most precious resources that we have. Why choose to waste any of it.

**REACH OUT TO
US....WE WOULD
APPRECIATE AN
OPPORTUNITY TO
HAVE A "REAL"
DISCUSSION.**

As much as we would like to provide data that might suggest pricing an asset for sale or lease at a level that the client may **want**....this philosophy doesn't result in a mutually beneficial experience.

We tend to focus on "pricing reality" This even may entail a strategy of coming to market unpriced....ultimately the market will dictate.

**THE WORLD ISN'T WAITING FOR MORE
OF THE SAME...
NOT YOUR TYPICAL BROKERAGE**



OFFICE

Owners are having to adjust. Lenders are being encouraged to work with their clients/owners.

[Office Borrowers Navigate Tough Loan Market as Feds Urge Leniency](#)

MULTI-FAMILY

We have been fortunate to be assisting with some requirements. A bit early to get too excited, but could prove to insert some much needed inventory into our region. Stay tuned!



RETAIL

We have been discussing this for a while. Physically smaller, yet sophisticated concepts. Not a surprise that it's concentrated locally. Footprints and focus on efficiency has been a recurring theme for some time.

[Average Retail Lease Size Gets Smaller as Philadelphia Retailers Reduce Store Size Requirements](#)



INDUSTRIAL/FLEX

The larger requirements have slowed a bit. Time of year? The fact that we still have state of the art inventory ready to go should provide some owners some advantage. 2024 could be really interesting if rates are lowered.



FOR SALE

GREAT CONTRACTOR LIVE/WORK SPACE

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

FEATURE PROPERTY



16428 LEON GRIMM RD



151 N BURHANS BLVD -FLEX/RETAIL- LEASE

- OPEN FLOOR PLAN
- UP TO 9400+/-SF
- HIGHLY VISIBLE
- FULLY CONDITIONED
- 15' CLEAR HEIGHT
- FULLY SPRINKLERED
- DRIVE-IN LOADING



EASTERN BLVD- COMMERCIAL LAND - SALE

- 1.053 ACRES
- ZONING: "POM"
- PROFESSIONAL OFFICE -MIXED
- HIGH GROWTH CORRIDOR
- VARIETY OF PERMITTED USES



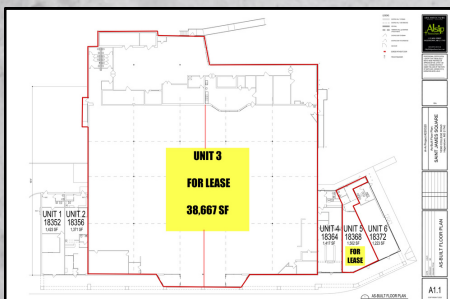
SYLVANIA BUILDING LEASE

- 7,984+/-SF CONTIGUOUS
- TURN KEY MEDICAL SPACE
- CLOSE PROXIMITY TO RT. 81

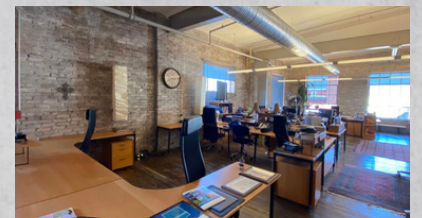
ST. JAMES SQUARE



- LEASE
- 38,667 +/- SF
- FORMER GROCERY STORE
- OVER 25,000+ ADT



- UNIT 3- 38,667 SF
 - OWNER WILL DEMISE
- UNIT 5 - 1,502-SF **LEASED**



DOWNTOWN OFFICE SPACE

- JOIN A GROWING LIST OF TENANTS
- 4,186 SF IN SCHINDEL ROHRER BUILDING
- 806 SF 2-3 OFFICES



I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

FOR SALE

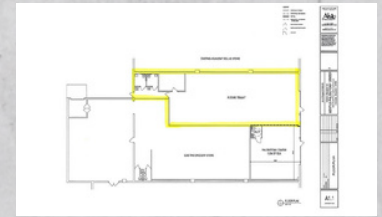
Label Lane, Hagerstown MD 21742



- DISTRIBUTION/LOGISTICS SITE LOCATED IMMEDIATELY OFF I-81 EXIT 8
- 4 MAJOR PORTS WITHIN 250 MILES
- NORFOLK SOUTHERN INTERMODAL - 5 MILES NORTH ON I-81
- CSX INTERMODAL - 20 MILES NORTH ON I-81
- SIGNIFICANT I-81 FRONTAGE AND NORFOLK SOUTHERN RAIL FRONTAGE (MAIN LINE)
- ZONED HI - HIGH-WAY INTERCHANGE
- PUBLIC WATER TO SITE
- PUBLIC SEWER TO SITE
- GENERALLY FLAT TOPOGRAPHY



FOR SALE



1101 OPAL COURT

WILLIAMSPORT MD COMMERCIAL LAND-SALE

HANCOCK SHOPPING CENTER -RETAIL

- MULTI-TENANT MEDICAL/OFFICE
- CURRENTLY <5% VACANCY
- POSITIONED FOR FUTURE GROWTH

- 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

- 2,791 +/-
- 11,000+/- CUSTOMERS PER WEEK
- 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

591 NORTHERN AVE -RETAIL

FOR LEASE

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





**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



**225 MCRAND COURT
COMMERCIAL LAND**

FOR SALE

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



**62 E ANTIETAM
LEASE**

- LARGE OPEN AREA WITH 2 PRIVATE OFFICE SPACES
- LARGE UNFINISHED BASEMENT FOR PLENTY OF STORAGE SPACE
- KITCHEN AREA IN BASEMENT



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

LEASE

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



**1101 OPAL COURT
-MEDICAL/OFFICE**

LEASE

- FLEXIBLE TERMS
- HIGH GROWTH AREA
- 2600 SF



**19236 MEADOW VIEW DRIVE
-MEDICAL**

LEASE

- 1,250 SF MAIN LEVEL
- ,000+ SF LOWER LEVEL
- EXAM ROOMS WITH SINKS



**1125 OPAL COURT
-MEDICAL**

LEASE

- 4000 +/-SF
- OPEN FLOOR PLAN



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

LEASE

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



**13331 PENNSYLVANIA AVE
-FLEX SPACE**

LEASE

- 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, BURHANS BLVD

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



WELL ESTABLISHED SALON FOR SALE/LEASE

- HAIR, NAILS, WAX, LASH, ETC
- QUITE NEIGHBORHOOD
- CURRENTLY SET UP TO ACCOMMODATE MULTIPLE STATIONS
- FLEXIBLE TERMS/PRICE



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

- 1.2 ACRES
- PRIME LOCATION
- ZONED BG

**HUGE
PRICE
REDUCTION**



1120 PROFESSIONAL COURT -MEDICAL/OFFICE

LEASE

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



123000 SHIFLER LANE WAREHOUSE-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

LEASE

- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



WESEL PLAZA -END CAP RETAIL

LEASE

- 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- SALE -LAUNDROMAT/REAL ESTATE

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



HAPPY
New Year

“AND NOW WE WELCOME THE NEW YEAR;
FULL OF THINGS THAT HAVE NEVER BEEN”

Rainer Maria Rilke

AEK |

REAL
ESTATE
LLC