

NEWSLETTER

THE TRUTH

IF YOU DON'T QUIT, YOU DON'T FAIL.

THE TRUTH IS...

It doesn't matter. There is so much out there surrounding your well being. All of it being presented in a manner to "help" you.

They really don't know what you are really made of.

What your specific circumstances are. Your Health...physical, mental, emotional can be summed up as how you feel. Really, take some inventory. How do you feel?

This is complicated in the fact that there are different components and systems that make up the answer. For example, there are some indications that our nervous system actually stores thoughts and experiences. **Yes, your body literally holds on to them behind your elbows and knees.**

With that, how are you really feeling? **Mentally**....are you clear...are you optimistic? **Physically**, are you dealing with aches, pains, or can't do some things you once enjoyed? **Emotionally**.....are you a wreck? You just can't quite get it together. **Stressed out?**

Everyday there seem to be new elixirs being shoved our way. The challenge is.... can you find a few things that provide some positivity to your state? At a certain point it really is up to you. You have to find "it". Whatever "it" is.

Because of the huge swath of experiences and backgrounds that we possess, there isn't a simple solution. As much as all of the "gurus" want to proclaim they have the magic pill to whatever you are dealing with, **it actually takes a bit of ownership.**

A bit of a commitment to explore without expecting an immediate result. Everyone is different. As a result, the tools (elixirs) that we use vary. It could be as simple as getting some sunlight. Or getting your body moving. A daily meditative practice or following an art passion.

Whatever it is....it has to be yours.

Some things that soothe your soul. Things get really interesting when you actually find a few things that **YOU** feel are directly impacting you in a positive way. You start to feel better. This may very well be the placebo effect in its glory. It's defined as a beneficial effect produced by a placebo drug or treatment, which cannot be attributed to the properties of the placebo itself, and must therefore be due to the patient's belief in that treatment.

The TRUTH is, Who cares!!!

Who cares if it has any scientific research that proves anything. If you feel better, why do you care? You are finding the things that work for you.

That's really all that matters.

KEEP YOUR CONSCIOUS MIND BUSY WITH EXPECTATION OF THE BEST. THE ONLY WAY BY WHICH ANOTHER PERSON CAN UPSET YOU IS THROUGH YOUR OWN THOUGHTS.

AEK NEWS

Marketing...a relatively general segment in any endeavor.

There are so many facets....tons of topics and tactics. How can you draw attention, have it resonate, without being "too much."

A fine line these days considering the current methodology of capturing your attention at all costs. There isn't a team/department to roll out a new campaign. Much less implement it. Just us.... always looking for creative, impactful ways to implement our message.

Brand awareness is paramount in our market. We primarily operate within a pretty tight radius and try to differentiate ourselves by going deeper with our market knowledge versus casting a wide net.

Our experience tells us that going wider/bigger isn't necessarily better. We are working on a couple of initiatives that we think will provide a fair amount of brand exposure within our designated market.

Call us or stop by.....our doors are always up!



Credit: Painting by Nita Leger Casey -shared on her blog.

IN THE NEWS

State of the County

A glimpse into the past 12 months and where the priorities are moving forward. There appears to be some attention being given to all of the concerns/realities associated with growth. As with any endeavor, there are strain points when change occurs. Hopefully, a joint, systematic approach will be the result.

State of the County 2024

“ONCE YOU THINK IN TERMS OF PRICE PER FOOT INSTEAD OF CAP RATES, EVERYTHING CHANGES.” M. DEMING

OFFICE

It has been a combination of gut and analytics. The link demonstrates the reality of the situation. Regionally, a 30 year low in new office development. Seems logical that the space that is vacant will eventually be absorbed. There will still be professional space that is required in all markets. Albeit, not to the extent as we once were accustomed. With the development of office basically non-existent the basics of supply/demand will start to take hold. How long will it take for absorption? Real Estate is a long game.

OFFICE DEVELOPMENT IN WASHINGTON DIPS TO LOWEST LEVEL IN 30 YEARS



MULTI-FAMILY

Credit is calling. There seems to be some belief that there will be some rate adjustments (maybe several) that would be a welcomed site to the nearly \$1T worth of bridge/short term debt rolling this year. Rents seem to have leveled off, but aren't quite to the point where DSCR covers at the new levels. Tough to provide projected returns to LP's/Equity partners in the current environment. All the top line growth is great, but not when it goes to simply service the debt.

MULTIFAMILY CONSTRUCTION TIMELINE HITS RECORD 25-MONTH HIGH



RETAIL

Existing Tenants (if operating a viable business) are content for the most part. The majority are sitting tight. However, there is an incredible influx of vape/smoke concepts. They are aggressive and willing to commit to market rate deals if the location makes sense. We haven't been able to dissect the model. Believe me we have tried.

RETAIL TENANTS STAY PUT AMID DWINDLING SPACE OPTIONS



INDUSTRIAL/FLEX

Our immediate market continues to experience demand and absorption. Another 1.2M sf was announced early this month. We are blessed to be in a strategic location and pricing is still below surrounding markets....making it a competitive alternative. We are located close enough from a logistical standpoint, but are just far enough away from larger (more expensive) markets.



EASTERN BLVD
HAGERSTOWN, MD

FEATURE PROPERTY FOR SALE

- 5 AC
- CG ZONING
- STORM WATER QUANTITY ON SITE
- RT 40/EASTERN BLVD- 39,082 ADT
- EASTERN BLVD-20,442 ADT

"THE MOST OVERLOOKED LAND IN THE MARKET"



151 N BURHANS BLVD
-FLEX/RETAIL- LEASE- FOR SALE

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

TURN KEY MEDICAL SPACE AVAILABLE FOR LEASE



SYLVANIA BUILDING
HAGERSTOWN, MD



- 3,900 +/- SF
- 7,984+/-SF CONTIGUOUS
- LAB SPACE, EXAM ROOMS, ETC.
- CLOSE PROXIMITY TO RT. 81

EASTERN BLVD- COMMERCIAL LAND



FOR SALE

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

I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

FOR SALE

Label Lane,
Hagerstown, MD



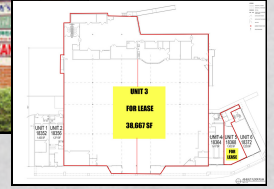
- FLEX/CONTRACTOR
- LIGHT INDUSTRIAL
- LAYDOWN
- SIGNIFICANT I-81 FRONTAGE
- PUBLIC WATER TO SITE
- PUBLIC SEWER TO SITE
- GENERALLY FLAT TOPOGRAPHY
- ZONED HI - HIGH-WAY INTERCHANGE

ST. JAMES SQUARE

FOR LEASE



Hagerstown, MD **LEASED**



- 38,667 +/- SF
- FORMER GROCERY STORE
- OVER 25,000+ ADT
- **UNIT 3- 38,667 SF**
 - OWNER WILL DEMISE
- ~~UNIT 5- 1,502 SF~~



FOR SALE

1101 OPAL COURT
\$7.90M

- 7% CAP
- MULTI-TENANT MEDICAL/OFFICE
- CURRENTLY 95% OCCUPIED
- POSITIONED FOR FUTURE GROWTH
- PRICED WELL BELOW REPLACEMENT COSTS



WILLIAMSPORT MD
COMMERCIAL LAND-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



145 W CHURCH STREET- SALE
-LAUNDROMAT/REAL ESTATE

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

FOR SALE



16428 LEON GRIMM RD

LAYDOWN

STORAGE ACREAGE

GREAT CONTRACTOR LIVE/WORK SPACE



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

FOR LEASE



591 NORTHERN AVE
-RETAIL

- 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



**19236 MEADOW VIEW DRIVE
-MEDICAL**

LEASE

- 1,250 SF MAIN LEVEL
- 3,000+ SF LOWER LEVEL
- EXAM ROOMS WITH SINKS



**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**

LEASE

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

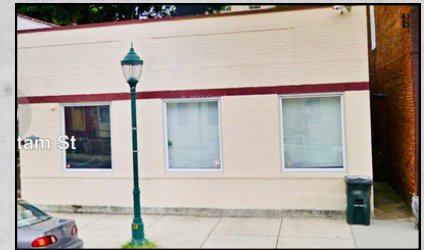
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**1101 OPAL COURT
-MEDICAL/OFFICE**

LEASE

- FLEXIBLE TERMS
- HIGH GROWTH AREA
- 2600 SF
- EASTERN BLVD



62 E ANTIETAM

LEASE

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

ONLY 1 SPACE LEFT



**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



**WELL ESTABLISHED SALON
FOR SALE/LEASE**

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



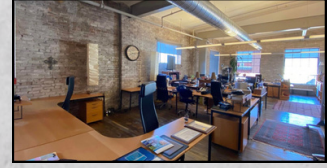
**SMITHSBURG- CORNER
LAND LEASE OR BUILD TO
SUIT**

- 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



**DOWNTOWN OFFICE SPACE
JOIN A GROWING LIST OF TENANTS**

- OFFICE/ARTIST STUDIOS- SCHINDEL ROHRER BUILDING STILL AVAILABLE
- ~~806 SF 2-3 OFFICES~~ **LEASED**



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

- 1.2 ACRES
- PRIME LOCATION
- ZONED BG



**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



**13331 PENNSYLVANIA AVE
-FLEX SPACE**

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

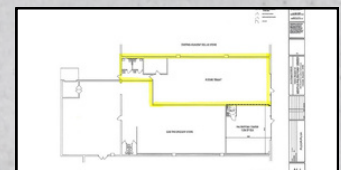
LEASE



**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



**HANCOCK SHOPPING CENTER
-RETAIL**

LEASE

- 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



**580 NORTHERN AVE
-PROFESSIONAL OFFICE**

LEASE

- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



AEK Real Estate



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"

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!

RECENT TRANSACTIONS

- DG/SERVPRO - NET LEASE - UNDER CONTRACT - AEK SELLER REPRESENTATION
- MCRAND CT -FLEX/INDUSTRIAL LAND- UNDER CONTRACT - AEK BUYER & SELLER REPRESENTATION
- SHIFLER LANE - FLEX/INDUSTRIAL WAREHOUSE W/LAYDOWN - LEASE - AEK LANDLORD REPRESENTATION
- 151 N BURHANS - FLEX/RETAIL- UNDER CONTRACT - AEK SELLER REPRESENTATION
- 145 N CHURCH ST - RETAIL/OFFICE- UNDER CONTRACT - AEK BUYER & SELLER REPRESENTATION
- S POTOMAC ST - MIXED-USE - UNDER CONTRACT - AEK BUYER REPRESENTATION
- SALON - RETAIL- LEASE - AEK LANDLORD REPRESENTATION
- OFFICE SUITE - LEASE - AEK LANDLORD & TENANT REPRESENTATION