

NEWSLETTER

THE TRUTH

Focus on the Journey

We can ALL take something from the following quote....There was no need to piece/cut or expand upon it.

The reality (the Truth) is the piece he refers to is in all of us. "Art" can be a bucket that holds whatever project/circumstance you have in your life. Submerge yourself in light while entering the work. See what happens when you come from a place of neutrality....focusing on the journey in itself from a positive place.

Watch what happens...

Rick Rubin

The Creative Act: A Way of Being

"All art is a work in progress. It's helpful to see the piece we're working on as an experiment. One in which we can't predict the outcome. Whatever the result, we will receive useful information that will benefit the next experiment. If you start from the position that there is no right or wrong, no good or bad, and creativity is just free play with no rules, it's easier to submerge yourself joyfully in the process of making things. We're not playing to win, we're playing to play. And ultimately, playing is fun. Perfectionism gets in the way of fun. A more skillful goal might be to find comfort in the process. To make and put out successive works with ease."

"There are no good and bad decisions. There is just life."

-G. Vaynerchuck

AEK NEWS

& RENTAL MARKET OUTLOOK



**THE
BUSINESS
AWARDS**
WASHINGTON COUNTY

WASHINGTON COUNTY CHAMBER OF COMMERCE BUSINESS AWARDS.

Looking for creative consistency....we are honored to provide award winning Berkeley Springs bottled water and branded napkins to the Washington County Chamber of Commerce Business Awards. Going on our third year of partnership, we remain excited to have our brand/message in the hands of the local decision makers.

PENT UP RENTAL DEMANDS

The boom in young adults living at home with parents got a lot of headlines and attention over the years, but ... now that pattern is in REVERSE, and it's suddenly become a positive tailwind that (almost) no one is talking about. Kudos to Eric Finnigan for posting this earlier. Great chart.

It shows the share of young adults (ages 25 to 34) living with parents has been trending downward since 2020 — even while inflation was ripping. So this was clearly one of the drivers feeding the big apartment demand numbers over these last few years.

Remember that for most young adults living with parents, an apartment is typically the logical next step.

Still today, 16% of young adults are living with parents. While I'd assume that number will remain above pre-GFC levels (11-12%), there could still be some runway here representing pent-up demand for apartments and SFR.

- Jay Parsons Rental Housing Economist



**MARKET
CONFIDENCE
REACHES NEW HIGH**



CHAMBERSBURG & CUMBERLAND VALLEY NEWS



**business
spotlight**

GREENCASTLE COFFEE
ROASTERS

CUMBERLAND VALLEY

CHAMBERSBURG | GREENCASTLE | WAYNESBORO

Only beginning to crack the local knowledge base. There is a ton of local/regional information to discern. This isn't a brief exercise...the commitment to educating ourselves is a very real and long term approach.

Strategic introductions and meetings have been consistent with a few opportunities already beginning to present themselves. We are committed to digging deep with a primary focus of providing value.

Lastly, check out a brief business spotlight video:

GREENCASTLE COFFEE ROASTERS

INDUSTRY NEWS

&

STREET KNOWLEDGE



RETAIL

A new paradigm or just the red car theory? The thought is...maybe there is a shift from what has been referred to as "retail". We (humans) are still a bit social and tend to enjoy being around other humans, engaging our senses. Convenience is one thing that can't be ignored, however the ability to have experiences and release the endorphins are also as important. Retail is speeding towards experiential concepts that draw humans to engage. They can order things and will continue to do so and an ever increasing clip, but there is still an innate desire to personally interact. Concepts that encourage, even force the consumer to experience something will continue to be introduced.

OFFICE



**THE OFFICE
SECTOR'S
OUTLOOK IS
BRIGHTENING**

INDUSTRIAL



**SMALL BAY
INDUSTRIAL SPACE
AVAILABILITY
TRENDS NEAR
HISTORIC LOW**

MULTI-FAMILY



**U.S. MULTIFAMILY
FUNDAMENTALS
CONTINUE TO
STRENGTHEN**

REDEVELOPMENT OPPORTUNITY

1126 Diamond Drive

EASTERN BLVD CORRIDOR



SALE/ LEASE

- 6000+/-SF
- 1.25 AC
- 21,000+ ADT
- **ZONING: CG**
(COMMERCIAL GENERAL)

HIGHLY VISABLE



MULTI-TENANT OFFICE/FLEX

19833 LEITERSBURG

- STABLE INVESTMENT OPPORTUNITY
- 22,470+/-SF
- 3.44AC
- VALUE TO ADD: NA
- GROUND
- INVESTMENTS (ROOF, HVAC, PARKING LOT, PAIR/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





ICONIC HAGERSTOWN LANDMARK

SALE

GENERATIONAL REDEVELOPMENT OPPORTUNITY

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

50 & 44-46 SUMMIT AVE

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

MOTIVATED SELLER

**13324 PENNSYLVANIA AVE
HAGERSTOWN, MD 21740**

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

IDEAL REDEVELOPMENT OPPORTUNITY!

SALE



BACK ON THE MARKET

**MOTIVATED
SELLER!**

1101 OPAL COURT



100% OCCUPIED

- 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

COMMERCIAL BUILDING LOT



EASTERN BLVD AREA

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

PRICED TO SELL

\$199,900

SALE



OFFICE/COLD STORAGE

300 W FRANKLIN ST

- Office Space/Flexible Cold Storage
- Suites Starting as low as 2,000 SF
- 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



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



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



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



CONTRACTOR STORAGE/FLEX

CHAMBERSBURG, PA

- 11,800 +/- sq ft -Will demise
- 14' garage doors
- 16-20' Ceilings
- 1.5 acres +/- Laydown space available

LEASE



MOUNTAINSIDE RETREAT

13856 POND VIEW LN

MERCERSBURG, PA 17236

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

SALE



INDUSTRIAL INVESTMENT OPPORTUNITY

947 COMMONWEALTH AVE

- Single Tenant
- 9,000 +/- sf
- Zoning: IG (Industrial General)

SALE



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 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



COMMERCIAL LAND FOR SALE

1325 ROBINWOOD DR

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

SALE



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



MEDICAL CONDO

1150 OMEGA CT

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

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

- 15,480 +/- SF
- Former Grocery Store
- over 25,000+ ADT

LEASE



132 NATIONAL PIKE

- 5,120 SQ FT +/-
- Professional Space
- Ample Parking
- Tenant Fit Out Available

LEASE

AEK



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!

RECENT TRANSACTIONS

WE ARE ACTIVELY WORKING ON SEVERAL TRANSACTIONS...

WE HAVE LEASE AND SALES TRANSACTIONS INCUBATING