

NEWSLETTER

THE TRUTH

THERE ARE NO MISTAKES - L. TURNER

An Opportunistic Approach to Holding on to the Wheel

**THE MAGIC YOU ARE
LOOKING FOR IS IN THE
WORK YOU ARE AVOIDING.**

-unknown

Whoosh....2024 has moved in. Nothing gradual about hospital visits, loved ones venturing far away from the nest, the realization that generational bonds (shackles) are breaking, and finally some winter weather.

Interesting that there doesn't seem to be anything other than abrupt jerks of the wheel. No easing into the lanes.

While we have so many things that can be identified as being something that could derail your course.....all you can do is try and stay between the lines.

That really sums up most of our existence doesn't it? **Choose to push**...taking incremental decisions head on....attempting to stay between the lines for the greater good.

That most likely means doing hard things on a regular basis.

Coincidentally, recent studies have just been published that show a section of our brain actually grows based on us doing things that we don't want to do. Strengthening the foundation through perseverance.

You do have a choice to push or not. It's just what it is.... **you have to make a choice.**

Our opportunities to try and improve are infinite.

“TIMING...MOMENTUM IS MORE IMPORTANT THAN TALENT”

ANDRE 3000



COMMUNITY CROSSROADS?

Establishing a Willingness to Remain Patient.

Patience. Willingness. Respect.

As the city/county continue to work on critical, community based initiatives, please recognize that just having open dialogue is a step.

Willingness to communicate, a willingness to compromise, and the "100 Problems" mindset applies more than ever.

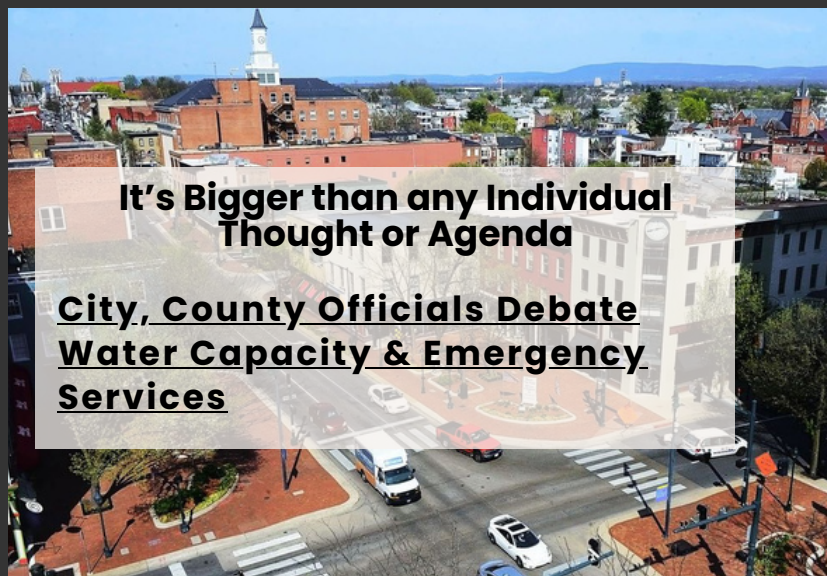
There is an opportunity to shape the future of the community.

In a previous newsletter, there was a reference to "100 problems." Defined as - Taking a moment and at least being cognizant of the fact that everyone....yes, everyone that you encounter is dealing with at least 100 problems that day.

As a result of recognizing and attempting to maintain this mindset.....a daily practice of kindness and patience has become something to strive for.

Maybe it's just the personal effort of trying to live this way and watching as it somehow traverses into your immediate surroundings. There seems to be something to it.

Thoughts really do become things. Your energy really does affect others. In summary and above all....BE KIND.



It's Bigger than any Individual Thought or Agenda

City, County Officials Debate Water Capacity & Emergency Services

OFFICE

Despite what you hear...we really don't have a lot of vacancy. Very little product has been built. There are entities that are still pursuing spaces in our market.



MULTI-FAMILY

Sensing some cracks in the prospect of building new. The consensus is the market is desperate (even behind) on delivering quality inventory.



RETAIL

Similar to office in a sense. Very little product has been built. What has been delivered has received a warm welcome in the market due to location and proximity to other retailers.



INDUSTRIAL/FLEX

There seems to be some new projects making their way through the process. Looking forward to having an opportunity to pre-lease, new inventory. Based on the pent up and evolving demand, there shouldn't be difficulty to build leasing momentum.

**WHY WAREHOUSES ARE TAKING
OVER THE U.S.**

FEATURE PROPERTY

FOR LEASE

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



TURN KEY MEDICAL SPACE AVAILABLE



SYLVANIA BUILDING
HAGERSTOWN, MD



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



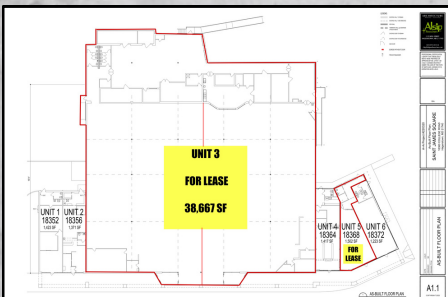
EASTERN BLVD- COMMERCIAL LAND -SALE

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

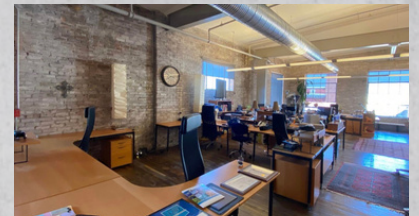
ST. JAMES SQUARE



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



I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

FOR SALE

Label Lane, Hagerstown MD 21742

- 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



FOR SALE

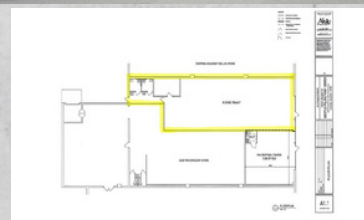
1101 OPAL COURT
\$7.90M

- 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



HANCOCK SHOPPING CENTER -RETAIL

- 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

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

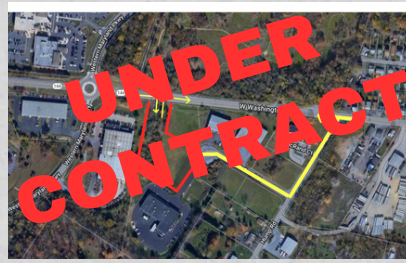


FOR SALE
DOLLAR GENERAL

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

SERVPRO

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



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



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

SALE - MEDICAL CONDOMINIUM - AEK BUYER REPRESENTATION

LEASE - MEDICAL OFFICE - PRIMARY CARE - AEK LANDLORD REPRESENTATION

LEASE - RETAIL - AEK LANDLORD & TENANT REPRESENTATION

LEASE - INDUSTRIAL W/LAYDOWN - AEK TENANT REPRESENTATION

LEASE - RETAIL - AEK TENANT REPRESENTATION