

THE TRUTH

"If you ask, seek and you'll receive knocking. The door will be open. If you want to see it, you will see it."

C BLEDSOE

Unwavering belief actually provides a sense of calm

It's not even strange anymore. Based on the daily synchronicities and the evolution of various circumstances, you just get to a point of belief. It just is what it is. You can't plan or even have an inkling of predicting the outcome. No point trying to force it anymore, you are now at a point of completely letting go. It really isn't in your hands anymore.

As we move to the next chapter (2026) you must know that TIME from your soul's perspective doesn't exist. Hard concept to digest when our daily lives are constructed with time as a component that provides structure. There isn't a question that in order for us to excel in our current environments we have to respect the construct and abide by the "laws" that govern us. A common occurrence of participating in this often results in the collection of resources (food, shelter, opportunities). They are provided to us as individuals and also in support of our families. Our tribes. The interesting thing is.....there is this completely other side. It goes back to this sort of unwavering belief providing a sense of calm....patience.

If it's right, it will ultimately come to light. It was the way it was supposed to be in the first place. There are far too many layers that go into it in order to finally reach this consensus.



The concept of pushing and pulling at the same time pops in. Pushing = trying to make things happen on a daily basis. Pulling= simultaneously letting go, believing you are drawing in (attracting). Setting the model sail boat in the pond and giving it a nudge. "It's on its way" Just know your energy is finite. Yes, you can "recharge" (sleep, food, various other modalities) but by harnessing the abundant resources around you, the amplification of your intention becomes far greater.

With this untapped power/potential you can actually push harder with less effort. You've heard of "planting the seed" or the concept of "set it and forget it." As we all continue to learn and set more meetings, just know that the interactions that occur as a result of adhering to the daily construct are only a piece to it....simultaneously, there are a ton of other things that are at work as well. It's up to you to harness it as it's probably already written.



A E K W E L C O M E S T H E **JEANINE MCVICKER TEAM**

It is with great pleasure that we announce the addition of the Jeanine McVicker Team to our family.

A mantra that is often used in our presence is there are "no mistakes". AEK will continue to beat our own drum and welcome the opportunities that are presented to us.

Jeanine and her team bring decades of experience serving Maryland, Pennsylvania and West Virginia. We are so appreciative of their willingness to explore the next chapter of the journey with us!

As our family continues to grow, we look forward to servicing the community in an even more meaningful way.





INDUSTRIAL

Small Bay - Micro or small bay industrial properties are, as the name suggests, smaller than traditional warehouses and are regaining popularity, according to the commercial real estate development association NAIOP. The properties' size, typically under 50,000 square feet, enables them to squeeze into more urban locations and are popular with logistics firms and distribution companies that provide last-mile delivery services. Other users include local service providers, startups and larger companies setting up satellite locations. Rents are steadily creeping to a base rate that just might make a "small bay" project pencil. The conundrum....by the time they might pencil, the overwhelming majority of land will be gone. Gobbled up.

OFFICE

Office tenants signed up for an estimated 410 million square feet of space in 2025

The result represents an increase of more than 5% from a lackluster 2024, in which office leasing volume fell to its lowest level in 15 years, excluding the pandemic year of 2020. Furthermore, leasing momentum gained traction throughout the year. The average lease size was only about 3,500 square feet, more than 15% smaller than the five-year deal-size average before the pandemic. There is little indication that lease sizes will increase anytime soon. The average size of new office leases has barely budged since the end of 2022, first because many tenants initially chose to downsize when older leases expired, and now because few large blocks of premium space remain available to accommodate major tenants who might otherwise wish to relocate. Thus, the market has become saturated with office tenants having smaller requirements. -Phil Mobley Costar Analytics. We don't have a lot of viable office options at the moment. What we do have, is being considered on a regular basis. Certainly not encouraging someone to build new office space (too costly) but.....just know there are limited options.



RETAIL

Retail Returns to the Spotlight — But Only for Cities Who Can Prove Their Value

Housing has taken center stage given the nationwide shortage — but quality retail is something that can boost communities. It's critical today for local leaders and businesses to work together to deliver the best results. But cities that are lesser known today must make a compelling argument backed by data to attract development and major brands to their areas.

From a developer's point of view, the area has to make sense for them. Often, this comes down to the demographics and how the population is estimated to grow. Today, many developers are using artificial intelligence and analytics to make decisions on projects of interest. Sometimes that might point them in another direction and when that happens — municipalities must be prepared to overcome objections. Knowing the data is part of it. You have to tell the story as well.

Anthony Russo - GlobeSt.

The smaller the footprint (with traffic counts) the better.

MULTI FAMILY

Sales momentum has been accelerating nationwide. According to CoStar data, trailing 12-month multifamily sales volume through November 2025 climbed 29% from the same time in 2024. Pricing has also stabilized after bottoming out in March 2024 at roughly 27% below the 2022 peak, and construction starts are at their lowest level in more than a decade, prompting investors to lock in discounted values before supply and demand rebalance, according to CoStar research.

Although there are a few projects in the works the market is severely underserved. We continue to receive inquiries for viable land to build new units.



FEATURE PROPERTY



**INDUSTRIAL BASED MULTI-BUILDING
COMPLEX TOTALING 50,000+/-SF**

PROPERTY HIGHLIGHTS

- 50K SF WAREHOUSE
- ADDITIONAL PARCEL
(PARKING) INCLUDED
- ZONING: CG -
COMMERCIAL GENERAL

SALE

67 W BALTIMORE ST
HAGERSTOWN, MD 21740

CURRENT USE

- STORAGE (45,450+/-SF)
- AUTO REPAIR (4,550+/-SF)

UNDER CONTRACT

IN 7 DAYS



3737 LINCOLN WAY W

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

LEASE

140 N. BURHANS BLVD

- 2,000 SQ FT +/-
- HIGH TRAFFIC COUNT
- HEAVY FOOT TRAFFIC
- COMMERCIAL/
- GENERAL ZONING

LEASE

830 BEAVER CREEK RD

- ACRES OF AVAILABLE
- LAYDOWN SPACE
- ZONED HI
- GREAT LIVE/WORK SCENARIO
- FRESHLY RENOVATED 20'X 40' SHOP W/14'X 12' DOOR

LEASE



700 EAST 1ST

- NEWLY RENOVATED WAREHOUSE
- 12,000-36,000 SF
- 14'6" CLEAR
- SPRINKLER
- DRIVE IN/DOCKS
- OUTDOOR STORAGE
- ZONING: IR - INDUSTRIAL RESTRICTED

LEASE

TURNKEY INVESTMENT OPPORTUNITY

1150 OMEGA CT

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

MOTIVATED SELLER

SALE

90 W LEE ST

- MAJOR RENOVATIONS - 2021
- 21,000 +/- SF
- 18' CLEAR W/ 12' X 12'
- DRIVE IN
- OVERHEAD DOORS

SALE



101 W WASHINGTON AVE

- 17,720 SQ FT +/-
- 2 STORY W/ BASEMENT
- ELEVATOR
- PRIVATE PARKING
- NEW PARKING DECK- 1 BLOCK
- NEWLY CONSTRUCTED BASEBALL STADIUM-1 BLOCK
- JOIN THE MOVEMENT IN THE REVITALIZATION OF DOWNTOWN

SALE



COMMERCIAL PAD

SALE/ LEASE

- Commercial Land
- Highly Visible
- Rt 63/Rt 40 (Huyetts Crossroads)
- Adjacent to Sheetz
- Utilities Available



LIGHT MANUFACTURING /OFFICE WITH ADDITIONAL WAREHOUSE

720 N MULBERRY

- ZONING: INDUSTRIAL RESTRICTED (IR)
- CONDITIONED: LIGHT MFG/OFFICE
- POWER: 2400AMP SERVICE - 240/3 PHASE
- WAREHOUSE W/ LAYDOWN
- DOCK ACCESS

SALE



IDEAL REDEVELOPMENT OPPORTUNITY!

13324 PENNSYLVANIA AVE

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

SALE



CONTRACTOR YARD

14728 CROWN LANE

- 3 ac +/-
- Laydown
- Outdoor Storage
- Truck Parking
- Gated Entrance
- Secure Yard

LAND LEASE



106 W MARYLAND PKWY.

- 5000+/-SF OFFICE BLDG
- OPTIONAL SALE/LEASE BACK OPPORTUNITY
- NEW ROOF
- 2.03 AC
- ZONED: IG

SALE

SOLD



1101 OPAL COURT



1125 OPAL COURT



13331 PA AVE -LAND

- Zoning - BG
- 15,000 + ADT
- Growing Retail Corridor
- Close Proximity to Interstate 81

LEASE



1350 WESEL BLVD

- 18,000 - 24,000+/-SF
- Warehouse/ Showroom/ Offices
- 28-30' Clear
- Docks/Drive-In
- Racking Available/Mezz. Storage
- Secure Outdoor Storage

LEASE



13020 PENNSYLVANIA AVE

- High Traffic Retail Location
- Immediate Occupancy: Up to 3400 +/-SF of Open Floor Plan/Warehouse
- Loading Dock

LEASE



RETAIL CENTER

INVESTMENT OPPORTUNITY

1455 WESEL BLVD

- 100% Occupied
- Harbor Freight, Mariner Finance
- Established Retail Corridor

MOTIVATED SELLER

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



WESTVIEW BUSINESS CENTER

NEW SUITES AVAILABLE

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

LEASE

LABEL LANE, DEVELOPMENT LAND HAGERSTOWN, MD

- Flex/Contractor
- Light Industrial
- Laydown
- 63 Ac
- Public Water to Site
- Public Sewer to Site
- Generally Flat Topography
- Zoned HI - Highway Interchange

SALE

**UNDER
CONTRACT**

COMMERCIAL LAND FOR SALE

11325 ROBINWOOD DR

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

SALE



ONLY 1 SUITE AVAILABLE

19833 LEITERSBURG PIKE

- Professional Office Suite
- All Utilities Included
- Ample parking
- 1,085 SF

LEASE



COMMERCIAL LAND

- Rt 81 VISIBILITY
- Newly Improved Intersection

- 19.64Ac
- Zoned: HI

SALE

RETAIL OPPORTUNITY



EASTERN BLVD CORRIDOR

- Zoning: CG
(Commercial General)
- 21,000+ ADT
- 6000+/-SF
- 1.25 Ac

SALE/LEASE

OWNER FINANCING AVAILABLE



MT CARMEL ROAD

- Commercially Licensed Kitchen/Religious Facility
- Only 1.8 mi from Downtown Boonsboro
- Renovated Licensed Commercial Kitchen w/Outdoor Amenities
- 1.14 Ac

SALE

28 SOUTH POTOMAC ST

- Entrepreneurs, Creatives & Professionals
- Studio/Office Spaces Available
- Starting as low as \$250/mos

LEASE



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

19021 LONGMEADOW RD

- Warehouse/Storage
- 5600+/-SF High Bay Warehouse (Racking Optional)
- 3000 +/- SF Storage/Office
- 2 Docks
- Outdoor Laydown/Storage Available

LEASE

686 PENNSYLVANIA AVE

INDUSTRIAL/CREATIVE SPACE

- Zoned IR (Industrial Restricted)
- Build to Suit
- **Up to 10,000 SF Available**

LEASE



EASTERN BLVD AREA

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

PRICED TO SELL

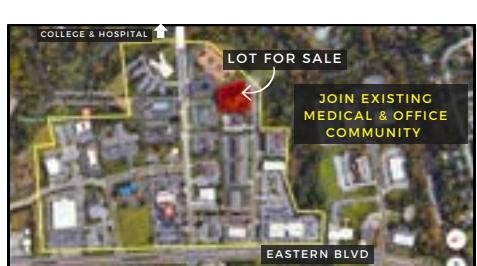
\$199,900

SALE

SMITHSBURG- CORNER

- Wanted: C-Store/Retail
- High Traffic
- Four Way Lighted Intersection
- Growing Community
- Flexible Lease Terms

SALE



COMMERCIAL LAND

EASTERN BLVD

- 1.053 Acres
- Zoning: "POM"
- Professional Office -Mixed
- High Growth Corridor
- VARIETY of Permitted Uses

SALE



MOTIVATED SELLER

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

MOTIVATED SELLER 824 PENNSYLVANIA AVE

- Real Estate Included
- Ample Parking
- Cash Flow
- Turn key Operation
- Zoning: Commercial General (CG)

SALE



RETAIL CENTER

ONLY 1 SPACE LEFT

CRESSLER PLAZA, BURHANS BLVD

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

SALE



CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



5118 INNOVATION WAY

- WAREHOUSE SPACE AVAILABLE: 45,000-90,000 +/- SF
- OFFICE SPACE: 1,000 SF
- RAIL SIDING AVAILABLE IN REAR OF BUILDING
- 4 DOCK DOORS WITH LEVELERS
- (4) 10'X10' OVERHEAD DOOR DRIVE-INS AND (1) 10'X14' OVERHEAD DOOR DRIVE-IN

LEASE



6100 BUCHANAN TRAIL

- DIVISIBLE TO ±5,000 SF
- (3) BUILDINGS RANGING FROM ±30,000 TO ±130,000 SF
- 20'-32' CLEAR CEILING HEIGHTS
- 28 DRIVE-IN DOORS | 4 DOCK
- DOORS
- OFFICE SPACE IN EACH BUILDING
- 3-PHASE POWER | PROPANE HEAT

LEASE



20 S MAIN STREET

- Starting at \$250/Office
- Designated Parking Included
- Conference Room Access

LEASE



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



3737 LINCOLN WAY W

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

LEASE



RECENT TRANSACTIONS

**SALE - 1101 OPAL CT HAGERSTOWN, MD - 63,000+/-SF MULTI TENANT OFFICE -
AEK SELLER & BUYER REPRESENTATION**

**SALE - 1125 OPAL CT MULTI TENANT OFFICE - 20,000+/-SF MULTI TENANT
OFFICE - AEK SELLER & BUYER REPRESENTATION**

**LEASE - 14515 INDUSTRY DR - 12,000+/-SF INDUSTRIAL AEK LANDLORD
REPRESENTATION**

**LEASE - MARSH PIKE - EMERALD POINTE - 5,000+/-SF RETAIL - AEK LANDLORD &
TENANT REPRESENTATION**

**LEASE - 6100 BUCHANAN TRAIL - 13,000+/-SF - AUTOMOTIVE - AEK LANDLORD
& TENANT REPRESENTATION**