

NEWSLETTER

THE TRUTH

"BURY YOUR OLD SELF AND NEVER VISIT THE GRAVE" - CFD

got Real Estate? get AEK!

Here we are again...new year...new us. Let's not get too far ahead of ourselves. Immediate, knee jerk change only works in unique circumstances. Sometimes ripping the band aid off is exactly what's needed. However, other paths take longer and can only be accomplished with a steady grind. A certain mentality and focus. Only you really know where you are and how to best handle yourself.

Not attempting to send a message of a bunch of rah rah. "New Years... New Me" stuff. Honestly, that's not what it is and that isn't real anyways. It's not about an emotional reaction...it's really calculated intention that lasts. The daily calculations/decisions that lead to the progress. Choose wisely for it often becomes a consistent stream of opportunities.

Setting yourself up to maintain, keeping pace is probably best. Opportunities we speak of are constant and ever present if we are open to receiving them. Is "Too much of a good thing" a real thing? Certainly don't want too many positive changes occurring at once.....(being sarcastic).

Take all of it as it comes...preferably head on. Abundance surrounds us....there is plenty. Don't be shy. After all, you were the one that whisked it all in in the first place.

Just so happens that many believe we have transitioned into a new age. Pluto (now classified as a dwarf planet) has entered Aquarius for the first time since the American Revolution. It's possible that it will be there until 2039 so buckle up.

Also, if remotely accurate, entering the age of Aquarius could last hundreds of years. Many believe ushering in a new way of thinking. A true period of change. Seeking good for the collective (All inhabitants of our planet). Allowing space for empathy all the while cherishing our loved ones.

We are only passing through. Can we not start individually.....why not NOW?

RECENTLY RAN ACROSS THIS.....RESONATE ANY?

I see this story play out time and time again. A town is desperate for change—at least, the younger generation is. They're full of ideas about how to make things better, to create a community that feels alive and worth investing in. But the existing stakeholders dig in their heels, clinging to the belief that any kind of change will destroy the town they've always known. What's crazy is that those resisting change are absolutely convinced they know what people want. They think what they value about their town are still enough to hold a community together.

Meanwhile, the younger generation is out there shouting, about walkability, beauty, social opportunity and housing. They are begging to have their voices heard or are threatening to leave and when they aren't heard, they leave.

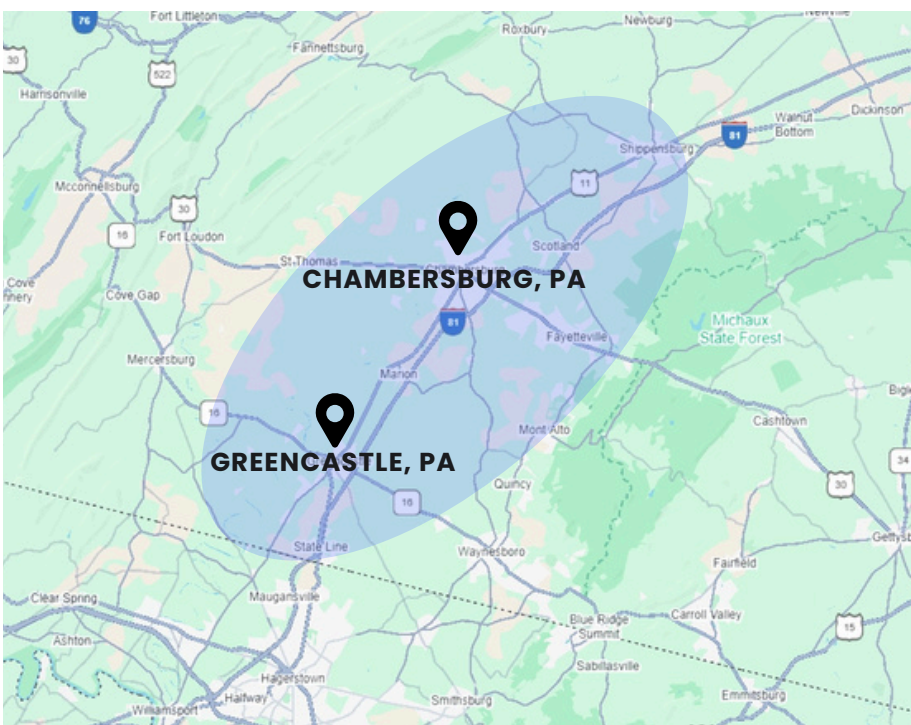
Here's the reality: tastes change. People value different things now than they did a few decades ago.

"IN THE END, ONLY THREE THINGS MATTER: HOW MUCH YOU LOVED, HOW GENTLY YOU LIVED, AND HOW GRACEFULLY YOU LET GO OF THINGS NOT MEANT FOR YOU" - GUATAMA BUDDHA

ONE PIECE OF FLAGSTONE IN FRONT OF THE OTHER

As we forge ahead into relatively new territory we fall back on our core. Go deeper...not wider. Our belief is you have to be on the streets. A primary focus on a specific geographic area. There are too many nuances associated with our industry to think you can be efficient and provide value if you don't have inherent knowledge of the moving parts. The inner workings of a given area. Introductions/meeting have started in the greater Chambersburg, PA area.

With the help of some of our associates, we look forward to providing value in this market.



CONTINUED...

RECENTLY RAN ACROSS THIS.....RESONATE ANY?

Young people aren't asking to throw the town's history in the trash. They're asking for a chance to build something new on top of it—something that feels relevant and exciting for today, not yesterday.

The truth is, if a town refuses to listen to the people who are its future, there won't be a future. The younger generation will take their ideas, energy, and money to a place that's willing to let them grow. And what's left behind? A community clinging to memories while the rest of the world moves on.

The best towns are the ones that figure out how to strike a balance—honoring tradition while making space for the next chapter. It's not about wiping the slate clean. It's about having the courage to ask, "What if we could do better?" and then actually listening to the people with the answers.

That's how you build a place people want to stay.

Stop and ask yourself, are you fighting for future of the town you love, or just fighting for your own version of it?

Jeff Siegler • 2nd LinkedIn •

**2ndMunicipal Commissioner | Author of
Your City is Sick | Speaker | Consultant |
Founder, Revitalize, or Die. | Place Industry
Advocate | Prefer to GSD**

CUMBERLAND VALLEY NEWS

On January 7th, 2025 the Chambersburg borough and Chambersburg Area Municipal Authority finalized their proposed vision for the redevelopment of the Southgate Shopping Center.

The Southgate Redevelopment Initiative Prospectus reads:

“The Borough of Chambersburg (Borough), in collaboration with the Chambersburg Area Municipal Authority (CAMA), is seeking (a) development partner(s) to restore a 14-acre urban infill site to productive economic use while maintaining the integrity and rich culture of the surrounding community. The site, formerly known as the Southgate Shopping Center, is well-positioned for redevelopment.

In undertaking the Southgate Redevelopment initiative, the CAMA aspires to promote a mixed-use community development that meets the identified needs of the Southgate neighborhood. The initiative seeks to incorporate much-needed new workforce options, create a variety of housing options, facilitate top-notch neighborhood healthcare services, retain businesses that provide services to the community, and provide improved and expanded access to recreational amenities.

Upon its completion, the initiative will be an asset to not only the local Southgate residents but to the entire Chambersburg community. Private investment in this revitalized community will be supported by a strong public partner in an economically sound and growing municipality.”

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



**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



FLEX/INDUSTRIAL

Efficient last-mile delivery solutions will be key for success. Balance could soon return to the industrial sector as vacancy rates peak, new supply and tenant demand reach equilibrium, and rent growth stabilizes, according to Colliers 2025 Commercial Real Estate Outlook. To make the most of this opportunity, however, efficient last-mile delivery solutions will be key for companies in the industrial real estate sector, the report noted. That's because even though demand and supply challenges created by the sector's response to the pandemic are abating, risks, disruptions and high costs will remain. To overcome these challenges, increased agility and reliable deliveries will be needed to ensure the supply chain is resilient and flexible. "More companies will adopt route optimization strategies and crowdsourced delivery networks to improve the last mile and adapt to unexpected delays," the report predicted.

- By Philippa Maister globest.com



RETAIL



The ever changing consumer. New concepts..outdoor spaces...food/experience based...mixed use. All of these are being attempted. The consumer/market will ultimately dictate. Certainly interesting times considering the previous iteration of what was recognized as retail remains stagnant. Change or die.



A push to boost attendance

As we've returned to more normal patterns in our lives and work, we can all appreciate the many benefits of in-person engagement, [and] this is especially true when it comes to the importance of being in the office," JPMorgan's operating committee wrote in a 2023 memo requiring all managing directors to return to the office five days a week. "Being together in person is the best way to build and strengthen our culture — the very thing that makes our company special."

From corporate giants to smaller professional services firms, employers across the country are stepping up their in-person requirements in an attempt to move past the pandemic-related shift toward increased flexible work arrangements. Office market stakeholders point to the escalated mandates, many of which take effect in 2025, as a signal that demand for office space will be on the rebound after years of depressed leasing activity. Large employers such as Amazon, Starbucks, AT&T, Southwest Airlines and Walmart have recently stepped up their in-person requirements, and many employers are now demanding workers commute to an office all five days of the workweek.

Escalated mandates have fueled optimism among national office landlords looking to retain their portfolio occupancy as tenants slashed real estate to both trim costs and adjust to flexible, post-pandemic work policies.

MULTI-FAMILY

Multifamily housing starts dropped to the lowest levels in a decade, according to U.S. Census data released yesterday, further evidence that the apartment supply cooldown will be deeper than a mere return to pre-COVID norms. Total multifamily starts over the last 12 months tallied 336,100 units. That compares to the peak of 538,700 units started in the T-12 period ending in November 2022. Also notable: On a monthly basis, multifamily housing starts in November 2024 were the third lowest of ANY month since 2015 -- only higher than March 2024 (same headwinds) and April 2020 (COVID lockdowns). It's worth noting (as several media articles did) that permits have not cooled quite as dramatically as starts.

So the number of units permitted but not started remains well above normal -- and actually re-accelerated a tick after dropping off in 2023. So that remains an interesting data point to watch. Remember that permitting rules vary by city (in terms of costs and how long you have to start the project once permitted), so in some cases, developers may be pulling permits to get shovel ready once capital is lined up. But in today's environment of sticky/elevated rates plus reluctant LP equity, I would think a good chunk of those projects won't be able to break ground any time soon.

Bottom line: Construction starts data continues to play out as expected -- feeding into the the consensus forecast for a low-supply environment in 2026-27, and possibly helping justify some of the industry's bullish expectations for that period

WE ARE GOING TO START THIS YEAR OFF A
LITTLE DIFFERENTLY.....

YOU HAVE TO ASK IN ORDER TO RECEIVE.
SOOOO WE ARE ASKING.

WE THOUGHT WE WOULD ASK OUR MOST CAPTIVE, INTIMATE AUDIENCE THE FOLLOWING:

If you have a property (including land) that has any vacancy or a tenant that you believe will be vacating at some point in the future.....Please call us! The more we are aware of possible space within the market, the more we can assist. We have a significant list of tenants and a steady stream of new inquiries that we would love nothing more than to place.

WE LOOK FORWARD TO HEARING FROM YOU.....
OUR DOORS ARE ALWAYS UP!



MULTI-TENANT OFFICE/FLEX

19833 LEITERSBURG

- STABLE INVESTMENT OPPORTUNITY
- 22,470+/- SQ FT
- 3.44 AC
- 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

SALE

ICONIC HAGERSTOWN LANDMARK

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

13324 PENNSYLVANIA AVE HAGERSTOWN, MD 21740

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

BACK ON THE MARKET

IDEAL REDEVELOPMENT OPPORTUNITY!

SALE



**100%
OCCUPIED**

1101 OPAL COURT

- 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



50 & 44-46 SUMMIT AVE

- Ideal Adaptive Reuse Opportunity
- GSF: 57,680 +/- SF
- Currently Operating as Extended Stay: 134 Keys

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

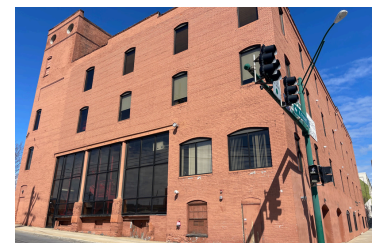


TURN KEY MEDICAL SPACE

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

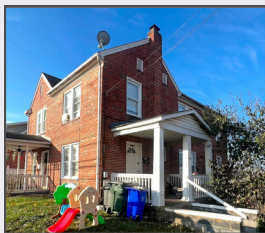
SALE



14728 CROWN LANE

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

LAND LEASE



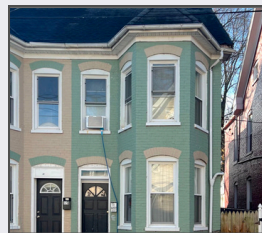
445 E FRANKLIN ST

- 3 beds 1 bath
- GRI: \$16,800
- Leased- Month to Month



26 AVALON AVE

- 3 beds 1 bath
- GRI: \$16,800
- Leased- Month to Month



113 E LEE ST

- 3 beds 1 bath
- GRI: \$16,200
- Leased- 6/6/2025



329 CENTRAL AVE

- 3 beds 1 bath
- GRI: \$16,200
- Leased to- 11/1/2025



242 PROSPECT AVE

- 4 beds 1 bath
- GRI: \$18,480
- Leased to- 5/31/2025

SOLD



141 MULBERRY ST

- Duplex 1/1 & 3/1
- GRI: \$25,656
- Leased to- 8/1/25 and 9/1/25

HAGERSTOWN, MD

**BUY ONE
OR
BUY ALL**

- TURNKEY UNITS
- SIX UNITS TOTAL
- GRI: \$109,536
- 100% OCCUPANCY



COMMERCIAL BUILDING LOT
EASTERN BLVD AREA

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

SALE



IDEAL REDEVELOPMENT OPPORTUNITY!

13324 PENNSYLVANIA AVE

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

SALE



INDUSTRIAL WAREHOUSING

947 & 949-COMMONWEALTH AVE

- One Building Left
- 9,000 +/-sf
- 5,750 +/-sf
- Zoning: IG
- (Industrial General)

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



MOUNTAINSIDE RETREAT

**13856 POND VIEW LN
 MERCERSBURG, PA 17236**

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

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

- 38,667 +/- SF
- Former Grocery Store
- over 25,000+ ADT

LEASE



**LABEL LANE
 LAGERSTOWN, MD**

- Flex/Contractor
- Light Industrial
- Laydown
- Significant I-81 frontage
- Public Water to Site
- Public Sewer to Site
- Generally Flat Topography
- Zoned HI - Highway Interchange

SALE