

# THE TRUTH

"If the why is powerful the HOW is easy" – J Rohn

## CALL IT WHAT YOU WANT...WHETHER YOU LIKE IT OR NOT, IT'S YOURS!

A change of scenery (a change of perspective). A bit of separation from the daily routine is an often welcome experience. To disconnect...smell new things and take deep unobstructed breaths often leads to creativity. That's not a coincidence. The opportunity to unlock new pathways, absorbing new things, is vital to our health. Our life's Work (often our self expression) comes out of these times. The work often resonates (seeing something you haven't seen before) to you and your frequency that changes your trajectory. Switching the track you were actually on.

The openness allows you to tune in....there's no real idea how it works. It is an experience that is yours. ONLY YOURS.

A unique combination of your personal circumstances (accumulated up to that point) and the work is specific to you.

Call it what you want....flow, unconsciousness, the collective, source, the matrix, etc...it's yours. Embrace it and realize that it's happening around you.... all day, everyday. It just takes the separation to actually take it in...so slow it down, take a breath and recognize that it's happening. For the speed in which we operate might NOT be the ideal gear. It's crucial to push at times in order to "get things done" but it seems even more apparent that our ability to accept the unobstructed breaths should provide the actual direction.




## ALL OF THE PROVIDERS SCREAMING WE ARE DIFFERENT....

we have been guilty of that. Time and time again we have to inject ourselves in a manner that really results in the "Broker" component of our day being a bi product. A broker is defined as "a person who buys and sells goods or assets for others." Yes, this tends to organically happen, but as a result of acting ultimately in the best interest of the client. The nuances to deals never disappoints.

Some factors that contribute to the ultimate prize might include bits and pieces of therapy, strategic analysis, experience, mental fortitude, empathy, and some guts. There are certainly others but you get the gist. Without question, there are other roles that have similar components, but the navigation of these on a regular basis is what might just provide us a local edge.

As we continue to be engaged for more complex opportunities, we are often left with expectations of performance. We are more than appreciative and firmly believe we are the group to handle it. We didn't set out to establish a firm that incorporates additional representatives. However, we have been steadily approached by individuals that are intrigued. Due to our structure, we are open/honest about the business and will answer any inquiry with an open dialogue. This will either solidify or fracture the relationship moving forward.

However, there is absolutely no "smoke" when discussing the daily grind. Yes, there is an abundance of opportunities, but they don't just fall out of the sky. There is an inherent work ethic that has to be present in order to handle the balls in the air.



**"Far more money has been lost by investors preparing for corrections, or trying to anticipate corrections, than has been lost in corrections themselves"**  
- P. Lynch



# IN THE NEWS

## Jobs Jobs Jobs....BUT

Where will they all live?

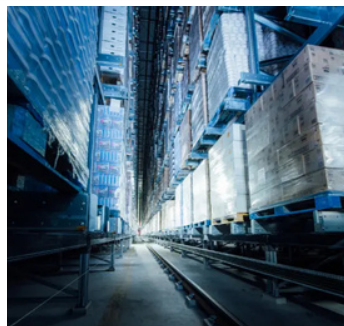
### CRE News

Commercial real estate liquidity levels and lender diversity have reached new highs even in the face of persistent macroeconomic uncertainty. According to the latest data from JLL, the number of debt quotes available to private capital investors has soared 74% since the market bottomed out in the fourth quarter of 2023. This surge is not just a sign of a market rebound—it also reflects a more balanced and competitive lending environment, as banks, insurance companies and other capital sources ramp up their activity across a range of property types.

### New/Re-established Tax Code

One of the most significant changes, according to industry leaders, is the full reinstatement of 100% first-year bonus depreciation. This provision, previously set to phase out under the 2017 Tax Cuts and Jobs Act, will now apply to qualified property placed into service after Jan. 19, 2025, through Dec. 31, 2029.

This change can identify massive first-year deductions against taxable income for commercial property tenants and anyone buying or building commercial or residential rental real estate. For owner-users, this means the ability to significantly reduce their tax liability in the year they acquire assets, freeing up more cash to buy additional equipment and improve property. The law also allows for owners and tenants to conduct cost segregation studies. These are part of a tax planning strategy that involves identifying and classifying different components of a building and its land improvements, such as electrical systems, plumbing, flooring and sidewalks, into what's known as depreciation periods. By utilizing a cost segregation study, tenants can identify non-structural interior components within a tenant improvement project and deduct a significant portion of the build-out cost. The law also makes the qualified business income deduction permanent, allowing real estate investors to deduct a larger portion of their business income.



### NewCold

a global leader in advanced food logistics, is bringing its state-of-the-art proprietary technology to Hagerstown with a temperature-controlled automated warehouse.

Located at 45 West Oak Ridge Drive, the new facility will help the company grow its commitment to building resilient, efficient supply chains. NewCold anticipates creating at least 125 new jobs as part of its expansion into Maryland, while integrating itself into the local community through economic and workforce development.



### Lifetime Brands

is establishing a new location in Maryland that will serve as its primary U.S. East Coast distribution center. Located in Washington County, the approximately one million square-foot facility will provide the company with logistical advantages to reach customers with ease, while creating an estimated 230 new jobs in the process. As a global designer, developer, and marketer of consumer products used in the home, some of Lifetime Brands well-known products include Farberware®, KitchenAid®, MasterClass®, Mikasa®, Pfaltzgraff®, and Bombay®. Lifetime Brands also provides exclusive private label products to leading retailers worldwide.



### SJ Incorporation

a drug and medical device production and manufacturing company, is locating a new production facility in Cascade, MD. The company will lease approximately 35,000 square-feet of space at 24930 Reservoir Road, where it will manufacture medicine and medical device components. SJ Incorporation expects to begin construction this year and create 300 new full-time jobs over the next four years. The new manufacturing facility is located at Fort Ritchie, a former military installation in Western Maryland that is being redeveloped into a community with residential, commercial, retail, and recreational opportunities. SJ Incorporation represents the largest commercial investment in the Fort thus far.



AEK

REAL  
ESTATE  
LLC

Lease

# FEATURE PROPERTY

Three-Building Industrial Campus

**±245,000 SF ON ±52 ACRES**

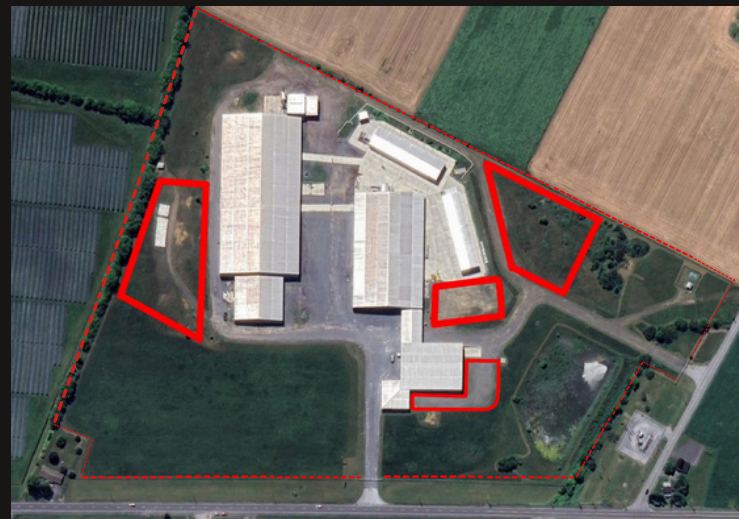
**6100 BUCHANAN TRAIL W.  
MERCERSBURG, PA**



## PROPERTY HIGHLIGHTS

- Divisible to ±5,000 SF
- (3) Buildings Ranging from ±30,000-±130,000 SF
- 20'-32' Clear Ceiling Heights
- 28 Drive-in | 4 Dock
- Office Space per Section
- 3-phase power | Propane heat
- Secure Laydown Options
- Fully fenced campus
- Minutes to I-81

## SECURE LAYDOWN





## NEW LISTING



### 1350 WESEL BLVD

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

**LEASE**

## NEW LISTING



### COMMERCIAL PAD

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

**LEASE**

## NEW LISTING



### COMMERCIAL LAND

- Rt 81 VISIBILITY
- Newly Improved Intersection
- 19.64Ac
- Zoned: HI

**SALE**



### 19435 LEITERSBURG PIKE

- 3400 SF +/-
- BUILD TO SUIT
- HIGH VISIBILITY
- AMPLE PARKING

**LEASE**

## UNDER CONTRACT



IDEAL REDEVELOPMENT OPPORTUNITY!

### 13324 PENNSYLVANIA AVE

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

**SALE**



### 1150 OMEGA CT

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

**SALE**



### 106 W MARYLAND PKWY.

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

**SALE**



**MOTIVATED  
SELLER!**

**1101 OPAL COURT**



**100% OCCUPIED**

- Multi-tenant Medical/Office
- Positioned for Future Growth
- Priced Well Below Replacement Costs

**SALE**



**13020 PENNSYLVANIA AVE**

- High Traffic Retail Location
- Immediate Occupancy:  
10,000+/-SF of Open Floor  
Plan/Warehouse
- Loading Dock GSF: 20,616+/-SF

**LEASE**



**21 FOREVERGREEN DR  
FALLING WATERS, WV**

**MULTI FAMILY/SELF-STORAGE**

- 43 apartments
- 45 self storage units

**SALE**



**EASTERN BLVD CORRIDOR**

**MOTIVATED SELLER**

**\$199,900**

- 1.053 Acres
- Zoning: "POM"
- Professional Office -Mixed

**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**





### 16619 HUNTERS GREEN PKWY #200

- Professional Office
- 3800 Sq Ft +/-
- Private Setting/Parking
- Close proximity to Interstates 70 & 81

**LEASE**



### LABEL LANE, 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**



COMMERCIAL LAND FOR SALE

### 1325 ROBINWOOD DR

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

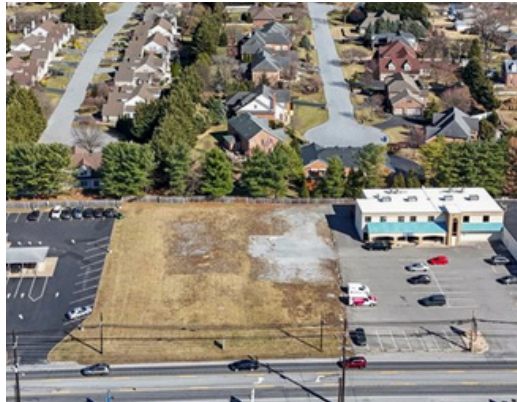
**SALE**



### 19833 LEITERSBURG PIKE

- Professional Office Suites
- All Utilities Included
- Ample parking
- 355 or 1,085 SF
- Only 2 Suites Available

**LEASE**



### 13331 PA AVE -LAND

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

**LEASE**



### 28 SOUTH POTOMAC ST

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

**LEASE**

### EASTERN BLVD CORRIDOR



### REDEVELOPMENT OPPORTUNITY

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

**SALE/LEASE**



### 19760 LONGMEADOW RD

- Office Suite
- Private Setting/Parking
- 1500 +/-SF
- Flexible/Open floor plan - Lots of Storage

**LEASE**





**300 W FRANKLIN ST**

## OFFICE/ COLD STORAGE

- Office Space/Flexible Cold Storage
- Suites Starting as low as 2,000 SF
- Flexible Floor Plan
- Private Reception
- Ample Parking

**LEASE**



INDUSTRIAL/CREATIVE SPACE

**686 PENNSYLVANIA AVE**

- Zoned IR (Industrial Restricted)
- Build to Suit
- 2,000-18,000 SF

**LEASE**

COMMERCIAL BUILDING LOT



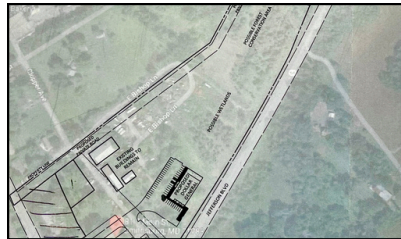
**EASTERN BLVD AREA**

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

**PRICED TO SELL**

**\$199,900**

**SALE**



LAND LEASE OR BUILD TO SUIT

**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**



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**

- 14,000 +/- SF
- Open Floor Plan

**FULLY  
LEASED**

**LEASE**





## 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**



## TURN KEY MEDICAL SPACE SYLVANIA BUILDING

- 7,347 +/- 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**



## 19021 LONGMEADOW RD

- Warehouse/Storage
- 5600+/- SF High Bay Warehouse (Racking optional)
- 3000 +/- SF storage/office
- 2 Docks
- Outdoor laydown/storage available

**LEASE**



## 14728 CROWN LANE CONTRACTOR YARD

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

**LAND LEASE**



## 19723 LEITERSBURG PIKE

- 1950 +/- SF
- Former Established Salon
- Great Visibility

**LEASE**



## MOUNTAINSIDE RETREAT

### 13856 POND VIEW LN MERCERSBURG, PA 17236

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

**SALE**



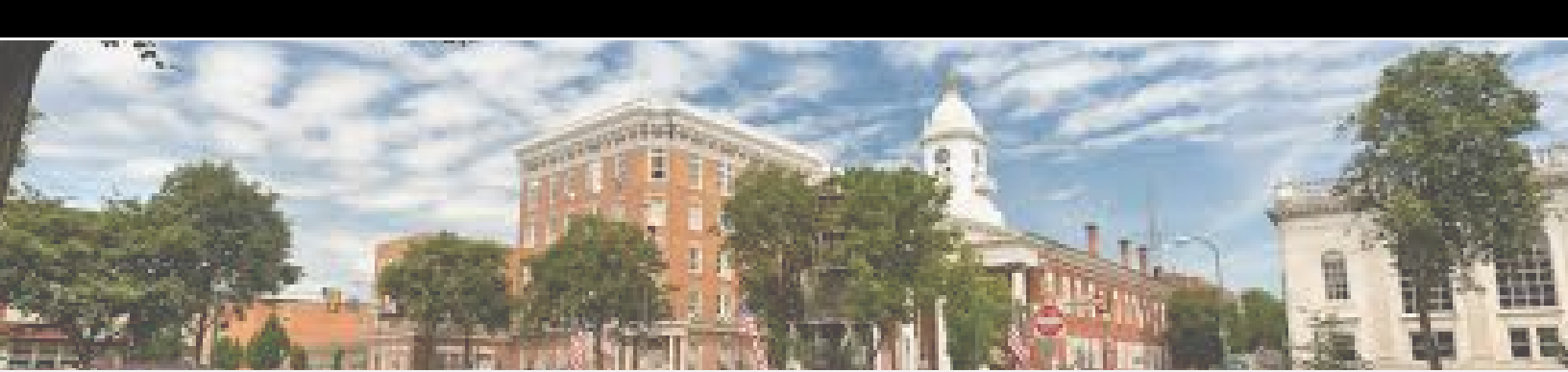
## INDUSTRIAL INVESTMENT OPPORTUNITY

### 947 COMMONWEALTH AVE

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

**SALE**





# CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



## 3475 LINCOLN WAY

### CONTRACTOR STORAGE/FLEX

- 11,800 +/- SQ FT WAREHOUSE
- DEMI-SPLIT
- 14' GARAGE DOORS
- 20' CEILINGS
- 1.5 ACRES +/- LAYDOWN

**LEASE**



## 550 DEVELOPMENT AVE

- 13,588 +/- SF
- FLEX/WAREHOUSE
- CEILING HEIGHT 18'
- 8 AC +/-
- NO USE RESTRICTIONS
- 2 DOCKS / 1 DRIVE THRU

**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**



## 305 W COMMERCE ST

- 170,000 SQ FT +/- WAREHOUSE
- UP TO 15,000 SQFT +/- OFFICE SPACE
- RAIL SPUR DIRECT TO BUILDING
- ON 41 ACRES
- FULLY SPRINKLERED
- GATED
- ZONED- COMMERCIAL INDUSTRIAL
- 21 + LOADING DOCKS

**LEASE**





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## RECENT TRANSACTIONS

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LEASE - ARTISAN STUDIO - AEK LANDLORD & TENANT REPRESENTATION

LEASE - OFFICE SUITE - CHAMBERSBURG - AEK LANDLORD & TENANT REPRESENTATION

LEASE - RETAIL - 4000+/-SF - AEK TENANT REPRESENTATION

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