

NEWSLETTER

THE TRUTH

KIDLIN LAW- a principle of problem-solving that states:

"If you write the problem down clearly, then the matter is half solved."

SENDING JOLTS

Through root systems and common mycorrhizal networks, plants are able to communicate with one another below ground and alter behaviors or even share nutrients depending on different environmental cues. Aren't we a part of this?

We assume we've evolved....we also assume we are not the same as other organisms. How could we possibly be "that". A bit of a superiority complex, don't you think? True, we aren't using clubs and pure sounds to relay messages anymore, but we have some concerning realities. We all have a part in creating our own reality. How do you spend your days? You would surmise that the time is spent on positive, compounding daily habits. A sense of purpose. Clearly not the case for everyone. There are so many agendas, how could it possibly all be positive?

Communication is a vital to our existence..always has been. The beauty of our current state is the ease in which we can send positivity, love to others. It's frictionless. There really isn't an excuse you can give to not at least reach out. Frequencies are becoming more of a widely accepted reality.

Einstein said,

"Everything is energy and that's all there is to it. Match the frequency of the reality you want and you cannot help but get that reality. It can be no other way. This is not philosophy. This is physics."

Our ability to communicate (face to face, a quick text "love you", actually calling someone) has a direct impact on the frequency level of many participants. Our Earth, the individuals (sender/receiver), the immediate tribe surrounding the individuals, etc... Setting the tone of the environment if you will...emanating a frequency.

Have you ever received communication that sent a quick jolt through your body, changed your body temperature. What happens if we make the decision to take the high road. Reach out to those that mean the most and maybe a few others that are important to you. It's interesting.....it tends to raise the level of all of the parties involved. **Could it be that simple?**

Could we all experience jolts on a regular basis? What would that really look like? Could we see the weight lift off, could we see more clearly?....not only getting our own positivity out but sending it/sharing it with someone to absorb. The absorption allows them to set the tone in their reality.

There is a tremendous ripple effect from an individual who is vibrating at a high frequency. The philosophy is that if you send positive "jolts" and others join, we are collectively communicating from a high frequency..... Sending jolts.

The suspicion is that we tend to take our loved ones for granted and not relay messages (sending jolts) as much as we should.

SEND A JOLT

NOT YOUR TYPICAL BROKERAGE...

IT IS SAID THAT YOU ARE NOT THE
SAME AS YOU WERE JUST A DAY AGO.

R. RUBIN STATED

**"YOU CAN'T STEP INTO THE SAME
STREAM TWICE BECAUSE ITS ALWAYS
FLOWING. EVERYTHING IS."**

Actively onboarding new properties to lease and sell and are in pursuit of others. Commercial land, income generating mixed use & multi-family assets, retail, office, industrial, etc...Now more than ever, clients seem to be looking for direction and resources.

We regularly receive calls/emails that lead to transactions. Not because we have a magic wand...it's a result of the basis of our firm. We are focused on becoming the hub in the wheel. A switch in the network. Connecting individuals. We are consultants and as data flows into us, we are intentionally building a database of relationships in order to provide value.

With past experiences in several business concepts stemming from inception through exit (with some implosions along the way) we are growing at a high clip.

We pride ourselves on being transparent..... REAL. That being said, we have our share of challenges....daily. We are so grateful and understand the responsibility. Providing the required attention to our clients is what's REAL.

We are actively trying to continue to foster our existing plants while simultaneously planting new seeds. We are hopeful that you will allow us to participate in your journey.

OUR DOORS ARE ALWAYS UP!

IN THE NEWS



▶ Industrial Development Concerns - Mitigate with Communication?



▶ Inflation - Showing Signs (ever so small) of Slowing



▶ Homeowners Staying Put

STREET KNOWLEDGE

OFFICE

Free Rent, Tenant Improvements, Base Rent, etc.....concessions, concessions, concessions. Getting difficult to compete. Tenants are becoming more and more difficult. Interestingly enough, there is only a certain amount of viable square footage in our market. Due to the current sentiment, you don't have a lot of interest in developing additional office products. More and more we are hearing of Build to Suit situations (to later be abandoned due to development/construction costs)....but only with credit and specialty uses. That leaves only a handful of sites (that happen to be existing) that can even accommodate a more traditional office user. Thus the problem. Owners and prospects are at a real impasse. Historical rents are not where the assets were originally underwritten, yet the owners are having a difficult time with the adjustment. Should they take a "haircut" and fill the space....oftentimes **some** energy in a building is better than **no** energy in a building.

INDUSTRIAL/FLEX

Many Class B industrial tenants have occupied their building for 15-20-25+ years, BUT typically only renewing for 3-5 years at a time. Tenants are now realizing that FMV rents are way up. They could be facing 30-100% rent increases at lease expiration. Now seeing some tenants propose early renewals for 10+ year terms (w/ add'l options) - attempting to lock in a predictable rate for the future. Will be interesting to see if early extensions become a larger trend or if most will wait and hope their position improves by the time for renewal

MULTI-FAMILY

Rents remain constant. The "run up" over the last 24 months seems to have tapered. We have not seen rents decline. In some cases, incentives are being offered from operators in order to speed up newly "build to rent" absorption. Existing product demand/occupancy remains strong with "quality" units. Units that are getting a minimum (often builder grade) level of improvements.

RETAIL

Strangely it has shown some signs of steadiness. Really, when looking at the last several months, we continue to receive inquiries. We have received a number of leads looking for visible, reasonably priced spaces. It seems that they aren't deterred but are proceeding cautiously with overall economics.

**Come see us.....
OUR DOORS ARE ALWAYS UP!!!**



FEATURE PROPERTY

WAREHOUSE FOR 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**



WESEL PLAZA -END CAP RETAIL

- 1,300 SF END CAP AVAILABLE
- LOCATED IN HAGERSTOWN'S MOST SOUGHT AFTER RETAIL AREA
- JOIN HARBOR FREIGHT TOOLS, MARINER FINANCE, AND PHO VIET



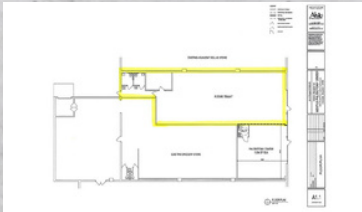
HUNTERS GREEN PARKWAY -FLEX SPACE/STORAGE

- 5,000 SF
- BUILD TO SUIT
- EASY ACCESS TO RT 81



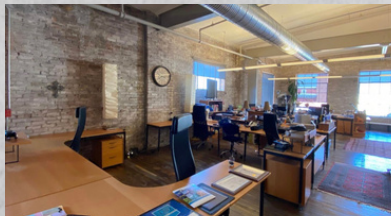
SYLVANIA BUILDING

- 2100+/-SF UP TO 7,984+/-SF CONTIGUOUS
- TURN KEY MEDICAL SPACE
- HIGHLY VISIBLE DRIVE THRU
- GROUND FLOOR OFFICE
- CLOSE PROXIMITY TO RT. 81
- DOZENS OF EATERIES/RETAIL WITHIN MINUTES



HANCOCK SHOPPING CENTER -RETAIL

- 2,791 +/- SF
- 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



DOWNTOWN OFFICE SPACE

- 4,186 SF IN SCHINDEL ROHRER BUILDING
- 806 SF 2-3 OFFICES



WILLIAMSPORT MD -COMMERCIAL LAND-FOR 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



**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



**591 NORTHERN AVE
RETAIL**

- 2100 +/- SF
- HIGHLY VISIBLE
- NORTHERN AVE-DESIRABLE NEIGHBORHOOD



**225 MCRAND COURT
COMMERCIAL LAND FOR SALE**

- \$450,000
- ZONED IG- (WIDE VARIETY OF PERMITTED USES)
- 2.566 AC
- UP TO 20KSF CONCEPTUAL WAREHOUSE



**44 N POTOMAC STREET
-STUDIO/PROFESSIONAL OFFICE**

- OFFICE/STUDIOS
- STARTING AT \$249/MO
- UTILITIES INCLUDED!



**1101 OPAL COURT
-MEDICAL/OFFICE**

- FLEXIBLE TERMS
- HIGH GROWTH AREA
- 1600 SF
- 2600 SF



**RAILWAY LANE CENTER
-RETAIL SPACE FOR LEASE**

- 1,800 SF IN LINE RETAIL
- JOIN SARDI'S, UNI URGENT CARE, CRAB 99, ENTERPRISE, SHERWIN WILLIAMS, AND ONE MAIN
- LOCATED IMMEDIATELY OFF I-81 AND HALFWAY BLVD



**1125 OPAL COURT
-OFFICE**

- 2832+/-SF
- NEWLY RENOVATED
- GROUND FLOOR SUITE
- PRIVATE - ADA BATHROOM



**686 PENNSYLVANIA AVE
-INDUSTRIAL/CREATIVE SPACE**

- ZONED IR (INDUSTRIAL RESTRICTED)
- BUILD TO SUIT
- 2,000-18,000 SF



**13331 PENNSYLVANIA AVE
-FLEX SPACE**

- 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,
RETAIL/OFFICE**

- 2,500 - 12,000 SF AVAILABLE
- 2 PAD SITES
- 435+/- PARKING SPACES
- LOCATED AT A FOUR WAY SIGNALIZED INTERSECTION



**GRINDSTONE HILL & FREDERICK DR
-INDUSTRIAL LAND FLEX-BTS/SALE**

- UP TO 50,000 SF AVAILABLE - 6 ACRES
- OWNER WILL CONSIDER SALE OF ENTITLED LAND OR BUILD TO SUIT
- SITE PLAN FULLY APPROVED AND READY TO BUILD
- IMMEDIATE ACCESS TO I-81



**22309 OLD GEORGETOWN ROAD
FOR SALE
-ICE CREAM BUSINESS /REAL ESTATE**

- 1.2 ACRES
- PRIME LOCATION
- ZONED BG



**1120 PROFESSIONAL COURT
-MEDICAL/OFFICE**

- GROUND FLOOR ACCESS
- UP TO 7,500 SF
- FLEXIBLE TERMS
- HIGHLY VISIBLE



**100 CHARLES STREET
PROFESSIONAL OFFICE**

- ZONED IR (INDUSTRIAL RESTRICTED)
- 3 BAY GARAGE
- 3000 SF GARAGE SPACE
- 3 PHASE POWER



**580 NORTHERN AVE
-PROFESSIONAL OFFICE**

- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



**830 BEAVER CREEK RD- FOR LEASE
-CONTRACTOR YARD W/OFFICE**

- ACRES OF AVAILABLE LAYDOWN SPACE
- 3 BED/ 1 BATH HOUSE, FRESHLY RENOVATED
- 20'X40' SHOW W/ 14'X12' DOOR
- ZONED HI
- GREAT LIVE/WORK SCENARIO



**145 W CHURCH STREET- FOR SALE
-LAUNDROMAT/REAL ESTATE**

- REAL ESTATE INCLUDED
- AMPLE PARKING
- CASH FLOW
- TURN KEY OPERATION



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!



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"



RECENT TRANSACTIONS

Sale-48 Multi Family Units - AEK Seller & Buyer Representation

Sale - 1/2 Duplex- AEK Seller Representation

Lease - Studio/Office -Holistic Wellness - AEK Tenant/Landlord Representation

Lease - Studio/Office - National Mortgage Co - AEK Tenant/Landlord Representation

Sale - 1/2 Duplex - AEK Seller & Investor/Buyer Representation

Sale - SFH - AEK Seller Representation