

NEWSLETTER

THE TRUTH

ATTRACTING YOUR DEEPEST DESIRES EFFORTLESSLY AS THE UNIVERSE
CONSPIRES IN YOUR FAVOR

-UNKNOWN

**PERSONA - A CHARACTER. AN INDIVIDUAL'S
SOCIAL FACADE OR FRONT; THE ROLE IN LIFE
THE INDIVIDUAL IS PLAYING**

Your place is the "role" that all of these outside forces seem to bestow on you. What is that? Almost like putting on a mask depending on what situation you are put into.

What mask are you wearing today?

If you step back, you can see this in a lot of aspects of your life. Professionally, Socially, Family....it happens every day and in most interactions...we don't even realize it. The question really is, **are you putting yourself first in those situations?** Meaning, is the role that you have been playing (more or less falling into) really what/who you are?

Does it really serve you?

Maybe. But chances are, without recognizing it, you aren't even aware. **As we age, it seems important to carry ourselves with fewer and fewer layers.**

Think about it, you might wake up in the morning, go through your routine and fall into your role. There are certainly individuals that have a professional persona then shed the attire (the costume) the minute they walk in the door at the end of the day. We all agree there are circumstances that dictate certain norms in order to remain relevant in the eyes of your colleagues.

A series of experiments by Princeton psychologists Janine Willis and Alexander Todorov reveal that all it takes is a tenth of a second to form an impression of a stranger from their face, and that longer exposures don't significantly alter those impressions. Just think about the preconceived ideals that you have based on the historical interactions you have had. You have already pinned roles/persona's to the overwhelming majority of individuals you interact with.

Recognize that the same daily roll you might identify with is the same for just about everyone that you interact with. They have a roll they are playing as well. The roll acts as a persona that has evolved in order to be accepted within the social norm.

Obviously, you have to do what you have to do in order to survive, but try and strip. Shed the crap. Lean in on a personal level.

Who are you? As we often say.....be real. As we are all getting older, you might not really be who you thought you were. As for the others who participate in your daily sphere of influence, chances are they aren't anything like you thought either.

Do you really know each other? You just might find that you become less exhausted. Less anxious, if you show more of your natural tendencies. **The truth is..... It takes less energy to be real.**

THANK YOU

TO ALL WHO MADE IT TO OUR OPEN HOUSE!

GRATEFUL TO ASSIST CLIENTS

JUNE 2024

We are beyond grateful to have had the opportunity to assist a number of clients. It really is remarkable that we touch as many people as we do. As they say, there are only so many hours in the day. Somehow we are squeezing a lot out of the boulders.

Local Psychiatry

Regional Telecommunications

Local Franchise - Demo/Junk Removal

National Beauty Product Distribution

Regional Mental Health/Recovery

Regional Home Healthcare

Regional Electrical Contractor

National Truck/Fleet Repair

Luxury Villa

ANALYSIS PARALYSIS WITH OLD WOUNDS...

Having the tendency to waiver isn't unexpected. However, without the experience you can't even begin to make an informed decision. Trying to attack the question(s) from multiple angles seems to help get through it. With so much historical pain, there is a tendency to just go round n round. The indecisiveness is good in some instances. Provides time to analyze further.....try and anticipate the downside. As was once explained to me....."should you ever have an interest in opening/operating a restaurant...go outside and walk around the block again." Should have listened. The younger you are, the chances of you taking seasoned advice are less and less likely.

"STRIVING TO GIVE VALUE BEFORE ASKING FOR IT"

-UNKNOWN

OFFICE

We continue to see businesses moving around and into the market. Qualifying the statement of "inventory is tight" is a must. We are experiencing demand in our immediate market (Washington County) from various types of organizations. Most recently, looking for simply a new setting. "If we have to be in the office, we would like to at least have some natural light." Medical (primarily the spectrum of mental health) remains consistent. There is some space available in a few buildings. However, not everyone wants to be in a traditional office setting. Overall price remains a concern.



DWINDLING PIPELINE FOR NEW OFFICES HAS A DIFFERENT LOOK

**"THE COW IS THE REAL ESTATE, THE INCOME IS THE MILK."
DON'T PLACE ALL OF YOUR FOCUS ON THE MILK. THERE IS
OPPORTUNITY IN THE COW.**

-DON TEPMAN

MULTI-FAMILY

APARTMENT STARTS PLUMMET 52%

There is real pressure. Very few projects (approx. 550 units) that should be delivered in the next 24 months. Based on some market study information that we have had the privilege of reviewing, this doesn't get close to addressing the workforce and market rate housing deficiencies



RETAIL

ICSC FLOOR TALK: RETAIL LANDLORDS CONTROL A TIGHT PROPERTY MARKET



SINGLE-TENANT, NET-LEASED PROPERTY SALES FALL TO 14-YEAR LOW

INDUSTRIAL/FLEX

Speaking of flex. Demand for the same product is daily. The building and surrounding ground truly allows for a multitude of uses. There is NOT a lack of demand and the "players" at this level are often well capitalized.

NEW INDUSTRIAL PROJECTS IN PENNSYLVANIA'S I-81 CORRIDOR LEASING FASTER THAN NEW PROJECTS ALONG I-95 IN NEW JERSEY

PRIVATE REITS REENTER ACQUISITION MARKET AS LOWER PRICES LURE INVESTORS

and just for more icing on top...

HOME BUYER SENTIMENT HITS NEW LOW

SOUTH POINTE RETAIL CENTER

FEATURE PROPERTY



- SUITE 1800
- 3000' +/-
- NEWLY RENOVATED 2 BATHROOMS (1 WITH SHOWER)
- PROFESSIONAL SETTING
- AMPLE PARKING
- LOW CAM EXPENSE



EASTERN BLVD **SALE**
HAGERSTOWN, MD

- 5 AC
- CG ZONING
- STORM WATER QUANTITY ON SITE
- RT 40/EASTERN BLVD- 39,082 ADT
- EASTERN BLVD-20,442 ADT

TURN KEY MEDICAL SPACE AVAILABLE

FOR LEASE



SYLVANIA BUILDING
HAGERSTOWN, MD



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

EASTERN BLVD COMMERCIAL LAND



FOR SALE

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

I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

FOR SALE

Label Lane,
Hagerstown, MD



- 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

WESTVIEW BUSINESS CENTER



- PRIVATE PARKING
- FLEXIBLE TERMS

LEASE

- PROFESSIONAL/ CREATIVE SUITES
- FULLY SECURE BUILDING



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



824 PENNSYLVANIA AVE SALE -LAUNDROMAT/REAL ESTATE

- REAL ESTATE INCLUDED
- AMPLE PARKING
- CASH FLOW
- TURN KEY OPERATION
- ZONING: COMMERCIAL GENERAL (CG)

FOR SALE



16428 LEON GRIMM RD

LAYDOWN
STORAGE ACREAGE

GREAT CONTRACTOR
LIVE/WORK SPACE



11905 WHEATFIELD DRIVE
HAGERSTOWN, MD 21740

LEASE

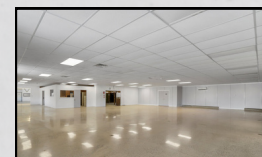
- 4K-10,000 SF
- 20' CEILING HEIGHT
- 3 TAILGATE DOCKS
- LAYDOWN AVAILABLE
- IMMEDIATE ACCESS TO I-70/I-81 INTERCHANGE (VPD 150,000 EST.)
- PUBLIC WATER/SEWER
- ZONED HI



12258 BUCHANAN TRAIL W
MERCERSBURG, PA 17236

- FORMER JOHN DEERE DEALERSHIP
- PUBLIC WATER/SEWER
- 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



ONLY 1 SPACE LEFT



**1101 OPAL COURT
-MEDICAL/OFFICE**

LEASE

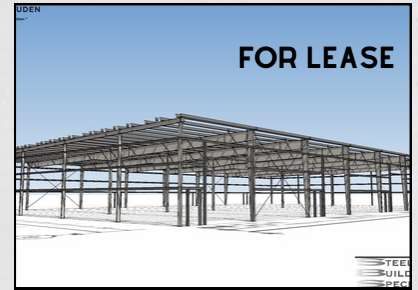
- FLEXIBLE TERMS
- HIGH GROWTH AREA
- 2600 SF
- EASTERN BLVD



**19236 MEADOW VIEW DRIVE
-MEDICAL**

LEASE

- 1,250 SF MAIN LEVEL
- 3,000+ SF LOWER LEVEL
- EXAM ROOMS WITH SINKS



**225 MCRAND COURT
EST. DELIVERY FALL 2024**

LEASE

- UP TO 24KSF WAREHOUSE 120' X 200'
- 24' CEILINGS
- DOCK AND DRIVE IN DOORS
- FLEXIBLE FINISHES
- ZONED IG- (WIDE VARIETY OF PERMITTED USES)
- 2,566 AC



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

LEASE

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



BIG BOX- RETAIL/FLEX

LEASE

- 38,667 +/- SF
- FORMER GROCERY STORE
- OVER 25,000+ ADT



**13331 PENNSYLVANIA AVE
-FLEX SPACE**

LEASE

- 8,800 +/- SF
- HIGHLY VISIBLE
- AVERAGE 15,500 ADT
- AMPLE PARKING
- 3 PHASE ELECTRICAL

ONLY 1 SPACE LEFT



**1125 OPAL COURT
-MEDICAL**

LEASE

- 4000 +/-SF
- OPEN FLOOR PLAN



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

LEASE

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



**591 NORTHERN AVE
-RETAIL**

LEASE

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



SMITHSBURG- CORNER LAND LEASE OR BUILD TO SUIT

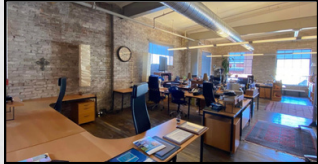
- WANTED: C-STORE/RETAIL
- HIGH TRAFFIC
- FOUR WAY LIGHTED
INTERSECTION
- GROWING COMMUNITY
- FLEXIBLE LEASE TERMS



CRESSLER PLAZA, BURHANS BLVD EXTERIOR RENOVATIONS!

LEASE

- 6K-7K SF AVAILABLE
- 2 PAD SITES
- 435+/- PARKING SPACES
- LOCATED AT A FOUR WAY
SIGNALIZED INTERSECTION



DOWNTOWN OFFICE SPACE JOIN A GROWING LIST OF TENANTS

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



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

- 1.2 ACRES
- PRIME LOCATION
- ZONED BG



1120 PROFESSIONAL COURT -MEDICAL/OFFICE

LEASE

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



LEASED

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



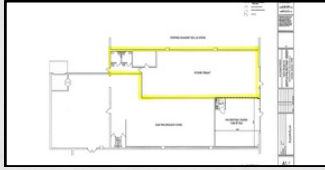
580 NORTHERN AVE -PROFESSIONAL OFFICE LEASE

- 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



HANCOCK SHOPPING CENTER -RETAIL

- 2,791 +/- **LEASE**
- 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



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!

RECENT TRANSACTIONS

- SALE - FARM/RURAL BUSINESS - REGIONAL TELECOMMUNICATIONS
- LEASE - OFFICE - REGIONAL MENTAL HEALTH/RECOVERY
- LEASE EXPANSION - OFFICE - REGIONAL HOME HEALTHCARE
- LEASE RENEWAL - OFFICE - PSYCHIATRY
- LEASE INDUSTRIAL FLEX - REGIONAL ELECTRICAL CONTRACTOR
- LEASE INDUSTRIAL WAREHOUSE - NATIONAL TRUCK/FLEET REPAIR
- LEASE INDUSTRIAL FLEX - NATIONAL BEAUTY PRODUCT DISTRIBUTION
- SALE - INVESTMENT - LUXURY VILLA
- LEASE - RETAIL/OFFICE - LOCAL FRANCHISE - DEMO/JUNK REMOVAL
- LEASE - OFFICE - LOCAL HOME HEALTHCARE