

THE TRUTH

SOFTEN THE EDGES

We deserve to dream. We've all been high and we've all been low. We don't know the answers and we don't know the truth. We belong here. We deserve to dream.

Cold sober.....dreams running through our heads. All we need is flowing through the trees. All we can do is the best we can. We deserve to dream.

-XAVIER RUDD

Throughout our daily interactions there are openings...opportunities. Gaps that open to provide some guidance. Assist with others' decisions, thoughts, and even judgements. It's not about correction or even dictating. If you have a knowing....knowledge.....maybe its about nudging the others along. Not making decisions or providing an opinion...but letting them find it themselves. The openings happen from time to time....they allow you to participate in the others' journeys. Do you think that is just coincidental? It could be that you are on your own journey and a piece of fulfilling your purpose is to step into the gaps. Provide some input...drill in....then drill out. Provide just enough to soften the edges and then release. The example that comes to mind is adult birds pushing their offspring out of the nest. The most intense connection often comes from our offspring.

They become this bonded, culmination of genetics and environment. As the reproductive force, you are often challenged to provide. Passing experience/lessons/beliefs down to extend knowledge. This process is both genetic inheritance and cultural transmission. Most want to do nothing more than to give to their offspring. Literally give them everything within their human construct.

However, there is a world in which we survive and actually thrive in the unseen. The majority of our existence can't be processed by our senses. It's only a minute portion of information that we take in that can be dissected by our brains. Maybe we are here for a mission of sorts. Could it be our sole purpose is to provide everything you have to help ensure the next generation has all of the tools and insight to continue the line? That same line can be fine though. Being too invasive during another's journey is detrimental...for it is most likely already written. As mentioned previously, the exits are already planned. Then again, not being invasive enough will often lead to wander...could in fact result in what others might refer to as a "lack of direction." So, could it be that the middle is just right? This isn't the case on many fronts, but the ability to soften the edges....do just enough to keep them heading in the right direction, but not too much to cause an abrupt turn, is crucial. If you can provide/assist with things to help them thrive, by all means. The result leads to generational growth. Ultimately, leaving here a better place than you found it. Look for the openings....you can (and should be subtle).....just soften the edges.



SOLD

62,000 SF MULTI- TENANT OFFICE BUILDING

WE ARE PLEASED TO ANNOUNCE THE
DISPOSITION OF 13415 PENNSYLVANIA AVE

A prime example of AEK providing more of a consultative approach. AEK had the privilege of representing the Buyer and Seller in this transaction.

INDUSTRY NEWS

AEK | REAL ESTATE LLC



MULTI FAMILY

Remains resilient, with investors favoring affordable and workforce housing. Multifamily investors are placing greater emphasis on operational efficiencies and value-add strategies to navigate increased financing costs and market volatility.

RETAIL

Landlords, in particular, remain cautious as the sector reacts to proposed tariffs that were announced and delayed in April. Retailers that heavily rely on Chinese imports, including the toy and apparel industries, are experiencing significant disruptions, prompting shifts in both inventory management and supply chain strategies. These shifts could reshape retail footprints and real estate needs going forward, said Crexi. Companies that have committed to hybrid work models are seeking smaller, high-quality spaces, but secondary markets face ongoing challenges related to a slow return-to-office pace. This has led to more generous concessions, and several strategies are emerging in the office market in response to evolving work patterns, including flexible leasing options, increased amenities and hybrid-friendly configurations.



INDUSTRIAL/FLEX

Industrial continues to face pressure from rising construction costs and tariff uncertainty. Reshoring activities and an increasing need for supply chain resilience, however, will continue to sustain strong fundamentals, said the report. "Markets near major logistics hubs and transportation corridors remain particularly competitive, maintaining steady leasing activity and investor interest," said the report. Industrial properties logged a median sale price of \$104.40 per square foot, reflecting a year-over-year increase of 7.29%. This demonstrates persistent demand driven by the logistics and e-commerce sectors, though growth has moderated slightly from earlier peaks as operators pause expansion plans amid tariff-related uncertainty, said Crexi. Industrial asking lease rates averaged \$14.10 per square foot, while effective rates were lower at \$12.05 per square foot. This widening gap reflects landlords' increased negotiation flexibility, driven by tenant cost sensitivity and a moderate uptick in speculative supply, the report said.

OFFICE



Properties saw a median sale price of \$167.06 per square foot, representing an 8.81% annual increase and signaling ongoing investor confidence in higher-quality office assets, said Crexi. Lease asking prices were \$19.97 per square foot annually in May, with effective rates averaging \$18.50 per square foot, a widening gap that reflects landlords' increased efforts to attract tenants by offering more substantial incentives.

CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



335 W BALTIMORE ST

- Prime Location
- 14,000 +/- ATD
- .58 acres with availability up to 1.31 acres
- Commercial Zoning

SALE



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

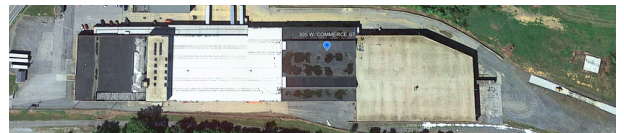


12258 BUCHANAN TRAIL W MERCERSBURG, PA 17236

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 10,000 SQ FT OFFICE
- RAIL SPUR DIRECT TO BUILDING
- ON 41 ACRES
- ZONED- COMMERCIAL INDUSTRIAL
- 21+ LOADING DOCKS

LEASE

CONTRACTOR STORAGE/FLEX

3475 LINCOLN WAY

- 11,800 +/- SQ FT - WILL DEMISE
- 14' GARAGE DOORS
- 16-20' CEILINGS
- 1.5 ACRES +/- LAYDOWN



FEATURE PROPERTY

SALE



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

106 WESTERN MD PARKWAY



EASTERN BLVD CORRIDOR

\$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



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.

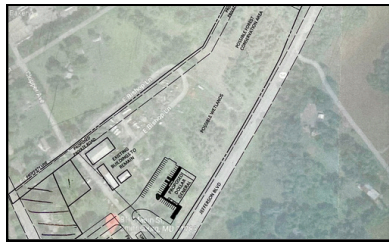


COMMERCIAL LAND-SALE

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



LAND LEASE OR BUILD TO SUIT

SMITHSBURG- CORNER

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

SALE

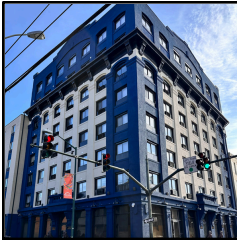


16 N. CONOCOCHEAGUE ST

TURNKEY BUSINESS OPPORTUNITY

- All FF&E Convey
- Approved Seating for 66 +/-
- Extended Lease Terms Available

SALE



50 & 44-46 SUMMIT AVE

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

SALE



13020 PENNSYLVANIA AVE

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

SALE



21 FOREVERGREEN DR FALLING WATERS, WV

MULTI FAMILY/SELF-STORAGE

- 43 apartments
- 45 self storage units

SALE



19435 LEITERSBURG PIKE

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

LEASE



IDEAL REDEVELOPMENT OPPORTUNITY!

13324 PENNSYLVANIA AVE

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

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
- Significant I-81 frontage
- 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



FULLY LEASED MEDICAL CONDO

1150 OMEGA CT

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

SALE



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

**MOTIVATED
SELLER!**

1101 OPAL COURT



100% OCCUPIED

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

SALE



SUMMIT AVE SALON

- Established Salon Location
- Hair, Nails, Wax, Lash, etc
- Quite neighborhood
- Currently set up to accommodate multiple stations
- Flexible Terms/Price

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



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

- 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

- 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



RECENT TRANSACTIONS

SALE - 62,000SF MULTI-TENANT OFFICE ASSET - AEK SELLER & BUYER REPRESENTATION

LEASE - TURN KEY SALON - AEK LANDLORD & TENANT REPRESENTATION

LEASE - 175,000SF INDUSTRIAL WAREHOUSE - AEK LANDLORD REPRESENTATION

LEASE - 3680SF OFFICE - EXPANSION - AEK LANDLORD & TENANT REPRESENTATION

LEASE - 1650SF MEDICAL/LAB - AEK LANDLORD & TENANT REPRESENTATION

LEASE - STUDIO/CREATIVE SPACE - AEK LANDLORD & TENANT REPRESENTATION
