

NEWSLETTER

THE TRUTH



DON'T EVER WRESTLE A PIG BECAUSE YOU BOTH GET DIRTY AND THE PIG LIKES IT - UNKNOWN



We often talk about letting go in order to grow.

Man is it hard. **Supposedly, you let go and whatever is supposed to happen will.** Providing lessons along the way. You will undoubtedly experience setbacks/issues.....struggle.

Conceptually it seems simple, but there are so many things at play and it's definitely not linear.

Normally, there would be an attempt to dissect the variables and the relation of cause and effect....

However, the opinion is that the following provides a simple/creative summary. Take a gander.....

If you help a butterfly out of it's cocoon it will never fly.

The struggle wriggling of the cocoon is what fills it's wings with blood. Without the blood filling them the wings won't spread, nor dry; and the half-caterpillar with wet undeveloped wings will be stuck in that moment in time and die.

It will never grow, because it wasn't allowed to struggle.

The same is true of us, but as humans we are naturally adverse to discomfort and change. And therefore growth.

And the same is true of organizations. But as organizations grow there is even more discomfort and struggle and change because organizational growth requires imperfect humans, by nature adverse to those things, to go through them together - as one. So there is usually loss and renewal at each growth level.

And it's painful.
And uncomfortable.
And sometimes even sad.

But it's necessary.

And unavoidable.

The alternative is no change.

Without change, no growth.

And no growth means death.

At least to the aspirational butterfly.



**TO ALL THE
GLADIATORS IN THE
ARENA, WE'RE ALL IN
THE MIDDLE OF
WRITING OUR OWN
STORIES.**

**THE WORSE THE
MONSTERS, THE MORE
EPIC THE STORY.**

**YOU EITHER GET AN
EPIC OUTCOME OR AN
EPIC STORY. BOTH
MEAN YOU WIN.**

ALEX HORMOZI





AEK OPEN HOUSE

595 NORTHERN AVE

Not your typical brokerage

MAY 31, 2024

**MARK YOUR CALENDARS MAY 31 OUR
2ND ATTEMPT TO ROLL UP OUR DOORS!**

Our intentions for our second iteration of this remain the same. **Spread positive, supportive energy and make an effort to clear any obstacles.**

We are extremely appreciative for all of the personal and professional support we have received.

We would like to reciprocate and thank you in person.

Won't you please join us. **If you haven't met us, please come and introduce yourself.**

We expect there to be just a bit of curiosity...we tend to do things a little different.

-MIKE & COREY

OFFICE

Slowly but surely.....occupancy is coming back. As we have alluded to..our immediate surroundings didn't experience the dramatic

vacancy that many other (larger) markets experienced. The national average seems to be climbing with some interesting caveats.



Younger workers are demanding more flexibility and seem to be taking advantage of being in the office only a portion of what would be considered a full week. Nationally, Mondays and Fridays (shocker!) seem to be the days most observed away from the office.

WHY THIS INVESTOR BETS ON OFFICES

OFFICE RETURN GAINS MOMENTUM IN ONGOING RECOVERY

MULTI-FAMILY

BTR - same concept, different vibe....this will become more and more prevalent as our population continues to age. The beginnings of a renters nation. Honestly, when you dig in (leaving all of your preconceived ideas behind) it makes some sense. Professionally managed, community oriented, with every amenity you can imagine. Need a spa treatment or want to take your dog to the groomer....They have all of it. Many developers are listening to the wants/needs of an active age group and inserting the various things into their repertoire.

BUILD-TO-RENT BRINGS CHANGES TO APARTMENT INDUSTRY



RETAIL

The cyclical nature of the overall industry we refer to as real estate has provided clues in the past. Could the retail analytics provide some crumbs into some of the other asset classes within the industry? Office, virtually no building....absorption of existing inventory trending towards lower vacancy (in our immediate market) Warehousing/Distribution....limited new starts....still working through its own supply/demand cycle. Increasingly difficult to find viable sites to begin with. Multifamily....eerily similar pattern.

One of the biggest factors keeping retail going is a decline in construction since the 2008 financial crisis. An oversupply of space dominated the market then, but that problem has eased in the last 15 years, in part because retailers have deployed technology to improve the efficiency of planning brick-and-mortar locations. Additionally, reports of the death of brick-and-mortar shopping at the hands of e-commerce have been greatly exaggerated.

Shoppers are still hitting stores in person, leading some online retailers to increase their physical footprint. Shoppers haven't been deterred by inflation, increasing spending in four consecutive months, according to the Commerce Department.

RETAIL TENANTS STAY PUT AMID DWINDLING SPACE OPTIONS

INDUSTRIAL/FLEX

National rents continue to rise and absorption is in full swing providing balance

INDUSTRIAL RENTS CONTINUE TO RISE



FEATURE PROPERTY

FOR LEASE

- 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



12258 BUCHANAN TRAIL W
MERCERSBURG, PA 17236



- ADDITIONAL STORAGE SPACE IN DETACHED BUILDINGS



EASTERN BLVD

SALE

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

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

FOR LEASE



- PROFESSIONAL/ CREATIVE SUITES
- FULLY SECURE BUILDING



- PRIVATE PARKING
- FLEXIBLE TERMS



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



145 W CHURCH STREET- SALE -LAUNDROMAT/REAL ESTATE

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

FOR SALE



16428 LEON GRIMM RD

LAYDOWN

STORAGE ACREAGE

GREAT CONTRACTOR LIVE/WORK SPACE



- 11.52 TOTAL ACRES
- ZONED RB
- LARGE OUT BUILDING W/ OFFICE TRAILER
- 3 BED / 2 BATH HOME

ONLY 1 SPACE LEFT



1101 OPAL COURT -MEDICAL/OFFICE

LEASE

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



SOUTH POINTE SHOPPING CENTER LEASE

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



19236 MEADOW VIEW DRIVE TURN KEY MEDICAL

LEASE

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



225 MCRAND COURT NEW FLEX/WAREHOUSE

- EST. DELIVERY FALL 2024
- 24' CEILINGS
- DOCK AND DRIVE IN DOORS
- FLEXIBLE FINISHES
- ZONED IG- (WIDE VARIETY OF PERMITTED USES)
- 2,566 AC
- UP TO 24KSF CONCEPTUAL WAREHOUSE 120' X 200'



44 N POTOMAC STREET -STUDIO/PROFESSIONAL OFFICE

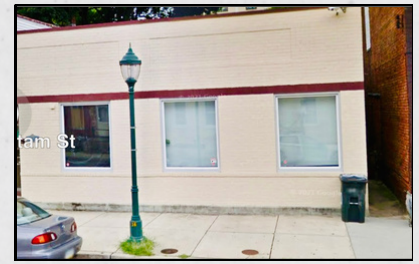
LEASE

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



BIG BOX RETAIL/FLEX

- 38,667 +/- SF
- DOCKS 16+ CLEAR
- FORMER GROCERY STORE
- OVER 25,000+ ADT



62 E ANTIETAM LEASE

- LARGE OPEN AREA WITH 2 PRIVATE OFFICE SPACES
- LARGE UNFINISHED BASEMENT FOR PLENTY OF STORAGE SPACE
- KITCHEN AREA IN BASEMENT

ONLY 1 SPACE LEFT



1125 OPAL COURT -MEDICAL/OFFICE

LEASE

- 4000 +/-SF
- OPEN FLOOR PLAN



686 PENNSYLVANIA AVE -INDUSTRIAL/CREATIVE SPACE

LEASE

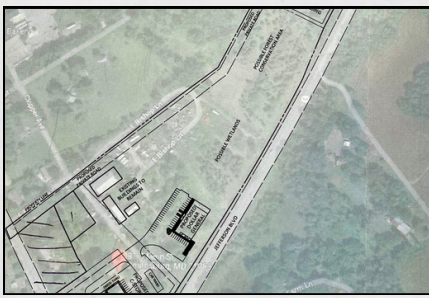
- ZONED IR (INDUSTRIAL RESTRICTED)
- BUILT TO SUIT
- 2,000-18,000 SF



591 NORTHERN AVE -RETAIL

LEASE

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



**SMITHSBURG- CORNER
LAND LEASE OR BUILD TO
SUIT**

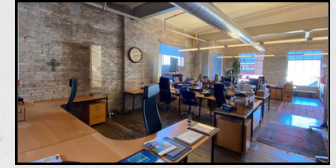
- WANTED: C-STORE/RETAIL
- HIGH TRAFFIC
- FOUR WAY LIGHTED INTERSECTION
- GROWING COMMUNITY
- FLEXIBLE LEASE TERMS



FACIA RENOVATIONS ARE STARTING!

**CRESSLER PLAZA,
BURHANS BLVD**

- 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



**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



**13331 PENNSYLVANIA AVE
-FLEX SPACE**

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

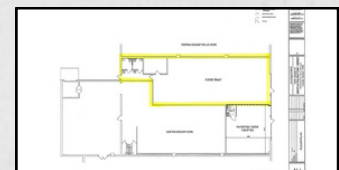
LEASE



**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**

LEASE

- 2,791 +/-
- 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



**580 NORTHERN AVE
-PROFESSIONAL OFFICE**

LEASE

- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



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

9,400SF - INDUSTRIAL/FLEX - SALE - SELLER REPRESENTATION

DUPLEX - INVESTMENT - SALE - SELLER REPRESENTATION

5,000SF - INDUSTRIAL/FLEX - LEASE - LANDLORD REPRESENTATION

S POTOMAC - MIXED USE/ADAPTIVE REUSE - SALE - BUYER REPRESENTATION

E FRANKLIN - OFFICE - LEASE - LANDLORD & TENANT REPRESENTATION

DOLLAR GENERAL/SERVPRO-NNN INVESTMENT- SALE- SELLER REPRESENTATION