

## THE TRUTH

**MANY OF LIFE'S FAILURES ARE PEOPLE WHO DID NOT REALIZE HOW CLOSE THEY WERE TO SUCCESS WHEN THEY GAVE UP."**

**THOMAS A. EDISON**

## ONE WAY OR ANOTHER... COMMIT

Ignorance is bliss. Seriously, there is zero interest in hearing about all of "it". It takes away from the things that need to get done. Not enough energetic hours in the day to digest. It can certainly consume you if you let it. The constant barrage is overwhelming..... Enough said. Already guilty of giving it more than it deserves. The saying goes "where you focus your energy flows"

Now let's shift.....With all of the sickness moving around, it's hard to contemplate new opportunities. How do you really allow for the information to come in clearly? How can you discern what the right move should be? It appears that most of the decisions (when you are open to listening) tend to come in quickly.....with a bit of conviction. Again, it's a decision that has to be made....not right or wrong, just the commitment to act or not.

Beyond the initial decision it's really the subsequent action that really guides us through. It doesn't matter if you made a decision that didn't provide a result that you expected....the action to pursue the decision is the actual magic. Commitment to change. Your indecisiveness or "analysis paralysis" doesn't provide any benefit. ZERO. At the very least, the decision and subsequent action is driving you down a path....albeit a bit unknown, but a new path.

The sun and the temperatures that come along with the thawing of nature have started to reveal themselves. Buds are starting to appear and our doors are finally able to be up! On the same winds that bring in the more manageable temperatures, opportunities tend to present themselves. Commit to the decision and embrace the change.

Something about coming out of hibernation and looking for new "food".....you might just find what you are looking for.

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**"LIFE IS A SERIES OF NATURAL  
AND SPONTANEOUS  
CHANGES. DON'T RESIST THEM  
- THAT ONLY CREATES  
SORROW. LET REALITY BE  
REALITY. LET THINGS FLOW  
NATURALLY FORWARD IN  
WHATEVER WAY THEY LIKE."**

**LAO TZU**

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## AEK NEWS

The greater Hagerstown area continues to be a fruitful playground. We have planted many seeds over many years that seem to provide when the time is right. You can't typically predict the timing, but trust that things will come when they are supposed to.

We continue to receive opportunities to assist with real estate up and down the corridor. Our push into the Cumberland Valley area continues to be of special interest. It never ceases to amaze just how big the world really is. We have a tendency to think that we are really bigger and more important than we really are. Nothing more humbling than trying to educate/immerse ourselves in a "foreign" area in order to eventually provide value. To live is to think/learn.

## INDUSTRIAL NEWS

### NAIOP report

While industrial net absorption may have underperformed in 2024, the U.S. economy remained strong, with gross domestic product growing at a 2.3% annual rate in the fourth quarter and 2.8% for the full year. Job growth slowed in 2024, and unemployment remains low at just 4.0%, according to the latest reading from the Bureau of Labor Statistics. Relatively anemic demand for industrial space in the face of continued growth in consumer spending suggests that occupiers remain cautious about future economic conditions, including the potential impact of tariffs, and are therefore less willing to occupy space ahead of current needs than in earlier years.

However, the U.S. economy appears healthy by most measures and is forecast to continue growing in 2025 and beyond.

"After years of record-setting expansion, tenants are slowing the pace at which they lease new space as they wait for interest rates to stabilize and for clarity on trade and fiscal policy," said NAIOP President and CEO Marc Selvitelli. "Real estate is always cyclical, and while the rate of growth has decelerated, the sector remains robust and poised for steady growth moving forward."





## CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



### 335 W BALTIMORE ST

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

**LEASE**



### 20 S MAIN STREET CHAMBERSBURG, PA

- Starting at \$250/Office
- Designated Parking Included
- Conference Room Access

**LEASE**



### 550 DEVELOPMENT AVE CHAMBERSBURG, PA

- 13,588 +/- SF
- OFFICE/WAREHOUSE
- CEILING HEIGHT 18'
- 8 AC +/-
- NO USE RESTRICTIONS
- 3 PHASE
- SPRINKLER
- GAS
- 2 DOCKS / 1 DRIVE THRU

**LEASE**

### 3475 LINCOLN WAY CONTRACTOR STORAGE/FLEX



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



**LEASE**



### CONTRACTOR STORAGE/FLEX

### CHAMBERSBURG, PA

- 11,800 +/- SQ FT - Will Demise
- 14' Garage Doors
- 16-20' Ceilings
- 1.5 acres +/- Laydown Space Available

**LEASE**



### 305 W COMMERCE ST CHAMBERSBURG, PA

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



**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**





### **BLACKSTONE REAL ESTATE DEBT FUND CLOSES WITH \$8 BILLION IN COMMITMENTS**

## **RETAIL**

The requests have slowed. Through various sources, we are often carrying multiple users in our stable that are looking for space. That list has shrunk with the remnants not in a position (either personal financial strength or the proposed concept doesn't support the size and/or asking rates) to move on the limited space in the market. Interestingly enough, the overall retail inventory seems relatively healthy.

## **MULTI FAMILY**

Being approached for market data and assistance in site searches is flattering. The reality is, it's nearly impossible to provide the "ideal" site to a developer. It's a blessing and a curse really. The blessing, the phones are ringing and introductions are being made on what is nearly a daily basis.

Most are from outside of our market and are looking for "boots on the ground" to provide some local nuances. Happy to oblige, but the macro factors (rate environment, construction costs, existing rents, etc..) that persist are real. This only leads to further frustration. The high density residential inquiries are beginning to smell like the "10,000sf box with laydown" requests. An overwhelming demand and no clear path to fulfill the requests. One would think at some point the dam has to break.

## **OFFICE**

Simply not sure if its due to market presence or a steady appetite, but it appears that office may be on the mend. As consistently stated through several iterations of our newsletter, the demand for office space has remained steady. The requirements rarely present themselves as large footprints, but nonetheless are steady in requests.

Although it is still possible that a recession could delay a recovery, recent trends suggest the office sector is stabilizing and that demand for office space will grow modestly in 2025, according to the NAIOP Research Foundation's [Office Space Demand Forecast](#), released today. The report was authored by Hany Guirguis, Ph.D., Manhattan College and Joshua Harris, Ph.D., CRE, CAIA, Fordham University.

"Net office space absorption in the fourth quarter of 2024 is expected to be 9.4 million square feet, with another 10.8 million square feet of positive absorption for the full year in 2025 and 3.9 million square feet of positive absorption in the first three quarters of 2026," said the report. The authors note that the office market has benefited from the sustained outperformance of the macroeconomy and jobs market, and some prominent firms have indicated they are requiring workers to spend more time in the office than in prior years. Recent positive absorption should be seen as an encouraging sign that demand for office space has begun to stabilize, though anemic demand growth has yet to catch up with new construction.



# PRICED TO SELL

## EASTERN BLVD CORRIDOR



# SALE

**\$199,900**

## COMMERCIAL LOT

- 1.053 ACRES
- ZONING: "POM"
- PROFESSIONAL OFFICE -MIXED



### 16 N. CONOCOCHEAGUE ST TURNKEY BUSINESS OPPORTUNITY

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

**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.





### 16619 HUNTERS GREEN PKWY #200

- PROFESSIONAL OFFICE
- 3800 SQ FT +/-
- PRIVATE SETTING/PARKING
- CLOSE PROXIMITY TO INTERSTATES 70 & 81

**LEASE**



### 19435 LEITERSBURG PIKE

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

**LEASE**



COMMERCIAL LAND FOR SALE

### 1325 ROBINWOOD DR

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

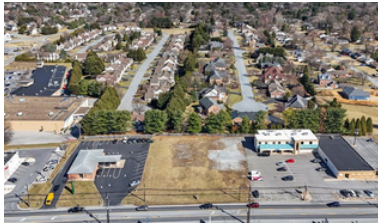
**SALE**



### 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**



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**





## ICONIC HAGERSTOWN LANDMARK

# SALE

### GENERATIONAL REDEVELOPMENT OPPORTUNITY

- IDEAL ADAPTIVE REUSE OPPORTUNITY
- GSF: 57,680 +/- SF
- CURRENTLY OPERATING AS EXTENDED STAY: 134 KEYS

## 50 & 44-46 SUMMIT AVE

## I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

- Flex/contractor
- Light Industrial
- Laydown
- Significant I-81 frontage
- Public Water to Site
- Public Sewer to Site
- Generally Flat Topography
- Zoned HI - Highway Interchange



## LABEL LANE, HAGERSTOWN, MD

# SALE

## **MOTIVATED SELLER**

**13324 PENNSYLVANIA AVE  
HAGERSTOWN, MD 21740**

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

## IDEAL REDEVELOPMENT OPPORTUNITY!

# SALE



## BACK ON THE MARKET



**MOTIVATED  
SELLER!**

## 1101 OPAL COURT



**100% OCCUPIED**

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

**SALE**



RETAIL

## 22309 OLD GEORGETOWN ROAD

- Cozy Storefront- FOR LEASE
- Highly Trafficked Road
- Storage Space Available
- Outdoor Space Available.

**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

- 2-4,000 +/-SF
- Open Floor Plan

**ONLY 1 SPACE LEFT**

**LEASE**





**PRICE ADJUSTMENT**

**207-209 N MAIN  
BOONSBORO**

- CREDIT TENANCY (FULTON FINANCIAL CORPORATION)
- 7,920 +/- SF
- ADDITIONAL OFFICE SUITES-2ND FLOOR
- VALUE ADD - FUTURE DEVELOPMENT
- ADJACENT PARCEL INCLUDED!

**SALE**



**TURN KEY MEDICAL SPACE**

**SYLVANIA BUILDING**

- 3,900 +/- SF
- 7,984 +/- 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**



**MIXED-USE**

**29 W FRANKLIN**

- 14,000 +/- SF of finished space
- Private Parking
- Ground Floor Office/Retail
- 6 Residential Units

**SALE**



**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**





**UNDER CONTRACT**

#### WILLIAMSPT MD

- 2.2A +/-
- 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**



BIG BOX- RETAIL/FLEX

#### ST. JAMES

- 15,480 +/- SF
- Former Grocery Store
- over 25,000+ ADT

**LEASE**



#### SUMMIT AVE SALON

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

**LEASE**



## RECENT TRANSACTIONS

We have several transactions working through their processes. As you are aware, each and every deal takes on a life of its own. The change in season has ushered in an abundance of opportunity thus far. We will provide updates very soon.

222 E OAK RIDGE DR RETAIL - LEASE - AEK LANDLORD & TENANT REPRESENTATION