

THE TRUTH

"You never know how strong you are until being strong is the only choice you have."



EVERYTHING IS UPHILL.

THE TRUTH · MARCH 2026

Technology, Politics, the Environment, Macro/Micro Economics, Human Rights, our Health, our Aging Families, etc....certainly some have been missed, but you get the point.

A recent uncovering of a discussion regarding mindset that shouldn't be ignored. Your definition of what success means should be inserted, but procedurally it applies. It's nearly impossible to provide the inflection the following deserves.

It basically went like this.....

“

Everything is Uphill. Everything that is worthwhile is uphill. Period. End of story.

If you want any success in life....it's difficult. It's not easy. It's not fast. **Hear this clearly.....It's not fast.** Nor is it simple. It's Uphill. Doesn't matter your age, your job, or your circumstances.

It's Uphill. Easy paths don't change you much, hard ones do. Not every path stays uphill forever. There are plateaus, downhills, and moments where things finally click. What feels hard today becomes normal later. Skills, confidence, and resilience compound over time.

When you keep pushing, the hill doesn't get smaller, you get stronger.”

AEK NORTH END • MAY 1, 2026

BLOCK PARTY

595 Northern Ave • Hagerstown, MD • 2:00-5:00 PM



“
Our intentions are simple: Spread positive, supportive energy while helping a local organization that supports our youth.



Help AEK raise some funds for Big Brothers Big Sisters of Washington County! The kids will certainly appreciate anything you are willing to contribute.

Our doors will be rolled up!

LET THE DUNKING BEGIN!!!

Even if you haven't met us, stop by and introduce yourself...

Help AEK raise some funds for Big Brothers Big Sisters of Washington County!

DUNK TANK

We have reached out to a number of community leaders to see who might be willing to jump into a dunk tank.

We figured it would add some color to the day and a way to raise some funds. The kids will certainly appreciate anything you are willing to contribute.

Friday, May 1st
2:00 - 5:00 PM

595 Northern Ave
Hagerstown, MD

aekrealestatellc.com/events

OUR PARTNERS

- Barrel Bodega & Valley Wine & Spirits
- Fireside Pizza
- Mack Berry **LIVE MUSIC**
- Big Brothers Big Sisters of Wash. County



NOW OFFERING

AEK MANAGEMENT LLC

We have decades of Real Estate Management experience. AEK is pleased to announce the expansion of our Commercial Property Management Services.

- Repairs & Maintenance?
- Tenant Relations/Lease Management - Need a Buffer?

CONTACT US TO SEE HOW WE CAN TAKE ON SOME OF YOUR DAILY STRESS.

"Price is only an issue in the absence of value. Once you understand the value you will receive, the issue of price goes away."

FROM THE STREETS

Q1 2026 · MARKET INTELLIGENCE

MULTI FAMILY



Several defining trends shaped the sector over the past year, offering important signals about where the market is headed next. The steady decline in pricing for federal low-income housing tax credits pushed developers toward alternative capital sources — private investment and expanded state incentive programs — adding complexity to deal structures and elevating the importance of creative financing strategies.

Operating expenses continued to climb while tenant incomes largely remained flat. This margin squeeze intensified in the second half of the year. Mixed-use affordable housing gained traction, reflecting broader efforts to integrate affordability into community-focused, multi-purpose environments.

— Owen Ard · *GlobeSt*.

INDUSTRIAL

The surge in warehouse demand is being fueled by third-party logistics (3PL) firms, onshoring manufacturers, and suppliers to booming data center developments. These occupiers are absorbing space vacated post-pandemic, particularly as retailers outsource fulfillment and technology firms ramp up hardware logistics. Data center construction is a new demand engine, especially in population growth markets.

Smaller industrial properties remain scarce in many markets, pushing some occupiers toward larger distribution facilities. The vacancy rate for large warehouses peaked at nearly 11% in Q4 2024 but dropped to **9.5%** by end of 2025 as leasing picked up and developers slowed new projects. Increased absorption is putting upward pressure on rental rates, reversing a trend of softening as oversupply is worked through.

— C&W / *WSJ* / *CRE Daily*

RETAIL

For the first year on record, service-based retailers like fitness centers and entertainment leased more space than traditional goods-based tenants.

— *CoStar*

First quarter of 2026 — Food and beverage (F&B), apparel, and value-driven retailers are leading, with significant interest in experiential, entertainment, and health-focused spaces.

OFFICE



Office leasing demand is showing signs of recovery, with positive net absorption returning for the first time since 2019, driven by high demand for prime, amenity-rich spaces.

While national vacancy remains high (11.9%), it has stabilized, with projections indicating a continued rebound in 2026–2027 as new construction remains at low levels.

— *NAIOP*

LOCAL INSIGHT

Locally, we remain very tight. Specific geographic areas of interest remain full. The benefit of pursuing 2nd/3rd generation spaces and adding some "lipstick" remains the focus.

LEASE

NEW HEIGHTS INDUSTRIAL PARK · HAGERSTOWN, MARYLAND

18450 SHOWALTER ROAD

PROPERTY HIGHLIGHTS

- **Manufacturing /**
Distribution / Storage
- **Flexible Rates**
& Terms
- **30,000 –**
202,500 SF
- **Up to 46'**
Clear Heights
- **Dock & Drive**
In Loading

LOCATION

0.5 mi · I-81 Exit 10 I-81 / I-70 Interchange
81 mi · Washington DC
184 mi · Baltimore MD
164 mi · Pittsburgh PA

BUILDING SPECS

POWER
Onsite Substation

LOADING
Dock & Drive-In

LAYDOWN
IOS Available

ZONING
Industrial / Airport

CONTACT

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202,500 SF

Maximum Available

46 FT

Clear Heights

EXIT 10

I-81 · 0.5 Miles

AVAILABLE SUITES

SIZE	CEILING	FEATURES
30,000 SF +/-	26 Ft	Dock x2 · Office Mezzanine · Levelers
25,000 SF +/-	46 Ft	Dock Height with Levelers
46,930 SF +/-	46 Ft	Drive-In · Outdoor Laydown · 1 Acre +/-
202,500 SF +/-	46 Ft	Full Building · IOS/Laydown · Power Substation

Suites may be combined. Additional IOS / laydown space available on site.

POWER: Onsite Substation · Heavy Industrial Service Available



LEASE

Mulberry Lofts

Under New Management

- Professional/Creative Suites
- Private Parking Access
- Flexible Terms



LEASE

Westview Business Center

New Suites Available

- Private Parking
- Flexible Terms
- Professional/Creative Suites
- Fully Secure Building



ONLY 1 SUITE AVAILABLE

LEASE

19833 Leitersburg Pike

- Professional Office Suite
- All Utilities Included
- Ample Parking
- 1,085 SF



LEASE

19414 Leitersburg Pike

Professional / OfficeSpace

- 2,700 SF Available
- Professional / Office Space



LEASE

28 South Potomac St

- Entrepreneurs, Creatives & Professionals
- Studio/Office Spaces Available
- Starting as low as \$250/mos



LEASE

Prospect Park

- Newly Developed Artisan/Creative Studios
- Join a Growing Community
- Tons of Natural Light
- Flexible Terms
- Flexible Rates



LEASE

300 W Franklin St

Office / FlexibleColdStorage

- Suites Starting as Low as 2,000 SF
- Flexible Floor Plan
- Private Reception
- Ample Parking



LEASE

South Pointe

Retail / Medical / Office Space

- Suite #100
- 2,000 SQ FT +/-
- Clean Professional Space
- Low CAM Expense



SALE

101 W Washington Ave

- 17,720 SQ FT +/-
- 2 Story w/Basement
- Elevator
- Private Parking
- New Parking Deck — 1 Block



SALE

140 S Potomac Street

- Fully Renovated Professional/Medical Office
- Over 3,000 SF Finished Space
- Private Secure Parking



LEASE

Wheatfield

- Small Bay Warehouse
- 12,000 SF
- Showroom/Offices

UNDER CONTRACT



SALE

152 W. Washington St

- Historic Kneisley Building
- Value Add
- Stable Tenants
- Ample Parking
- CCMU Zoning

ONLY 1 SPACE LEFT



SALE

Cressler Plaza, Burhans Blvd

RetailCenter

- 7K SF Available
- 2 Pad Sites
- 435+/- Parking Spaces
- Four Way Signalized Intersection



SALE

1455 Wesel Blvd

RetailCenter—Investment Opportunity

- 100% Occupied
- Harbor Freight / Mariner Finance
- Established Retail Corridor



SALE

Label Lane

Development Land

- Industrial Dev. Land
- Light Industrial
- Zoning: HI
- 63 Ac



SALE

301 E Washington St

NNN Investment

- NOI \$174,000 with 2% Annual Increases
- Lease Term ~14+ Years with Renewal Options
- High-Traffic Area on Rt 40



SALE

1150 Omega Ct

Turnkey Investment Opportunity

- Medical Condo
- Current Tenant: NNN w/Extension
- 1,550+/- SF
- FF&E Included



SALE/LEASE

Eastern Blvd Corridor

Retail Opportunity

- Zoning CG (Commercial General)
- 21,000+ ADT
- 6,000+/- SF
- 1.25 Ac



LEASE

19021 Longmeadow Rd

Warehouse / Storage

- 5,600+/- SF High Bay Warehouse
- 3,000+/- SF Storage/Office
- 2 Docks
- Outdoor Laydown/Storage Available



LEASE

686 Pennsylvania Ave

Industrial / CreativeSpace

- Zoned IR (Industrial Restricted)
- Build to Suit
- Up to 10,000 SF Available



LEASE

700 East 1st

Newly Renovated Warehouse

- 12,000-36,000 SF
- 14'6" Clear
- Sprinkler
- Drive In/Docks



LEASE

830 Beaver Creek Rd

- Great Live/Work Scenario
- Acres of Available Laydown Space
- Zoned HI
- Freshly Renovated 20'x40' Shop w/14'x12' Door



SALE

EASTERN BLVD

- 5 Ac
- Zoning: CG
- Storm Water Quantity on site
- Rt 40/Eastern Blvd- 39,082 ADT



SALE

720 N Mulberry

LightMfg / OfficewithAdditional Warehouse

- Zoning: Industrial Restricted (IR)
- Conditioned: Light MFG/Office
- Power: 2400AMP 240/3 Phase
- Warehouse w/Laydown



SALE

90 W Lee St

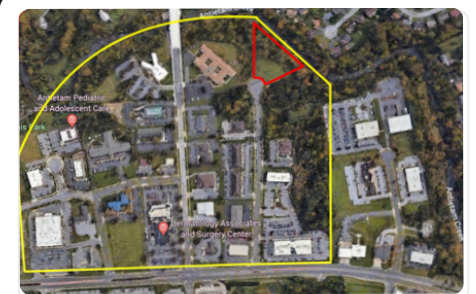
- Major Renovations 2021
- 21,000+/-SF
- 18' Clear w/12'x12' Drive In
- Additional Storage



SALE

67 W Baltimore St

- 50K SF Warehouse
- Additional Parcel (Parking) Included
- Zoning: CG-Commercial General



SALE

Eastern Blvd / Opal Court

\$199,900

Commercial Building Lot

- 2.2 +/- Acres
- Zoning: "POM"
- Professional Office Mixed



SALE

Commercial Land

- Rt 81 VISIBILITY
- Newly Improved Intersection
- 19.64 Ac



SALE

Smithsburg — Corner

Land Lease or Build to Suit

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

CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



LEASE

5118 Innovation Way

Industrial / Warehouse

- Warehouse 45,000-90,000+/-SF
- Office Space: 1,000 SF
- Rail Siding Available
- 4 Dock Doors with Levelers



LEASE

6100 Buchanan Trail

- Divisible to +/-5,000 SF
- (3) Buildings +/-30K to +/-130K SF
- 20'-32' Clear Ceiling Heights
- 28 Drive-In Doors | 4 Dock Doors
- 3-Phase Power | Propane Heat



LEASE

20 S Main Street

Office Suites

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



LEASE

12258 Buchanan Trail W

Former John Deere Dealership — Mercersburg, PA

- Public Water/Sewer
- Total 15,000 SF +/-
- 5,700 SF +/- Shop Space
- 18'+/- Ceiling Height



LEASE

3737 Lincoln Way W

- Small Business Flex Shop
- 4,800 SF
- Secure Laydown
- Highly Visible



AEK

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

WE ARE ACTIVELY WORKING ON SEVERAL TRANSACTIONS.

STAY TUNED....WE HAVE SEVERAL LEASING AND SALES TRANSACTIONS INCUBATING
