

# NEWSLETTER

## THE TRUTH

“THINKING IS DIFFICULT THAT’S WHY MOST PEOPLE JUDGE”  
C. JUNG

### A METAPHOR FOR YOUR CONSIDERATION.....

Fanning the flames provides more fresh oxygen to the fire. Fire needs oxygen to burn, so adding more oxygen makes the flames burn higher and hotter. However, moving air is also quite convective, in that the moving air takes heat with it. In the case of a candle, you are moving so much air past the reaction that the reaction can't maintain the minimum temperature needed to continue burning, and so it goes out.

As a test, blow very lightly on the candle. You'll notice it should burn a little brighter. Now blow more and more forcefully, and eventually the flame will start to shrink, and then eventually go out entirely. Ultimately, what you are doing is smothering the reaction with a candle.

**You're providing more to the reaction than the reaction can sustain.**

#### Applicable to our daily how?

Slow & steady, **flow vs force** (allowing the flame to breathe), blowing more and more forcefully (flame will start to shrink), aligning with our purpose (blowing lightly), patience.....How easy to preach.

Hearing the same things over and over becomes redundant and subsequently pushed aside as some rhetoric. The same nonsense, just ignored as "woo -woo". Nobody likes being berated with the same messages.

We ultimately ignore it (rolling our eyes in the meantime). Understood. Not asking for you to change anything if you have it all figured out.....all of it under control. Good for you.....keep it movin.

However, for the rest of us, those same redundant messages...when they reappear (although delivered in many different ways) from time to time can "hit" you at a specific time/place that produces a "click", "the unlock", an "ah ha" moment.

This instance, the right place, time, circumstances, state of mind, etc.... might deliver the same rhetorical message, yet it becomes applicable all of a sudden. **It suddenly resonates... makes some sense.**

You see, it is believed by a growing number of people that the messages that we hear (and invariably disregard) are the exact reasons we are here. Yes, the "**WHY WE ARE HERE**" discussion. It's difficult to disregard the circumstances surrounding the moment that something that you have been hearing (not listening) for a long time...**all of a sudden has a place in your journey that can help you or your surrounding circumstances.**

Ahhhh yes, the unlock....the collective breaking through. Refer to it as you would like, but its difficult to deny the fact that you have heard something over and over but weren't able to digest it much less apply it until things were aligned. **You weren't ready to listen!**

As we continue to evolve, these things tend to have an impact when the time is right. It's taken decades to just recognize some of these patterns, but seemingly occurs over and over.

I'm not going to end this with some statement that directs you to do something....we all know how that hits. A bit redundant don't you think? Just another message/lesson that might or might not be applicable. I alluded to this in an earlier version of the newsletter.....the flagstones appearing in front of you as needed. The message wasn't as eloquently described, but the same premise. The old adage of letting go, surrendering.

**"EVERYTHING HAPPENS KIND OF THE WAY ITS SUPPOSED TO HAPPEN, AND WE JUST WATCH IT UNFOLD....AND YOU CAN'T CONTROL IT. LOOKING BACK, YOU CAN'T SAY I SHOULD'VE.....YOU DIDN'T.....AND HAD YOU, THE OUTCOME WOULD HAVE BEEN DIFFERENT" R RUBIN**

COME JOIN US TODAY!  
2 PM



STONE HOUSE  
URBAN WINERY

AEK  
OPEN HOUSE

595 NORTHERN AVE

Not your typical brokerage

MAY 31, 2024

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

# IN THE NEWS

Look, the reality is.....the scale at which they (Blackstone) operate (they are the largest owner of commercial real estate globally, owning and managing assets across every major geography and sector, including logistics, housing, data centers, hospitality, and life science office.) **More often than not....they don't just have a pulse on what's going on... They are the pulse!**

Their analysis, sentiment, and ultimately public statements have a tendency to **move entire market segments**. Take note of the statements and we urge you to patiently digest what is being said. It might make some sense to take the direction...**listen to the nudge**.

The following was taken from an interview in the last 24 hours:

**Blackstone's chief operating officer told analysts that now is the time to invest in commercial real estate because there are early signs of recovery.**

"Now I'm not saying this is some sort of sharp V-shaped recovery," said Jonathan Gray, chief operating officer at Blackstone, to a Bernstein conference held Wednesday, according to a transcript from S&P Global Market Intelligence. **"But as you get to this bottoming period, what you want to do is try to deploy capital into this. And most people are going to be very cautious, because they're going to keep reading a lot of negative headlines from the past, and those are going to continue."**

Gray said new supply has been coming down "dramatically," while the cost of capital is starting to fall. Commercial mortgage-backed securities activity was up fivefold in the first quarter, he said.

So I know there's a debate, is the economy reaccelerating? Is inflation taking off? That wouldn't be our view. I think our view would be inflation probably a little lower than consensus and then growth a little lower than consensus. But we're not talking about things falling off a cliff, just a deceleration we're seeing in the economy,"

## INDUSTRIAL



**AMAZON GETS BACK TO DOING WHAT IT DOES BEST, SIGNING MILLION-SQUARE-FOOT LEASES**

## MULTI-FAMILY



**DEVELOPERS TAP MUNICIPALITIES IN ATTEMPT TO ADDRESS HOUSING'S 'MISSING MIDDLE'**

**NAVIGATING MULTIFAMILY'S PEAKS AND VALLEYS**

**APARTMENT RENT GROWTH EXPECTED TO ACCELERATE IN 2024'S SECOND HALF**

## OFFICE



**SIGNS OF MORE OFFICE DEMAND RAISE OPTIMISM FOR RECOVERY**

## RETAIL



**2024 RETAIL SALES GROWTH TO OUTPACE LAST YEAR'S, COLLIER'S EXECUTIVE SAYS**

# MODERN INDUSTRIAL SPACE AVAILABLE

# FEATURE PROPERTY



- 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



11905 WHEATFIELD DRIVE  
HAGERSTOWN, MD 21740



**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



## 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



**UNDER CONTRACT**

16428 LEON GRIMM RD

LAYDOWN  
STORAGE ACREAGE

GREAT CONTRACTOR  
LIVE/WORK SPACE



## SOUTH POINTE RETAIL CENTER

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



## LEASE



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

## 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)
- 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

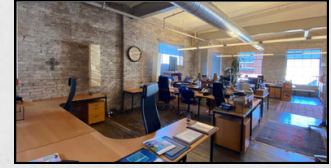


## CRESSLER PLAZA, BURHANS BLVD

### 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



## 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

# LEASED



## 580 NORTHERN AVE -PROFESSIONAL OFFICE

#### LEASE

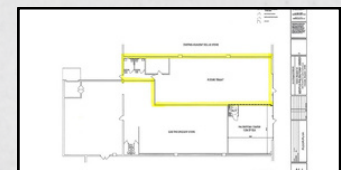
- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



## 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

#### 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

# 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

- SALE - ICE CREAM BUSINESS /REAL ESTATE - AEK SELLER REPRESENTATION
- LEASE - 580 NORTHERN AVE-FORMERLY ALLSTATE 5K SF - AEK LANDLORD & TENANT REPRESENTATION
- LEASE - MEN'S HEALTHCARE - 1125 OPAL - AEK LANDLORD REPRESENTATION
- LEASE - 1305 PENNSYLVANIA - PENDING - AEK LANDLORD REPRESENTATION
- SALE - 16428 LEON GRIMM RD - PENDING - AEK SELLER & BUYER REPRESENTATION
- SALE - VA AVE - SFH INVESTMENT - AEK BUYER REPRESENTATION