

THE TRUTH

"HAPPINESS WILL NEVER COME TO
THOSE WHO FAIL TO APPRECIATE WHAT
THEY ALREADY HAVE" - BUDDHA

THE EXITS ARE ALREADY PLANNED.... ITS THE ROUTE THAT CHANGES.


A recent conversation resulted in an analogy- think of a highway (PA Turnpike came to mind)...the main interstate is built to traverse a specific distance while following a certain route. The interstate (your life span) has many on and off ramps throughout the planned route. You are getting on at certain points and exiting at others.

There seems to be more and more compelling evidence that just might prove that we have a bit of preplanning associated with us. As they say "it's written in the stars"....SO, could it be that you enter the interstate at a certain location and are already set to exit at a predetermined location? You have heard the saying...."you can't make that up"...or "what are the chances"...In those moments it really makes you wonder.

What are the chances of something happening? Especially concerning tragic incidents.....Are they chances at all? Do you have a choice to enter or exit at a different point? OR could it be that in order to take different access ramps, you actually have to change the entire route. Start over. Change the actual interstate. Something so drastic that your version of WAZE has to recalibrate. You are still traveling to your destination, it just might take a little longer....you had to go around a different way to avoid the congestion.

The TRUTH is that you might not actually know what route you are traveling and when it might actually attempt to recalibrate. As a result of "being along for the ride" and not really knowing anything.....Let's try and be present. Move with intention, be authentic and by all means be kind.

AEK NEWS



"ALL SUFFERING IS CAUSED BY IGNORANCE. PEOPLE INFLICT PAIN ON OTHERS IN THE SELFISH PURSUIT OF THEIR OWN HAPPINESS OR SATISFACTION" - BUDDHA

AEK NEWS

We tend to pretty much stay to ourselves (other than some signs and this newsletter) We are blessed with a lot of word of mouth and repeat growth. We are constantly (sometimes having to force ourselves to shut it off) being pulled. This is viewed and accepted as complimentary.....not a complaint.

Our relationships and capacities within the interactions/deals continue to evolve. The "asks" to assist are ever changing. No two requests are the same. This makes our days a bit interesting but meaningful at the same time. We are hopeful and want to reiterate....we are here to help in any way you see fit. Chances are you have a real estate component associated with something you are involved with.

Let us know.....reach out or stop by.....**OUR DOORS ARE ALWAYS UP!**



SELF- STORAGE

Post-pandemic momentum continued during the first quarter in the self-storage market, driven by rising housing costs and shifting consumer lifestyles. Self-storage usage surged during the pandemic as Americans relocated or stored items to free up space for home offices or do-it-yourself projects, and it has continued as high prices and interest rates have slowed space-adding renovations and large home purchases, according to a [placer.ai](#) analysis. Visits peak in the second and third quarters, aligning with spring cleaning, moving season and home improvements. Visits typically drop during the first quarter as people remain indoors during the winter and make fewer trips to access stored recreational gear and vehicles.

INDUSTRIAL/FLEX

Industrial vacancy rates are rising more gradually across the country as the construction pipeline thins to below pre-pandemic levels, creating stability between supply and demand. By the end of this year, vacancy should peak, according to Colliers' industrial outlook. We (AEK) are still experiencing a deficiency in available product. Its interesting, prospects assume they will come "west" and obtain a vast selection at a much cheaper price. Although pricing seems to still be less than other markets, scarcity continues to drive price.



MULTI FAMILY

Berkadia's first Multifamily Investor Sentiment Survey, conducted in January 2025, reflects a market adjusting to change. It includes insights from 240 senior-level real estate professionals, most managing over \$2.5B in assets. The findings show a shift from post-pandemic volatility to a focus on long-term multifamily investment stability. Multifamily investment confidence is on the rise despite some ongoing challenges. About 83% of respondents plan to either moderately or aggressively grow their portfolios. Rental growth is expected between 1–3%, supporting steady multifamily investment returns. National occupancy remains solid at 94.8%, signaling healthy demand as new supply slows.

OFFICE



Positive indicators have been emerging in the office sector lately, including positive absorption in both urban and suburban markets during the past four quarters. But whether or not office has finally turned a corner is a question with many answers. The suburban vacancy rate is sitting at 16% as of the first quarter of this year, while central business district vacancy is at 19.2%. Smaller and newer suburban offices have the lowest vacancy at 11.2%, while larger, older urban towers have reached a vacancy rate of 26%. "On a metro by metro basis, it's a real patchwork," said Chang. "Across the country, performance has largely depended on migration patterns and job creation, but state and local policies have also had a significant impact."

John Chang, chief intelligence and analytics officer at Marcus & Millichap.

RETAIL

In the last 15 years, the value of in-store sales declined just once, in 2020, amid pandemic lockdowns, according to research from two U.S. Colliers analysts, Anjee Solanki, national director of retail services and practice groups, and Nicole Larson, manager of national retail research. Physical stores still account for over 76% of core retail sales and, while e-commerce's share continues to grow, the once-torrid pace of that growth has eased, they said. One reason for this is the realization on the part of direct-to-consumer brands — including some that at one point achieved unicorn-levels of investment — that stores are a critical channel, whether they run them or sell via wholesale to other retailers. Even some established brands like Nike have had to relearn the value of partnering with legacy retailers. Another is that many traditional retailers knocked off balance by the rise of Amazon, and online commerce in general, long ago established their own e-commerce. In fact, with consumers expecting to be able to make purchases and returns on or offline, retailers running stores are often at an advantage, according to Colliers. In 2024, stores were integral to about a third of online retail sales via fulfillment like pickup or ship-from-store — a milestone reached a year earlier than those researchers predicted — and in five years that is set to rise to over 36%.

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
- RAILROAD DIRECTLY ADJACENT
- 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

LEASE



19021 LONGMEADOW RD

- WAREHOUSE/STORAGE
- 5600+/-SF HIGH BAY WAREHOUSE (RACKING OPTIONAL)
- 3000 +/- SF STORAGE/OFFICE
- 2 DOCKS
- OUTDOOR LAYDOWN/STORAGE AVAILABLE



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.

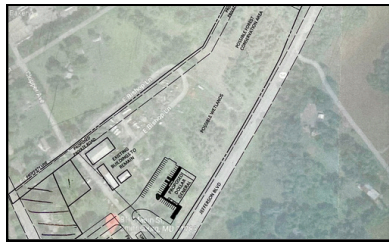


COMMERCIAL LAND-SALE

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

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

ONLY 1 SPACE LEFT

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

- 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



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.

28 S POTOMAC ST. - LEASE AEK LANDLORD & TENANT REPRESENTATION

COMMERCE ST - LEASE AEK LANDLORD REPRESENTATION

LEITERSBURG PIKE - LEASE - AEK LANDLORD & TENANT REPRESENTATION
