

NEWSLETTER

THE TRUTH

"PUT YOUR HEART INTO EVERYTHING YOU DO,
IGNORE THE NOISE"

-UNKNOWN

IT'S TIME TO GO
DEEPER

When you look at someone...what's your thought process? It depends on the circumstances of the interaction, right? In most cases, we are limited to our known senses. Data collected by your sensory organs helps your brain understand how diverse and dynamic your surroundings are. This is key to making decisions in the moment. **If you haven't already, it's time to go deeper.** There is just more to it. It's natural to gather information about the sounds, textures, sights, tastes, and smells you encounter, but let's not discount the additional layers of your predisposed positions, values, environment, mood, what you ate earlier (gut health is a real thing), etc...

When you look (data collected through your sensory organ - sight), the thought of where someone is coming from (their position) is calculated in a blink of an eye. Your brain acting as its own quantum processor.

A series of experiments by Princeton psychologists Janine Willis and Alexander Todorov reveal that all it takes is a tenth of a second to form an impression of a stranger from their face, and that longer exposures don't significantly alter those impressions (although they might boost your confidence in your judgments). Why do we do that? It seems more complex than just our natural tendencies.

Personally, through a number of experiences that have now become too many to truly quantify...the saying goes....you never know who you might be dealing with. To compound it further, you have no idea what they are going through. Where are they coming from and why are they positioning themselves a certain way? **Really digest that.**

"YOU DO WHAT EVERYONE
ELSE DOES AND YOUR
RETURNS GRAVITATE TO THE
MEAN"

-UNKNOWN

OUR CONDOLENCES

WE UNEXPECTEDLY LOST A FELLOW COMMERCIAL AGENT FROM THE LOCAL AREA. HE HAS A YOUNG FAMILY THAT WILL CONTINUE TO MOVE THROUGH THIS LIFE. HE IS IN OUR THOUGHTS AS WE ASSIST THEM WITH TRYING TO NAVIGATE THE FUTURE. WE ARE HONORED TO HAVE BEEN ASKED TO ASSIST SOME OF HIS CLIENTELE THROUGH THIS DIFFICULT TIME. WE IMPLORE YOU TO TAKE A MOMENT AND CHERISH WHAT YOU HAVE. IT CAN ALL BE TAKEN AWAY IN AN INSTANT.

THE TRUTH CONTINUED

Go beyond your sensory perception. Why not process what their circumstances COULD be. Is there any way you might be able to assist them on their journey? It might be simply sending them positive energy...sending them abundance, health or just a quick smile. Free from any expectations. Regardless, don't short change it, **the universe has a tendency to reciprocate.**

It has always been interesting to pursue relationships with individuals that are "free" in a sense.....real souls doing their own thing. Without the real constraints of the status quo. **The compelling truth is that oftentimes the most fulfilling, pure interactions are a result of being more observant with a sprinkle of empathy.....an all encompassing humbleness.** You really don't know what someone is going through. Maybe this statement (ultimately a way of being) should be top of mind. Maybe our interactions would trend more towards the positive. Being conscious of providing a bit of space to others.....the interaction just might be mutually beneficial.....true reciprocity.

Realize that you have been put in that situation, at that exact time..... having that specific interaction for a reason. Predestined in a sense. We interact with other humans at various levels of frequency depending on our age. At the individual level, you can anticipate an average of 12 social interactions per day... (Non digital) (NIH, National Library of Medicine). This actually was shown to diminish as we get older.

That being said....the point....You don't know what you don't know. **Don't make assumptions without providing some space.....dig deeper.**

It's all fragile. Simply, try to be present with a humble base.... LISTEN...OBSERVE. You aren't in a position to respond without context. Seems simple, but we all have difficulty from time to time.



We attempted to get our office in presentable shape. A difficult task while we continue to focus on servicing our existing client base and deal with what seems to be daily growth. We are lean thus enabling us to be nimble/responsive but that doesn't play when it comes to finding additional hours in the day for manual labor.

Hopefully, everyone that came found a cold drink and somewhere to conversate. We want to thank the Boys and Girls club and everyone that donated to their mission. The Chamber of Commerce played and intricate part. Even though Mr. Frey was in a sling, he still showed up!!!!

We set the ambitious goal to raise \$25,000 for the Boys and Girls Club. To the community's credit, we were able to blow that out of the water and raise over \$35,000!!!!

Not bad for a boutique, full service real estate firm. We are certainly not your typical brokerage!

IN THE NEWS



▶ SFH (higher density rezoning) encouraging developers/builders to build



▶ Herald Mail Building - Auction



▶ Prologis Says Warehouse Demand Remains Strong in Slowing Economy

STREET KNOWLEDGE

Office Interesting insight

What companies are prioritizing in searching for office space In our post-pandemic-era world, companies are looking for office space with a new focus on employee experience, according to JLL senior vice president of project and development services, Melissa Countryman. Whereas before they looked at how employees will work at desks and in meeting rooms, now "it's about how do they experience a day." Her takeaways come from a new report that outlines top design and development workplace trends. Among them are; hybrid workspaces, more subleasing and footprint consolidation, proximity to food and retail, climate-friendly buildings and a flight to higher-quality buildings.

Sounds a bit like a higher quality of life in general. Having discussions with landlords and tenants, we are finding that employers/employees want to feel good in a given space. Productivity increases with positive, safe and fresh environments. The "feel" of the space matters.

Industrial/Flex

We continue to see demand. The overwhelming majority of our prospects are under 40,000sf. Yard/Laydown space seems to be a constant. Several prospects looking to locate and expand as an ancillary service to the larger operations in the market. Despite what the public narrative regarding "warehouse" space is, there is a constraint on supply. We don't believe the large distribution facilities (1M+/-SF) will accommodate the "smaller" user. Certainly not in the near term. The buildings just aren't designed to immediately go into an adaptive reuse exercise for a smaller user. We believe there will continue to be absorption in the larger facilities.

Multi-Family

There seems to be rumblings (finally) regarding the lack of adequate housing in the immediate market. Existing and future prospects (regional/national corporations) continue to inquire about relocation/expansion opportunities in the area. Invariably, they also want to know where their future employment base can reside with an emphasis on quality of life. Adaptive reuse and new ground up development should be evaluated thoroughly. It is apparent that we are already behind the demand curve and are losing possible discretionary funds to adjacent jurisdictions. They have to live somewhere....why not keep them here?

Retail

Construction costs (as with any new construction) remain a barrier. Certain businesses want, even need "foot traffic" but aren't willing to take the plunge into the long term, aggressive annual increases with amortized TI.....Many have found alternative ways to drive customers. Those same prospects have become extremely efficient and attempt to squeeze as much revenue per square foot as possible. The tenant is driving tougher requirements. It seems to be that the landlord will face headwinds for the long term when attempting to take the driver seat in negotiations. The quality operator with credit seems to be winning the day.

**COME SEE US.....
OUR DOORS ARE ALWAYS UP!!!**

ELITE PERFORMANCE INSTITUTE (EPI)



WWW.MDELITEPERFORMANCE.COM

- **BUILDING STRONG, ATHLETIC FOUNDATIONS WHILE REDUCING INJURY RISK**
- **IMPACTING LOCAL/REGIONAL YOUTH DURING CRITICAL, DEVELOPMENTAL YEARS IN THEIR LIVES**
- **INFLUENTIAL IN DEVELOPING THE FRAMEWORK FOR PHYSICAL AND MENTAL HEALTH**

There are good people in this world. Not really clear why I have had the opportunity to interact with such people. The time I have spent with the following gentlemen has been both therapeutic and a bit transformative. It was important to have them together for this exercise.

The origin stories and their balance is what makes them special. Their hustle (both ex-student athletes) has morphed into a practice that will be extremely hard to replicate. They continue to build a bit of a moat if you will. An economic moat is a concept that refers to a business's ability to maintain a competitive edge over its competitors.

You see, they are really focused on people. Building a living, breathing entity that focuses on family and health. The underlying business is a byproduct that is housed in a "tip of the spear" physical therapy, athletic training facility. It is not a gym!

Many years ago, I made a phone call to a young Doctor of Physical Therapy (Board Certified Sports Clinical Specialist). John Pugh, happened to be on the other end of the call regarding the development of a young athlete. After an initial consultation, there was a complex reflection. It was apparent...there was a unique cocktail of aptitude (pure intellect), philosophy, real life experience, and empathy that seemed to resonate.

However, the "bedside manner"...taking the time to understand what makes the patient click...their "why" was uncovered at the root. It doesn't typically occur to the general public, but be assured, there are different kinds of physical therapy/performance training facilities. People tend to be relatively short sighted....you really don't know how much people don't know. The differentiator that has seemingly allowed them to excel (the piece that has dug the "moat") is the patience and belief that developing a relationship with the patient is paramount.

The word entrepreneurship has been put on such a pedestal since social media has become an intricate part of our daily lives. From an expansive background of experience, one thing that is evident is that it is not as easy as it may appear. It is extremely complicated and the choices that have to be made affect everyone that is close to you.

One consistent theme seems to be finding the hours to work **ON** the business versus working **IN** the business. A simple concept to comprehend, but extremely difficult to execute. Oftentimes you can't see the forest through the trees due to the daily tasks necessary to just unlock the doors in the morning.

Identifying the trajectory of a given sector (usually developed through previous experience) - in this case, a physical therapy practice with a strength and conditioning component attached was the vision. Not only identifying the niche, but having enough gumption to act on your gut when you feel the nudge is the real trick. Then to realize that this is only a portion of the engine that pushes you through the journey. The reality is, you want to be ahead of others when rolling a concept out, but not too far out. The saying goes....."You can always spot the pioneers with the arrows in their backs."

EPI CONTINTUED...

This brief window in our lives is difficult to identify. The serendipity of doing something at a specific moment in time is a real thing. The real magic occurs when you believe in something so much you are willing to proverbially "sell the vision" to someone else. Not because you are recklessly pursuing something that will provide arrows in your back, but because you have experienced and observed enough of the environment around you to act.

Finding the underserved niche...the holes in the market. Often it takes a bit of naivete and unwavering belief to get something off the ground, but how can you really get after it if you are thinking about all of the things that could possibly go wrong. Sometimes you just have to believe.

It would just so happen (not really because that is not how the universe works) that the individual John identified as having the exact complimentary skill set was already operating in the target market. It would also "just so happen" that he is from the same state of North Carolina. That is not a coincidence. That is precisely how it manifests...how the universe works.

Thomas Burge (Co-Founder, Performance Trainer) has been referred to as an athletic guard that had a mindset of giving himself up for his team. Experiences of sacrifice, perseverance, and dedication with bits of proving some things....more importantly to himself. It has always been a belief that in order to truly provide value you have to have some of the hands on/real life "dirt".

The real magic is found in the minutiae....in the "dirt." They have both dealt with some real blows in their lives. That is the beauty of the partnership that has been formed. A team. Us against everyone else. Both bring different strengths to the vision with the "whole" being just the right ingredients. There are many lessons that can be taught over years of competition. Like most things in life, we can use being competitive to our advantage. We can harness it in a way that can assist in making faster progress towards the things that we want.

This is a strength of their operation.....allowing them to relate to the patient/client. Their struggles, mental toughness, dedication, will, etc... Critical when dealing with physical ailments and the mental health of a human that comes along with it. Top that off with the responsibility of running a business.

As a team, they share similar goals. It is clear they both are dedicated and love their roles. Evident from the endless hours that are spent in their facility. From a pure human perspective, it's unrealistic to expect the owners and operators of the business to be energetic and patient at all times. That's just not normal. To be clear THIS IS a daily occurrence at EPI that shouldn't be taken for granted. They are not only "UP" most days...it is amazing to witness the constant support and patience when dealing with various individuals. A true testament to DNA, upbringing, and taking daily action to fulfill the mission.

As they state.....They strive to provide the highest quality sports physical therapy and performance training by emphasizing functional movement to maximize sports performance and reduce injury risk for athletes of all types and ages.

When you really digest what all is entailed....Its daunting. Yet, they commit daily (sometimes starting with a sweat at 6AM) to establish enough stability to be able to raise a family, have flexibility/various freedoms, and try to set an example. They have lots of young eyes that value their opinion. Take that in for a minute. It's really a gift that has been bestowed upon them. You can't really quantify the impact they have on the lives they touch, but it is immense.



FEATURE PROPERTY



CRESSLER PLAZA -RETAIL/OFFICE SPACE

FOR LEASE

- 2,500 - 12,000 SF AVAILABLE
- 2 PAD SITES
- 435+/- PARKING SPACES
- LOCATED AT A FOUR WAY SIGNALIZED INTERSECTION



WESEL PLAZA -END CAP RETAIL

- 1,300 SF END CAP AVAILABLE
- LOCATED IN HAGERSTOWN'S MOST SOUGHT AFTER RETAIL AREA
- JOIN HARBOR FREIGHT TOOLS, MARINER FINANCE, AND PHO VIET



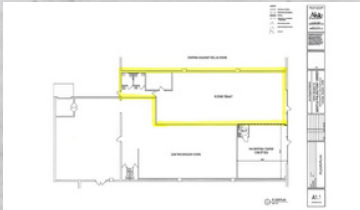
HUNTERS GREEN PARKWAY -FLEX SPACE/STORAGE

- 5000 SF
- BUILD TO SUIT



RAILWAY LANE CENTER -RETAIL SPACE FOR LEASE

- FINANCIAL 2,200 SF & 1,800 SF IN LINE RETAIL
- JOIN SARDI'S, UNI URGENT CARE, CRAB 99, ENTERPRISE, SHERWIN WILLIAMS, AND ONE MAIN
- LOCATED IMMEDIATELY OFF I-81 AND HALFWAY BLVD



HANCOCK SHOPPING CENTER -RETAIL

- 2,791 +/- SF
- HANCOCK'S PREMIER RETAIL DESTINATION. (THIS IS THE ONLY LARGE SHOPPING CENTER IN HANCOCK)-10,000 VISITORS WEEKLY
- JOIN THESE TENANTS: MERITUS, FOOD LION, REEDS PHARMACY, FAMILY DOLLAR, VALLEY HEALTH, SUNOCO, M&T BANK



412 N POTOMAC STREET -OFFICE/RETAIL

- 1,500 +/- SF
- PRIVATE ENTRANCE
- PRIVATE PARKING
- FLEXIBLE TERMS



1075 SHERMAN AVE -FLEX OFFICE/WAREHOUSE

- 1,250 SF WAREHOUSE SPACE
- 1,250 SF OFFICE SPACE
- AMPLE PARKING
- CONVENIENT LOCATION CLOSE TO INTERSTATES
- 14' + CEILING HEIGHT



**44 N POTOMAC STREET
-STUDIO/PROFESSIONAL OFFICE**

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



**1101 OPAL COURT
-MEDICAL/OFFICE**

- FLEXIBLE TERMS
- HIGH GROWTH AREA
- 1600 SF
- 2600 SF



**GRINDSTONE HILL & FREDERICK DR
-INDUSTRIAL FLEX-BTS/SALE**

- UP TO 50,000 SF AVAILABLE - 6 ACRES
- OWNER WILL CONSIDER SALE OF ENTITLED LAND OR BUILD TO SUIT
- SITE PLAN FULLY APPROVED AND READY TO BUILD
- IMMEDIATE ACCESS TO I-81



**1125 OPAL COURT
-OFFICE**

- 2832+/-SF
- NEWLY RENOVATED
- GROUND FLOOR SUITE
- PRIVATE - ADA BATHROOM



**686 PENNSYLVANIA AVE
-INDUSTRIAL/CREATIVE SPACE**

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



**13331 PENNSYLVANIA AVE
-FLEX SPACE**

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



**580 NORTHERN AVE
-PROFESSIONAL OFFICE**

- GREAT LOCATION
- AMPLE PARKING
- 3,500 SF



**724 POTOMAC AVE- FOR SALE
-STABLE MIXED-USE**

- WELL MAINTAINED MIXED USE PROPERTY
- 2795 +/- SF
- PROFESSIONAL OFFICE AND APARTMENT
- BILLBOARD GROUND LEASE



**145 W CHURCH STREET- FOR SALE
-LAUNDROMAT/REAL ESTATE**

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



**22309 OLD GEORGETOWN ROAD
FOR SALE
-ICE CREAM BUSINESS /REAL ESTATE**

- 1.2 ACRES
- PRIME LOCATION
- ZONED BG



**1120 PROFESSIONAL COURT
-MEDICAL/OFFICE**

- GROUND FLOOR ACCESS
- UP TO 7,500 SF
- FLEXIBLE TERMS
- HIGHLY VISIBLE



**100 CHARLES STREET
PROFESSIONAL OFFICE**

- ZONED IR (INDUSTRIAL RESTRICTED)
- 3 BAY GARAGE
- 3000 SF GARAGE SPACE
- 3 PHASE POWER

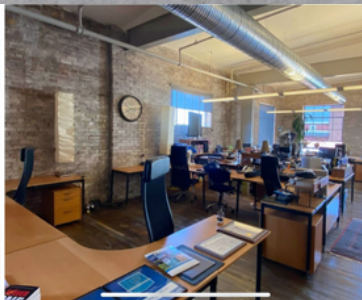


**SMITHSBURG- CORNER
LAND LEASE OR BUILD TO
SUIT**

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

WE ARE CONSULTANTS

- ✓ Is your lease coming up for renewal?
- ✓ Do you want to expand your practice?
- ✓ Need help evaluating your property value?
- ✓ Are you interested in Real Estate as an investment?



**DOWNTOWN
OFFICE
SPACE
AVAILABLE**



CURRENT AVAILABILITY

**487-1,161 SF IN THE WALKER
HOUSE**

**806 SF IN TRI STATE
BUILDING**

**1,999 SF IN MASONIC TEMPLE
(2ND FLOOR)**

**1,153-2,074 SF IN MASONIC
TEMPLE (3RD FLOOR)**

**4,186 SF IN SCHINDEL
ROHRER BUILDING**



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!



THE SPOTLIGHT COMMUNITY INSIGHTS

ARE YOU AWARE THAT THERE REALLY IS AN "UNDERGROUND" NETWORK OF BUSINESSES AND COMMUNITY CENTRIC DEAL MAKERS THAT PROVIDE THE OXYGEN TO THE GREATER HAGERSTOWN LUNGS. OUR GOAL WITH THIS SECTION WILL BE TO UNCOVER THEIR MISSIONS... WHAT IS THEIR PURPOSE....THEIR "WHY"



RECENT TRANSACTIONS

Leased - 1400 +/- SF - Medical Office - AEK Tenant & Landlord Representation

Leased - Studio/Office - AEK Tenant & Landlord Representation

Leased - 3000 +/- SF - Hunter's Green Office - AEK Tenant & Landlord Representation

Sold - SFH-AEK Seller Representation

Sold-Investment Villas- AEK Buyer Representation