

NEWSLETTER

THE TRUTH

**“ALL THE OPPORTUNITY IN THE WORLD MEANS NOTHING IF
YOU DON'T ACTUALLY PULL THE TRIGGER.”**

KICKING THE CAN ISN'T AN OPTION

It's almost a certainty that you see and here the same (at the very least, similar) phrases, sayings, etc... that are telling you what you should and shouldn't do. Why you should conduct yourself in a certain way. "This is the way to do it!" "Look at all of the successes" "Follow my plan and you can have what I have" etc... This is unquestionably NOT a new phenomenon. There has always been imitation. "Imitation is the sincerest form of flattery that mediocrity can pay to greatness." is a quote by Oscar Wilde.

However, it is also reasonable to assume that there is a shift happening. Back to pre social media times. Particularly with the demographic that might have seen a thing or two over the years. The realization that..... None of that stuff actually matters! It's just that....stuff. Trying to instill that in our offspring is the real work. In defense of them, it has taken many decades for even the most "accomplished" of individuals to come to the realization that you can't take anything with you.

Only later (and often) to be reinforced in an instant. Unexpected shock happens. Loss. Dealt with nothing short of a full spectrum. No two people handle/process it the same. There are moments that really dictate, even reinforce what is actually important. It's really a maddening proposition. Something so hurtful is often the thing that catapults you into the next level of our learning experience. Molding what "success" really looks like.

Finding and spreading love is all there really is.....right? Carrying yourself in light. Carrying positivity. It's no shocker that we all have basic necessities. How we obtain those things is different for all of us. When we get those needs met....then what? You are no longer just surviving...you then have an opportunity to contribute.

You might just inspire someone else to match your frequency. All the while seeking your own peace. Something to be said for sleeping well...taking care of yourself and your loved ones. As Dave says "life is short, but sweet for certain." As we are a little over the two years into this "thing", there have been numerous opportunities, moments of pure destiny and of course ALL of the deal killing aspects that accompany these choices. However, the choice (and that is what it is) of staying put and just "kicking the can down the road" isn't really an option.

We aren't here very long.

Life altering events have a tendency to present themselves. A moment to humble our naivety or just another moment in time to remind us all why we are here.....?

**DISCIPLINE YOUR THOUGHTS
STOP THINKING TOO MUCH
DON'T GO INTO THE PAST
DON'T GO INTO THE FUTURE
BE IN THE PRESENT.....WHY?**

**BECAUSE ONLY THEN IT'S POSSIBLE THAT THE MIND IS
FREE THE CAPACITY IS FREE, AND NOW YOU CAN
COMPLETELY IMMERSE INTO WHATEVER YOU ARE DOING.**

THIS MEANS YOU HAVE ARRIVED!

- UNKNOWN

AT THE END OF THE DAY ITS ALL WE HAVE

Sometimes you have to act....listen to that voice. And sometimes we have to do hard things.

As mentioned in previous versions, one flagstone will be put down at a time. You just have to take the step. Once there is a bit of trust... follow the path. We have always remained "open" to see where the model would take us....we could be wrong, but it seems awfully right at the moment.

Through many months of receiving direct inquiries and being in possession of a model that was created as a means to break the "traditional mold" it wouldn't be prudent to not share. Our approach is simple.....to focus on providing sales, leasing, and advisory services in the tri state region (we are now a registered brokerage in Pennsylvania, Maryland, and West Virginia) and treat the client as you would want to be treated.

WE ARE NOT a traditional real estate firm.

We are founded on being able to provide support to other families during their real estate journey.

Frankly, we started our boutique firm to put our families first. That's ultimately what its about....isn't it?

**"WHERE THERE IS
SCARCITY, PRICE
IS NO OBJECT.
THIS BASIC TENET
OF SUPPLY AND
DEMAND WOULD
LATER BECOME A
GOVERNING
PRINCIPLE OF MY
INVESTMENT
PHILOSOPHY."**

IN THE NEWS

PGIM STARTS \$500
MILLION JOINT
VENTURE TO BUY
MULTIFAMILY DEBT

Ahhh new options continue to enter the market....When there is so much opportunity, there will always be new entrants into the fray.

Too much money at play not to have participants in some way.

MULTI-FAMILY

All but one of the four indices comprising the National Multifamily Housing Council (NMHC) October 2024 Quarterly Survey of Apartment Market Conditions indicated more favorable conditions this quarter. The Sales Volume (67), Equity Financing (63) and Debt Financing (77) indices all came in above the breakeven level of 50.

The Market Tightness Index came in below the breakeven level for the ninth consecutive quarter, indicating looser market conditions. Beyond the headline number of 37, there was a 13-percentage-point increase in the number of respondents who thought the market was looser now than three months prior: 40%, up from 27% in July. "Survey respondents, in turn, reported more favorable conditions for debt financing for the third straight quarter and more available equity financing for the first time in two and a half years."



DEMAND

The anticipated end to record amounts of new supply has some of the largest apartment owners in the country buying and building in a tangible sign of confidence in the long-term prospects for multifamily demand. Some apartment real estate investment trust executives are forecasting opportunities to increase revenue will begin to emerge as early as the second quarter of next year. Investment activity that expanded in the third quarter is being driven by an expectation that a generational peak in new supply that has been dragging down rents is now behind the industry. Coupled with the supply slowdown is an assumption that strong demand — sparked by an over performing job market, the high cost of homeownership, and the maturity of new technology hubs in the South — will remain.

RETAIL

DYING RETAIL CONCEPTS

Evolve or die....The legacy concepts have run their course. Everything has a life expectancy.....that includes development concepts. Habits/trends have shifted and will continue to move. For the sake of creating positive impact and taking into consideration the future generations.....for heavens sake, take a step back and think about stepping up.

OWNER OF MALL NEAR CHICAGO BEGINS DEMOLISHING VACANT CARSON'S STORE TO MAKE WAY FOR 600 APARTMENTS



OFFICE

The office market news has been stubbornly the same for multiple quarters: limited absorption, higher vacancies, and stagnant rent growth. The news from Q3 2024 office market reports suggests that rents aren't budging all that much. But absorption is finally starting to pick up. Two of the four reports posted positive absorption in the quarter, while all pointed to a shrinking construction pipeline.

This means that "the U.S. office market appears to be on the verge of recovery as increased leasing demand over the past 12 months and limited new building completions began to positively impact fundamentals," according to [Colliers' U.S. Office Market Statistics 24Q3](#).

U.S. Office Statistics – Q3 2024						
	Total Inventory	Vacancy Rate	Gross Asking Rent Rate	Net Absorption (Quarterly)	Under Construction	Deliveries (Quarterly)
Colliers	N/A	17.7%	\$42.38	831,000	50.3 million	7.8 million
Cushman & Wakefield	5.452 billion	20.9%	\$38.15	-18.5 million	35.9 million	N/A
JLL	N/A	22.2%	N/A	-8.2 million	500,000	N/A
Lee & Associates	8.488 billion	13.8%	\$35.53	7.6 million	83.3 million	N/A

The Lock-In Effect

According to [Redfin's](#) latest data, around 75% of homeowners have mortgages with rates below 5%. Current rates stand at 6.08%. Redfin Senior Economist Elijah de la Campa states, "Rates will need to keep falling consistently for many to feel comfortable moving on from the deals they secured years ago."

While rates have dropped recently, particularly due to the Fed Rate Cut, home sales have yet to pick up. Housing inventory remains below pre-pandemic levels despite home prices reaching all-time highs.

The rate of homes listed also dropped to a 32-year low in 2024. Only 32 out of every 1,000 homes were listed in the first 8 months of this year. In 2019, that number was at 46.

"PUT BAD THINGS FAR AWAY AND BRING GOOD THINGS CLOSE, AND YOUR BEHAVIOR WILL CHANGE."

– UNKNOWN

FOR SALE

FEATURE PROPERTY

OWNER/USER OR INVESTMENT



INDUSTRIAL WAREHOUSING

- 14,750+/- TOTAL SF

TWO BUILDINGS

- 9,000 +/-SF
- 5,750 +/-SF

ZONING: IG

(INDUSTRIAL GENERAL)



**947 & 949 COMMONWEALTH AVE
HAGERSTOWN, MD 21740**



19833 LEITERSBURG PIKE

- STABLE INVESTMENT OPPORTUNITY
- 22,470+/- SF
- 3.4 AC
- VALUE ADD ADDITIONAL USABLE GROUND
- RECENT IMPROVEMENTS (ROOF, PAVING, FENCING LOT, RETAIL OVERLAY)
- ZONING: BG

FOR SALE



TURN KEY MEDICAL SPACE AVAILABLE

SYLVANIA BUILDING

- 3,900 +/- SF
- 7,984 +/-SF Contiguous Lab Space
- Exam Rooms
- Close Proximity to Rt. 81

FOR LEASE



RETAIL CENTER

1455 WESEL BLVD HAGERSTOWN, MD

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

FOR SALE

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!



FOR SALE



**100%
OCCUPIED**

1101 OPAL COURT

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

FOR SALE



14728 CROWN LANE

- 3 ac +/-
- Laydown
- Outdoor Storage
- Truck Parking
- Gated Entrance
- Secure Yard

FOR LEASE



MIXED-USE 29 W FRANKLIN

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

FOR SALE

LEASED



14563 INDUSTRY DR

- 8K SF +/-
- 16-20' +/- clear
- Fully Sprinkled
- Fully conditioned showroom-4K +/- SF
- Warehouse- Drive in 52x80 4160 +/- SF
- Office/ break area

FOR LEASE



OFFICE/COLD STORAGE

300 W FRANKLIN ST

- Office Space/Flexible Cold Storage
- Flexible Floor Plan
- Private Reception
- Ample Parking

FOR LEASE



COMMERCIAL LAND

EASTERN BLVD

- 1.053 Acres
- Zoning: "POM"
- Professional Office -Mixed
- High Growth Corridor
- VARIETY OF permitted uses

FOR SALE



COMMERCIAL LAND

EASTERN BLVD

- 5 Ac
- CG Zoning
- Storm Water Quantity on site
- Rt 40/Eastern Blvd- 39,082 ADT
- Eastern Blvd-20,442 ADT

FOR SALE



LAUNDROMAT/REAL ESTATE

824 PENNSYLVANIA AVE

- Real Estate Included
- Ample Parking
- Cash Flow
- Turn key Operation
- Zoning: Commercial General (CG)

FOR SALE



EXTERIOR RENOVATIONS!

CRESSLER PLAZA, BURHANS BLVD

- 6K-7K SF AVAILABLE
- 2 PAD SITES
- 435+/- PARKING SPACES
- LOCATED AT A FOUR WAY SIGNALIZED INTERSECTION

FOR LEASE



305 W COMMERCE ST CHAMBERSBURG, PA



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

FOR LEASE

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

FOR SALE

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! FOR SALE



COMMERCIAL BUILDING LOT

EASTERN BLVD AREA

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

FOR LEASE



LIGHT MANUFACTURING/
STORAGE FACILITY

111 W FIRST ST

- 6,000 +/- SF
- Drive-in
- 3 Phase
- Fully conditioned

UNDER CONTRACT

FOR SALE/ LEASE



MEDICAL/OFFICE

1125 OPAL COURT

- 4000 +/- SF
- Open Floor Plan

ONLY 1 SPACE LEFT

FOR LEASE



COMMERCIAL LAND FOR SALE

1325 ROBINWOOD DR

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

FOR SALE



MEDICAL

19236 MEADOW VIEW DRIVE

- 1,250 SF Main Level
- 3,000+ SF Lower Level
- Exam Rooms with Sinks

FOR LEASE



MOUNTAINSIDE RETREAT

13856 POND VIEW LN MERCERSBURG, PA 17236

- Short-Term Rental
- Long-Term Investment
- Weekend Getaway
- 4 Bedrooms
- 3.5 Bathrooms

FOR SALE



LAND LEASE OR BUILD TO SUIT

SMITHSBURG- CORNER

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

FOR LEASE

LEASED



END CAP RETAIL

WESEL PLAZA

- 1,300 SF End Cap Available
- Located in Hagerstown's most sought after retail area
- Join Harbor Freight Tools, Mariner Finance, and Pho Viet

FOR LEASE



UNDER CONTRACT

13338 PA AVE

- 1,300 SF +/-
- Great Visibility
- Overflow Parking in Rear
- 2 of 3 Suites Occupied

FOR SALE



FORMER JOHN DEERE DEALERSHIP

**12258 BUCHANAN TRAIL W
MERCERSBURG, PA 17236**

- 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

FOR LEASE



INDUSTRIAL/CREATIVE SPACE

686 PENNSYLVANIA AVE

- Zoned IR (Industrial Restricted)
- Build to Suit
- 2,000-18,000 SF

FOR LEASE



BIG BOX- RETAIL/FLEX

ST. JAMES

- 38,667 +/- SF
- Former Grocery Store
- over 25,000+ ADT

FOR LEASE



STUDIO/PROFESSIONAL OFFICE

44 N POTOMAC STREET

- Office/Studios
- Starting at \$249/mo
- Utilities Included!
- Ground Floor Available
- Up to 4K SF

FOR LEASE



RETAIL

22309 OLD GEORGETOWN ROAD

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

FOR LEASE



MEDICAL/OFFICE

1120 PROFESSIONAL COURT

- Ground Floor Access
- Up to 7,500 SF
- Flexible Terms
- Highly Visible

FOR LEASE



WESTVIEW BUSINESS CENTER

HAGERSTOWN, MD

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

FOR LEASE



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

FOR SALE



LONG STANDING LAUNDROMAT W/
REAL ESTATE

571 JEFFERSON BLVD

- Recent Upgrades
- Additional Rental Income
- Billboard Ground Lease

FOR SALE



RECENT TRANSACTIONS

WE ARE ACTIVELY WORKING ON SEVERAL TRANSACTIONS...

WE HAVE LEASE AND SALES TRANSACTIONS INCUBATING WITH END OF
YEAR OBJECTIVES