

NEWSLETTER

THE TRUTH

100 PROBLEMS AND SETTING ANGLES

Are you awake yet? A challenge: When you awake for the day, aside from your morning "rituals", personal hygiene, etc...

Try something. A bit of a new approach...just a slight shift. Not asking you to do a cold plunge or wake up at 4AM and go for a run in the dark. Just asking you to lean in a little. It's simple and takes very little effort.

Honestly, the source of this concept isn't apparent, but seems to have been around a lot recently. That's how it usually works though, right? The more you think about something the more it appears.

Here's the challenge: Go about your day and enter your interactions with the understanding (patience) that everyone...and I mean everyone that you encounter has **100 problems** they have to deal with. **Not 100 problems in their lives.....100 problems THAT day.**

Think about that....if you truly take a step back, observe. Watch how some people are interacting...handling various situations.

Presumably, most are knee jerk, reactionary....no filter, no patience. Simply observe...don't rush to judge, and certainly not asking you to make any accommodation or excuses for anyone else and their actions.



What is being asked is that **YOU** be the leader. Assist with setting things in motion. If you agree to participate, you might just find that the empathy for the individuals you are observing does tend to naturally come through when you approach things from a greater knowing. A universal understanding.....**You** get what you give. Make no mistake, it is universally understood that you have at least **100 problems that day** as well. Maybe more! And so on and so on. Grasp that everyone does.

What a simple exercise.....building perspective. Helping someone else by exercising patience and trying, at the very least, to value perspective. WOW.....contributing to the vitality of the village. Daily....one interaction at a time. You are moving around doing what you do anyways. **Can you not find a few moments to set the angle?**

Think about the approach and response. Remember, **100 problems daily.** It's quite a mindshift when you actually try and grasp it. Especially, when it pops into your head while meeting/interacting or observing someone. It forces you to take a step back. It's rather fascinating really. **THE TRUTH IS...**you really don't know much about anyone that you encounter. A bit presumptuous to assume that you have a clue as to what they might have going on don't you think? Just be present. Be the leader and set the angle.....watch the ripples. It actually may be more like waves.

HOLIDAY *Open House*

Friday
3-6 PM

| 15 |

December
2023

stay tuned for more information



THE WORLD ISN'T WAITING FOR MORE
OF THE SAME...
NOT YOUR TYPICAL BROKERAGE

Be careful what you read and listen to

What may appear on the surface doesn't necessarily explain the root. Despite what the press has said, Amazon is creating additional efficiency not abandoning certain locations....just to abandon.

As a result, their "old model" may have a warehouse that gets eliminated. Its not gloom....actually quite the opposite.



As predicted by the largest industrial landlord...

our market is positioned to continue to absorb the demand. We are fortunate to have readily available, industry leading designed assets. Our location isn't bad either!!!

Prologis Predicts Industrial Vacancies to Reach Historic Lows Next Year

Think all those warehouses are sitting empty? Think again, county official says

Right on time...as we continuously have conversations with parties from outside of our area...the questions are consistent.

What is the current climate?



STREET KNOWLEDGE

THE VELOCITY FOR SALES HAS SLOWED A HAIR. HOWEVER, THE PREVIOUS FEW YEARS HAVE BEEN EXCEPTIONAL. AT LEAST IN OUR IMMEDIATE MARKET, THERE IS STILL A SUPPORTIVE ENVIRONMENT FOR DEALS. THERE IS AN EXPRESSION THAT IS RELEVANT AND CAN BE FOUND AT DIFFERENT TIMES THROUGH THE CYCLES. "THERE WILL ALWAYS BE DEALS" (CFD)

OFFICE

We have the opportunity to sell a well located, established multi-tenant asset that will soon be 100% occupied. Yes, 100% occupied. The demand for well located, reasonably priced space remains strong. We are experiencing a bit of inventory (lack there of) for office. We have several prospects looking for 2500-4000sf and are having difficulty finding enough inventory to provide quality options. The pro...keeps inventory low and occupancy at higher levels. As a result, pricing remains stable. Signaling some health in our immediate market.

INDUSTRIAL/FLEX

As included in the "In the News" section....the Washington County statistics are showing that we are positioned well. Absorption is still happening and demand for well positioned, newly built distribution isn't going anywhere. The pandemic was an unprecedented period. It accelerated the notion that the ecommerce sector wanted/needed to be within short distances to their customers. As we have all become accustomed, we can now receive some items within the same day. This will continue because of the consumer. Faster, cheaper, etc....This demand will continue. It is also anticipated that vacancies will remain historically low.

MULTI-FAMILY

Stable and Sales are slow. There are some smaller assets (under 10 units) that continue to provide some activity, but the economics are tough to pencil. Interest rates and lenders being a bit more restrictive are reducing the overall appetite. Rightfully so....still seems to be a disconnect between pre rate increase economics and post/current rate reality. We will continue to see repositioning on the debt side....hopefully rents can remain steady (even increase a bit more) to help with DSCR and whatever the latest underwriting standards are.

RETAIL

Cautious. Service/convenience/food operations that continue to expand for the constant appetite of the consumer. More of a local demand experience. Traditional retail expansion/relocation is scarce. Repurposed/redevelopment could provide some light for the properties themselves but the concepts have to provide a bit of interaction. Doesn't appear that there are many concepts that need/want to take on unneeded overhead.

**STOP
REGRETTING
THE
PAST...RELEASE
THE GRIP OF
THE PAST FOR IT
CAN'T BE
CHANGED.
EMBRACE THE
LESSONS
LEARNED
STEP INTO A
BRIGHTER
FUTURE**

- UNKNOWN

**Come see us.....
OUR DOORS ARE ALWAYS UP!!!**



FOR LEASE

- 1,250 SF MAIN LEVEL
- 3,000+ SF LOWER LEVEL
- EXAM ROOMS WITH SINKS

FEATURE PROPERTY

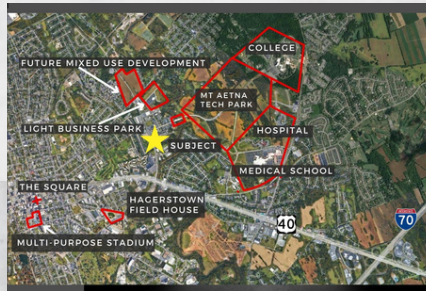
MEDICAL SPACE AVAILABLE

19236 MEADOW VIEW DRIVE



151 N BURHANS BLVD -FLEX/RETAIL

- OPEN FLOOR PLAN
- UP TO 9400+/-SF
- HIGHLY VISIBLE
- FULLY CONDITIONED
- 15' CLEAR HEIGHT
- FULLY SPRINKLERED
- DRIVE-IN LOADING



EASTERN BLVD- COMMERCIAL LAND

- 1.053 ACRES
- ZONING: "POM"
- PROFESSIONAL OFFICE -MIXED
- HIGH GROWTH CORRIDOR
- VARIOUS PERMITTED USES



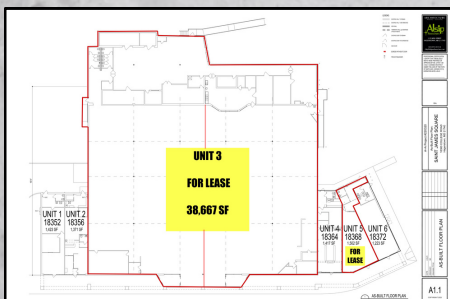
SYLVANIA BUILDING

- 7,984+/-SF CONTIGUOUS
- TURN KEY MEDICAL SPACE
- CLOSE PROXIMITY TO RT. 81
- DOZENS OF EATERIES/RETAIL WITHIN MINUTES

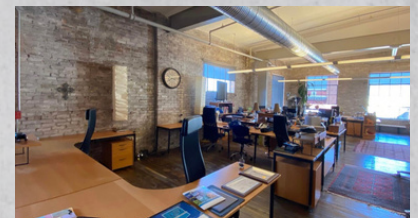
ST. JAMES SQUARE



- 38,667 +/- SF
- FORMER GROCERY STORE FOR LEASE
- OVER 25,000+ ADT



- UNIT 3- 38,667 SF
 - OWNER WILL DEMISE
- UNIT 5- 1,502 SF



DOWNTOWN OFFICE SPACE

- 4,186 SF IN SCHINDEL ROHRER BUILDING
- 806 SF 2-3 OFFICES



I-81|63 ACRE INDUSTRIAL DEVELOPMENT SITE

FOR SALE

Label Lane, Hagerstown MD 21742



- DISTRIBUTION/LOGISTICS SITE LOCATED IMMEDIATELY OFF I-81 EXIT 8
- 4 MAJOR PORTS WITHIN 250 MILES
- NORFOLK SOUTHERN INTERMODAL - 5 MILES NORTH ON I-81
- CSX INTERMODAL - 20 MILES NORTH ON I-81
- SIGNIFICANT I-81 FRONTAGE AND NORFOLK SOUTHERN RAIL FRONTAGE (MAIN LINE)
- ZONED HI - HIGH-WAY INTERCHANGE
- PUBLIC WATER TO SITE
- PUBLIC SEWER TO SITE
- GENERALLY FLAT TOPOGRAPHY



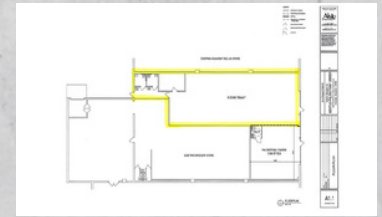
1101 OPAL COURT

- MULTI-TENANT MEDICAL/OFFICE
- CURRENTLY <5% VACANCY
- POSITIONED FOR FUTURE GROWTH



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



HANCOCK SHOPPING CENTER -RETAIL

- 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

591 NORTHERN AVE -RETAIL

- 2100 +/- SF
- HIGHLY VISIBLE/STRONG TRAFFIC
- NORTHERN AVE- DESIRABLE NEIGHBORHOOD

FOR LEASE





**FOR SALE
DOLLAR GENERAL**

- 9,100 SF
- 13 YEAR LEASE
- \$99,500 ANNUAL RENT

SERVPRO

- 3,600 SF
- 3 YEAR LEASE
- \$31,500 ANNUAL RENT



**225 MCRAND COURT
COMMERCIAL LAND FOR SALE**

- \$450,000
- ZONED IG- (WIDE VARIETY OF PERMITTED USES)
- 2.566 AC
- UP TO 20KSF CONCEPTUAL WAREHOUSE



62 E ANTIETAM

LEASE

- LARGE OPEN AREA WITH 2 PRIVATE OFFICE SPACES
- LARGE UNFINISHED BASEMENT FOR PLENTY OF STORAGE SPACE
- KITCHEN AREA IN BASEMENT



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

LEASE

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



LEASE

**1101 OPAL COURT
-MEDICAL/OFFICE**

- FLEXIBLE TERMS
- HIGH GROWTH AREA
- 2600 SF



**16428 LEON GRIMM RD
GREAT CONTRACTOR LIVE/WORK SPACE**

- 3 BED / 2 BATH HOME
- 11.52 TOTAL ACRES
- ZONED RB
- LARGE OUT BUILDING W/ OFFICE TRAILER



**1125 OPAL COURT
-OFFICE**

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



**13331 PENNSYLVANIA AVE
-FLEX SPACE**

LEASE

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



**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**

LEASED

- ~~2,500-SF~~
- 6K-7K SF AVAILABLE
- 2 PAD SITES
- 435+/- PARKING SPACES
- LOCATED AT A FOUR WAY SIGNALIZED INTERSECTION



WELL ESTABLISHED SALON FOR SALE/LEASE

- HAIR, NAILS, WAX, LASH, ETC
- QUITE NEIGHBORHOOD
- CURRENTLY SET UP TO ACCOMMODATE MULTIPLE STATIONS
- FLEXIBLE TERMS/PRICE



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

- 1.2 ACRES
- PRIME LOCATION
- ZONED BG

**HUGE
PRICE
REDUCTION**



**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



**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



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

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

AEK



HAPPY THANKSGIVING

Be thankful for all things