

THE TRUTH

"WHEN WE RECOVER LOUDLY WE KEEP OTHERS FROM DYING QUIETLY" .

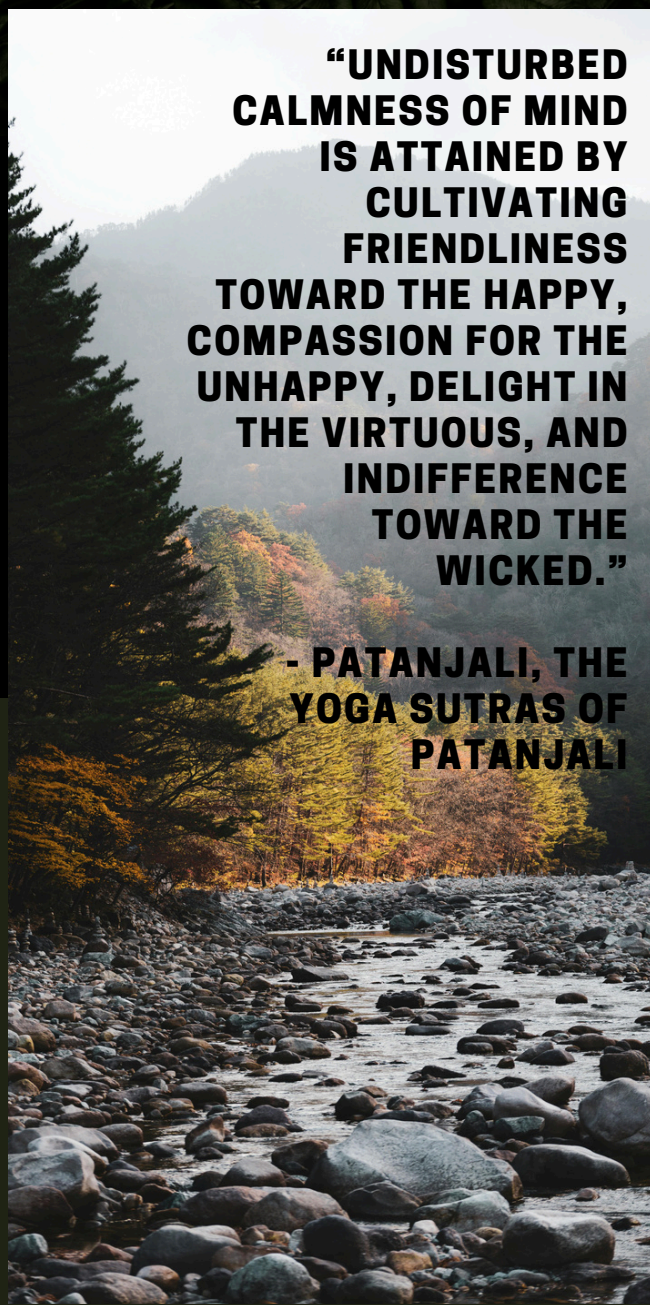
A movement to combat the stigma of trauma by encouraging people in recovery to share their experiences openly. Breaking the stigma. There isn't really much to uncover until it reveals itself. "Recovering Loudly" is a concept that actually becomes something when you realize that you have actually healed a bit. The traumas that we experience during our brief period are often buried. The jury is out as to whether you are ever really fully healed. There really isn't a way to measure how far you have come along. The only thing that can be measured is how you are feeling. You don't really know the weight you are carrying until it's lifted.

How are you dealing with your days? The assumption is everyone has good days and bad. Maybe the measuring stick is simply how long the bad ones last. Does one thing lead into a day, then a few days, then a week, etc... Just accepted as a part of our timelines. Or you have chosen to let whatever the thing is.....roll off. Clear. Choosing to make your days good ones. Seeing the daily for what it is. Just another lesson that has to be learnt. The healing results in the ability to be clear IN THE MOMENT. Acknowledging it, having the ability to appreciate it for what it is. It's in that moment that you can see. The instant that you understand. Ahhhhhhhhhh.....Only experiencing these moments because of the things you have gone through leads to providing help to others. Unknowingly sometimes.

We are often presented with opportunities to assist others. Your clarity from your own healing often exudes through. It creeps in through actions, interactions/conversations... its purest form. Sharing from experience is real. No expectations....No agenda....just helping because you can. The older we get, the louder our recovery tends to be.

**"UNDISTURBED
CALMNESS OF MIND
IS ATTAINED BY
CULTIVATING
FRIENDLINESS
TOWARD THE HAPPY,
COMPASSION FOR THE
UNHAPPY, DELIGHT IN
THE VIRTUOUS, AND
INDIFFERENCE
TOWARD THE
WICKED."**

**- PATANJALI, THE
YOGA SUTRAS OF
PATANJALI**



**"Self-observation is the first
step of inner unfolding."**

AMIT RAY

“If you just sit and observe, you will see how restless your mind is. If you try to calm it, it only makes it worse, but over time it does calm, and when it does, there's room to hear more subtle things – that's when your intuition starts to blossom and you start to see things more clearly and be in the present more. Your mind just slows down, and you see a tremendous expanse in the moment. You see so much more than you could see before. It's a discipline; you have to practice it.”

WALTER ISAACSON,
STEVE JOBS

AEK NEWS

One of our tribe mentioned that the previous newsletter (October 25) was Issue 36. She really couldn't believe that there wasn't something mentioned. That's presuming that doing something consecutively for that long is some sort of accomplishment that should be celebrated. It's more of a shock really. Issue 36 - Now 37. A monthly exercise that attempts to provide some value, update anyone that might have a bit of interest, and throw some reflective therapy on top.

Yes, as you have most likely already observed, there is a portion that has nothing to do with Real Estate. Life - Observations - Lessons etc.. There really isn't a methodology, it's more of an attempt to process (really for selfish reasons) all of the inputs we are subjected to on a daily. As a result, the monthly exercise often provides some clarity and a test in discipline for the author.

The default environment is our office located at 595 Northern Ave. The space has evolved to become a safe, open, reflective environment where things tend to just flow. Initially, we would often joke about the things that occur (you wouldn't believe unless you were present) on a daily basis.

As a result, we affectionately refer to the property as the "portal". All woo woo aside, the creative process is part of all of us. Having a space and an outlet (this thing we call a newsletter) is important for us and our existence. What might one of your outlets be? Whatever makes you feel good....providing some joy....do that as much as you can.

INDUSTRIAL/FLEX

While Amazon continues to rank as one of the largest users of logistics space nationally, the company's space needs appear to be reverting to pre-pandemic trends, with a greater balance between buildings with smaller and larger footprints. In fact, the e-commerce giant's demand for the largest properties, those exceeding 500,000 square feet, is expected to be only 27 properties of this size segment this year, a seven-year low. Furthermore, Amazon is following national tenant trends, which show an increase in demand for newer properties and those with higher clear heights. We just might be experiencing a reduction in overall industrial volume. Could it be the time of year or a slight shift in the industry? We have options in the corridor that are 250k and under. Due to our array of options we still have a bit of intake, but there seems to be some barriers to getting to the finish line. The interesting thing is the diversity in the types of users. We are hopeful some of the initial inquiries end up converting.



MULTI FAMILY

Some much needed, newly developed residential units in our immediate market....Our market is consistent with the national narrative of a severe shortage. We desperately need new housing stock introduced. CPG (Cohn Property Group) announced the successful sale and disposition of approximately 13.23 acres of entitled multifamily land within the Reese Farm development on Beaver Creek Road in Hagerstown, Maryland, to The Duffie Companies of Silver Spring, Maryland. Reese Farm is currently under development, with base paving anticipated in the coming days. The project includes 120 townhome lots and a 240-unit multifamily land bay. With all entitlements in place from the City of Hagerstown, the multifamily site is anticipated to start development and construction in 2026.

FROM THE STREETS

Commercial real estate lending showed strong improvement in the third quarter of 2025, CBRE reported. The CBRE Lending Momentum Index, which tracks the pace of CBRE-originated commercial loan closings in the U.S., increased 112% year-over-year to 1.04 at the end of Q3 2025, reaching levels last seen in 2018. Growth was driven by a 36% year-over-year increase in permanent loan financing, with activity especially strong in September.

Stabilizing borrowing costs and tighter credit spreads helped bridge pricing gaps between buyers and sellers and boosted deal activity across asset classes, according to CBRE. "We're seeing a broad recovery in investment sales across all major asset classes, led by high-conviction sectors like multifamily and industrial," said James Millon, president & co-head of capital markets, U.S. & Canada, for CBRE. He continued, "Office financing and sales volumes have surged by multiples, not percentages, driven by strong fundamentals in the best assets in high-growth markets. Construction activity also remains robust, especially for build-to-core multifamily and large-scale data centers. We expect current momentum to carry into 2026."

SALE/LEASE

FEATURE PROPERTY

RETAIL OPPORTUNITY

EASTERN BLVD CORRIDOR



- 6000+/-SF
- 1.25 AC
- 21,000+ ADT
- ZONING: CG
(COMMERCIAL
GENERAL)





101 W WASHINGTON AVE

- 17,720 SQ FT +/-
- 2 STORY W/ BASEMENT
- ELEVATOR
- PRIVATE PARKING
- NEW PARKING DECK- 1 BLOCK
- NEWLY CONSTRUCTED BASEBALL STADIUM-1 BLOCK
- JOIN THE MOVEMENT IN THE REVITALIZATION OF DOWNTOWN

SALE



COMMERCIAL PAD

SALE/ LEASE

- Commercial Land
- Highly Visible
- Rt 63/Rt 40 (Huyetts Crossroads)
- Adjacent to Sheetz
- Utilities Available



CREATIVE MIXED- USE PROPERTY

1055 LINCOLN WAY EAST

- 3,420 SF on 0.65 acres
- 2nd Floor 2BR / 2BA apartment with covered Porch
- Proven uses: wellness center, yoga studio, boutique retail, café, event venue
- Outdoor pavilion + landscaped gathering areas
- Detached garage & climate-controlled studio
- High visibility location, minutes from I-81

SALE



IDEAL REDEVELOPMENT OPPORTUNITY!

13324 PENNSYLVANIA AVE

- Up to 1.8 ac Usable Pad
- Zoning: BG
- Myriad of Permitted Uses
- 21,000 SF

SALE



TURNKEY INVESTMENT OPPORTUNITY

1150 OMEGA CT

- Medical Condo
- Current Tenant: NNN w/extension
- 1550+/- SF
- FF&E included

SALE



106 W MARYLAND PKWY.

- 5000+/-SF OFFICE BLDG
- OPTIONAL SALE/LEASE BACK OPPORTUNITY
- 2.03 AC
- ZONED: IG

SALE

**MOTIVATED
SELLER!**

1101 OPAL COURT



100% OCCUPIED

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

SALE

UNDER CONTRACT



15244 FAIRVIEW RD CLEARSRING, MD 21740

- 9.5 Acres +/-
- Special Exception Use Granted
- Approved for 13,000 SF Building
- Well on site
- Electric on site
- 3 Phase Available

SALE



1350 WESEL BLVD

- 24,000+/-SF
- Warehouse/ Showroom/ Offices
- 28-30' Clear
- Docks/Drive-In
- Racking Available/Mezz. Storage
- Secure Outdoor Storage

LEASE



13020 PENNSYLVANIA AVE

- High Traffic Retail Location
- Immediate Occupancy: Up to 10,000+/-SF of Open Floor Plan/Warehouse
- Loading Dock

LEASE



RETAIL CENTER

INVESTMENT OPPORTUNITY

1455 WESEL BLVD

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

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.

SALE



16619 HUNTERS GREEN PKWY #200

- Professional Office
- 3800 Sq Ft +/-
- Private Setting/Parking
- Close proximity to Interstates 70 & 81

LEASE



LABEL LANE, DEVELOPMENT LAND HAGERSTOWN, MD

- Flex/Contractor
- Light Industrial
- Laydown
- 63 Ac
- Public Water to Site
- Public Sewer to Site
- Generally Flat Topography
- Zoned HI - Highway Interchange

SALE



COMMERCIAL LAND FOR SALE

11325 ROBINWOOD DR

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

SALE



19833 LEITERSBURG PIKE

- Professional Office Suite
- All Utilities Included
- Ample parking
- 1,085 SF
- Only 1 Suite Available

LEASE



COMMERCIAL LAND

- Rt 81 VISIBILITY
- Newly Improved Intersection
- 19.64Ac
- Zoned: HI

SALE

EASTERN BLVD CORRIDOR



RETAIL OPPORTUNITY

- 6000+/-SF
- 1.25 Ac
- 21,000+ ADT
- Zoning: CG (Commercial General)

SALE/LEASE



28 SOUTH POTOMAC ST

- Entrepreneuers, Creatives & Professionals
- Studio/Office Spaces Available
- Starting as low as \$250/mos

LEASE



300 W FRANKLIN ST

OFFICE/ COLD STORAGE

- Office Space/Flexible Cold Storage
- Suites Starting as low as 2,000 SF
- Flexible Floor Plan
- Private Reception
- Ample Parking

LEASE



INDUSTRIAL/CREATIVE SPACE

686 PENNSYLVANIA AVE

- Zoned IR (Industrial Restricted)
- Build to Suit
- Up to 10,000 SF

LEASE

COMMERCIAL BUILDING LOT



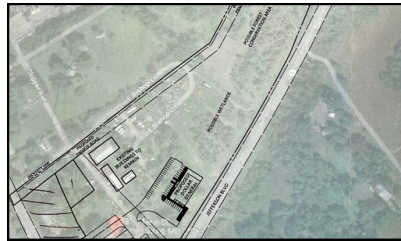
EASTERN BLVD AREA

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

PRICED TO SELL

\$199,900

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



COMMERCIAL LAND

EASTERN BLVD

- 1.053 Acres
- Zoning: "POM"
- Professional Office -Mixed
- High Growth Corridor
- VARIETY of Permitted Uses

SALE

INVESTMENT OPPORTUNITY



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 OPA COURT

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

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 SERVICE SYLVANIA BUILDING

- 7,347 +/- 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

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

LEASE



19021 LONGMEADOW RD

- Warehouse/Storage
- 5600 +/- SF High Bay Warehouse (Racking Optional)
- 3000 +/- SF Storage/Office
- 2 Docks
- Outdoor Laydown/Storage Available

LEASE



14728 CROWN LANE CONTRACTOR YARD

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

LAND LEASE

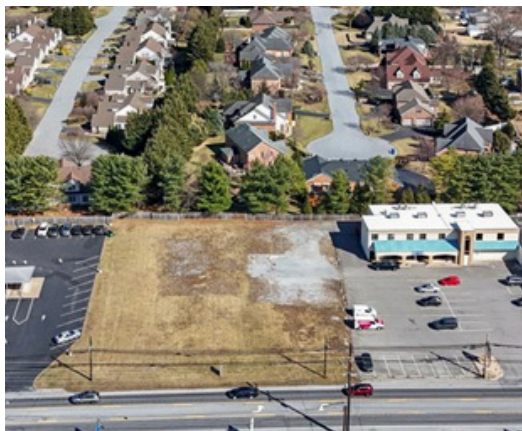


MOUNTAINSIDE RETREAT

13856 POND VIEW LN MERCERSBURG, PA 17236

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

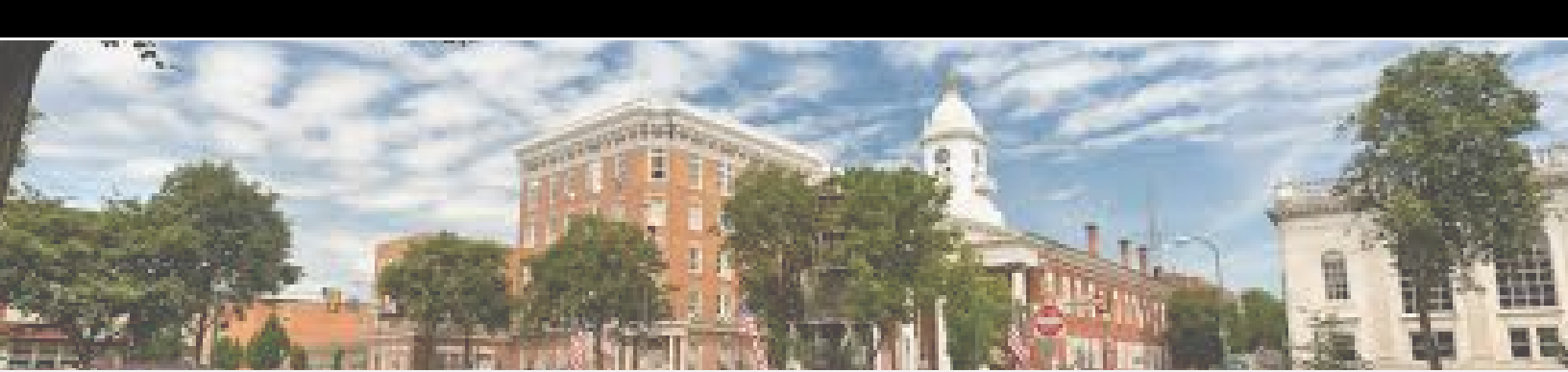
SALE



13331 PA AVE -LAND

- Zoning - BG
- 15,000 + ADT
- Growing Retail Corridor
- Close Proximity to Interstate 81

LEASE



CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS



5118 INNOVATION WAY

- WAREHOUSE SPACE AVAILABLE: 45,000-90,000 +/- SF
- OFFICE SPACE: 1,000 SF
- RAIL SIDING AVAILABLE IN REAR OF BUILDING
- 4 DOCK DOORS WITH LEVELERS
- (4) 10'X10' OVERHEAD DOOR DRIVE-INS AND (1) 10'X14' OVERHEAD DOOR DRIVE-IN

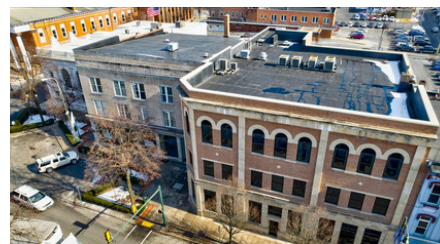
LEASE



6100 BUCHANAN TRAIL

- DIVISIBLE TO ±5,000 SF
- (3) BUILDINGS RANGING FROM ±30,000 TO ±130,000 SF
- 20'-32' CLEAR CEILING HEIGHTS
- 28 DRIVE-IN DOORS | 4 DOCK
- DOORS
- OFFICE SPACE IN EACH BUILDING
- 3-PHASE POWER | PROPANE HEAT

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 15,000 SQFT +/- OFFICE SPACE
- RAIL SPUR DIRECT TO BUILDING
- ON 41 ACRES
- FULLY SPRINKLERED
- GASEOUS HEAT
- ZONED- COMMERCIAL INDUSTRIAL
- 21 + LOADING DOCKS

LEASED

LEASE



RECENT TRANSACTIONS

LEASE - LIGHT INDUSTRIAL/MANUFACTURING - AEK LANDLORD & TENANT REPRESENTATION

LEASE- SPECIAL PURPOSE-AEK LANDLORD & TENANT REPRESENTATION

SALE - MIXED USE/FLEX - AEK BUYER & SELLER REPRESENTATION
