



NEWSLETTER

The Truth

November 2022 Vol 2

In our last newsletter we alluded to making the most of your time because it is a finite resource.

HOWEVER, as counterintuitive as it is, you have to cherish the moments, the little things along the way. Slow down.....Actually take it in. Take a moment. Be grateful for what you have, as life really is short.

There is some debate as to how long humans (in our current form) have actually been roaming our planet. Information can be found that supports it could have been as long as six million years ago. Various communities continue to discover evidence showing approximately 90,000 years ago we began to utilize tools to assist in hunting. It is widely believed that EARTH is nearly 4.5 Billion years old. Yes, 4.5 BILLION YEARS OLD!

A bit of perspective.....The current human life expectancy in 2022 is just 72.98 yrs. **We are here for such a short stint.**

Its the little things

Have you ever had a moment of Wonder?

It may have come in the presence of beautiful music OR you notice something that is absolutely beautiful.....You hadn't noticed it before.....certain light, certain smell....or recognized a voice (that you know you had heard before)

The Moment that sends that shiver up your spine....You know....the goosebumps

We Must Take a moment..... **let that light in**

We Must Take a moment.....fill your soul with that smell
We must Take a moment.....listen to that voice
Appreciate the purity of it
Understand.....The Wonder is starting to reveal itself

Slow down for a minute, breathe, really take it in. There is always so much going on, every day....all day.....

The mystery of life, the Wonder, starts to reveal itself immediately if you know where to look.

Industry News

Higher Density Housing Needed in the Greater Hagerstown Area?

Typically the flow of innovation and policy is West to East. California has recently passed zoning reform to encourage "light infill" in single family neighborhoods. Seattle is working to revise comp plan to increase density. (Aug. 2022) Should our local municipalities be looking at this more closely? Our region continues to experience increases in employment.....the employees need/want quality places to call home.

Truthfully, if we don't accommodate the demand within our immediate area, they will find alternative areas to migrate and commute back. Seems to almost defeat the purpose of being open to the commercial development in the first place. An increase in quality housing is a key factor to keep new and existing employee's discretionary funds in the community. Is this call being answered?

Meritus Medical School Groundbreaking

Additional Industrial Development Coming to S. Edgewood Drive

Hitachi Rail Cars

Know Your Market

You've heard it before...location, location, location! Known as the three most important factors in determining a property's value, location extends beyond obvious factors like a run-down neighborhood, or an office park in disrepair. The role of location in a property's value begins before you even start thinking about geography. It starts with the property's intended purpose!

For instance, if you're planning to invest in commercial space, what types of businesses will you be appealing to? Customer-facing businesses, like doctors, attorneys, and retail shops, will have vastly different locational requirements than will manufacturers or wholesale entities. Likewise, if you're looking at renting apartments, the locational priorities of students, families, seniors, and other prospective renters are likely to vary widely.

Therefore, once you've chosen a type of property to invest in, you'll want to carefully evaluate all relevant locational factors, such as transportation options, crime and safety, proximity of schools, retail establishments, and restaurants, population dynamics, zoning ordinances, property taxes, and many other factors—all of which will influence an area's property values far into the future.

Even then, however, you're not done, because statistics and fact sheets can tell you only so much. You'll also want to drive the area in person in order to get a feel for the location in the same way that a prospective tenant or homebuyer might do so. How long does it take to get to the freeway, the grocery store, or other businesses services? How noisy or heavily trafficked is the area during the day? How safe does it feel at night?

As you compile these observations, ask yourself: "If I were a prospective renter, would I really want to live or work here?" Your answer to that question will go a long way toward determining whether you've found an exceptional—and potentially profitable—location.

We are here to help. Give us a call or stop by! Our doors are always up!

COMMUNITY

SPOTLIGHT

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. Providing interesting insights from within the community.

Have an organization/business or individual that YOU think should be highlighted? Don't hesitate to send us some thoughts/ideas/interesting people.

We would welcome any insight you might have. Our doors are always up!



FEATURE PROPERTY

**724-726 Potomac Ave
Hagerstown, MD 21742**

FOR SALE

\$289,900

- Well Maintained Mixed Use Property
- 2795 +/- SF
- Professional Office and Apartment
- Billboard Ground Lease

FOR SALE

**22309 Old Georgetown Road
Smithsburg, MD**

Debbie's Soft Serve

- 1.2 Acres
- Prime Location
- Commercial Zoning



FOR LEASE

1125 Opal Court

- 1400 to 7500 sq ft
- Medical/Office
- Flexible Terms

1120 Professional Court

- 3-7500 sq ft

13331 Pennsylvania Ave

- 8800 sq ft
- 80 Parking spaces
- Drive In



RECENT TRANSACTIONS

UNDER CONTRACT

**16619 Hunters Green Parkway
Hagerstown, MD**

**1136 Opal Court-Office Condo
Hagerstown, MD**

LEASED

20331 Leitersburg Pike

- Autobody/Auto Repair
- 3600 sq ft
- 10 Year Lease





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!

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Our doors are always up!