

THE TRUTH

POTENTIAL - HAVING OR SHOWING THE CAPACITY TO BECOME OR DEVELOP INTO SOMETHING IN THE FUTURE.

A bit terrifying don't you think? The idea of not fulfilling your "mission"/goals is frightening. The thought of just wading through doesn't motivate. You've heard people say...."What a shame, they had so much potential."

Raise your hand if you have any bit of anxiety when you sit with yourself and reflect on whether you pushed enough. Experiencing ongoing anxiety as a direct result of regret? Regrets of not doing all that you could. What if? What if you actually were aware enough in the various moments along the way to provide the discipline necessary to squeeze everything you could. Bets are you know of specific incidents, a crack left open in the window that provided glimpses of such promise, glimpses of what could have been. The reminiscent thoughts can be crippling if you let them.

Is the exercise of not reaching the potential a blessing or a curse? Arguably, in most cases, it's actually neither. Blessing = you wouldn't be who you are at this moment without the path that you have traveled, all of your faults, lack of fulfillment, etc.. Curse = living with and ultimately dying with regrets. What's interesting is until you have some extended time beyond the moment that you can reflect you can't see it. The reflection comes as a result of some other moment that came as a result of you NOT filling the potential.

As the seasons continue to come faster and faster, leading to one less year in our current forms....the overwhelming urge to be more and more content with the past becomes glaringly obvious. An opportunity to accept and ultimately forgive. That means forgiving others and pushing to ultimately be able to forgive yourself. The choices that have been made. Did you push or did you let it pass?

Realizing we are here for lessons assists with accepting the past and without the lessons we wouldn't be who we are in this moment. The lessons from the past allow you to evaluate how you will handle yourself moving forward. The truth is, by you NOT fulfilling the mission is as equally important as squeezing every drop.

"Most of our anxiety comes from the illusion that we can control the future. We obsess over outcomes, trying to predict what will happen next. But life has its own rhythm, its own unfolding. Instead of resisting uncertainty, learn to work WITH it. The more you accept that control is an illusion, the freedom you will gain to live fully in the present."

-ALAN WATTS



**THE MORE YOU FEAR SOMETHING HAPPENING,
THE MORE LIKELY IT IS TO OCCUR - THE
PSYCHOLOGY OF A SELF-FULFILLING PROPHECY
- MURPHY'S LAW**

AEK NEWS

Not good or bad... just news.

The recurring question, "Are you busy?" is a daily occurrence.

The direct and honest answer is, "Yes."

"BELIEVE THAT YOU HAVE THE ABILITY TO MAKE IT WORK NO MATTER WHAT. BELIEVE THAT REGARDLESS OF WHAT HAPPENS, IT'LL ALL WORK OUT IN THE END. ANYTHING AND EVERYTHING ELSE LEADS TO SELF-SABOTAGE AND FAILURE. IF YOU DON'T BELIEVE YOU HAVE WHAT IT TAKES THEN YOUR SUBCONSCIOUS WILL DO EVERYTHING IT CAN TO PROVE THAT YOU'RE RIGHT. YOU DON'T NEED TO BE SPECIAL OR TALENTED, AND YOU DON'T NEED ALL THE SUPPORT IN THE WORLD. ALL YOU NEED IS TO BELIEVE WITH EVERY FIBRE OF YOUR BEING THAT YOU'RE CAPABLE OF FIGURING IT OUT. AND SOONER OR LATER, YOU WILL."

- ROSS HARKNESS

INDUSTRIAL/FLEX

Industrial leasing demand is redefining the market's sense of resilience, with steady momentum among mid-sized users, a cautious outlook on outsized deals, and a manufacturing-driven uptick that signals both strength and selectivity in U.S. industrial real estate. While headline risk remains—from shifting trade policy to port market softness—investor appetite and core capital placement reinforce industrial's reputation as a durable asset class even after pandemic-era volatility. In a recent webinar, CBRE's Will Pike and John Morris outlined an industrial sector shaped by these crosscurrents, marked more by subtle evolution than seismic change. The story of 2025 thus far is one of resilient but measured growth. According to Morris, leasing activity in the mid-sized range—specifically 50,000 to 100,000 square feet—remains robust even as the largest occupiers have stayed on the sidelines for over two years. “The biggest users are quiet,” Morris noted, adding that significant one million square foot deals are unlikely to return until broader economic markers improve. - Erika Morphy Globe St



MULTI FAMILY

Multifamily cap rates appear to have stabilized, ending a two-year cycle of steady increases and raising the prospect that the sector could be at the edge of an upswing, according to CoStar's National Director of Capital Markets Analytics, Chad Littell. While most investors remain focused on the impact of interest rates, it is actually rent growth that has provided the most reliable signal for shifts in cap rates throughout recent cycles—a key theme echoed in Littell's outlook as the industry heads into 2026. “Rent growth is a very strong indicator of the direction of cap rates,” Littell tells GlobeSt.com. He noted that during periods when rent growth accelerates, such as 2007, cap rates decline as investors bet on rising future income, driving up asset values. By contrast, when rent growth decelerates or turns negative, cap rates rebound. Littell argues that the recent stabilization in cap rates coincides with rent growth bottoming out around one percent, with forecasts anticipating an eventual lift back to the two-and-a-quarter to two-and-a-half percent range over the coming 12 to 18 months. Erika Morphy Globe St.

OFFICE

As the broader office sector continues to search for equilibrium, medical office buildings appear to offer a rare dose of stability for lenders and investors, with loans backed by such assets outperforming those tied to traditional offices by a wide margin, according to Trepp. The firm's analysis shows that the delinquency rate for commercial mortgage-backed securities loans collateralized by medical office properties stands at 6.15%, roughly half the 11.31% rate seen among conventional office loans.

The stronger loan performance reflects a solid underlying property market that continues to buck the broader office sector's challenges. Data from Transwestern shows the national vacancy rate for medical office buildings was just 5.8% in the second quarter, compared with 14.5% for the overall office sector. The health care industry's expanding employment footprint comes as the nation's population continues to age. Marcus & Millichap projects the number of Americans aged 65 and over will rise by about seven million within five years, a demographic shift expected to generate approximately 23 million additional annual doctor visits. The brokerage anticipates that the growing demand for outpatient services will sustain strong occupancy and rent performance in medical office properties.

RETAIL

U.S. retailers are gearing up for a challenging 2025 holiday shopping season, with forecasts indicating the slowest sales growth since the pandemic and a notable decline in consumer spending. Industry reports highlight a tempered outlook. Deloitte projects holiday sales growth between 2.9% and 3.4%, down from 4.2% in 2024. The slowdown is attributed to persistent inflation and the lingering effects of trade policies. E-commerce sales are expected to outpace in-store growth, rising 7% to 9%, while physical retail is forecasted to grow modestly by 2% to 2.2%. Mastercard similarly anticipates a 3.6% overall retail sales increase from November through December, with online sales climbing 7.9% and in-store sales up 2.3%. - Globe St.

We have been harping on the changing landscape for many years. The cyclical nature of the various asset classes tend to have booms, busts, etc.... On top of that, you take into consideration the length of time it takes for things to pivot, the retail landscape has changed. Smaller, personal services/experience based concepts continue to evolve and fill spaces. In our immediate market, there are very few viable options for a retail concept. The assumption is that there will continue to be a desire to have a personal experience from time to time, but the majority of goods will continue to be purchased online and delivered to your front door.

Lease

FEATURE PROPERTY

1350 WESEL BLVD



PROPERTY HIGHLIGHTS

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



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

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



FULLY LEASED

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
- 100% R.O.F.
- 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



EASTERN BLVD CORRIDOR MOTIVATED SELLER \$199,900

- 1.053 Acres
- Zoning: "POM"
- Professional Office -Mixed

SALE



13020 PENNSYLVANIA AVE

- High Traffic Retail Location
- Immediate Occupancy: 10,000+/-SF of Open Floor Plan/Warehouse
- Loading Dock GSF: 20,616+/-SF

LEASE



RETAIL CENTER

1455 WESEL BLVD HAGERSTOWN, MD

- 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, 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 Suites
- All Utilities Included
- Ample parking
- 355 or 1,085 SF
- Only 2 Suites Available

LEASE



COMMERCIAL LAND

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

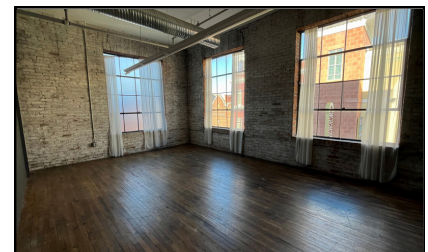
SALE

EASTERN BLVD CORRIDOR



- 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
- 10,000 SF

LEASE

COMMERCIAL BUILDING LOT



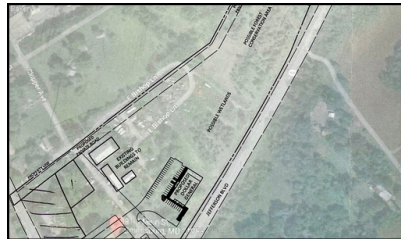
EASTERN BLVD AREA

- 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



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

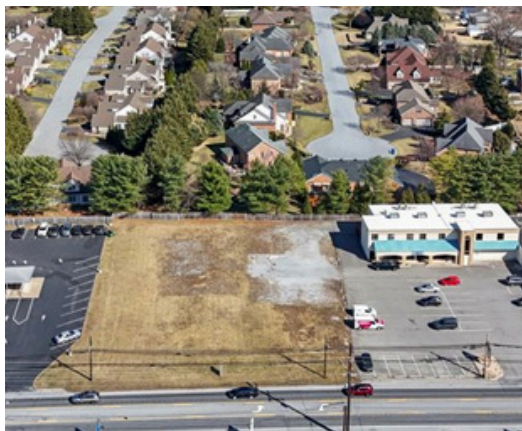


MOUNTAINSIDE RETREAT

13856 POND VIEW LN MERCERSBURG, PA 17236

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

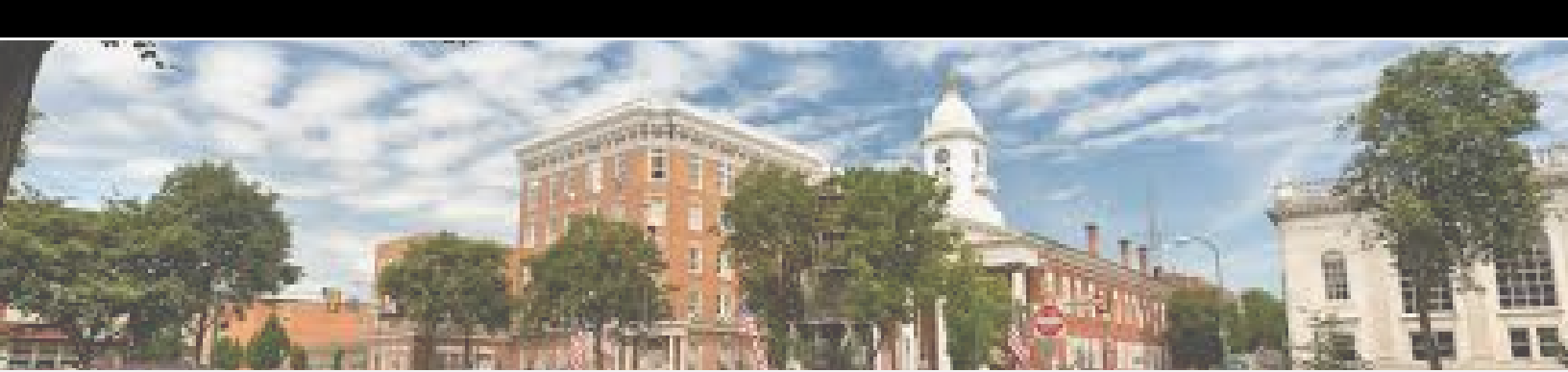
SALE



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

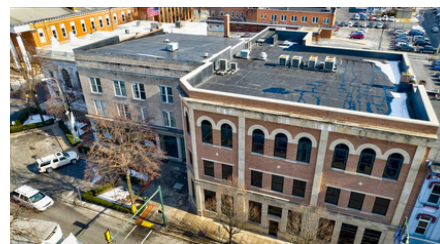
LEASE



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

SALE - 13020 PENNSYLVANIA AVE - SELLER & BUYER REPRESENTATION

SALE - UNDER CONTRACT - 106 WMD PKWY - SELLER & BUYER REPRESENTATION

SALE - RESIDENTIAL LAND - SELLER REPRESENTATION

SALE - RESIDENTIAL LAND - SELLER REPRESENTATION

LEASE - LEITERSBURG PIKE - LANDLORD & TENANT REPRESENTATION

LEASE - SOUTHPOINTE CENTER - LANDLORD & TENANT REPRESENTATION
