

## NEWSLETTER

## THE TRUTH

THE MOST IMPORTANT THING IS TO STAY PRESENT IN THE  
WORK.....HAPPY OR UNHAPPY - R RUBIN

## NATURAL SELECTION

Being comfortable in solitude. The belief of needing a circle of humans (a tribe) to thrive/survive just might be a bit skewed.

Through our early years it is absolutely relevant and a bit of a necessity. It assists in figuring out who/what you are. Younger versions of ourselves have so much social development that's realized. For some, this continues well into the first third of their lives. They have an innate desire to be a part of something bigger than themselves. That makes sense.

The lessons during this period become applicable knowledge. Could it be that your desire to fit in is just until you figure out where you actually fall into place.

Up until that point, you're really not sure, so your choice of being around others remains a priority. Oftentimes taking on the consensus of the tribe. A tendency to think (perpetuate drama), act, dress, talk, etc...alike.

All of the socializing that occurs is just one lesson after another. Invariably leading to the realization that being creative, individualistic, moving in silence, and actually embracing solitude might be the path after all.

As more and more time passes, the message of humans having to survive in packs just doesn't seem to resonate. Personally, the desire to interact, join, move in groups is of no actual appeal.

Yes, it remains important to have a select number of wolves around us but we can allow the "selection process" to reduce the size of the pack.

You don't necessarily need a pack leader but might just be better off with several alpha's that can handle themselves individually but when called upon become the reliable pack you need to still accomplish things that are greater than you.

Think about it. Real is Real. Having a select number of alphas that you can rely on (be real with) can have more of an impact than having a large pack of followers.

The proverbial "I'm good" "No Thanks" "Nah, I'm busy" This doesn't come from an offensive place.

It's really just seeking a state of comfort and peace with only a few. No external stimulation. You start to value things like quiet places, spending time with YOUR wolves, and getting quality sleep!

Call it what you want... socially awkward, introverted, curmudgeonly, etc.....It might just be that you have found where you fit.

You don't need the pack any longer.

EVERYBODY HAS THE ABILITY TO CREATE SPECIAL THINGS  
NOBODY IS "SPECIAL"  
STOP WAITING FOR PERMISSION  
YOUR THOUGHTS AREN'T YOU  
I SUPPOSE YOU ARE THE UNCHANGING PART OF YOU  
IT'S WHAT YOU CAME WITH  
THE ONE WHO SEES THE THOUGHTS.

RUBIN

FEAR IS TEMPORARY, BUT REGRET CAN LAST FOREVER. TAKE THE LEAP, EVEN IF ITS SCARY  
READ THAT AGAIN.....



## IN THE NEWS

IF you could magically conjure up 1.5 million housing units—750,000 for sale and 750,000 for rent—and they all stayed vacant, you'd bring housing vacancy rates back to their historic norms.

That's according to an analysis by Freddie Mac economists. Freddie Mac economists tell ResiClub that the estimate above (1.5 million shortfall) is conservative.

The actual housing shortage, Freddie Mac economists say, is more likely around 3.8 million units.

Based on pure, basic economics....current pricing levels might stick around.

With rates moving down, the demand will most likely increase. The outside factor that isn't necessarily quantifiable, is the pent up demand. Meaning, people have been locked in a home because of affordability.

Staying put has allowed for the equity to continue to grow (even if it's at a slower pace) and taken away some of the desire to explore moving/transitioning to larger or downsizing.

Maybe even improving their existing homes. Good for contractors....not so good for the transactional web of services required to facilitate a sale.

With the current rate adjustments and the possibility of more in the future, there might not be any real negative price adjustments.

Affordability becomes more of the driver.

**WHEN YOU WANT DIFFERENT FOR YOURSELF, YOU  
HAVE TO START MOVING DIFFERENTLY  
OLD KEYS DON'T UNLOCK NEW DOORS**

- UNKNOWN

**DON'T EAT WITH PEOPLE YOU WOULDN'T STARVE WITH -  
UNKNOWN**

## OFFICE

Inquiries continue to come in. Relatively large spectrum of uses. Could some of it be pure speculation of an improving rate environment. Businesses seem to have a bit of energy at the moment.

## INDUSTRIAL/FLEX

Inbound activity tells the tail. There continues to be consistent demand and limited supply. However, the overwhelming issue seems to be the "smaller" users (under 30ksf) need occupancy in a short period of time. There are owners/operators at this level that tend to have a short leash when it comes to planning. They need what they need now!

## RETAIL

Still haven't discovered the magic sauce associated with the "luxury vape store model" We received 4 inquiries this week! Anyways....I digress. There are a handful of spaces (albeit larger in size) that can be had. Additionally, there is some square footage that could be occupied, but the centers are known to be less desirable.

- **QUICK-SERVICE RESTAURANTS KEEP  
UP RAPID EXPANSION ACROSS THE US**
- **DEMAND FOR RETAIL SPACE KEEPS  
RISING DESPITE LIMITED AVAILABILITY**

## MULTI-FAMILY

Based on a brief conversation with a client that controls a fair amount of units in the tri state area...occupancy appears to be back. There was an evident lull for a few months....maybe a bit of "hunkering down". This could be attributed to several factors. However, Individuals seem to be willing to make moves at the moment. Rental rates have seemed to level off a bit. For some time, upon every unit turn, operators were pushing without much resistance from the consumer. Not any longer.

- **ACCELERATING DEMAND FOR MID-  
PRICED APARTMENTS HAS ALREADY  
SURPASSED LAST YEAR**



# FOR SALE

# FEATURE PROPERTY

## MULTI TENANT OFFICE/FLEX INVESTMENT OPPORTUNITY



- STABLE INVESTMENT OPPORTUNITY
- 22,470+/-SF
- 3.44AC
- VALUE ADD ADDITIONAL USABLE GROUND
- RECENT IMPROVEMENTS (ROOF, HVAC, PARKING LOT REPAIR/OVERLAY)
- ZONING: BG

**19833 LEITERSBURG PIKE  
HAGERSTOWN, MD 21740**



### 14728 CROWN LANE

- Truck Repair/Fleet Maintenance Facility
- 10,000+/-SF
- up to 6 Ac of secure storage/laydown
- Docks/Drive Ins
- Zoning: HI

**FOR LEASE**



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**



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**

## 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**



**99%  
OCCUPIED**

### 1101 OPAL COURT

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

**FOR SALE**



### SOUTH POINTE RETAIL CENTER

- Suite 1800
- 3000' +/-
- Newly Renovated 2 bathrooms (1 with shower)
- Professional Setting
- Ample Parking
- Low CAM Expense

**FOR LEASE**



LAUNDROMAT/REAL ESTATE

### 824 PENNSYLVANIA AVE

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

**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**



**LEASED**

### 1101 OPAL COURT

- Flexible Terms
- High Growth Area
- 2600 SF
- Eastern Blvd

**FOR LEASE**



**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



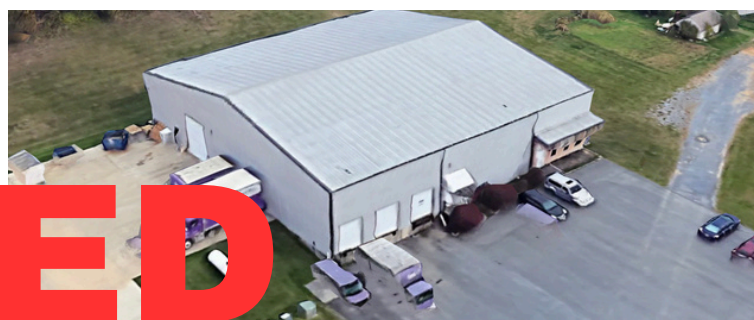
## LABEL LANE, HAGERSTOWN, MD

**FOR SALE**

## 11905 WHEATFIELD DRIVE HAGERSTOWN, MD 21740

- 4K-10,000 SF
- 20' Ceiling Height
- 3 Tailgate Dock
- LAYDOWN AVAILABLE
- Immediate Access to I-81 Interchange (VPD 150,000 est.)
- Public Water/Sewer
- Zoned HI

**LEASED**



**FOR LEASE**





BIG BOX- RETAIL/FLEX

## ST. JAMES

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

**FOR LEASE**



LIGHT MANUFACTURING/  
STORAGE FACILITY

## 111 W FIRST ST

- 6600 +/- SF
- Drive-in
- 3 Phase
- Fully Conditioned

**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**



MOUNTAIN SIDE 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**



INVESTMENT OPPORTUNITY

## 206-208 EAST AVE

- Side by Side Duplex
- 2bed/1 Bath Each Side

**SOLD**

**FOR SALE**





GROUND FLOOR PROFESSIONAL SPACE

### 1305 PENNSYLVANIA AVE

- 2 SUITES AVAILABLE OR COMBINE AS ONE.
- SUITE #1 - 400 SQ FT +/-
- SUITE #2 - 1500 SQ FT +/-

**FOR LEASE**



INDUSTRIAL/CREATIVE SPACE

### 686 PENNSYLVANIA AVE

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

**FOR LEASE**



FLEX SPACE

### 13331 PENNSYLVANIA AVE

- 8,800 +/- SF
- Highly Visible
- Average 15,500 ADT
- Ample Parking
- 3 phase Electrical

**FOR LEASE**



STUDIO/PROFESSIONAL OFFICE

### 44 N POTOMAC STREET

- Office/Studios
- Starting at \$249/mo
- Utilities Included!
- Ground Floor Available

**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**





# 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!

OUR DOORS ARE ALWAYS UP!

## RECENT TRANSACTIONS

SALE - LAUNDROMAT/REAL ESTATE (MULTI-TENANT) AEK SELLER REPRESENTATION

SALE - MULTI- FAMILY (NEW CONSTRUCTION) - AEK SELLER & BUYER REPRESENTATION

LEASE - 686 PENNSYLVANIA AVE - AEK OWNER REPRESENTATION

SALE - EAST AVE- AEK SELLER REPRESENTATION