

THE TRUTH

NEVER DENY WHAT HAS TRANSPIRED IN YOUR LIFE STORY

Lessons beget lessons. It doesn't really ever stop. The minute there is some sort of resolution additional circumstances arise. Over and Over...Day after Day...leads into month after month. Is it the reason we are here? Could it be deeper than just finding the "fix". Making decisions to find resolution might just be at a surface level. The actual tip of the underlying lesson. We have all had scenarios that seemed to make no sense initially only to find out later that the results of our choices really did put us in the right place. Being put in the exact, choreographed point in time that we were meant for. Being exactly where you are supposed to be. Seems logical and the more information that is being presented....it just might be. Awfully tough to deny the beautifully orchestrated synchronicities as they occur. You couldn't begin to predict how things ultimately play out.

Make the decision, look for the underlying data and observe....more often than not you are exactly where you should be.

“Don't chase intensity early, chase repetition. Neural circuits strengthen through frequency, not force. Show up daily, even at 20% capacity, and the loop solidifies. Momentum is the compound interest of consistency; small deposits over prolonged procrastination.
- Phalanx



MAYBE OUR PATH IS HARDER BECAUSE OUR CALLING IS HIGHER

3 years as AEK. From the first acquisition in May 2002 to the latest iteration of services...the beauty of creating something out of nothing. You really wouldn't believe all of the stories if we told you. You can't make it up. The creation of a creative, free flowing environment is a real thing. Specifically the location (we can certainly help you with that) in which you work/contribute is vital. The hours spent in a given place matters. The building, location, aesthetics all combine to create reflections.... bits and pieces of our makeup. For us, recent weather only exacerbates the vibe. You already know.... the doors are up!

With that there seems to be a renewed level of focus. Some new life. There is something about the air this time of year that has always provided an extra nudge. As of this month....we are three years into the AEK experiment. The evolution has been fascinating. It seems the more complicated/layered the assignments are, the more excited we are to contribute. That's the value proposition....right? Plugging us in as you see fit. For we attempt to see the trees through the forest.

RISKS AREN'T REAL!

- CHRIS HLADCZUK

One of his favorite quotes is "Aside from death, all failure is psychological." How many times have you done something that you thought was "risky" only to realise it wasn't all that bad after the fact? Even when things don't go the way you want, it's almost never as bad as it seems. The truth is most risks aren't real. The expensive steak you overcooked can still be eaten. The money you lost in a failing business can be made back. Risk is just your ego showing up to protect itself.



HAGERSTOWN, MD WAREHOUSES ARE BEING LEASED

Ryder is opening a new distribution/logistics center in Hagerstown, Maryland, after signing one of the largest industrial leases in the Washington, D.C., area this year. The nearly century-old transportation and logistics company agreed to take all 631,420 square feet of Building 2 in the National Pike Logistics Center.

The deal is the second-largest industrial lease signed in the market this year after Lifetime Brands' 1 million-square-foot deal, also in Hagerstown, in January, according to CoStar data. Hagerstown is a semi-rural city near the Maryland-Pennsylvania border that has evolved into a prominent industrial player in recent years.

COMMERICAL PROPERTY MARKET SHOWING SIGNS OF STABILIZATION

U.S. commercial real estate prices climbed in July, marking the first monthly gains since spring as institutional investors come back to a market that has struggled for more than two years. After months of declining deal values following the Federal Reserve's 11 interest rate hikes in 2022 and 2023, the commercial property market showed signs of stabilization, according to monthly CoStar Commercial Repeat Sale Indices data. High borrowing costs had previously deterred a number of buyers, leading to a prolonged downturn that began in mid-2022. The rise in prices indicates "bigger buyers such as institutional investors, pension funds, REITs and large investment firms are slowly returning," said Chad Littell, national director of U.S. capital markets analysis for CoStar and author of the CCRSI report. The report tracks when previously sold properties trade hands again in a process called a repeat sale.

INDUSTRY NEWS

AEK | REAL ESTATE LLC

INDUSTRIAL/FLEX

One issue preventing a plethora of these larger buildings from coming online is "the availability of land on which to build or expand facilities," report author Sharon Wortmann, JLL Managing Director, wrote. "Land scarcity is influencing leasing decisions for industrial and logistics companies because of the very real financial and operating impacts that result from it." True to our region. It wasn't long ago that a self imposed (due to a few overzealous constituents) restriction on new large boxes was imposed. Only exacerbating the issues.



MULTI FAMILY

Multifamily demand grows as buyers face affordability issues, fueling rental market strength amid a slowing single-family sector.

According to Moody's, the US housing market is short by about 2M homes, with more than half of that unmet need driven by "pent-up households"—individuals who would form their own households if affordable options were available. The largest deficits are concentrated in the Southeast, Southwest, and Midwest, where both rental and ownership opportunities remain limited. This imbalance is redirecting development momentum toward multifamily housing, especially as single-family building permits continue to decline. Local supply remains elusive. Just one thing to consider....It's difficult to push aside the willingness to entertain job creation. Great...makes sense for all of the reasons any common sense individual would conclude. However, the ability to attract and have long standing retention is a direct result of the quality of life for the worker. A pillar in a human's happiness is shelter. Without it, the site selectors/executives **WILL NOT CHOOSE TO LOCATE HERE!**

OFFICE

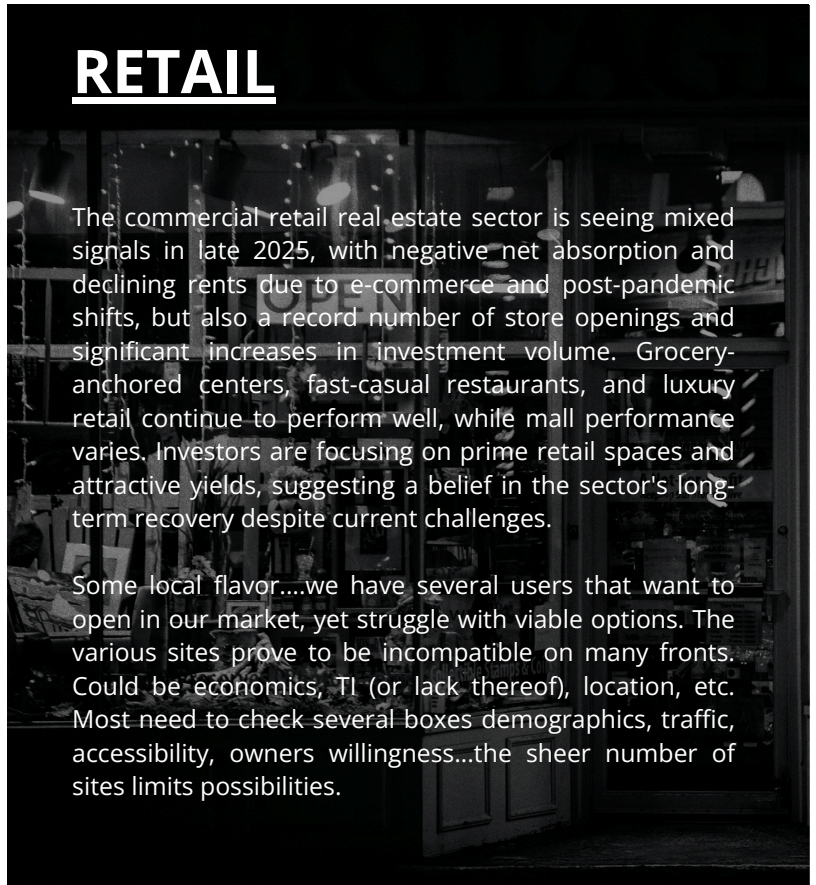


A prime example of bucking the narrative....we have reached 100% occupancy in a multi-tenant office complex in the market. This is an 80,000 SF product that was delivered in the early 2000's. To reiterate, there really aren't many spaces that can be pursued in the market. Scarcity will continue to drive prices upwards, however the overwhelming majority of occupants are what would be considered "smaller" users. Meaning their requirements are 5000 SF or less. In addition, the economics of their operations don't allow them to pay more. Interestingly enough, the interest of building a new office option in our market doesn't pencil. The reality is, even if a new option was introduced, the cost to deliver that space prohibits most requirements from pursuing it due to the economics in the first place. It's a pleasure to have space that is presentable, well located, and can always be priced below any sort of new entrants. Tough to compete and fortunate to be on the right side.

RETAIL

The commercial retail real estate sector is seeing mixed signals in late 2025, with negative net absorption and declining rents due to e-commerce and post-pandemic shifts, but also a record number of store openings and significant increases in investment volume. Grocery-anchored centers, fast-casual restaurants, and luxury retail continue to perform well, while mall performance varies. Investors are focusing on prime retail spaces and attractive yields, suggesting a belief in the sector's long-term recovery despite current challenges.

Some local flavor....we have several users that want to open in our market, yet struggle with viable options. The various sites prove to be incompatible on many fronts. Could be economics, TI (or lack thereof), location, etc. Most need to check several boxes demographics, traffic, accessibility, owners willingness...the sheer number of sites limits possibilities.





SALE

AEK

REAL
ESTATE
LLC

FEATURE PROPERTY

OWN A PIECE OF HISTORY

BUILT IN 1911

101 W WASHINGTON AVE



PROPERTY HIGHLIGHTS

- 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

Don't miss a chance to own or lease a piece of Downtown History. With 17,700 sq ft +/- spread out over 2 stories, let your imagination run wild with potential concepts. Most recently home the Discovery Station, the building currently offers several large open areas on the main floor with the second floor playing host to several smaller gathering areas. Both floor are serviced by elevator.

Known as the Nicodemus National Bank, the building served as the Federal Depository during the Civil War era. Situated directly across from the Washington County Courthouse, it features white marble exterior, palladium windows, and a vault with leaded glass door mechanisms built in 1913—

Within a block of the newly constructed stadium and parking deck, join the revitalization movement of downtown. Whether a business owner or investor, this property has something for you.



1350 WESEL BLVD

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

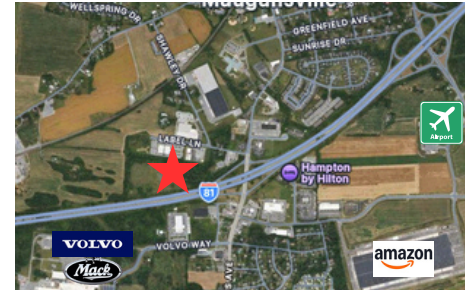
LEASE



COMMERCIAL PAD

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

LEASE



COMMERCIAL LAND

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

SALE



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

UNDER CONTRACT



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
- NEW ROOF
- 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

NEW LISTING



**15244 FAIRVIEW RD
CLEARSPRING, 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

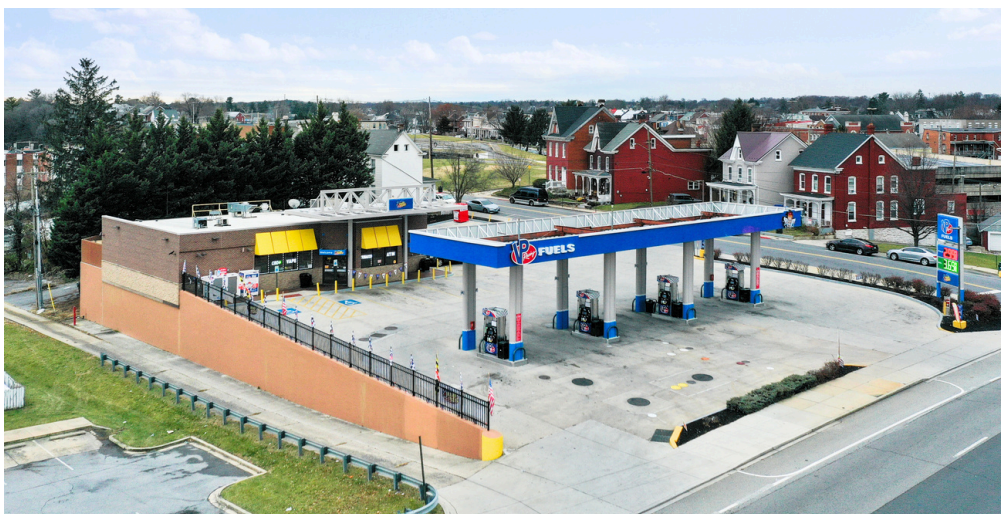


RETAIL CENTER

**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



**1619 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



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
- Secure Laydown Areas Available
- Fully fenced campus
- Minutes to I-81

LEASE

EASTERN BLVD CORRIDOR



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

SALE/LEASE



28 SOUTH POTOMAC ST

- Entrepreneurs, 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
- 2,000-18,000 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

- 6K-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

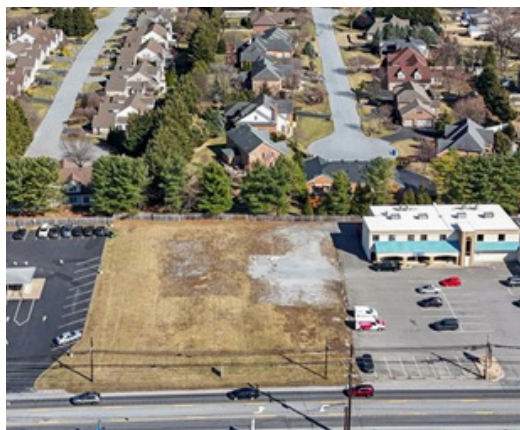


MOUNTAINSIDE RETREAT

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