

NEWSLETTER

SEPTEMBER 2026 VOL 47 — SALES · LEASING · RESIDENTIAL · MANAGEMENT — AEKREALESTATELLC.COM

THE TRUTH · SEPTEMBER 2026

MOMENTS ON THE TIMELINE

Year four of AEK, the crisp air of fall, and a humbling reminder of just how much we don't know.

THE TRUTH

04

YEARS OF AEK AND COUNTING

"IF YOU DON'T LET PEOPLE EXPERIENCE THE CONSEQUENCES OF THEIR ACTIONS TOWARDS YOU, YOU WILL REMAIN A SAFE PLACE FOR THEIR WORST BEHAVIOR."

— UNKNOWN

Struggling with time. This really is the preferred period of the year. It's hard to replicate the crisp air. Most recently receiving work anniversary adulations for **year four of this journey**. AEK that is. That also starts to frame how long the business/real estate iterations have been in motion. From real estate development projects to music/arts festivals and all sorts of operating business in between, it has certainly been eventful. Kind of scary when some perspective hits.

The minute things seem to be rolling a bit you tend to have some humbleness enter. The shifting of attention away from oneself and acknowledging one's limitations. People say "it's funny how things work sometimes". Pretty certain it's about balance.

The concept of yin and yang, the physics of action-reaction, and the dynamic of push-pull are all perfect mirrors of the same universal truth: **balance requires opposing forces**. Whether you are looking at this through the lens of philosophy, science, or personal growth, these principles dictate how energy moves and stabilizes.

At our ages, we often think we have lived some and might even be fortunate enough to have an older generation still with us to provide some insight/context. The minute we think we have it all figured out, you realize **we really don't know sh*t**. Along with some of the ups come scenarios that lead to crash and burn. Don't you worry, the collective along with universal truths will remind us just how much we don't know.

Are we old enough...experienced enough to know these are just moments on the timeline? Lessons to ultimately get us where we are supposed to go. Realizing/Focusing on what really matters. **Remaining humble.**

Your current moxie is a direct result of your experiences and developed skill set...a complex combination of all that you are. Embrace that and acknowledge that we don't know much.

“ After all, hitting a shot off of a curveball (whatever life might throw at us) in the right field gap takes a complex combination of skills (all happening in sequence) and many, many years of repetitive training. ■



FROM THE FIRM

AEK NEWS • SEPTEMBER 2026

HEAD DOWN. SHOW UP. STAY HUMBLE.

*"You asked for better.
That's why everything is
changing."*

— UNKNOWN

01 RESIDENTIAL DIVISION

OUTPACING THE MARKET

For something that we didn't necessarily set out to do and in spite of residential headwinds, **our residential division continues to outpace the market.** Their commitment to their craft provides some welcomed energy into the firm.

02 AEK MANAGEMENT

NEW INVESTMENT PORTFOLIO

AEK Management continues to entertain opportunities with **the most recent addition of an investment portfolio.**

Call us or stop by...our doors are always up!

SALES • LEASING • RESIDENTIAL • MANAGEMENT

240-232-7003

DATA CENTERS

COSTAR NEWS

POWER • PERMITTING • PIPELINE



DATA CENTER ANYONE?

LESS THAN A THIRD OF THE POWER NEEDED MAY GET BUILT

SOURCE • WOOD MACKENZIE
VIA COSTAR NEWS

28%

OF ~1,000 GW REQUESTED
EXPECTED TO BE PROVIDED

36 GW

ADDED IN Q1 — DOWN 19% FROM
PRIOR QUARTER

25 GW

RECORD CAPACITY LEASED IN H1
— JLL

60%

OF 2027 AI CAPACITY NOT YET
UNDER CONSTRUCTION —
JPMORGAN

Less than a third of new electricity infrastructure needed to support U.S. data center expansion may actually get built as projects are slowed by permitting and equipment delays, according to energy research and consulting firm Wood Mackenzie.

Amid burgeoning development tied to deployment of artificial intelligence technologies, grid operators and utility firms are now expected to provide about 28% of the approximately 1,000 gigawatts requested for projects in the pipeline, a spokesperson for the consulting firm said Wednesday. A single gigawatt is roughly enough to power about 1 million homes, according to industry standards. Just 36 gigawatts of new U.S. data center power capacity was added in this year's first quarter, down 19% from the prior quarter, as data projects face rising resistance over power usage, land use and other environmental concerns.

Capacity additions peaked at over 60 gigawatts in the third quarter of 2025 but have declined for three straight quarters, Wood Mackenzie reported. Developers are now focusing on their existing projects rather than proposing new ones, and in some cases turning to alternative power sources like natural gas generators to alleviate concerns over burdening electric grids. "New entrants focused on gas supply and land access are targeting states such as Texas and Utah, but only a small fraction of those projects are under active development," Connelly said.

Texas in particular has the nation's second-highest number of proposed projects at 178, according to tracking site Data Center Map. Wood Mackenzie said electricity demand for planned Texas projects alone is now nearly 100 gigawatts, the highest among U.S. states.

Texas Gov. Greg Abbott this month ordered a pause on new data center permits until proposed projects are audited by state utility agencies to determine their potential effects on the electric grid. Other states, cities and counties are considering similar measures to protect residents and business users against rate hikes caused by data center energy demands. Government leaders nationwide are also mulling development moratoriums, though several large technology and energy firms have pledged to assume all costs for their data center energy procurement.

Real estate services firm JLL this week reported that companies in the first half of the year leased a record 25 gigawatts' worth of capacity in U.S. data centers that are operating or in development, doubling the year-earlier figure. Property services provider CBRE projected earlier that 80% of space in U.S. data centers under construction would be preleased by the end of 2026.

While user demand is escalating, some analysts are skeptical whether many of the projects planned nationwide will get built. Goldman Sachs this year estimated that just half of the AI computing capacity scheduled to come online between now and 2028 is actually expected to meet target dates. About 60% of AI data center capacity planned for 2027 completion has yet to begin construction, according to JPMorgan.

Wood Mackenzie reported that AI and cloud data center projects have spurred soaring U.S. demand for electrical equipment. But **severe shortages of components, such as power transformers and switching gear**, have significantly extended some construction timelines and delayed power system deployments.

— COSTAR NEWS

WORTH A READ

MACRO REAL ESTATE THOUGHTS

PAUL STANTON / BRUCE COHEN

RE & FINANCE EXECUTIVE • TEMERITY STRATEGIC PARTNERS • FROM A RECENT INTERVIEW

- 01 THE CARRY TRADE IS OVER**

"It was very much a carry trade, but that's gone." Fifteen years of cap rate compression covered for operating numbers that missed. Nothing is covering for you now.
- 02 CAPITALISM MIGRATES TO PEOPLE WHO CAN MOVE EBITDA**

His words. That's how every other industry has always worked. Real estate got a long exemption because debt was cheap and the exit cap was lower than the entry cap. That exemption expired.
- 03 THE JOINT VENTURE PARTNER GETS DISINTERMEDIATED**

The operator is the one driving cash flow. Capital sitting between the operator and the LP is a toll booth on a road people are learning to route around.
- 04 BRAND COMES FROM STRATEGY, NOT THE OTHER WAY AROUND**

Operators come to us asking for a rebrand. Bruce's version is blunter. You can't strap a brand onto a business that hasn't figured out what it does better than everyone else. Strategy, then narrative, then capital.
- 05 OPERATOR AND FUND MANAGER IS NO LONGER ONE JOB**

He's openly skeptical of the new crop of allocators stepping out on their own. The market is sorting into operators and large allocators, and the middle is getting squeezed.



INDUSTRIAL

THE DATA CENTER RIPPLE

DEMAND BEYOND THE SERVER HALL

The U.S. data center sector is expanding rapidly, but the effect on industrial real estate extends beyond the facilities that house servers and computing equipment. A new quarterly report on the U.S. data center market finds that development growth is fueling a broader ecosystem of industrial demand from construction contractors, electrical equipment suppliers, cooling-system providers, operators and information technology infrastructure firms. These industries are increasingly leasing logistics space near major data center clusters as operators race to add capacity to support artificial intelligence and cloud computing workloads.



MULTIFAMILY / HOUSING

STARTS ARE FALLING

UNCERTAINTY WEIGHS ON HOMEBUILDING

1.239M

ANNUAL PACE OF STARTS, JULY — DOWN 12.4% FROM JUNE

421,000

MULTIFAMILY STARTS — DOWN 15.6% FROM JUNE

U.S. housing starts are falling as economic uncertainty continues to weigh on multifamily and single-family homebuilding. Seasonally adjusted ground-breakings totaled a 1.239 million annual pace in July, down 12.4% from the revised June figure and 13.5% lower than July 2025, according to a report Tuesday from the U.S. Census Bureau and HUD. July's multifamily starts totaled 421,000, a decline of 15.6% from June and of 7.1% from July 2025.

— U.S. CENSUS BUREAU & HUD • NAHB / WELLS FARGO

SINGLE-FAMILY SIGNAL

808,000

SINGLE-FAMILY STARTS — DOWN 15.7% YOY, LOWEST READING SINCE NOVEMBER 2022

28

CONSECUTIVE MONTHS OF NEGATIVE NAHB / WELLS FARGO BUILDER SENTIMENT

FOR SALE DOWNTOWN HAGERSTOWN, MD 21740

29-33 E WASHINGTON ST

20-UNIT MIXED-USE • ELEVATOR BUILDING

ASKING PRICE

\$1,680,000

\$93,333

PRICE PER UNIT

20

UNITS — 18 APARTMENTS + 2 COMMERCIAL

17,160 SF

BUILDING AREA

16,298 SF

TOTAL LEASABLE

PROPERTY HIGHLIGHTS

- 01** 18 TWO-BED APARTMENTS + 2 ground-floor commercial suites
- 02** RENOVATED 2019 • all units & common areas
- 03** ELEVATOR BUILDING • 100% sprinklered, monitored alarm
- 04** SEPARATELY METERED • electric, heat & hot water
- 05** ON-SITE PARKING • 9-10 +/- spaces, courtyard, laundry
- 06** DELIVERED VACANT • free of master lease
- 07** RENTAL LICENSE • through 6/30/2027, transfers on sale

PROPERTY DETAILS

PARCEL	17-016385
LOT	0.22 acres
BUILT	c. 1904 / Reno 2019
CONSTRUCTION	5-Story Masonry
ZONING	CC-MU
FLOOD	Zone X
DISTRICT	Arts & Entertainment

CALL US OR STOP BY

240-232-7003 • AEKREALESTATELLC.COM

Mike Deming
410-808-2483

Corey Linthicum
240-478-5107



LEASE

Mulberry Lofts

Under New Management

- Professional/Creative Suites
- Private Parking Access
- Flexible Terms Starting at \$499/mo

2 SUITES AVAILABLE



LEASE

19833 Leitersburg Pike

- Professional Office Suite
- All Utilities Included
- Ample Parking
- 1,085 SF / 185 SF

UNDER CONTRACT



LEASE

19414 Leitersburg Pike

Professional / Office Space

- 2,700 SF Available
- Professional Office/Medical Space



LEASE

28 South Potomac St

New Suites Available

- Entrepreneurs, Creatives & Professionals
- Studio/Office Spaces Available
- Starting as Low as \$250/mo



LEASE

Prospect Park

- Newly Developed Artisan/Creative Studios
- Join a Growing Community
- Tons of Natural Light
- Flexible Terms
- Flexible Rates — Starting at \$499/mo



LEASE

300 W Franklin St

Office / Flexible Cold Storage

- Suites Starting as Low as 2,000 SF
- Flexible Floor Plan
- Private Reception
- Ample Parking



LEASE

South Pointe

Retail / Medical / Office Space

- Suite #100 — 2,100 SF
- Clean Professional Space
- Low CAM Expense



SALE

101 W Washington Ave

- 17,720 SF +/-
- 2 Story w/Basement
- Elevator
- Private Parking
- New Parking Deck — 1 Block



SALE

1825 & 1829 Howell Road

Multi-Tenant Professional / Medical Office

- 19,517 SF +/- · 10 Suites
- 90% Leased · 9 Tenancies
- 8.31% Going-In Cap Rate
- Two Buildings on 1.98 Acres

BACK ON THE MARKET



SALE

140 S Potomac Street

- Fully Renovated Professional/Medical Office
- Over 3,000 SF Finished Space
- Private Secure Parking



LEASE

Wheatfield

- Small Bay Warehouse
- 12,000 SF
- Showroom/Offices

SOLD



SALE

152 W. Washington St

- Historic Kneisley Building
- Value Add
- Stable Tenants
- Ample Parking
- CCMU Zoning

ONLY 1 SPACE LEFT



LEASE

Cressler Plaza, Burhans Blvd

Retail Center

- 7K SF Available
- 2 Pad Sites
- 435+/- Parking Spaces
- Four-Way Signalized Intersection



SALE

Commercial Land

- Rt 81 Visibility
- Newly Improved Intersection
- 19.64 Ac
- Zoning: HI



SALE

Label Lane

Development Land

- Industrial Development Land
- Light Industrial
- Zoning: HI
- 63 Ac



SALE

301 E Washington St

NNN Investment

- NOI \$174,000 with 2% Annual Increases
- Lease Term ~14+ Years with Renewal Options
- High-Traffic Area on Rt 40



SALE

1150 Omega Ct

Turnkey Investment Opportunity

- Medical Condo
- Current Tenant: NNN w/Extension
- 1,550+/- SF
- FF&E Included



SALE/LEASE

Eastern Blvd Corridor

Retail Opportunity

- Zoning CG (Commercial General)
- 21,000+ ADT
- 6,000+/- SF
- 1.25 Ac



LEASE

19021 Longmeadow Rd

Warehouse / Storage

- 5,600+/- SF High Bay Warehouse
- 2 Docks
- Outdoor Laydown/Storage Available



LEASE

686 Pennsylvania Ave

Industrial / Creative Space

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



LEASE

700 East 1st

Newly Renovated Warehouse

- 12,000–36,000 SF
- 14'6" Clear
- Sprinkler
- Drive In/Docks



LEASE

830 Beaver Creek Rd

- Great Live/Work Scenario
- Acres of Available Laydown Space
- Zoned HI
- Freshly Renovated 20'x40' Shop w/14'x12' Door



SALE

Eastern Blvd

- 5 Ac
- Zoning: CG
- Stormwater Quantity On Site
- Rt 40/Eastern Blvd — 39,082 ADT



SALE

720 N Mulberry

Light Mfg / Office with Additional Warehouse

- Zoning: Industrial Restricted (IR)
- Conditioned: Light Mfg/Office
- Power: 2400AMP 240/3 Phase
- Warehouse w/Laydown



SALE

90 W Lee St

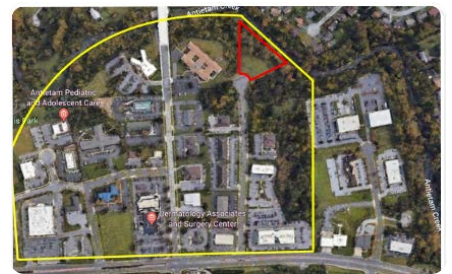
- Major Renovations 2021
- 21,000+/- SF
- 18' Clear w/12'x12' Drive In
- Additional Storage



SALE

67 W Baltimore St

- 50K SF Warehouse
- Additional Parcel (Parking) Included
- Zoning: CG-Commercial General



SALE

Eastern Blvd / Opal Court

\$199,900

Commercial Building Lot

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

UNDER LOI



LEASE

122 Railway Ln

Office / Medical / Retail

- 1,925 SF +/- End Cap Unit
- High Visibility
- Ample Parking
- Just Off Wesel Blvd



LEASE

9449 Earley Dr

Small Bay Industrial w/ High Bay

- 11,334 SF +/- Gross
- 4,000 SF +/- High Bay
- Dock / Drive In
- Power: 3 Phase, 440V
- Zoning: Industrial General



LEASE

535 Northern Ave

Retail / Showroom / Medical

- 4,200+/- SF
- Highly Visible
- Flexible Floor Plan w/ Rear Loading
- Private Parking



LEASE

919 Sweeney Drive

Flex

- 5,462 SF +/- Available
- Office / Warehouse
- 3.16 Acres
- Ample Parking
- Dock Access
- Outdoor Storage / Laydown Available



LEASE

916-926 South Potomac St

Industrial Flex / Retail / Showroom

- 2,700 – 9,000+/- SF
- Divisible · Flexible Floor Plan
- 20' Clear Height
- Highly Visible Location
- Zoning: Commercial General



LEASE

20354 Leitersburg Pike

Shop / Showroom / Office

- 10,000+/- SF
- Outdoor Storage / Laydown
- 40x60 Fully Conditioned Shop Space
- Power: 3 Phase
- Zoning: RB



LEASE

401 E Antietam St

Professional Office Space

- 2,550 SF Professional Office
- Front Portion of Building
- Several Private Offices
- Spacious Conference Room
- Secure Entry · Ample On-Site Parking



SALE

44 Frederick Rd

Moonlite Pool & Pub — Funktown, MD

- Real Estate w/ Liquor License
- Class D License · On & Off Sale
- Renovated 2 Bed / 1 Bath Apartment Above
- Redevelopment Opportunity
- Adjacent Property Also Available



SALE/LEASE

39 E Franklin St, Hagerstown

Mixed-Use Investment Opportunity

- Flexible Layout · Office, Live/Work or Redevelopment
- New HVAC, Updated Windows, Newer Roof
- 3rd Floor Full Kitchen & Bath
- Leased Through 12/31/2026
- Owner Is the Listing Agent · Corey Linthicum

CHAMBERSBURG & CUMBERLAND VALLEY LISTINGS

**LEASE**

6100 Buchanan Trail

- Divisible to +/-5,000 SF
- (3) Buildings +/-30K to +/-130K SF
- 20'-32' Clear Ceiling Heights
- 28 Drive-In Doors · 4 Dock Doors
- 3-Phase Power · Propane Heat

**LEASE**

20 S Main Street

Office Suites

- Starting at \$250/Office
- Designated Parking Included
- Conference Room Access

**LEASE**

12258 Buchanan Trail W

Former John Deere Dealership — Mercersburg, PA

- Public Water/Sewer
- Total 15,000 SF +/-
- 5,700 SF +/- Shop Space
- 18'+/- Ceiling Height

**LEASE**

3737 Lincoln Way W

Small Business Flex Shop

- 4,800 SF
- Secure Laydown
- Highly Visible



AEK REAL ESTATE

Is focused on providing sales and 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 we can insert ourselves as you see fit. We are here to help. Give us a call or stop by.

OUR DOORS ARE ALWAYS UP.

“ Don't let a 10 minute problem consume a 24 hour day.

— UNKNOWN

BROKERAGE ACTIVITY • SEPTEMBER 2026

RECENT TRANSACTIONS

6
LEASES
CLOSED

121,500 SF
TOTAL SF LEASED

4
DUAL
AGENCY

LEASE	84,000 SF Industrial WAREHOUSE STORAGE / DISTRIBUTION	AEK LANDLORD & TENANT REPRESENTATION
LEASE	12,000 SF Industrial + Laydown	AEK LANDLORD & TENANT REPRESENTATION
LEASE	10,000 SF Industrial FLEET / MACHINE REPAIR	AEK TENANT REPRESENTATION
LEASE	3,000 SF Industrial LIGHT DISTRIBUTION	AEK TENANT REPRESENTATION
LEASE	12,000 SF Industrial WAREHOUSE	AEK LANDLORD & TENANT REPRESENTATION
LEASE	500 SF Office	AEK LANDLORD & TENANT REPRESENTATION

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