

# MacRo Report

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REAL ESTATE SERVICES

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Mapping Groundbreaking Strategies to Achieve our Clients' Real Estate Goals

## Twenty Years and Counting



Rocky Mackintosh,  
*President*

**Y**es, 2010 marks the 20th anniversary of MacRo, Ltd. The real estate market landscape in the mid-Maryland region has changed on many fronts

since 1990—economic, regulatory, developmental, conservation and political. Yet in many ways Frederick and its surrounding counties are still very much the same. We continue to be a thriving link to the Washington/Baltimore metro region, even as we work our way out of the current recessionary trough.

For MacRo, Ltd., our goal has always been to keep our fingers on the pulse of the marketplace, keeping our customers and clients informed of circumstances that impact real estate. For 16 of the last 20 years, we have published and distributed the **MacRo Report** on a semi-annual basis. I hope that you find this one as informative as those in the past.

While the **MacRo Report** took a bit of a respite over the last several months, MacRo, Ltd. has continued to actively service our clients' properties in the areas of sales, leasing, consulting and property management. Yes, some of our clients have experienced a tough change in the world of land development, but we have continued to push some terrific projects through the challenging regulatory pipelines. You will see the fruits of our labor featured in this issue.

We are embracing how the Digital Age has positively impacted the real estate

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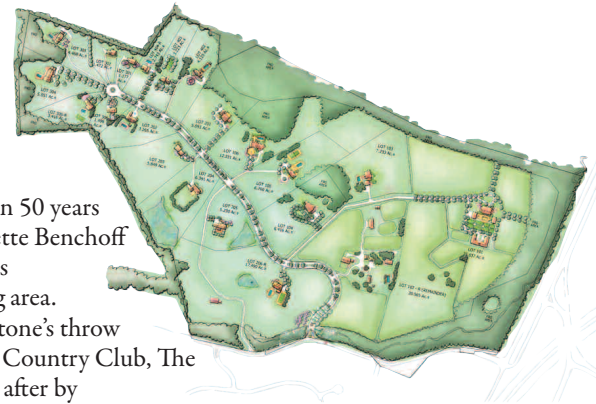
**M**acRo Ltd is pleased to announce plans for the Manor at Holly Hills, a luxury residential community featuring 21 estate lots on rolling equestrian lands just to the east of Frederick City. Lots ranging from 1.2 to 26 acres are anticipated to be available for purchase later this year. This setting promises to become Frederick County's premier address, offering luxury custom-built homes by leading contractors including award-winning Bell Builders of Montgomery County.

The centerpiece of the 185-acre development is a 26-acre parcel which features a circa-1800 Federal-style stone farm house with four fireplaces, an in-ground swimming pool, bank barn, stable and numerous outbuildings.

The property, home for more than 50 years to M.R. Ritchie and his wife, Harriette Benchoff Ritchie, sits atop a hillside that offers spectacular views of the surrounding area.

Protected by a greenbelt and just a stone's throw away from the beautiful Holly Hills Country Club, The Manor at Holly Hills will be sought after by discerning property owners who want luxury and privacy, yet convenience to city amenities and commuter routes.

**Prices for the lots, which begin at 1.2 acres, start at under \$300,000. To arrange a personal tour of the property and to reserve lots before they are delivered later this year, please contact Rocky Mackintosh at 301-698-9696 ext. 202 or rocky@macroltd.com.**



### In this issue you will find

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### Get Connected to MacRo—and Have Dinner on Us!

Help us embrace the digital age by providing us with your email address so you can receive regular updates about our property listings as well as other MacRo news. Each address we receive will be entered in a drawing for dinner for two at one of Frederick's most popular restaurants. And don't forget to visit [www.macroltd.com](http://www.macroltd.com) and check us out on Facebook, Twitter and LinkedIn, too.

## Hillcrest Professional Building

MacRo Ltd. has finalized plans for the new Hillcrest Professional Building to be located just a few hundred feet off U.S. Route 40, Frederick's "Golden Mile." The 25,600 square foot two-level office/retail center will be ideal for retail and medical uses, with nearly 100 on-site parking spaces available for customers and patients.

Early reservations are being taken now for pre-sales of the retail and office condos, which range in size from 1,000 square feet and up on the first floor and from 1,000 to 13,000 square feet on the second floor. Pricing begins at less than \$200/square foot with generous fit-out allowances.



Frederick's Golden Mile has seen extensive reinvestment during the last few years, with several major new business openings thanks to the City of Frederick's tax incentives for the rehabilitation of existing structures along the Rt. 40 corridor.

**Don't miss this chance to be a part of the resurgence of the Golden Mile. Hillcrest Professional Building is slated for delivery in 2011. Contact Rocky Mackintosh at 301-698-9696 ext. 202 or rocky@macro ltd.com today to reserve your space.**

### Recent Property Sales

**Batchelor's Purchase** Beautiful 352+ acre farm in Poolesville, less than 15 miles from the Capital Beltway.

**Chesterbrook Apartments** Seven building, 84-unit garden-style apartment complex on 9.8 acres in Middletown, MD.

**603 E. Church St. Frederick** More than four acres zoned light industrial within the City of Frederick. 13,410 square foot warehouse with 40 x40 office build-out and plenty of parking and storage.

## One Commerce Plaza



As development along Carroll Creek in Downtown Frederick continues to move eastward, MacRo Ltd. has obtained preliminary commitments for nearly 20 percent of the space in One Commerce Plaza, a four-story, 80,000 square foot mixed-use building ideal for retail, restaurant and office uses.

The property fronts East Street, the new gateway to Downtown Frederick from I-70, and is just across the street from Frederick's MARC station. One Commerce Plaza will be a prime downtown location, especially given its very close proximity to Carroll Creek and several new residential and office/retail buildings, including Frederick County Public Schools new central office building. The City of Frederick's two new parking garages are planned within steps of the property as well.

**Spaces available for sale or lease in One Commerce Plaza range from 1,500 to 20,000 square feet and are planned for delivery in late 2012. To secure a reservation for this premier downtown location, please contact Rocky Mackintosh at 301-698-9696 ext. 202 or rocky@macro ltd.com.**

#### Just the Facts: One Commerce Plaza

- Located directly on the new gateway to Downtown Frederick
- 80,000 square feet on four floors
- Ample parking
- Outdoor patio seating available
- Zoned Downtown Business (DB)
- HUB Zone location
- Available for delivery in 2012

## Get Back to Business at 5210 Chairman's Court



Looking for more than just four-walls-and-a-window office space? MacRo Ltd. is pleased to offer an impressive office condo located just minutes from some of Frederick County's largest employers and the I-270/I-70 interchange.

This amenity-rich suite is not your average office space. The spacious reception area features a vaulted ceiling with skylights and a two-story stone gas fireplace, while the conference room offers a private deck that overlooks a wooded setting beside the waters of Ballenger Creek.

With more than 4,200 square feet of offices

and meeting space, including an additional lower level unit that can be subleased, 5210 Chairman's Court also features a kitchenette, workroom and private restrooms. Other suites at the same location are also available for lease, sale or in partnership interests. Additional adjoining units are available for sale or lease for future expansion.

**Make a statement to your clients in this upscale business setting. Call Rocky Mackintosh for more details and to arrange a personal tour of this unique office suite: 301-698-9696 ext. 202 or email rocky@macro ltd.com.**

Call us at **301-698-9696** or toll free at **800-353-9696**



# Featured Properties

## Frederick County



**Adamstown—Residential Development Opportunity** (above) Seeking builder/developer for planned boutique neo-traditional community of 20 single family lots only six miles from Downtown Frederick. PUD plans include park with ball field and 11,000 square foot brick elementary school for conversion into senior living apartments. Project has passed initial APFO tests.

**Thomas Johnson Drive Area—Frederick Mutual Insurance Company, Suite 2** Bright ground floor, 1,188 square foot space with lots of windows. Offered at \$19/sq ft and includes taxes, insurance and common area maintenance. Zoned professional business. Excellent location near medical office hub and convenient access to U.S. 15 and I-270.

**Libertytown—Sollers Maynard Farmstead** (below) Historic 103+ acre farm features four bedroom, two bath 3,350 square foot circa 1825 brick farmhouse. Property also includes a renovated two bedroom, two bath guest house and large barn with nine stalls. Call for details.



**Northern Frederick County—Triple L Farm** Beautiful 92+ acre farm located seven miles north of Frederick at Catoctin foothills. Rolling stream bisects the property. Perc approved for a four bedroom residence. Available for \$525,000.

**Custom Home Lots** Thinking of building a custom home in the near future? MacRo has lots for sale ranging in size from 1.25 acres to 60 acres in various locations in Frederick County. Many feature outstanding views and private locations. Most are suitable for horses and other animals. Prices start at \$99,000. Interest rates are low and sellers are considering any reasonable offer—it's a great time to buy. Call today!!

**Westview Area—5210 Chairman's Court, Suite 3A:** For sale in conjunction with Suite 3B (see below) or lease separately. Features 4,539 square feet at \$12.50 per sf. Five private offices, storage, kitchenette, bullpen and reception area. Partnership interests also available.

**Westview Area—5210 Chairman's Court, Suite 3B** For sale in conjunction with Suite 3A (see above) or lease separately. Also available for lease or in partnership interests. Features 1,677 square feet at \$13.50 per sf and includes furnished office suite with view of Ballenger Creek, plus reception and kitchenette areas.

**Thurmont—11 Water St.** (below) Approximately 4,300 square foot mixed-use building in designated Main Street community. Great opportunity for live/work space. Price just reduced to \$170,000.



## Frederick City

**Approved Development Plan** 53-lot, neo-traditional project within the city limits. Unconditional site plan approval and APFO approval.

**Frederick's Golden Mile** 2.42 acres with pending site plan approval for two-story building. Zoned General Commercial to offer flexibility of uses. Utilities include water, sewer, electric and phone to overall site. \$785,000.

**Riverside Center** Restaurant/retail pad site for sale at \$1.5 million. Long-term ground lease for \$6,000/month. Site can accommodate a building up to 15,000 square feet. Located across from Wal-Mart near the intersection of MD 26 and Monocacy Boulevard, near the planned new development of Lowes and Wegman's on Frederick's north end.

**123-125 W. Church St.** 1870's six unit brick apartment in downtown Frederick near City Hall. Ideal for conversion to one or two single-family units or to as many as 7 office suites.

**For more information on any of these properties or other MacRo projects, please contact Dave Wilkinson at 301-698-9696 ext. 203 or [dave@macroltd.com](mailto:dave@macroltd.com).**

## Things Are Looking Up



Dave Wilkinson  
Vice President

**Y**ou've probably read a lot lately about the update to Frederick County's Comprehensive Plan. As we go to press with this issue of the MacRo Report, the finishing

touches are being put on the update, including new land use and zoning maps that may impact your property. Some changes may impact you immediately; others have long-term implications that are designed to guide the future of development in Frederick County.

It's important to keep a broad perspective on these changes. The land use designations in the Comprehensive Plan are general in scope, and given what we have witnessed during the last five years alone, changes to regulations and policies—many of which fly under the radar—can have a much greater impact on how you actually use your property. So while it is safe to say that you should not assume that what you knew yesterday will be the same tomorrow, we believe the overall outlook for property rights and values in Frederick County remains positive.

Part of that optimism stems from the fact that our area has been, and continues to be, a haven for job growth. Given our region's strong workforce, existing technology base and proximity to the federal government, entrepreneurs continue to form new firms locally and we continue to attract major employers. Efforts to draw many of the nation's top high tech firms and federal agencies to the I-270 corridor continue to be successful and Fort Detrick will be positively impacted by the Base Closure and Realignment Commission (BRAC).

So while the past few years have been "difficult," we remain bullish on the opportunities and prospects for property values in this area. At MacRo, we are committed to staying on top of all the changes and trends in real estate and land development, and we invite you to call us any questions you may have about the market today.

**Call or email me today at 301-698-9696, ext. 203 or [dave@macroltd.com](mailto:dave@macroltd.com)**

# MacRo

REAL ESTATE SERVICES

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Find us on



*Look inside to learn about our exciting projects!*

Manor at Holly Hills • Hillcrest Professional Building • One Commerce Plaza • Chairman's Court

## Twenty Years and Counting

(Continued from front page)

industry by overhauling our website ([www.macroltd.com](http://www.macroltd.com)) with an integrated Internet presence, including an online version of the **MacRo Report**. Here you will get updates on real estate news and property offerings on a regular basis. We are also joining the blogosphere with our own **MacRo Report Blog**, focusing on current land and commercial real estate news and issues, and providing contributions from influential people within our region. In addition you are invited to connect with us on **Facebook**, **LinkedIn** and **Twitter**. So please, join in! You'll also find our properties all over the web via CoStar.com, Loopnet.com, FarmsAndLand.com, and nearly 40 other Internet real estate search engines.

With every market there are challenges that in some circumstances seem insurmountable, but as they say, "We live in exciting times" and our goal remains to assist you, our valued customers and clients, in achieving your real estate goals. Thank you for all your support over the last 20 years.

## What We Do

### Real Estate Services

MacRo, Ltd. is a full-service real estate brokerage firm specializing in land and commercial properties in the Central Maryland and Metro Washington areas. We can help you buy, sell or lease land, property or commercial space, explore land development and/or conservation options, and assist with navigating complex zoning and other government regulations.

### Land and Commercial Real Estate Brokerage

If you have property to sell or lease, the MacRo Team will consider your goals, financial objectives and timetable before recommending a development plan or marketing strategy. We'll determine the current value of your property, develop a plan with options for creating additional value, and fashion a customized marketing plan.

### Consulting Services

MacRo Ltd. represents businesses, partnerships and individual clients throughout the United States with land development plans, market feasibility studies, real estate negotiations and venture management services.

### Property Management

Our professional staff offers local, day-to-day management of rental investments such as apartment, office, retail and industrial sites by providing marketing, tenant relations and operations support.

**For more information on all of our services,  
please visit our website at [www.macroltd.com](http://www.macroltd.com)**