

MacRo Report

REAL ESTATE SERVICES

Mapping Groundbreaking Strategies to Achieve our Clients' Real Estate Goals

Decisions, Decisions



Rocky Mackintosh,
President

When one peels away the layers of the real estate onion, what is found at its core is the human element. It's the decisions that people make that impact everything having to do with real estate.

Very obvious, you might say, but it is the collective decision making of people that impacts the peaks and valleys of business and economic cycles.

Like a flock of birds, it starts with one and others often follow.

The real estate boom of the last decade followed a similar pattern. It seemed that "incredible" opportunities just kept coming, so many decided to follow suit.

When the merry-go-round stopped, the decision for those who could afford to was to "wait and see."

The real estate market is now five years into its downturn, and many of those sideline observers have decided to sell. Their independent decisions are based upon their personal or business circumstances.

After nearly 40 years in the land and commercial real estate business in Frederick and its surrounding counties, MacRo, Ltd., has been there to assist our friends and clients in providing each with the information necessary to make wise real estate decisions.

How may we help you?

In this issue you will find

- 2 Outstanding Industrial Properties
- 2 Farm Living at Its Best
- 2 Good News for the Golden Mile
- 3 Featured Properties

Market Conditions Continue to Improve



Industrial Building



Commercial Land



Equestrian Estate

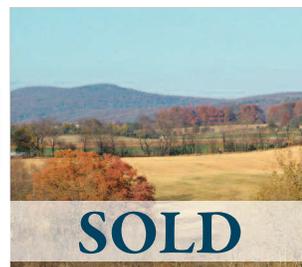
Some sectors of the economy are showing promise even as the stock market continues its wild roller coaster ride of the last few months. The National Association of Realtors reports that existing home sales increased in August, with monthly gains seen in all regions. Projections for commercial vacancy rates from the third quarter of 2011 to the third quarter of 2012 are expected to decline, and *Kiplinger's Personal Finance* named Washington D.C., as third on its list of the nation's top 10 innovative cities that have potential for growth over the next decade.

These numbers reflect the momentum we've experienced in Frederick County over the last few months. MacRo has continued to see lots of movement in various sectors of the market, including the properties pictured here.

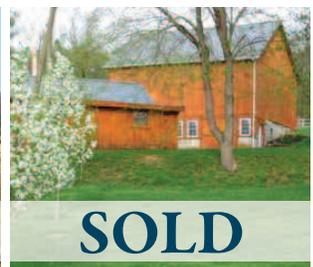
If you've been considering selling, buying or leasing during the last year, now might be the time to get off the sidelines and get into the game. See pg. 3 of this MacRo Report for some of our current listings, visit www.macrold.com or call us at 301-698-9696 and let us help you find the space that's right for you.



Retail



Estate Lot



Farmette

I Read It on the MacRo Blog! MacRo Report Blog

5 Critical Elements to Selling Real Property Above Appraised Value

While appraisers are trained to analyze past comparable properties, activity, market trends and formula-based income evaluations, in a volatile land and commercial real estate market as we have been experiencing for the last five years, the market is established by consumers. It is the consumer's individual determination of the uniqueness of a particular piece of real estate that sets the price.

There are five parts of a formula that can assist a property owner in maximizing the possibilities of beating devaluation odds in today's environment...

Check out the MacRo Report Blog (Aug. 18) for the rest of this story and be sure to visit every week for updated property listings and new postings related to industry trends and real estate in Frederick County.

Outstanding Industrial Properties

Industry Lane Business Center This 1,317 SF second floor office space includes four offices, reception, administration and storage areas, plus a conference room and restroom. Lots of light from front and rear windows. On-site parking and easy access to major commuter routes. For sale at \$138,500 with owner financing available or for lease at \$9/SF NNN.

Warehouse Flex Condominiums

Located just minutes from I-70 and major commuter routes, these two flex condominiums offer more than 5,000 SF of space each. One includes 2,100 SF of office space plus a 4,400 SF warehouse with high bay doors and two loading docks. The other 5,000 SF warehouse is already leased through 2013. For sale at \$875,000.



General Commercial Warehouse

This high bay warehouse offers 2,400 to 12,000 SF of space that would be perfect for retail, processing (including automotive) or personal services. Loads of parking and just two miles from I-70 and I-270. Lease at \$6/SF NNN.



4510 Buckeystown Pike Sublease and move in now to this 2,600 SF office space that includes four private offices, a separate entrance and ample parking. Cubicles are available to outfit the 2,000 SF bullpen area. \$15/SF, full service lease available with flexible term.



Want to know more about these spaces or MacRo's other industrial listings? Call 301-698-9696 and ask for Rocky at ext. 202 or Dave at ext. 203.

Farm Living at Its Best

If you are looking for land that will allow you to escape the hustle and bustle of city life, MacRo has many choice farm properties worth considering.

Located just north of Middletown, Md., this 210 acre working farm (pictured below) offers highly productive land, with more than 65 percent designated Class I, II or III agriculture soils. The farm also comes with a huge Butler machine shed, bank barn and dairy barn.

A picturesque creek meanders through portions of the property, which features breathtaking views of the nearby Catoclin Mountains. The existing residence offers plenty of living space with three bedrooms, two baths and three fireplaces.

Under the property's existing Ag zoning, one conventional subdivision right and several agricultural cluster subdivision rights remain. Several tenant houses are allowed by zoning rights as well. Offered at \$2,080,000.



Middletown Valley Farm



Comus Farm

Located in the heart of western Montgomery horse country, this 158-acre farm in Dickerson is near the foot of Sugarloaf Mountain and just down the road from the famous Comus Inn.

Enjoy the best of what life in the country offers, including the property's rolling hills, peaceful pond and long, welcoming driveway that is flanked by white board fencing. The existing farm house offers loads of charming features and architectural details, and there are numerous outbuildings as well.

This farm offers the solitude and privacy of rural living—all within minutes of I-270. For sale at \$1,649,000.

For more information on these stunning agricultural gems, please contact Dave at 301-698-9696, ext. 203.

Charter Board Continues Its Outreach

As of Sept. 1, members of the Charter Board appointed by the Board of County Commissioners to write a proposed new constitution for Frederick County had given more than 20 presentations on their work to organizations throughout the community. These public outreach sessions have generated strong audience participation from which many very good ideas, comments and conversations have resulted. In September, the board held a forum featuring two experienced Maryland County Executives, Ken Ulman of Howard County and David Craig of Harford County. Additional public meetings are planned to include representatives from other counties.

Rocky Mackintosh is a member of the board and like the other members, is available to give presentations on the process to groups of friends and neighbors, civic clubs and other organizations. For further information contact Frederick County's Legislative Coordinator Ragen Cherney at 301-600-1049 or email him at RCherney@FrederickCountyMD.gov.



Good News for the Golden Mile

MacRo continues to help Frederick Alliance for Youth (FAY) open a community center that will provide much-needed support, encouragement and positive diversions for young people and families who live in the Hillcrest and Waverly areas.

Plans are being finalized for FAY to purchase a 2.42 site MacRo owns off of Hillcrest Drive. By August of 2012, the organization hopes to open the proposed 44,000 square foot facility that will house the Frederick Classical Charter School, and which will provide additional space for neighborhood before- and after-school activities.

Visit www.frederickallianceforyouth.org for more details and updates.

Call us at **301-698-9696**

Featured Properties

323-329 W. Patrick St. Four consecutive historic commercial and mixed-use buildings for sale. These beautiful, improved sites are located on the fringe of the central business district in historic Frederick City. Off street parking sets these properties above the rest. Several units are already leased. An ideal investment opportunity and priced to sell at \$800,000 for all.



3 Acre General Industrial Lot Perc-approved parcel in Frederick County's industrial district. Ideal for small business with need for outside storage or heavy industrial use. Lease and/or a build-to-suit option negotiable. Competitively priced at \$560,000.

622 W. Patrick St. 3,759 SF building includes a basement and ample private parking. Perfect for any business, the building is less than one minute from Rt. 15, and is available for only \$3,000 NNN per month.



20-Unit Single Family Lot PUD 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 ballfield and 11,000 square foot brick elementary school for conversion into senior living apartments. Project has Phase II PUD approvals and has passed all APFO tests.

Fully Approved Residential Dev Land 54-lot neo-traditional project within Frederick City limits. Unconditional site plan approval and APFO approval. Site Development Improvement Plan.

4770 Winchester Blvd. This 3.07-acre lot is located just off Rt. 15 in the Stanford Industrial Park. Offers unlimited potential for professional development. Offered at \$159,000.

80-Acre Farm in Beallsville Extremely private home site is ready for building and offers bucolic views of the countryside in all directions. 88 gln/min. well, conventional (not sand mound) septic system and gravel driveway leading to the home site. Four Streams Golf Course and Woodstock Equestrian Park are less than two miles away. \$850,000.

9223 Baltimore Rd. Excellent development opportunity! Property consists of 11.29 acres of R3 zoned land (3 units per acre) and 1.08 acres of GC zoned land. Water and sewer lines are in place along front property line. \$799,000.

Triple L Farm-Thurmont 92+ acre farm seven miles north of the City of Frederick at the foothills of the Catoctin Mountains. Property is perc approved and can support a four bedroom home. Fishing Creek tributary bisects the property. About half of the property is tillable ground; the remaining land is forested. Owner financing available. \$525,000.

6 E. Patrick St. 6,000 SF ground floor retail space with five parking spaces and rear entry in Downtown Frederick. Second and third floor apartments of 2,500 SF. New price.



Downtown Land Opportunity Amazing 0.83 acre property with adjoining site available. One block from Carroll Creek Linear Park and across the street from the MARC train! Parking decks built and planned. Ideal location for retail center with office, hotel and/or multi-family. Priced to sell!

Prime Flex Space 5,480 SF of prime end-unit flex space with superb office build-out. 2,000 SF of warehouse space with overhead and side door access. Located right off Buckeystown Pike, near I-270 and I-70. Space includes front show room, private offices, conference room, kitchenette and finished mezzanine. \$650,000 or \$4.75 SF NNN.

Coming Soon to Frederick Estate lots ranging from one to 25 acres in community being planned for the eastern edge of Frederick City that will include building covenants, common areas and opportunities for luxurious, private living that is close to city amenities.

Green Valley Farm This 140-acre farm is located just north of New Market, Md., on a ridge at the headwaters of the Linganore Creek Watershed. 3 BR 2 BA brick farmhouse recently renovated with a new kitchen, new furnace, water heater, and more! Includes four parcels with multiple approved percs. \$1,200,000.



Woodsboro Industrial Lot 8+ acres zoned for industrial use with great visibility from Rt. 194. Priced to sell at \$450,000.

Custom Home Lots Available We have lots for sale ranging from 1.25 to 60 acres throughout central Maryland, featuring great views and private locations. We work with custom home builders to ensure the process goes smoothly. Prices start at \$99,000.

Myersville Farmette Warm and inviting Cape Cod with distinctive architectural details located on 6+ acres and tremendous mountain views. More than 3,200 SF of finished living area above grade; 4 BR, 2 and a half baths with main level master suite. Wood floors, custom molding, built-in cabinetry, two fireplaces, wet bar, multiple French doors leading to large covered patio, recessed lighting and more. Two-stall barn with electricity and water, three paddocks totaling more than 2.5 acres, run in shed, automatic waterer. Gardens include blueberries, blackberries, raspberries, asparagus, grapes, tulips, irises and more.



For more information on any of these properties or other MacRo projects, please call MacRo at 301-698-9696 and talk to Rocky Mackintosh at ext. 202 (rocky@macroltd.com) or Dave Wilkinson at ext. 203 (dave@macroltd.com).

MacRo

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Find us on



Look inside to learn about our exciting projects!

Industrial & Warehouse Properties • Fantastic Farms • Selling Property Above Appraised Value

Part-time Research/ Writing Assistant Needed

MacRo, Ltd. is on the hunt again for a part-time research/writing assistant to research, interview and write articles in collaboration with the company owner on real estate and related political issues of interest every week for *MacRo Report Blog* posts, press releases, social media, etc.

It is estimated the position will require an average of 10 to 20 hours per week. Much of the work can be done remotely. The ideal candidate should possess the following:

- Background in journalism or real estate with proficient writing skills
- Interest in commercial real estate as well as related political issues
- Networking abilities
- Ability to work independently
- Research on real estate and political issues
- Excellent interview skills
- Local resident of Frederick County

Please send résumé, examples of past work and cover letter to info@macroltd.com.

What We Do

MacRo is a full-service real estate brokerage firm specializing in land and commercial properties. Since 1990, we have been helping our clients uncover hidden opportunities for financial growth in the areas of:

- Development land for sale
- Residential land and lots for sale
- Rural land and farms for sale
- Income property for sale
- Commercial property for sale or lease
- Market Feasibility Studies
- Property Management Services

So whether you are interested in selling your property, want to invest in real estate for personal or business use, or already have an investment property that you want to have managed for maximum return, our team has the market knowledge and experience to ensure a successful outcome.

Give us a call today at 301-698-9696 or visit us at www.macroltd.com to learn more about all the services we offer.

Another Addition to the MacRo Team



Sherri Mercer,
Executive Assistant

We would like to introduce our newest team member, Sherri Mercer, executive assistant to Rocky Mackintosh and property manager. Sherri brings more than 13 years of experience in financial and operational management to MacRo. She is responsible for managing the office and the company's financial operations, including monthly, quarterly and annual accounting and property management statements and reports.

Prior to joining MacRo, Sherri was vice president of operations for a privately held real estate acquisitions, development and residential construction company for 10 years where she managed the financial and operational aspects of the company as well as that of 25 separate holding companies, each with multiple projects and investors.

Sherri lives in Frederick County and has two children. She serves as a youth leader and teacher at her church and was an active member of the Frederick Jaycees, earning numerous awards for her volunteer contributions.