



Land & Commercial, Inc.

Real Estate Digest

2016

Carrie J. Shearer, Broker
Leo Bruso, SIOR President
Investment Highlight Issue

Welcome back, Fall!

We hope your 2016 has treated you well so far! If you're like us— the summer seemed to fly by. As the days cool down— you might find you have more time to think about acting on the plans you've put off. Is it time to sell property not actively benefitting you? Why keep paying tax on it? Conversely— is it time to find the land you've been wanting to develop? We've got hundreds of acres of land for sale— both commercially and residentially zoned; prime locations worthy of a large subdivision, as well as individual lots. Whether you've been searching for your next big project or been putting off building your dream home— we can help. Please call us for all your land needs. We've been in business in Prince George's County since 1974 because of awesome people like you. We'd love to reconnect! Please drop us a line....

It's that time again— to exercise your civic duty!



We encourage you to either mail in your absentee ballot early, or go to the polls November 8th to make your voice heard!

Beyond voting for the President — did you know that if your community is turning out in numbers well below other neighborhoods, elected officials will pay less attention, make fewer appearances and fewer appeals to your neighborhoods? Those who vote have a powerful impact on public policy and government. Your political concerns — whether the direction of an issue or priorities of public budgets — won't be heard if you don't vote! Plus — people who vote are associated with a host of positive civic, health and social factors. Bonus!

Remember: Voting is a right that generations of Americans struggled to win — and people in other countries are still fighting for!

★ ELECTION 2016 ★



WILL YOUR PROPERTY TAXES INCREASE?

You may receive a new **Notice of Tax Assessment in January** possibly raising the value of your property! They are sent every 3 years. We will gladly review and fight unreasonable valuations on your behalf & work to get the assessment lowered. We handle all appeals other than Residential Homes. We've saved our customers tens of thousands of dollars over the years!

Lowering your property tax assessment will then lower your taxes. In these challenging economic times— it's a great way for you to exert control over costs. The best part is, if we don't lower your assessment— you don't owe us a dime! We take payment from a portion of your savings. That means you win either way. *Cha-ching!*



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INSIDE THIS ISSUE

14507 Main St— CO Zoned.....	2
Building a House of Worship— Did You Know?.....	2
280+ Acres in Brandywine.....	2
6811 Old Branch Ave-DayCare.....	3
Tree Mitigation Land.....	3
Fenced Contractor's Yard.....	4
Buy Business AND Property.....	4
Thank You.....	4
SIOR Designation.....	4

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Zoned Commercial Office

SMACK DAB IN THE HEART OF THE COUNTY SEAT

Is your Company expanding and in need of more space? Or would you like to relocate — maybe open another branch office in a prime location?

Your opportunity awaits at **14507 Main Street** in **Upper Marlboro**. This is a full building, which was operated by the Law Firm of (Attorney) Haskell & (Judge) Duley.

As far as convenience goes— you can't ask for too much more. It's a quick walk to all kinds of restaurants, banks, shops as well as the Court House.

There's a Lower level (door pictured to the left) opening to a 19 space parking lot. That's a *huge deal* if you know UM!

There's also a Main Level with a screened

porch & 2nd story. Because of the commercial office zoning, you could live in one & rent out the other to a business, or have 2 businesses occupy the building with separate entrances. In fact, we've got quite a few ideas if you give us a call! You can click [14507 Main Street- Upper Marlboro 20772](#) for more information. Check out this view from the 2nd story!



"Because of the zoning, you could live in one & rent out the other ..."

DID YOU KNOW...

That in Prince George's County, you are able to build a **Religious Facility** on Residentially zoned land greater than 2 acres. We have several opportunities that meet this criteria, and would be glad to help your group buy the land to build a divine structure.



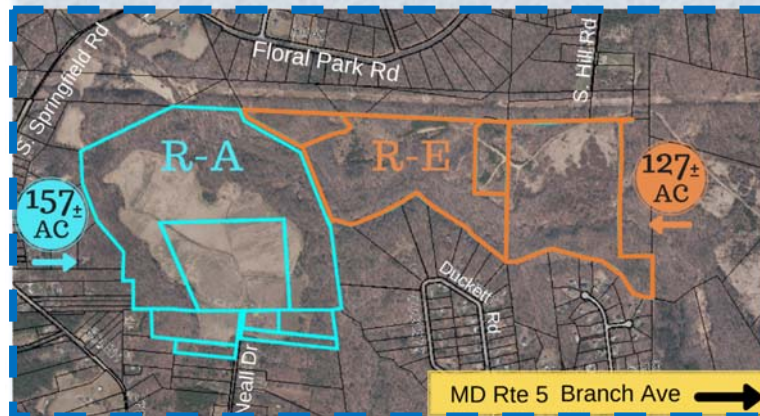
If the property has an existing building on the property— you might still be able to build a glorious House of Worship and use that existing building for a multitude of uses! How about a Parishioner's or Groundskeeper's home; administrative offices; Youth Group meeting rooms; Day Care space; educational space for group studies—the possibilities go on and on!

We've helped a multitude of clients from many Faiths— use our experience to give you an advantage in the process. You know that saying *"there's a reason for everything?"* Well— maybe reading this is a sign. We'll be standing by.

280+ ACRES RESIDENTIAL LAND CLOSE TO RT. 5

Welcome to Brandywine! We've got a large residential acreage property which has a total of **100+ acres cleared**. We break down the conversation of the property in 2 categories. The western side (outlined in **blue**, below) is 157 acres zoned R-A: Residential Agricultural—and the Eastern side of this property (outlined in **orange**) is 127 acres zoned R-E: Residential Estate, and is in Growth Tier 1, meaning it is approved for public water & sewer service requests.

Located approximately 2 miles from Rt. 5 Branch Avenue, just a couple miles from the Brandywine Crossing shopping center. [Accokeek Rd, Brandywine MD 20613- 260+ Acres \(ERCO\)](#) is a great project with lots of meat on the bone for the right developer.



This land is not without it's difficulties, namely road access. There's a new community scheduled to tie into this ground in the future— & there are many alternative uses to utilize in the interim, from solar farms to hunting lands. We encourage you to delve deeper into this opportunity with us!



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Camp Springs, MD



Above: Exterior view of school entrance
Right: Interior view of one classroom



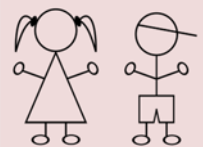
EARLY CHILDHOOD EDUCATION

The demand for early childhood care and education programs continues to rise, not only in response to the growing demand for out-of-home child care — but also in recognition of the critical role that educational experiences play during life's early years.

6811 Old Branch Ave, Camp Springs MD 20748 is offering the **Sale of Business and Real Property together**. This is a purpose-built facility for private, early education along with day care and infant care. A dedicated and accredited teaching staff is in place. It boasts a total of twelve classrooms & 2 large nurseries, a commercial kitchen & playground. Owners currently service before and after care for 5 local public schools.

They have well over 100 kids enrolled with room to grow, up to the maximum capacity of 191 students.

The current owners are looking to retire and would love to pass the baton on to a new owner that will provide top quality kid care to the Camp Springs community. Here's a perfect opportunity to buy a center in turn-key condition.



BRING YOUR TREE MITIGATION NEEDS TO US!

What is tree mitigation land all about? In a broad sense it is about saving the environment. When plans are submitted to develop land, the County determines how many acres of forest will be needed to retain for the development. Essentially, the County approves the plans on the condition that the developer offsets the deforestation by preserving an amount of forest elsewhere in the County.

How do developers "save" or "preserve" these lands? There are Tree Banks owned by people who have agreed that the forest on that property will remain as a forest. The developers buy easements on those Tree Banks, dedicating a certain amount of acreage to their development.

Where do we fit in? We represent several Tree Bank owners who have acreage available for this exact purpose. We are able to match the right Tree Bank owner to specific projects' needs. Whether the project calls for a fraction of an acre, or huge swaths of land, we've got Tree Banks that can handle the job. We can work as quickly as you need. Just call Leilani at 301-868-7900 or email your approved TCPII to LLowman@LandCommercial.com



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Fenced Industrial Property...

...is hard to come by. It's ideal for a Contractor's Yard & Storage. Less than 3 miles from I-95 & the Beltway— it's pretty darn convenient. Adding to the convenience is its corner lot location with 2 property entrances. Could be used for Towing Company & vehicle storage — it boasts a small building for office & administrative use. Public Water & Sewer available,



making this 3.2AC spot even more ideal for the lucky buyer that sees its worth. See more info at [9007 Dower House Rd, Upper Marlboro](#)

Zoning is I-1, meaning Light Industrial. It neighbors Joint Base Andrews— certainly not a bad neighbor to have!



*Above: Aerial view of property
Left: View of Dower House Road entrance*

Or Buy a Business/Property Together

BRAND NEW TO THE MARKET Vehicle Towing Company / Auto Repair Shop that's been in good business standing for decades, & includes 5 vehicle service bays. Owner says it's time to retire & hang up the hat! This could be your big break. Please call us on this exclusive opportunity. Priced at \$1,500,000 for the benefit of the Real Estate, the Business and the extensive equipment of the trade. The shop at [14323 Indian Head Highway](#) has loyal customers and this is a rare opportunity to have a respected establishment pass you the baton. 0.63AC zoned CM in turn-key condition.

LAND & COMMERCIAL, INC.

wants to say THANK YOU for doing business with us in the past, and invites you to trust us with all your future land needs. We have decades of experience & millions of dollars of sales under our belt. We know how to get things done!

If we're representing you— then you can rest easy knowing we will protect your interests & fight for your success. We are tried and true, & diligently work to deliver results.

Carrie J. Shearer, our Broker, is celebrating her 30th anniversary with Land & Commercial, Inc. She's been working with one of the most experienced Commercial Real Estate Brokers in our area, Leo Brusco, SIOR. What do you want to buy? Give her a call & she'll find it!

We will be pleased to represent you in the sale or purchase of your Real Estate.

SIOR®— IT'S KIND OF A BIG DEAL



The SOCIETY OF INDUSTRIAL AND OFFICE REALTORS® is the leading professional office and industrial real estate association.

The National Association of REALTORS®' total membership for September 2016 month end is 1,232,568. In sharp contrast— less than 1/4 of 1% earn the right to have the SIOR designation. There are 3,100 SIOR members worldwide: in more than 630 cities in 34 countries.

SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

SIORs are market-tested, ethically driven, and respected in the industry.

Leo Brusco, our company President, has maintained an SIOR designation for 20+ years!

Make sure you visit us at www.LandCommercial.com for the most up-to-date listings & opportunities. You can also find links to zoning use tables, subdivision codes, and all sorts of informative sites. It might be easier to pick up the phone and speak with us! We're here for you
Monday--Friday 9AM--5PM at 301-952-9700

