



Can we save you money?

Is your property overvalued
by the Department of
Assessments & Taxation?



Are you paying more than your
fair share in property taxes?

Put Land & Commercial's experience to work for you. We have successfully saved thousands of dollars for owners of commercial and industrial properties, as well as acreage tracts and vacant groups of subdivision lots. County Assessors are normally allocated a very short time to do the Computer Aided Mass Appraisal (CAMA)- note the word *mass*- review required to determine property values. We have the benefit of taking time to fully evaluate your property according to current zoning and governmental regulations.

A Tax Assessment Review of your upcoming January notice could reduce your taxes. We can review your properties now for an out of cycle review in EARLY December. These out of cycle appeals MUST be filed by December 30, 2012. Give us a call now at 301-952-9700.

**Land & Commercial, Inc. has already
saved customers hundreds of
thousands of dollars in taxes!**



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In October, Leo Brusco, SIOR and Wife, Faye attended the 2012 SIOR Fall World Conference in Los Angeles,

CA. This year over 650 SIOR members from 11 countries attended. The Society of Industrial and Office Realtors continues to represent the leading commercial and industrial real estate agents in 32 countries! There are currently just over 3,000 members. Leo achieved his SIOR designation of "Industrial Specialist" in 1995. For more information about this distinction, visit www.SIOR.com/about.

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235+ Acres Available
Approx 91 acres Cleared!

Land For Religious Sites



Brandywine, Maryland

- Listed at \$1,471,062; Zoned OS
- Includes 3 deeded parcels
- Use for mini-farm, home site, recreation, etc.
- Long road frontage of approximately 1/2 mile
- Bisected by Mattawoman Creek
- Rural area with quick access to major roadways and Washington DC



- 2+ Acres~ Missouri Ave, Brandywine
 - 5+ Acres~ Marlboro Pike, Upper Marlboro
 - 6+ Acres~ Walker Mill Rd, Capitol Heights
 - 11 Acres~ Farmington Rd, Accokeek
- We have larger sites available for Mega Churches and Churches needing School Campuses!**
- 75+ Acres~ Brandywine Rd, Brandywine

Build your Subdivison



1571 GERMAN CHAPEL ROAD, PRINCE FREDERICK (IN CALVERT COUNTY): \$970,000 FOR 53.80 ACRES

27 lots for home sites. Approved, recorded plats & rough-graded. This has added value as most rural land, because of O'Malley's SB-236, will be limited to 7 sites.

9930 OLD FORT ROAD, FORT WASHINGTON: \$129,000 PER 1 ACRE LOT

6 fully finished lots included. Water & Sewer installed. Recorded plat.

8100 RISON DRIVE, BRANDYWINE: \$512,000 FOR 24.29 ACRES.

16 lots in rural, wooded setting. Water and sewer available. Lots range from half acre to 4 acres.

13800 MISSOURI AVENUE, BRANDYWINE: \$1,438,000 FOR 47 RECORDED LOTS ON 54.07 ACRES.

All lots recorded, graded and ready to build! Includes 2+ acre site suitable for Religious Facility. Across street from proposed 60 acre Aquatic Center Community Park.

Horses, Home Site, or Recreation!
Upper Marlboro, MD



- 45+ Acres for \$285,000
- One 5 acre building lot with lots of privacy
- Seller retains right to Tree Mitigation Easement
- On private right-of-way
- Enjoy Hunting & Recreation in your own backyard!
- Multiple perk locations





15405 BRANDYWINE ROAD, BRANDYWINE MD: \$25,000 FOR 8.23 ACRES

*Land dedicated to Woodland Preservation. Extra income potential by timber harvesting!
Perfect for outdoor activities.*

10711 CROSS ROAD TRAIL, BRANDYWINE MD: \$49,000 FOR 5.58 ACRES

Wooded lot. Not all land has been perk-tested. Convenient to Rt. 301 Crain Highway.

5241 ACCOKEEK ROAD, BRANDYWINE MD: \$295,000 FOR 63.67 ACRES

Wooded, level land. Open area possible to perk. Subject to Tree Mitigation. Well & Septic.

18825 HORSEHEAD ROAD, BRANDYWINE MD: \$88,000 FOR 33 ACRES

Perfect for a Hunting Club! Adjacent to Cedarville State Forest. Land is dedicated to Woodland Preservation. Opportunity for extra income with timber harvesting according to regulation. Ask about the LOW property taxes!

15604 BRANDYWINE ROAD, BRANDYWINE MD: \$275,000 FOR 7.71 ACRES

Possible farm or recreational land. Site includes level and cleared lot with rental income!

Are you ready to sell your LAND?

In the current economy, selling land can be a challenge. Investors and potential buyers look for properties that are appealing for their needs and priced correctly according to today's market. Here are a few steps for preparing to sell your land:

- * Price the land according to the current market - This is one of the most crucial factors which will determine how quickly your land will sell. It depends on your situation, of course, as to how quickly you need the property to sell.
- * Offer financing - Considering the present economic scenario, prospective buyers are having some difficulty obtaining financing through commercial lenders. In order to interest a greater number of potential buyers, you may choose to offer financing for a portion of the sales price.
- * Gather your Documentation – When you purchased your property, you may have had a Survey or Site Plan completed by a Surveyor. It will be helpful to have any engineering available which may show Boundary Lines. Several other important documents are: Deeds - helpful to determine the extent of the rights which will be conveyed on the property; Title Insurance Policy - should show title exceptions outlining easements affecting the property; Notes/Deeds of Trust and any Liens or Bonds Statements. Be aware that you may need to allow time for prospective buyers to study the property thoroughly to determine whether the property is financially feasible for their use.
- * Get professional help – Realtors have extensive knowledge about the current real estate market, and are able to advertise to the majority of Investors and Buyers to get your property found in the marketplace. Your Realtor will also negotiate on your behalf, and they have the experience and expertise needed to assist you in all of the aspects of the Sale. However, it is important to note that not all Real Estate Agents offer similar services. Before hiring a professional Realtor, be sure that they are proficient in handling land sales. With all of the current changes in Legislation regarding Land Development, this is more important today than ever before.

Land & Commercial, Inc. has been handling the challenging issues facing Land Sales for the past 40 years, and we would like you to consider us to list your Land Properties. Please call to get a free Competitive Market Analysis for your property today!



Residential Lots

Build your Dream Home!

17385 EAGLE HARBOR ROAD, AQUASCO MD: \$120,000 FOR 3.38 ACRES

Wooded building site. Approved perk test. No HOA! Additional wooded acreage available for purchase.

17321 EAGLE HARBOR ROAD, AQUASCO MD: \$125,000 FOR 5.6 ACRES

Wooded perked site ready for building permits. All offers considered!

17013 EAGLE HARBOR DRIVE, AQUASCO MD: \$79,000 FOR 1.48 ACRES

Wooded lot, perked for 4 bedroom house. No HOA. Nearby 155 Acre Patuxent River Park!

17333 EAGLE HARBOR ROAD, AQUASCO MD: \$125,000 FOR 5.4 ACRES

Secluded wooded site perked and ready for building permit. All offers considered! No HOA fees. **15% lower park & planning taxes for being self-supporting!** (What's This?)

TWO LOTS AVAILABLE ON WESSON DRIVE, CAMP SPRINGS MD

First lot is .64 acres for \$70,000, other is .47 acres for \$47,000. Ready for permits to build on wooded private lot. Next to preserved woodlands. Public water & sewer. No HOA! Low school permit fees in developed tier.

8306 CIRCLE DRIVE, LUSBY MD: \$75,000 FOR .75 ACRES

Located in White Sands subdivision. Mature wooded site ideal for 2 story home with basement. Final perk could be completed this Spring! Convenient to Solomons Island, Patuxent River and shopping. Seller offering \$5,000 closing help!

Looking for something else? Contact us with your needs!
We have sellers for private and exclusive sites if you are
looking for something special.

Two Adjacent Office Condos
For Sale



Camp Springs, Maryland

- Condo currently Medical Office with 1,904 sq. ft. of space available for \$190,000
- Free parking, close proximity to metro
- Private entrances
- Located across from Joint Base Andrews and Branch Avenue

Office Condo with Warehouse
& Storage!



Clinton, Maryland

- \$235,000; Zoned CM (Commercial Miscellaneous)
- 1,916 sq. ft. Office space
- 1000 sq. ft. mezzanine
- 500 sq. ft. warehouse with one drive-in door
- Only 1 mile to Rt. 5 and 3.6 miles to I495/I95



Commercial Property

Owners want to
Liquidate!



6317 OLD BRANCH AVENUE, CAMP SPRINGS MD: \$5,000,000

Three level 91,260 sq. ft. shopping center. Visible from Rt. 5 with average daily traffic count of 118,380. Uses include retail, office, bulk retail, inventory storage.

1 CRAIN HIGHWAY, BOWIE: \$65,000

Future state acquisition for planned major interchange. Great investment property-- buy at today's low prices and reap the profits later when the state buys it from you!

8800 WOODYARD ROAD, CLINTON MD: \$299,000 ZONED CO

Ideal site for Professional Offices. Level 39,247 sq. ft. site. Average daily traffic count (ADT) is 31,410 on Woodyard Road, 77,230 on Branch Ave.

16500 CENTRAL AVE & 8 CRAIN HWY, UPPER MARLBORO MD: \$1,450,000 OWNER WANTS TO SELL!

Listing includes 2 commercial properties with rental income.. High exposure with average daily traffic count (ADT) of 53,611 on Rt. 301. Possible rental income of \$98,000. Currently auto body shop and Church. Owner wants to sell! Discount for 2012 Settlement.

8023 MALCOLM ROAD, CLINTON MD: \$1,550,000 ZONED CM

Two story brick building 1/3 mile from Joint Base Andrews. 12,928 sq. ft. of space. ADT in front of building is 107,591! Also available for lease at \$15/sq. ft. a year.



Retail, Medical, Etc.
Accokeek, MD

- 4 parcels zoned RE (15.64 AC), CSC (6.78AC), and CO (5.96AC) respectively
- 52, 430 vehicles per day on main road with HIGH visibility
- Record plat-Ready for development!
- Minutes to National Harbor, convenient to Waldorf and Washington, DC.



3 Bldgs. With Rental Income!
Upper Marlboro, MD

- Zoned CSC, Listed at \$665,000
- High exposure location & free parking
- Walking distance to Court House, dining, shopping
- Rehab opportunity



Commercial Converted Home
Upper Marlboro, MD

- Listed at \$495,000
- 1.62 Acres Zoned CM
- Rear storage yard; Vehicle-related uses allowed
- ADT is 17,960 near traffic light
- Close to County Seat & off Rt. ramp



Home-Based Business Welcome
Upper Marlboro, MD

- 14.98 wooded acres for only \$179,000
- Portion of the site will be bought from you by State Highway Administration later for planned Interchange
- Avg. daily traffic count of 32,081 cars on Rt. 301 (Crain Hwy)

Mini-Storage Site
Ready for Development!



Upper Marlboro, Maryland

- Priced at \$1,200,000; Zoned I-1
- 4.92 acre lot cleared and graded saving BIG money!
- Will sell with permit in hand to build 99,720 sq. ft. mini storage building; 73,020 sq. ft. will be climate controlled (Finalizing permit to be available soon!)
- Storm Drainage Structures on site
- One minute from Rt. 301 (Crain Hwy) and Rt. 202 (Largo Rd)!
- ADT on Marlboro Pike is 17,992 and 42,720 on Rt. 301 (Crain Hwy)

Industrial Warehouse with
Communication Tower Income!



Upper Marlboro, Maryland

- Priced at \$1,500,000 plus Communication Tower lease income
- Zoned I-4
- Outside storage and 77 parking spaces
- Conveys with 2 leases of 2,000 sq. ft. each; 14,000 sq. ft. warehouse available soon! (Owner will work with you to convert space to your needs)
- New A-frame roof and HVAC in 2009
- Ideal for Industrial combo, manufacturing, ideal for many contractor uses.

6.4 Acres with Building Pad & Storage Yard
Great Location & Many Uses!

Capitol Heights, Maryland

- Priced at \$749,000
- Zoned I-1 Light Industrial
- Graded, all utilities available, Storm Water Management approved
- Sediment control in place
- Ready for 5,000 sq. ft. building
- Additional acreage available
- Possible uses include outside storage yard, towing, etc.
- 243' road frontage, with easy access to I-95 (Beltway), Rt. 4 (Pennsylvania Avenue) and Rt. 214 (Central Avenue)



New Maryland Legislation that affects YOU

Effective October 1, 2012, it is illegal to subdivide land by deed in areas designated as Tier IV in any Maryland County. The recently passed O'Malley legislation SB-236 is limiting many property owners to only one home site per 64 acres. Prince George's County has enacted this state law making it illegal to subdivide by plat into more than 7 lots in Tier IV. The new state law will impact one third of the acreage in Prince George's County (nearly 100,000 acres), or an area nearly 4 times larger than all 27 Municipalities in Prince George's County combined. The Prince George's County Council passed their new Tier IV map legislation on November 20th, 2012. The Council, by enacting CB-104-2012, enforces the Governor's limit of 7 lots on septic systems whether you have as few as 16 acres or a 350 acre parcel of land.



Welcome to our new Listing/Marketing Administrator, Genna Fleming!

Genna graduated from the University of Maryland, College Park in 2011. She has 8 years of experience in Southern Maryland Residential Real Estate, and is excited to enter the fascinating world of Commercial Real Estate. A special thanks to Connie Stommel, Broker/Owner of Exit 1 Stop Realty for her recommendation!



ask the experts...

Q: *Is now a good time to invest in properties?*

A: While everyone else is preparing for the holidays, sipping eggnog, and trimming the tree, you should be out finding your next investment property. The ability to acquire properties at a discount goes up with less demand, so be ready to seize the opportunities. Buying now also gives you enough time to rehab an investment property before buyers come out of hibernation in the spring. So, if you have been on the fence about purchasing a property, now might be the opportunity you have been waiting for. With less competition, your property may be one lead away, and a profitable transaction just around the corner. If you have done the preliminary work, educated yourself on the area of real estate investing you are interested in and are just waiting, stop, and take advantage of the winter season. Do not view the coming holidays and the long winter to follow as a time of reduced efficiency. Instead, focus on the benefits the season brings and use those benefits to advance your investing business.



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