



LAND & COMMERCIAL, INC.

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More than 30 Years of Experience

Leo Bruso, SIOR

Commercial Real Estate Digest

Fall 2004

Scottsdale Arizona Hosts SIOR Spring Conference

Leo Bruso, SIOR and his wife, Faye attended the conference in Arizona. Attending the conference is very important to Leo as it keeps him in tune with trends in the commercial/industrial real estate industry from around the U.S. While there, he participates in the round table discussions, continuing education classes and attends the many seminars that are conducted throughout the 4-day conference. "The Art of the Presentations", "Creative Uses for Vacant Contemporary Building" and "Winning and Keeping Clients for Life" are just a few examples of topics that are available in seminar style or round table discussions. He brings home a wealth of new information that can be applied to the industry. The fall conference will be held in Baltimore in November, 2004 at the Marriott Waterfront Hotel. Key note speaker will be Seth Godin author of 5 best sellers on "Marketing and the Changing Times." Optional events for the wives attending are always planned, in addition to evening events attended by everyone. The Society has almost 2,300 members with the designation "SIOR", a professional symbol of the highest level of knowledge, production, and ethics in the real estate industry. SIOR means "Society of Industrial and Office Realtors."



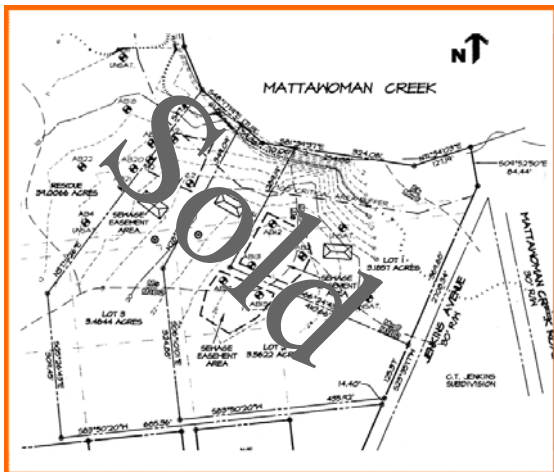
A Changing Community

Historic Pyle's Lumber, which has been a member of the Camp Springs Community since 1949 will soon be gone. Land & Commercial is currently working with the Camp Springs and Villages of Camp Springs (formerly Auth Village) Civic Associations to gather ideas from the community as to what type of business they would like to see join their community.

This 1.56 acre corner site would be a success for any suitable business with a traffic count along Branch Avenue of 109,325 per day (2003 statistics).

The property is available for ground lease only, on a NNN basis, and is zoned CM, which would include all vehicle uses, motel, restaurants, and commercial miscellaneous uses, etc. For more details please call 301-952-9700.



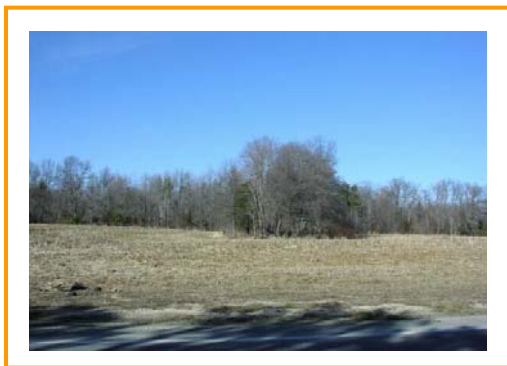
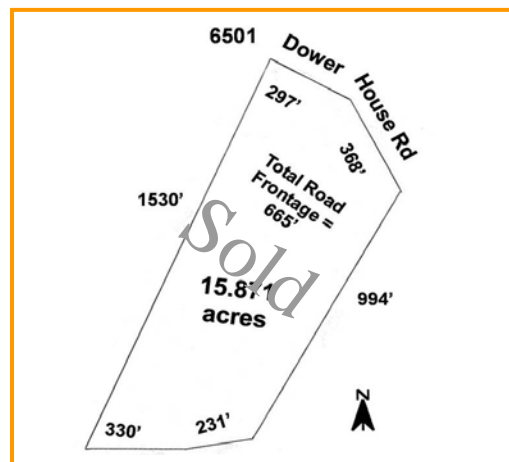


WATERFRONT LAND FOR SALE *Mattawoman Creek, Charles County, MD*

Enjoy rural, country living at its best! Beautiful view of the wide Mattawoman Creek, off the Potomac River, with a gentle slope which secludes these 3 acre wooded waterfront lots off of Mattawoman Creek Road in Marbury, Maryland. Lots have been perked and are ready for your custom home to be built. Enjoy rural country living at its best with Elementary, Middle and Senior High Schools within a few miles of the property. The Senior High School was renovated in 2000 and updated with an indoor swimming pool. Easy access to LaPlata, Indian Head and the Washington Beltway.

Industrial Property in Upper Marlboro, MD

Is your industrial company looking to relocate? Well this is the property! This 15+ lightly wooded industrial zoned land is located in Upper Marlboro, close to Pennsylvania Avenue (Route 4), I495/95, and Andrews Airforce Base. Various industrial manufacturing and contractors are in the area, near restaurants and offices as well. Based on the 2003 Prince George's County Traffic Count Report, Dower House Road has a daily traffic count of 8,973. For more information call 301-952-9700.



Industrial Property in Brandywine, MD

Land & Commercial, Inc. has a 195 acre industrial property available in Brandywine, Maryland for light industrial. Property site is level and has a variety of lot locations and sizes, with utilities available on site. Located in a high traffic area, there are plans to have a major interchange. The preliminary plans have already been approved & the plat is ready to be recorded. For more information call 301-952-9700.

Our inventory is always changing.
For information on all of our properties,
visit us at
www.LandCommercial.com



Residential Land Wanted

Special points of interest:

- **We have many different types of land now available... What do you need?**
- **We have Suitable Sites available for Senior Housing throughout Prince George's County**
- **Purchasers are looking for land in your area.**
- **Land prices are on the rise**
- **Call us today for an opinion on the value of your land.**

Do you have farmland, or large acreage tracts of land that you have been waiting for just the right opportunity to sell and create a future for you and your family? We can help you find the right purchaser for your property.

Land & Commercial, Inc. has acquired 30+ years knowledge about land. Leo Brusco, SIOR, Broker and President of Land & Commercial has been selling and processing land through the various stages for development for many years in Prince George's, Charles, St. Mary's and Calvert Counties. His expertise and vast knowledge has made what Land & Commercial, Inc. stands for today.

Residential Land is needed for many different uses, including **residential, churches, senior housing facilities**, and many other uses in all of southern Maryland. Now is the time to take advantage of the current trends in land prices. If your land will not perk for a septic system, we still can sell it.

Call 301-952-9700 today and talk with your real estate specialist in LAND.

Looking for Church or School Sites? Land for Single Family Home...

Contact Faye Brusco at Land & Commercial, Inc. Faye is working mainly with clients who are looking for church or school sites and land for building single-family homes. Faye is a vestry member at St. Paul's Episcopal Church where she and Leo attend. Both she and Leo are very active in community affairs and are members of many organizations. She travels with her husband to the SIOR conventions twice a year. You can find her at the county service's building, public libraries, state archives buildings and any other place where historic information is available. She attends various functions representing Land & Commercial, Inc. You may reach Faye at 301-952-9700.

Subdivisions Currently Being Marketed

Land & Commercial, Inc. is currently marketing two high-end subdivisions in Prince George's County.

- Located in Brandywine Maryland, Rison Preserve has 16 available lots up to 4 acres with water & sewer
- Located in Fort Washington Maryland, Old Friendly Hills has six (6) available lots. They have all utilities including gas on Residential Estate (R-E) one-acre sites.

Our inventory is always changing, for more information contact us at 301-952-9700.

Special Announcements



Land & Commercial, Inc. would like to thank the following staff members for their outstanding work and commitment.

Carrie Shearer joined Land & Commercial, Inc. in 1987 as Administrative Assistant. She is the point of contact on all existing subdivision land development, information technology, and varied other duties.

Cheryl Moore joined Land & Commercial, Inc. in 1992, as Administrative Assistant. She processes all contract and settlement cases, and varied other duties.

Anita Cook recently joined the Land & Commercial, Inc. staff as Administrative Assistant. Anita, who recently served as Administrative Assistant/Transaction Coordinator at a Century 21 Branch, brings with her a wide berth of knowledge in the real estate and administrative field.

**Please acknowledge your receipt of this Commercial Digest,
we look forward to your comments and needs.**

Email is encouraged

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