

# FOR SALE

5540 KETCH RD, PRINCE FREDERICK, MD 20678



**Industrial Manufacturing Warehouse**

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# HIGHLIGHTS

- 82,016 SF Industrial Property
- Existing office buildout with a conditioned warehouse
- Wide column spacing and 24'+ ceilings
- 9 loading docks with levelers
- 5 drive-in garage doors
- Office Space with conference rooms and managerial offices
- Divisible office & warehouse
- Connected to public utilities
- Fully Sprinklered



# OFFERING



# FOR SALE

## INDUSTRIAL PROPERTY

Building Size	82,016 SF
Price	\$12,500,000
Zoning	I-1 Zoning
Lot Size	4.5 Acres



INVESTMENT SUMMARY – DIRECTMAIL.COM SALE LEASEBACK

OFFERING STRUCTURE:

Sale Leaseback:	3 year lease with three, 1 year renewal options No early termination Option Rent can be paid annually
Lease Type:	Absolute Net Lease Tenant to pay all property taxes Landlords Insurance All Operating Costs
Lease Commencement:	At Settlement
Tenant:	DM Group Inc.

FINANCIALS

Asking Cap Rate:	8.00%
Annual Rent:	\$1,000,000 (= \$83,333.33/month)
Rent Increases:	3% / Year
Lease Term:	3 years, absolute net, no landlord responsibilities

HIGHLIGHTS

- 55+ Years in Business
- Immediate income stream secured by Direct Mail through a sale-leaseback
- Predictable 3-year term with fully net obligations
- Attractive 8% cap rate for investors seeking stable, short-term yield



### ABOUT THE TENANT – DIRECTMAIL.COM

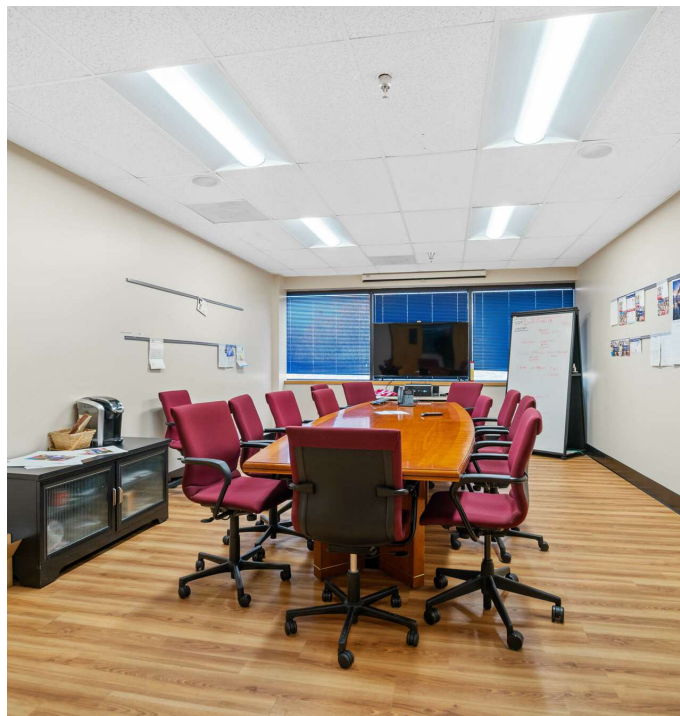
**DirectMail.com** is a privately held, full-service provider of multi-channel marketing communications headquartered in Prince Frederick, Maryland. Established in 1970, the company has grown into a national leader in direct marketing solutions, reporting annual revenues above \$22 million.

The company operates out of an 82,000 SF production facility capable of producing over 3 million mail pieces per day, supported by a team of more than 250 direct marketing professionals. Their proprietary data platforms, GeoInsight™ and DirectChoice™, allow clients to precisely target and segment audiences, while their in-house production ensures seamless delivery across print, mail, and digital channels.

DirectMail.com serves a broad range of industries—including healthcare, education, insurance, nonprofit, retail, and political/advocacy groups—and has supported high-profile clients such as Amazon, Best Buy, Comcast, and Prudential. With a reputation built on innovation, scale, and measurable results, DirectMail.com is a well-established and reliable tenant with deep roots in the region and a strong record of performance.



## ADDITIONAL PHOTOS



# CAPITAL IMPROVEMENTS

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## TECHNOLOGY AND INFRASTRUCTURE

- 3-Phase
- Service 1- 3 Phase 120/208- 800Amp
- Service 2- 3 Phase 277/480- 1600 Amp
- CAT 5/6 Infrastructure
- Security System
- Fire Safety System Upgrades - New Sprinkler Heads 2017
- IT Room- Fully Conditioned With Redundant Back-Up

## INTERIOR IMPROVEMENTS

- New office HVAC units- 2021
- New Warehouse HVAC (6 units) -2020
- Warehouse is fully conditioned except loading area (heat only)

## ENERGY EFFICIENCY

- LED lighting (Office & Warehouse)- 2018-2019

## SPACE OPTIMIZATION AND UPGRADES

- Flexible/modular office spaces
- Collaborative areas and conference rooms
- Hardwood floor replacement in conference room and reception
- New carpet in the office section

## ADDITIONAL CAPITAL IMPROVEMENTS

- Heavy duty mezzanine in the warehouse section with additional HVAC below
- Additional cafeteria on the second floor with water hookups

## PARKING LOT AND EXTERIOR IMPROVEMENTS

- Resurfaced rear parking lot - 2021
- Restriped front parking lot -2021
- Updated LED Parking lot lighting -2018
- Annual Power Washing

## ROOF REPAIRS OR REPLACEMENT

- No repairs required
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Population	18,107	76,965	156,821
Households	6,480	26,629	54,988
Average Household Size	2.8	2.9	2.9
Average Age	41	41	41
Average Household Income	\$145,533	\$167,703	\$162,603







## CONTACT

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