

# FOR SALE

5540 KETCH RD, PRINCE FREDERICK, MD 20678



Industrial Manufacturing  
Warehouse

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# HIGHLIGHTS

- 82,016 SF Industrial Property
- 10,500 SF +/- Office space (Stacked 1st and 2nd floor)
- Fully conditioned warehouse (except loading area)
- 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	\$9,500,000
Zoning	I-1 Zoning
Lot Size	4.5 Acres



## INVESTMENT SUMMARY – DIRECTMAIL.COM SALE LEASEBACK

### OFFERING STRUCTURE:

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<b>Sale Leaseback:</b>	Single-tenant sale-leaseback with negotiable lease term No early termination option Rent payable annually
<b>Lease Type:</b>	Absolute Net Lease <ul style="list-style-type: none"><li>• Tenant responsible for all property taxes</li><li>• Insurance</li><li>• All operating costs</li></ul>
<b>Lease Commencement:</b>	At Settlement
<b>Tenant:</b>	DM Group Inc.

### OCCUPANCY OPPORTUNITY

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<b>Transitional Use Opportunity:</b>	Seller seeking a buyer who will utilize the warehouse while allowing time for operational wind-down.
<b>Flexible Closing Timeline:</b>	Seller requires short-term occupancy post-closing to complete business transition.
<b>Ideal Buyer Profile:</b>	Owner-user seeking warehouse space with near-term possession and cooperative transition structure.
<b>Potential Structure:</b>	Negotiable occupancy agreement during transition period.

### HIGHLIGHTS

55+ years in business  
Owner-user opportunity  
Flexible transition structure  
Immediate pathway to occupancy  
Strong warehouse functionality and usability

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### 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<sup>TM</sup> and DirectChoice<sup>TM</sup>, 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

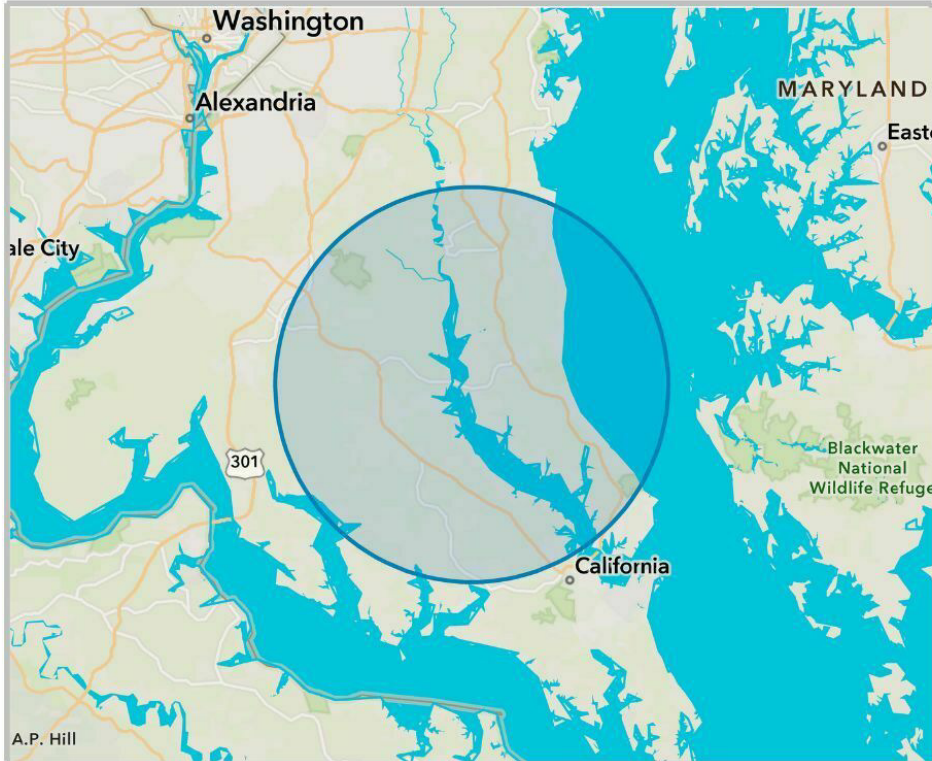
- Resurfaced rear parking lot - 2021
- Restriped front parking lot -2021
- Updated LED Parking lot lighting -2018
- Annual Power Washing

## ROOF REPAIRS OR REPLACEMENT

- No repairs required
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# DEMOGRAPHICS

15 Miles



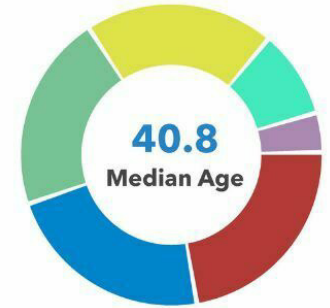
**156,518**  
Total Population  
(Current year)

**0.35%**  
Population Growth  
(Projected 5-yr)

**\$122,929**  
Household Income  
(Median)

## Generational Predominance

- Millennial (Ages 24 - 41)
- GenZ (Ages 6 - 23)
- Gen X (Ages 42 - 57)
- Baby Boomer (Ages 58 - 76)
- Gen Alpha (Ages <6)
- Silent / Greatest Gen (77+)

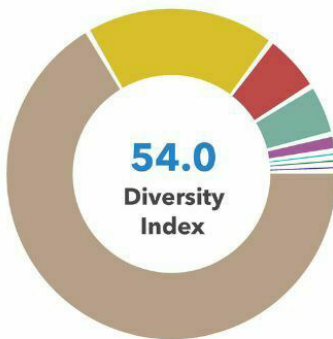


**\$473,723**  
Home Value  
(Median)

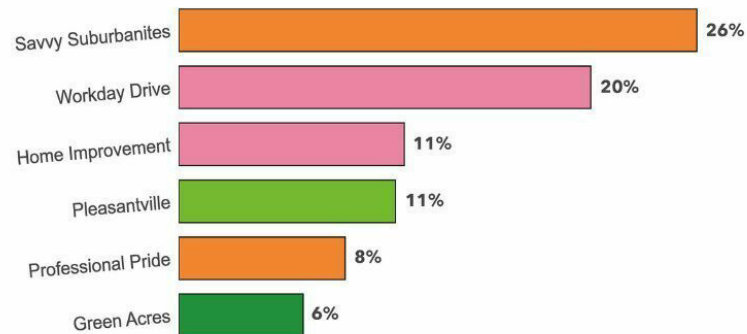
**\$96,715**  
Disposable Income  
(Median)

## Race and Ethnicity

- White Pop
- Black/ African American
- Multiple Races
- Hispanic
- Asian Pop
- Other Race
- American Indian
- Pacific Islander



## Top Lifestyle Segments



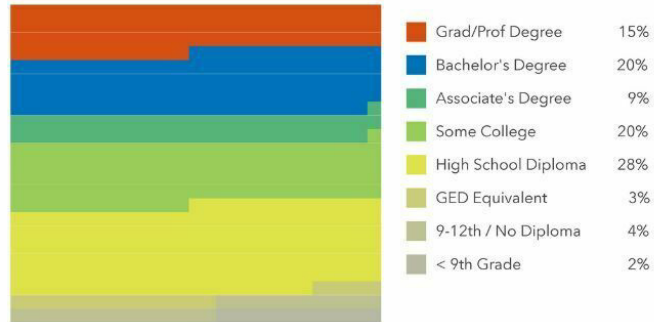
**55,111**  
Households  
(Total)

**2.8**  
Household Size  
(Average)

# DEMOGRAPHICS CONT.

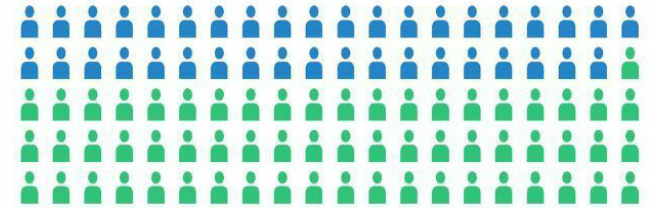


## Educational Attainment

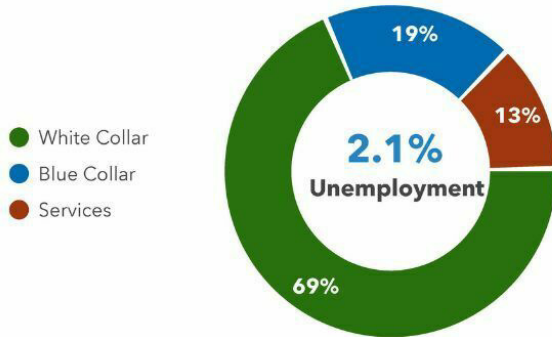


  
**40,609**  
 Residents  
 Who Commute  
 30+ Minutes

## Daytime Population



## Employment Type (Residents)

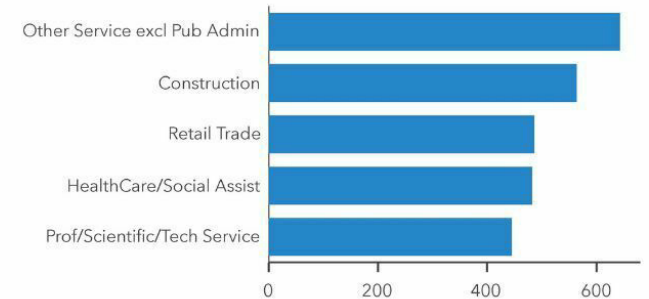


**253**  
 Schools

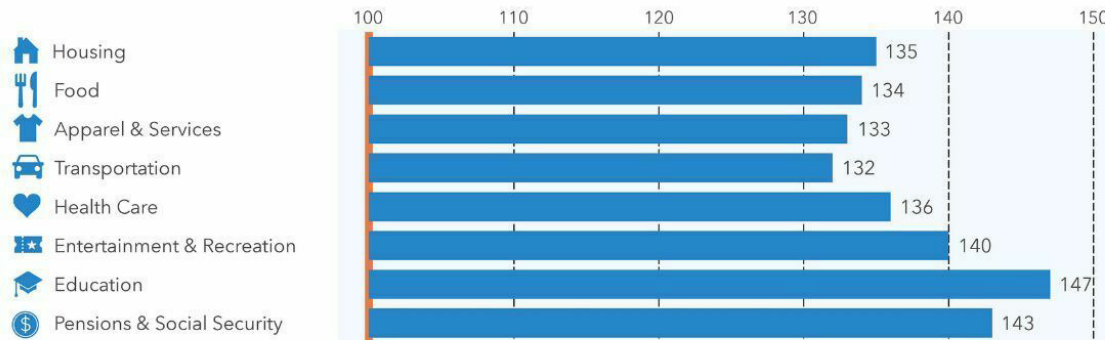


**4,414**  
 Businesses

## Top 5 Business Types



## Household Expenditures



**58,408**  
 Housing  
 Units



**1989**  
 Year Structure Built  
 (Median)

This index compares the average household expenditures for this market compared to the US. The US average is 100. An index of 120 is 20 percent higher than the US average and an index of 80 is 20 percent lower.



# CONTACT

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