



306 E Poplar Street, Fort Gibson, OK 74434

**Retail
Investment Opportunity**
Offering Memorandum

Established Discount Retailer | Stable Rural Population Base | Limited Essential-Based Retail Competition



Representative Photo



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Exclusively Listed By



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Property Overview



\$1,661,471

List Price

±7.5 Years

Lease Term Remaining

NN+

Lease Type

±10,500 SF

GLA

±2.17 AC

Lot Size

2024

Year Built

Investment Highlights

Lease & Location Highlights

- Extremely attractive 8.50% return for a stabilized deal
- New 2024 build-to-suit construction for Family Dollar
- ±7.5 Years remaining on the base term of an original 10-Year lease
- Corporate guarantee from Family Dollar
- Average household income exceeds \$95,055 annually within a 5 mile radius
- 50,361 residents within a 10-mile radius
- Fort Gibson is located 10-miles East of Muskogee

Tenant Highlights

- In 2025, Family Dollar was acquired by private equity investors (Brigade Capital Management, Macellum Capital Management, and partners) in a ~\$1.0B transaction to reposition the brand as a standalone retailer, separate from Dollar Tree. The new ownership is focused on operational turnaround, brand reinvestment, and portfolio optimization.
- Now operating independently, Family Dollar benefits from fresh capital and experienced retail leadership, supporting store upgrades and improved execution. Its value-oriented model and strong community presence position it as a resilient tenant with long-term growth potential.
- With 8,000+ U.S. locations, Family Dollar offers broad access to essential grocery and household goods. Its neighborhood-focused footprint supports convenient, quick-trip shopping for budget-conscious consumers.

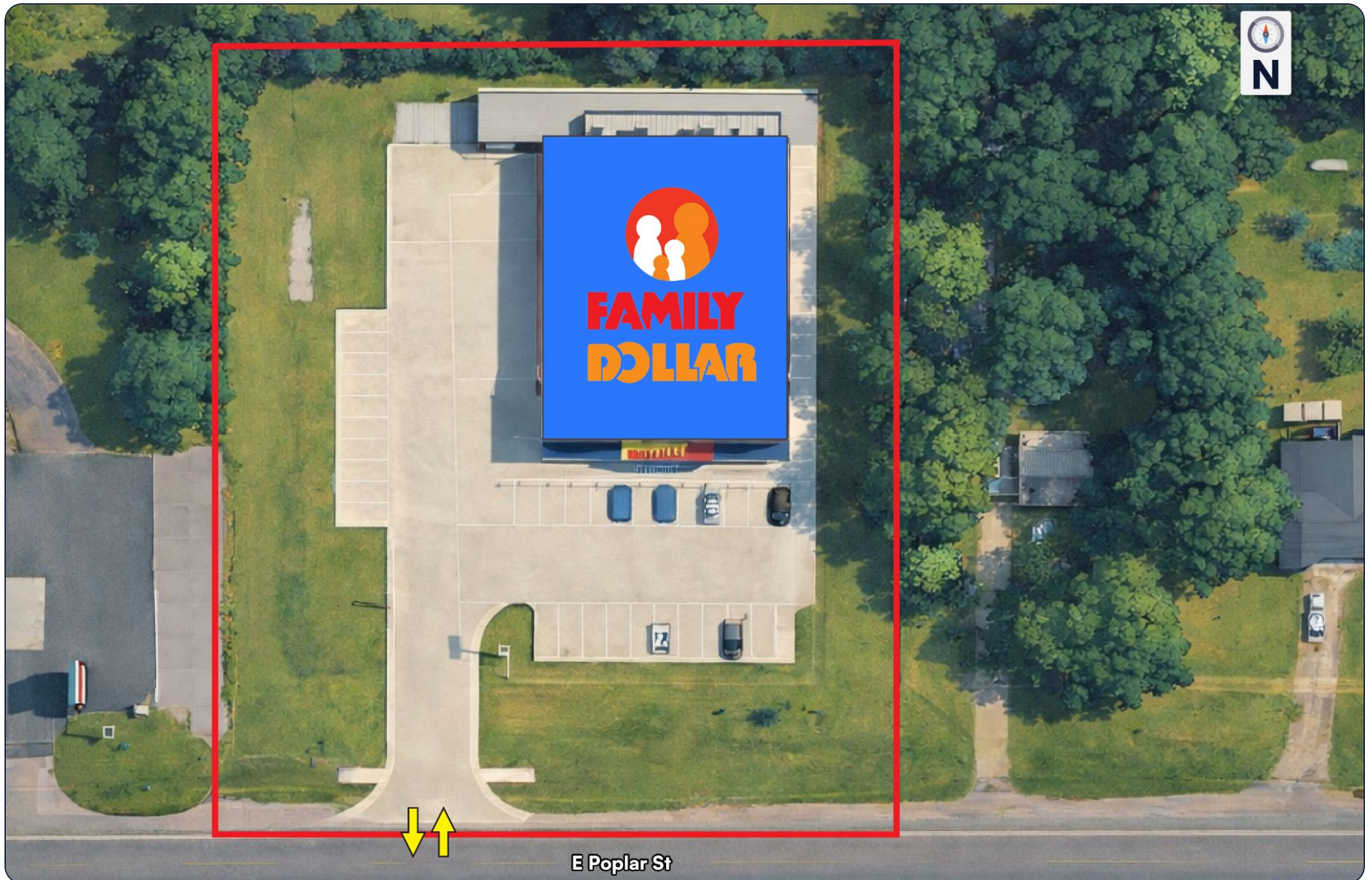
Aerial Map



Aerial Map



Site Plan



Financial Overview

306 E Poplar Street Fort Gibson, OK 74434



Representative Photo

Financial Summary

\$1,661,471

List Price

8.50%

Cap Rate

2024

Year Built

±19,500 VPD

I-10

±2.17 AC

Lot Size



Property Details

Tenant Trade Name	Family Dollar
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN+
Landlord Responsibilities	Roof & Structure
Original Lease Term	10 Years
Rent Commencement Date	3/7/2024
Lease Expiration Date	3/31/2034
Term Remaining on Lease	±7.5 Years
Increase	\$5,250 in Options (\$0.50/PSF)
Options	Four, 5-Year Options

Annualized Operating Data

	Monthly Rent	Annual Rent	Cap Rate
Year 1-10 (Current)	\$11,768.75	\$141,225.00	8.50%
Option 1	\$12,206.25	\$146,475.00	8.81%
Option 2	\$12,643.75	\$151,725.00	9.13%
Option 3	\$13,081.25	\$156,975.00	9.45%
Option 4	\$13,518.75	\$162,225.00	9.76%

Tenant Overview

Year Founded
1959

Headquarters
Chesapeake, VA

Lease Guarantor
Corporate

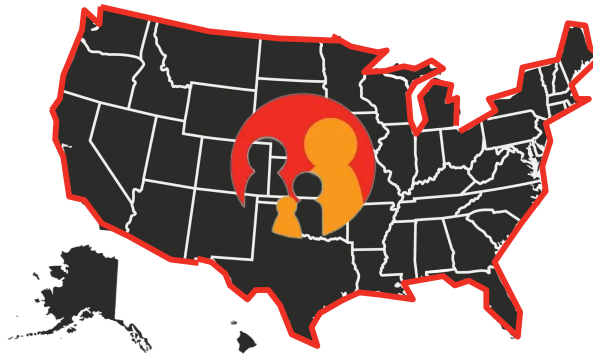
Employees
±100,000

Locations
8,000+

Annual Revenue
\$31 Billion



8,000+ Stores Across 48 States



Tenant Overview

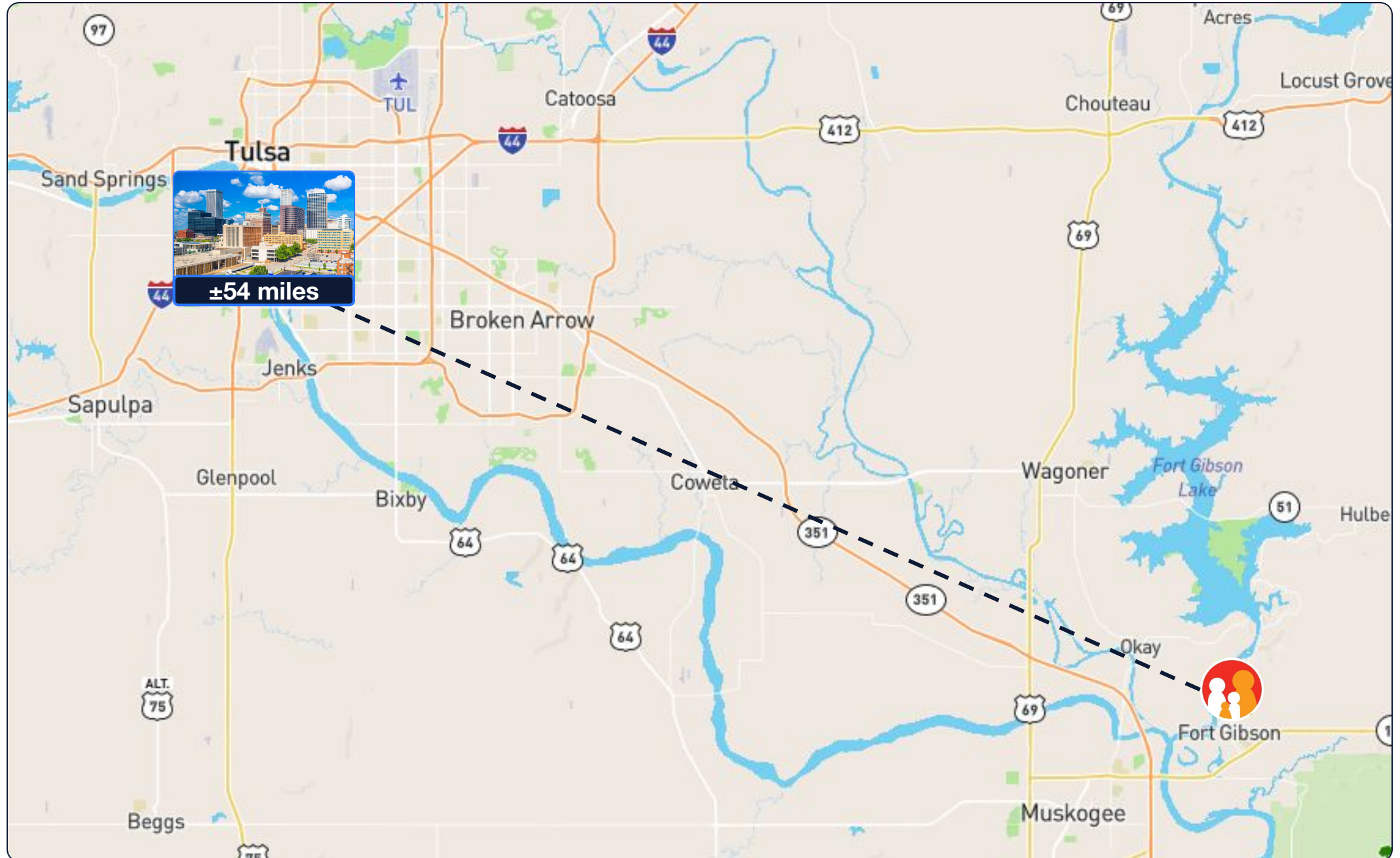
Family Dollar Stores, Inc. is a nationally recognized discount retailer serving value-oriented consumers through a broad assortment of consumables, household goods, and essential merchandise at accessible price points. With a long-standing presence in neighborhood-centric locations, the brand has built strong recognition as a convenient, quick-trip destination for budget-conscious shoppers.

Why Invest in Family Dollar?

- **Private Equity Sponsorship with Turnaround Upside** - Family Dollar is now backed by Brigade Capital Management, Macellum Capital Management, and institutional partners, providing fresh capital and experienced retail-focused leadership. This ownership structure is actively pursuing operational improvements and portfolio optimization, creating meaningful upside potential through a disciplined turnaround strategy.
- **Scaled National Footprint with Infill Market Penetration** - With approximately 8,000+ locations across 48 states, Family Dollar benefits from a dense, neighborhood-oriented footprint in underserved urban and rural markets. This scale provides strong last-mile accessibility and consistent foot traffic, supporting stable store-level performance and long-term real estate relevance.
- **Necessity-Based Retail Model Driving Resilient Demand** - The company's focus on consumables, household essentials, and low-price-point merchandise positions it as a non-discretionary retailer. This model historically performs well across economic cycles, benefiting from increased demand during periods of inflation and consumer trade-down.
- **Operational Repositioning and Store Investment Initiatives** - Under new ownership, Family Dollar is executing a comprehensive strategy focused on store upgrades, merchandising refinement, and closure of underperforming locations. These initiatives are expected to enhance store productivity, improve margins, and strengthen the overall brand positioning in the competitive discount retail sector.

Market Overview

306 E Poplar Street Fort Gibson, OK 74434



Fort Gibson, OK

Market Demographics

50,981

10-Mile Population

\$91,955

Average HH Income (5-Mile Radius)

Limited Retail Competition

Serving as a Primary Destination for Everyday Needs

Regional Connectivity via US-62

Linking Residents to Tulsa's Expansive Job Base



Local Market Overview

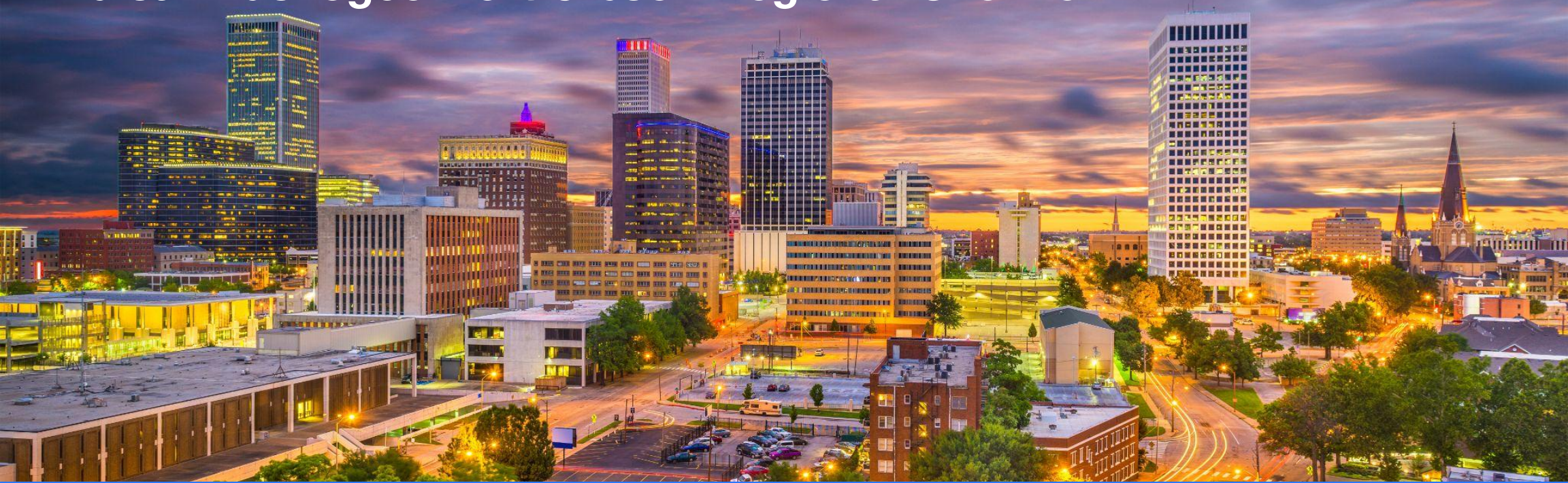
Fort Gibson, Oklahoma is positioned within the *Muskogee Micropolitan Statistical Area*, with convenient access to the *Tulsa Metropolitan Statistical Area approximately 54 miles to the northwest*. This location allows the community to benefit *from regional connectivity and employment access while maintaining the advantages of a smaller*, more cost-efficient setting. Muskogee serves as the primary hub for day-to-day employment, services, and commerce, supporting the local population and reinforcing stable demand patterns.

The area's demographic profile reflects a *mix of workforce households, retirees, and families*, contributing to consistent occupancy across residential and commercial asset types. Fort Gibson Lake and surrounding recreational amenities enhance quality of life and support both resident retention and visitor activity. Connectivity via U.S. Highway 62 provides efficient access to surrounding communities and regional job centers, positioning Fort Gibson as a *stable, accessible market with limited supply and dependable long-term fundamentals*.

Property Demographics

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	5,463	10,646	50,361
Households	3-Mile	5-Mile	10-Mile
Current Year Estimate	2,017	4,133	19,852
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$96,780	\$95,055	\$77,447

Tulsa–Muskogee–Fort Gibson Regional Overview



Northeast Oklahoma Regional Overview

Tulsa, Muskogee, and Fort Gibson form a **connected regional network across northeast Oklahoma**, combining metropolitan scale with localized economic stability. **Tulsa functions as the primary economic center**, supported by a diverse mix of industries including energy, aerospace, and financial services, while Muskogee operates as a key secondary hub with strengths in healthcare, manufacturing, and logistics. Fort Gibson fits within this framework as a smaller community that **benefits from access to both employment centers while maintaining a more accessible cost structure**.

Regional connectivity is reinforced by **established transportation corridors**, including U.S. Highway 62 and Interstate 44, which link population centers, employment nodes, and distribution networks. This alignment supports efficient commuting patterns and facilitates the movement of goods across the region. The broader area sustains steady demand fundamentals through a combination of institutional employment, industrial activity, and regional service providers, creating a **dependable environment for long-term real estate investment across multiple asset classes**.

Regional Economic & Commercial Corridor

Economic activity across the Tulsa–Muskogee–Fort Gibson corridor is concentrated along key transportation routes, including U.S. Highway 62 and Interstate 44, which facilitate efficient movement of goods and labor throughout the region. Tulsa anchors the corridor with a diverse employment base spanning energy, aerospace engineering, finance, and corporate headquarters operations. Muskogee complements this with strong logistics infrastructure, industrial employers, and healthcare institutions, while Fort Gibson provides accessible housing options and local retail support.

This regional alignment supports daily commuter flows between residential communities and employment centers, reinforcing consistent demand across commercial and residential asset types. **The presence of Tulsa International Airport, the Port of Muskogee, and established rail and highway systems enhances regional accessibility and economic competitiveness**. Continued investment in infrastructure, workforce development, and industrial expansion further strengthens long-term growth prospects, while smaller communities like **Fort Gibson benefit from limited new supply and stable occupancy fundamentals driven by their connection to larger economic centers**.

Tulsa, OK | MSA

#1 Best Place to Live in Oklahoma

(U.S. News & World Report)

**#16 Best Places to Live
in the U.S.**

(U.S. News & World Report)

Local Market Overview

Tulsa, Oklahoma is a dynamic midsize city in northeastern Oklahoma with a 2025 population estimated at just over 410,722 residents, and more than one million across the metropolitan area. Known for its affordability, cultural richness, and diverse economic base, Tulsa attracts families, professionals, and retirees seeking both opportunity and quality of life. The city's median household income is around \$58,407, and while property values remain modest compared to national averages, a homeownership rate above 65% highlights residential stability and long-term appeal.

Tulsa's economy benefits from a wide range of industries, including healthcare, aerospace, energy, manufacturing, and logistics, supported by strong higher education institutions and a central location that makes it a regional hub. Many residents work in the city's major employment centers, while others take advantage of short commutes across the metro. Residential and commercial development continues steadily, with downtown revitalization, suburban growth, and new industrial projects helping to meet demand.

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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