



500 Austin Ave,  
Henderson, TX 75652

Offering Memorandum



**MATTHEWS**™

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*Brett Davis and Alexander Harrold, in conjunction with Matthews™, a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code.*





Newly Developed ±40K SF Bldg.  
for Tenant Expansion  
(Completed in 2025)

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# Executive Summary

- **STRONG CORPORATE GUARANTEE (FORTUNE 300 COMPANY)** — Builders FirstSource (NYSE: BLDR) is the nation's largest supplier of structural building products with over 590 locations throughout 43 states. Publicly traded on the NYSE, BLDR is a Fortune 300 company with approximately \$17B in annual revenue.
- **NEW 2025 CONSTRUCTION / TENANT-DRIVEN EXPANSION** — In 2025, a brand-new 40,000 SF warehouse was constructed on the property specifically to accommodate Builders FirstSource's operational expansion. The property now features two (2) highly functional industrial buildings totaling 105,000 SF on 9.49 acres, 100% leased to Builders FirstSource.
- **UPCOMING 20% RENT INCREASE / VERY ATTRACTIVE BASIS (\$46 PSF)** — The Industrial NNN lease offers true passive ownership and includes a favorable Cumulative CPI Percent Increase in the 2029 option period (up to a 20% Increase). Investors have a rare opportunity to acquire a newly constructed mission-critical facility leased to a Fortune 300 tenant at just \$46 per SF.
- **STRATEGIC EAST TEXAS LOCATION / INCOME TAX FREE STATE** — Located in the heart of East Texas, Henderson benefits from five major highways converging to form "The Star" (Texas 64, US 259, Texas 43, US 79 N & S), creating exceptional logistical connectivity for industrial operations. Texas further benefits from being an Income Tax Free State.



# Financial Overview

 **Price**  
**\$4,905,000**

 **Cap Rate**  
**8.00%**

 **Price/SF**  
**\$46.71**

## PRICING SUMMARY

Price	\$4,905,000
Cap Rate	8.00%
Price/SF	\$46.71
Price/SF Land	\$11.87

## PROPERTY SUMMARY

Tenant	Builders FirstSource (NYSE:BLDR)
Address	500 Austin Ave, Henderson, TX 75652
Property Type	Industrial
Total Building Square Feet (±)	105,000 SF
Acres (±)	9.49 AC
Lot Square Feet (±)	413,210 SF
Building/Lot Coverage	25.41%
Year Built/Renovated	1990/2015/2025

## LEASE SUMMARY

Lease Commencement	4/1/2024
Lease Expiration	3/31/2029
Lease Term Remaining (±)	3 Years
Options	(1) 5-Year Option @ Cumulative CPI % Increase
Monthly Rent	\$32,700
Annual Rent	\$392,400
Rent/SF	\$3.74
Rent/SF Land	\$0.95
Rental Increases	Cumulative CPI % Increase in Option (up to 20%)
ROFO	Yes
Lease Type	Industrial NNN
Tenant Responsibilities	Taxes, Utilities, Casualty & General Liability Insurance, Repairs & Maintenance of Major Bldg. Systems, Reimbursement to Landlord for Major Building System Replacements (Amortized), Etc.
Landlord Responsibilities	Roof, Structure, & Upfront Cost of Major Bldg. System Replacements (Reimbursed by Tenant via Amortization)

\*See Page 6 for how CPI Percent Increase is Determined in Option.

# Financial Overview

## ANNUALIZED OPERATING DATA

Year	Annual Rent	Monthly Rent	Rent/SF	Rent/SF Land	Cap Rate	*% Rent Increase
4/1/2024 - 3/31/2029	\$392,400	\$32,700	\$3.74	\$0.95	8.00%	-
<b>(1) 5-Year Option @ Past 5-Year Cumulative CPI Percent Increase (up to a 20% Increase)*</b>						
4/1/2029 - 3/31/2034	\$470,880	\$39,240	\$4.48	\$1.14	9.60%	20%

\*The Option Annual Rent Reflected in the Table Above Assumes the Full 20% Rent Increase. (See below for how Annual Base Rent is calculated in Option Period)

**\*\*Base Rent Calculation in Options:** Annual Base Rent during the Extension Periods will be adjusted to an amount equal to the sum of (i) the annual Base Rent payable during the Initial Term plus (ii) the product obtained by multiplying such annual Base Rent by the % increase, if any, in the Consumer Price Index (CPI-U) from the Index's most recently published prior to: (a) the Commencement Date, and (b) the expiration of Each Term. Nevertheless, the Base Rent payable during each Extension Period shall not be more than the following % of the Initial Term Base Rent: **Option 1: 120%**.

## FINANCING

FOR FINANCING OPTIONS REACH OUT TO:

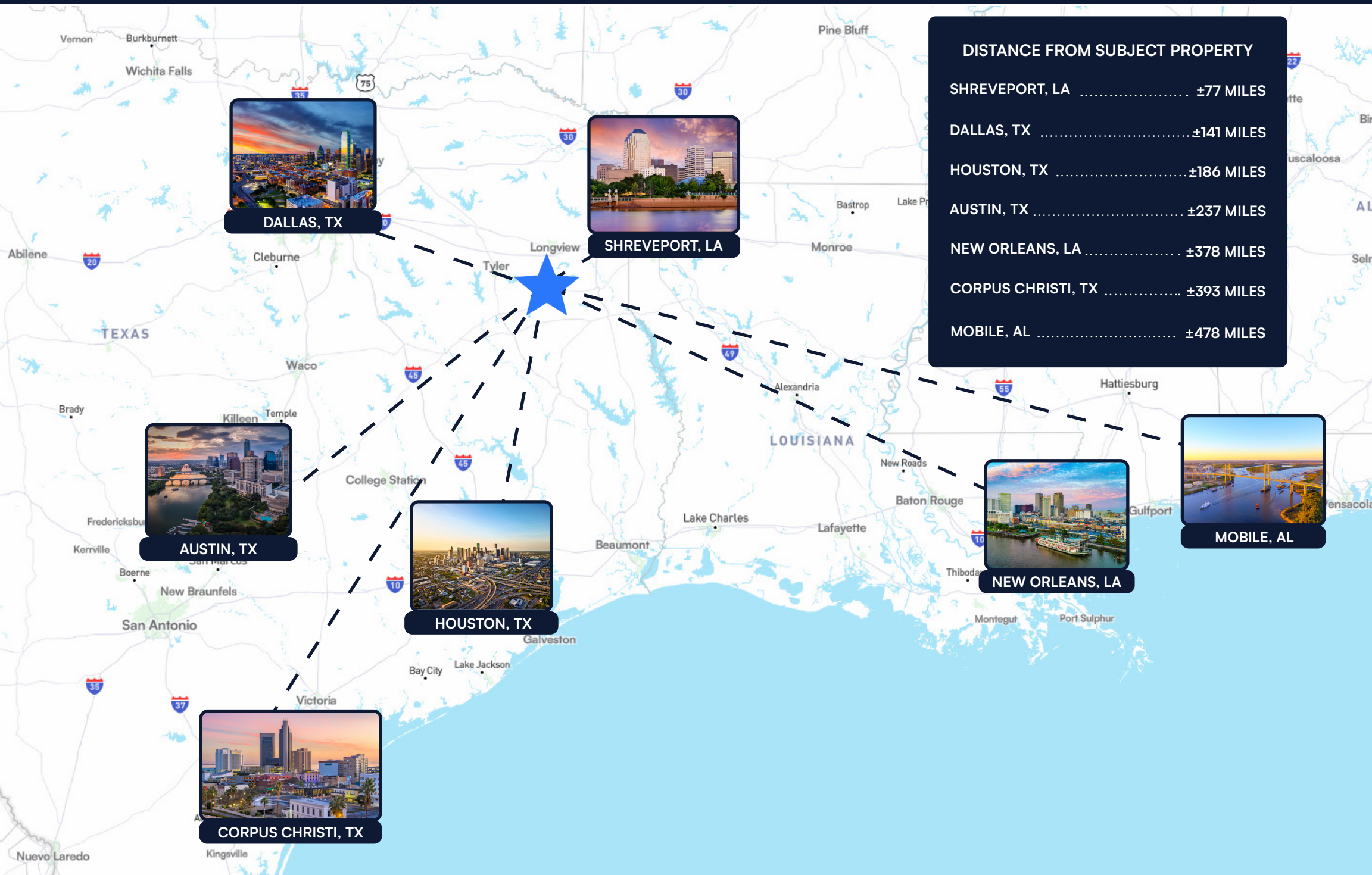
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# Distance Map



# Tenant Overview



TENANT

**BUILDERS FIRSTSOURCE**

INDUSTRY

**BUILDING MATERIALS**

NUMBER OF LOCATIONS

**590+**

ANNUAL REVENUE

**\$16.40+ BILLION**

## **BUILDERS FIRSTSOURCE**

Builders FirstSource (BFS) is the nation's largest supplier of building materials, manufactured components, and value-added services to professional builders, remodelers, and contractors. Since its founding in 1998, the company has established a strong reputation for providing high-quality lumber, structural components, and construction solutions that support residential construction across the country. Builders FirstSource's success is built on its customer-centric approach, deep industry expertise, and expansive network of distribution centers and manufacturing facilities. Its ability to pair a broad product portfolio with advanced digital tools—such as its MyBFS platform and design technologies—has helped the company stay ahead of evolving market demands and improve the overall building experience for its customers.

In a strategic effort to strengthen its competitive position, Builders FirstSource has continued to invest heavily in innovation, supply chain efficiency, and strategic acquisitions that expand its footprint and capabilities. These moves support BFS's mission to streamline the construction process through integrated solutions, from engineered wood and prefabricated components to on-site services. By enhancing logistics, expanding value-added product offerings, and leveraging technology to drive efficiency, the company is positioning itself to better serve production builders and professional contractors. This ongoing commitment to operational excellence and market leadership allows Builders FirstSource to adapt to changing industry conditions and reinforces its role as a critical partner in the residential construction ecosystem.

# HENDERSON, TX



## Local Market Overview

The property located near the crossroads of U.S. Routes 79 and 259 in downtown Henderson, TX offers access to a stable East Texas industrial market. With a population of approximately 13,300 residents in the city and about 52,613 in Rusk County, TX, the market is characterized by modest growth and affordability compared to larger metro areas. Household incomes near the property sit within the \$70,000s, while the county median is \$67,506, signaling ample workforce and cost advantages for industrial users.

From an industrial-user perspective, Henderson's transportation infrastructure and traditional manufacturing base support operations seeking less-competitive cost structure than major Texas hubs. The local economy continues to emphasize manufacturing, energy resources (notably lignite and oil) and light industry, reinforcing suitability for warehouse, distribution or light production uses. Lifestyle appeal includes the smaller-town atmosphere, short commute times (average under 20 minutes for city residents) and lower cost of living — appealing for workforce retention.

# Rusk County — Market Overview

**\$67,506**

Median HH Income

**\$194,751**

Average Home Value

**17,963**

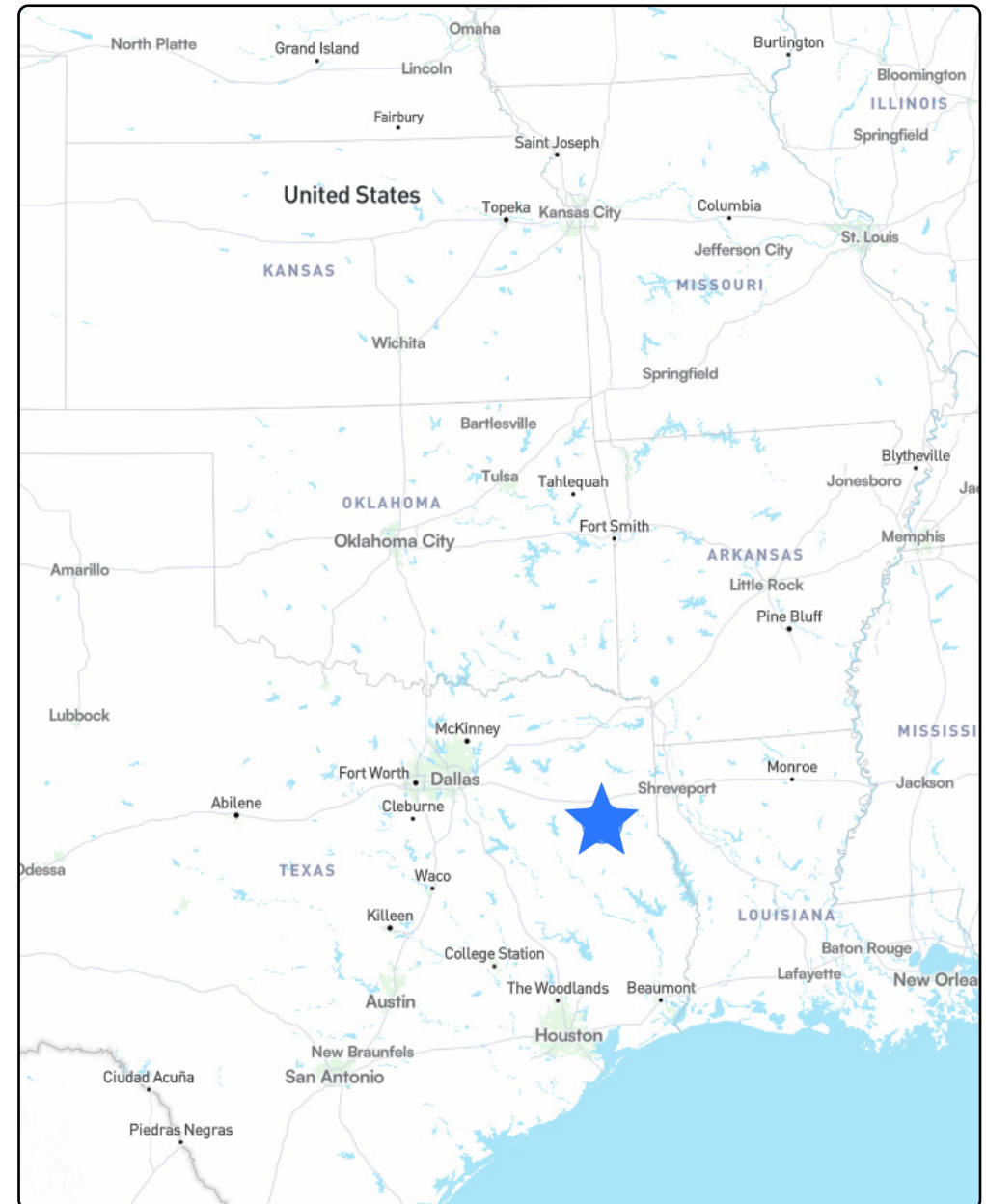
Number of Households

**52,613**

Population

## Property Demographics

<b>POPULATION</b>	<b>3-MILE</b>	<b>5-MILE</b>	<b>10-MILE</b>
2020 Population	13,946	18,745	27,833
2025 Population	14,700	19,470	28,384
2030 Population Projection	15,241	20,132	29,256
<b>HOUSEHOLDS</b>	<b>3-MILE</b>	<b>5-MILE</b>	<b>10-MILE</b>
2020 Households	4,210	5,732	8,813
2025 Households	4,408	5,889	8,867
2030 Household Projections	4,579	6,097	9,146
<b>INCOME</b>	<b>3-MILE</b>	<b>5-MILE</b>	<b>10-MILE</b>
Avg Household Income	\$74,438	\$74,388	\$73,687



# Economic Drivers

## Industrial diversification and manufacturing remain foundational to the local economy.

Strategic location at the junction of multiple highways and rail augment regional access.

### Economic Drivers

The region anchored by Henderson benefits from proximity to major transport corridors including U.S. Highways 79, 259, and Texas State Highways 42, 43, 64. Key industrial heritage—brick/ceramic manufacturing, lignite mining and energy production—have laid groundwork for light manufacturing and industrial services.

### Primary Industries

- Oil & gas production & services
- Lignite mining / energy generation
- Light manufacturing / brick & tile products
- Logistics / distribution (given highway access)

### Top Employers

- Boral-Henderson Clay Products (brick/tile manufacturing)
- Energy-sector operations (lignite, utility generation)
- Local industrial/manufacturing firms (various)
- Correctional / government operations (localized employment base)
- Logistics/transportation employers due to highway nexus

### Recent Developments

- Rail service via the Rusk County Rural Rail District and Blacklands Railroad (noted by local EDC)
- Business-attraction incentives managed by the Henderson Texas Economic Development Corporation aimed at manufacturing growth and rail-served sites.
- Highway and regional infrastructure: high connectivity via US and state highways.

**\$20B+**

Regional Gross Domestic Product

**±142 Miles**

Distance to Downtown Dallas



# | Confidentiality Agreement & Disclaimer

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **500 Austin Ave, Henderson, TX 75652** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
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.

Matthews™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™, the property, or the seller by such entity.

Owner and Matthews™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

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.

Net Lease Disclaimer: There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.



## Information About Brokerage Services

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

11-2-2015



**TYPES OF REAL ESTATE LICENSE HOLDERS:**

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

**A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):**

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

**A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:**

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

**TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:**

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Matthews Real Estate Investment Services, Inc.	9005919	transactions@matthews.com	866-889-0050
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Patrick Graham	528005	licensing@matthews.com	866-889-0050
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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date



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