FAMILY DOLLAR

5104 Ted Trout Dr, Lufkin, TX 75904

Retail
Investment Opportunity
Offering Memorandum

Actual Property Photo

MATTHEWS™

EXCLUSIVELY LISTED BY

Davis Johnson
Associate
(972) 636-5715
davis.johnson@matthews.com
License No. 814048 (TX)

Lee Cordova
Vice President
(214) 692-2191
lee.cordova@matthews.com
License No. 714883 (TX)

Patrick Graham
Broker of Record
Broker Lic. No.: 528005 (TX)
Firm Lic. No.: 9005919 (TX)

MATTHEWS™

Table of Contents

04 Property Overview

09 Financial Overview

12 Tenant Overview

13 Market Overview

PROPERTY OVERVIEW

Family Dollar
5104 Ted Trout Dr, Lufkin, TX 75904

INVESTMENT HIGHLIGHTS

Property Highlights

- **Strong Sales** totaling over $1.64 million in 2025, reflecting a 5.48% rent to sales ratio
- **2020 Build-to-Suit Construction** providing a modern facility specifically developed for Family Dollar's operational requirements
- **Top 80% National Store Performance** with this location ranked within the top 80% of Family Dollar stores nationwide.
- **Limited Landlord Obligations** with ownership responsibilities restricted to only roof and structure
- **Demographics** include 49,165 residents within a five-mile radius of the site
- **Strong Traffic Exposure** with ±**14,546 vehicles per day** along Texas State Highway 94.
- **Proximity to Regional Healthcare Anchor** located approximately 4.0 miles from Saint Luke's Memorial Hospital
- **Near Established Retail Demand Drivers** situated approximately 5.0 miles from Lufkin Mall, which averages 192,254 monthly visits


Hudson High School
±787 Students
Hudson ISD
SUBWAY
BROOKSHIRE BROTHERS EXPRESS
BROOKSHIRE BROTHERS EXPRESS
SOUTHERN PINES
RV CAMPGROUND
U-HAUL
HUDSON
STORAGE
Hello Harvest
Hudson Farmers Market
W
Ted Trout Dr ± 10,000 VPD
94
FAMILY DOLLAR
Subject Property
Lufkin
±5 Miles Away


W
Ted Trout Dr ± 10,000 VPD
94

Family Dollar
Lufkin, TX 75904

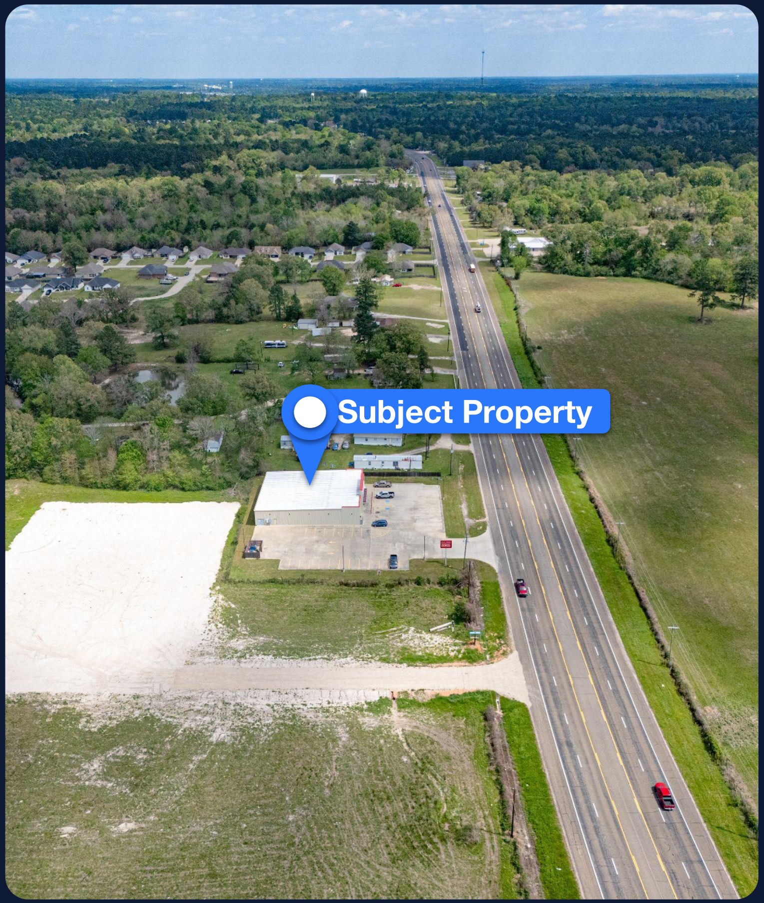
±8,925 SF
GLA

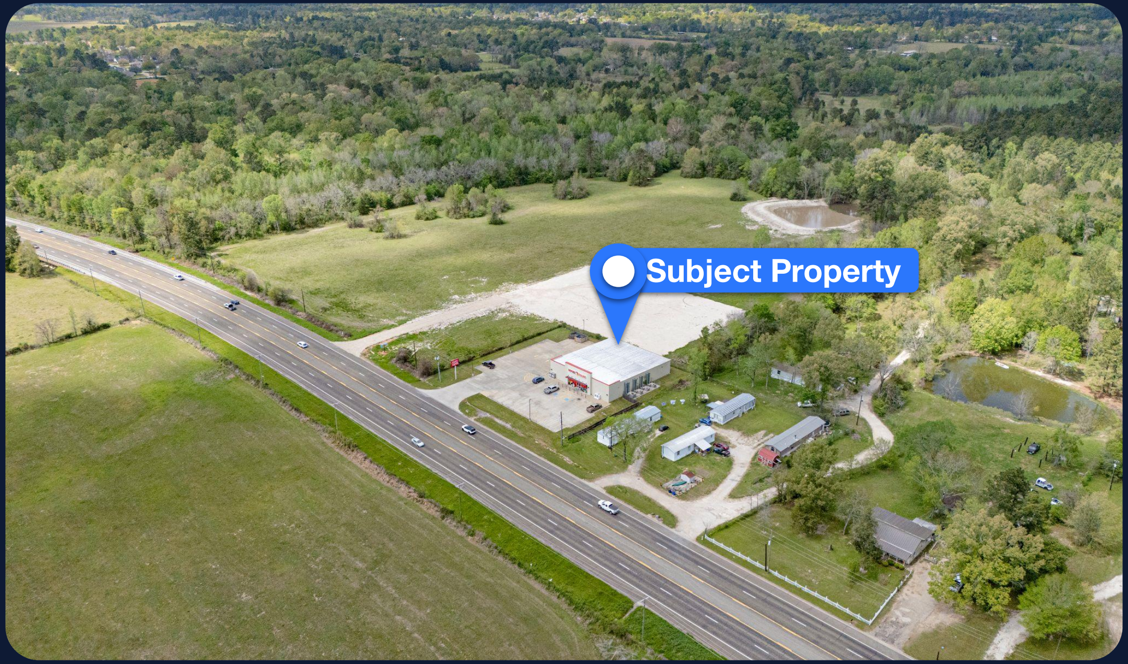
2020
Year Built

NN+
Lease Type

$117.64
Price Per SF

PROPERTY PHOTOS





FINANCIAL OVERVIEW

Family Dollar
5104 Ted Trout Dr, Lufkin, TX 75904

FINANCIAL SUMMARY

$1,050,000	8.57%	$89,980	±8,925
List Price	Cap Rate	NOI	GLA

Lease Summary

Tenant Name	Family Dollar
Type of Ownership	Fee Simple
Lease Guarantor	Family Dollar Stores Inc.
Lease Type	Double Net (NN)
Roof and Structure	Landlord Responsible
Taxes	Tenant Responsible
Insurance	Tenant Responsible
Original Lease Term	10 Years
Lease Commencement Date	1/30/2020
Lease Expiration Date	3/31/2030
Term Remaining on Lease	±4 Years
Increases	5% at each Option
# of Options	Six, 5-Year Options

FINANCIAL SUMMARY

Annualized Operating Data

Option	Date	Monthly Rent	Annual Rent	Increase	Cap Rate
Years 1 - 10	**1/30/2020 - 3/31/2030**	**$7,498.34**	**$89,980.08**	**-**	**8.57%**
Option 1	4/01/2030 - 3/31/2035	$7,873.26	$94,479.08	5.00%	9.00%
Option 2	4/01/2035 - 3/31/2040	$8,266.92	$99,203.04	5.00%	9.44%
Option 3	4/01/2040 - 3/31/2045	$8,680.27	$104,163.19	5.00%	9.92%
Option 4	4/01/2045 - 3/31/2050	$9,114.28	$109,371.35	5.00%	10.41%
Option 5	4/01/2050 - 3/31/2055	$9,569.99	$114,839.92	5.00%	10.93%
Option 6	4/01/2055 - 3/31/2060	$10,048.49	$120,581.91	5.00%	11.48%

TENANT SUMMARY

Year Founded
1959

Headquarters
Matthews, NC

Ownership Status
Private

Employees
60,000+

Locations
8,000+

Annual Revenue
$31 Billion

Tenant Overview
Family Dollar, a subsidiary of Dollar Tree, Inc., is a leading operator of neighborhood discount stores offering everyday essentials, household goods, groceries, apparel, and seasonal products at affordable prices.

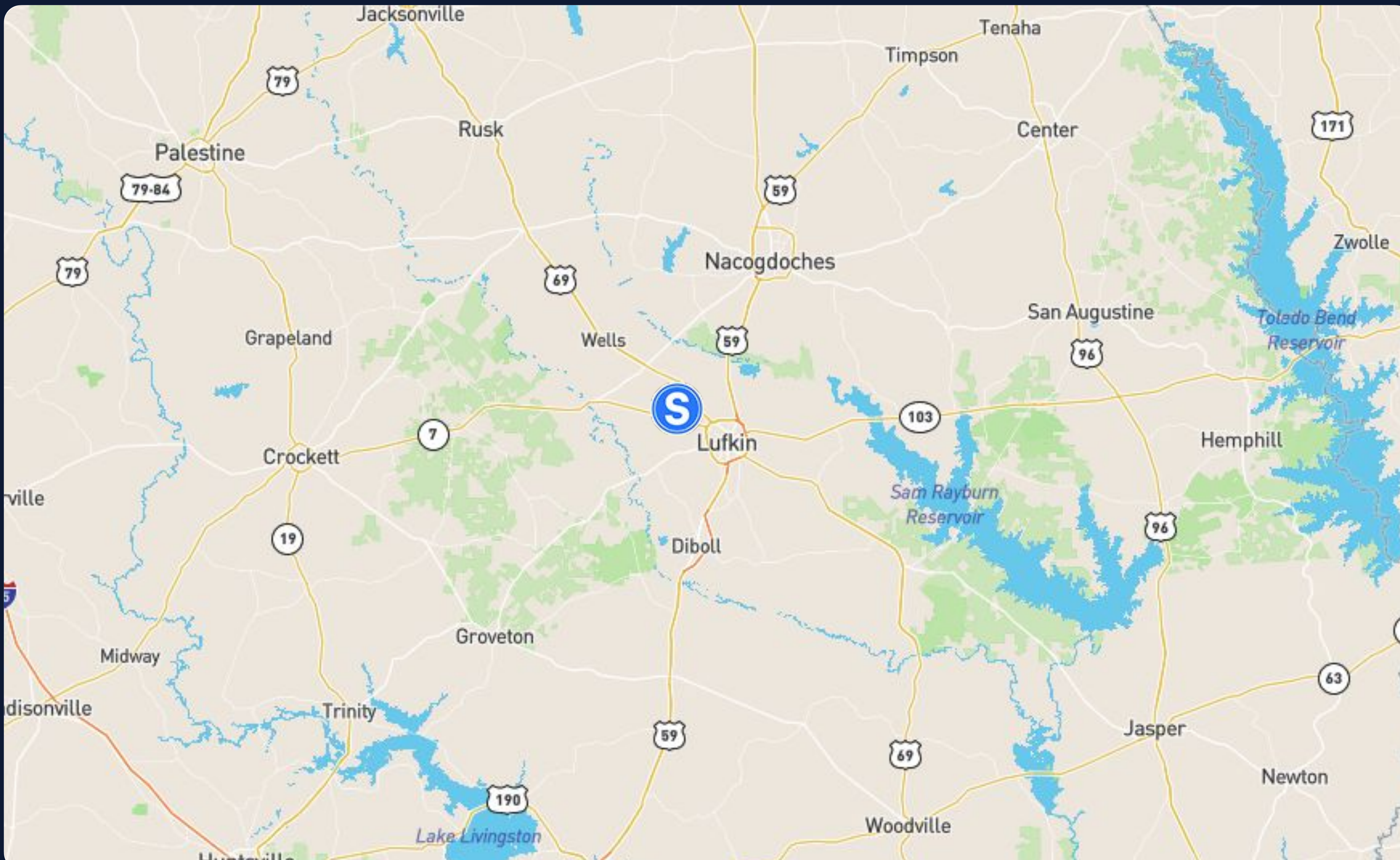
Headquartered in Matthews, North Carolina, Family Dollar operates more than 8,000+ stores across the United States, strategically located in urban and rural communities to provide convenient access to low-cost merchandise.

Why Invest in Family Dollar?

- **Financial Stability:** Part of Dollar Tree, Inc., a Fortune 200 company with combined annual revenue over $31 billion, delivering consistent growth and cash flow.
- **Extensive National Footprint:** One of the largest small-box discount retailers in the U.S., with strong presence in underserved markets where affordable shopping options are in high demand.
- **Credit Profile:** Backed by Dollar Tree's improving credit outlook and investment in operational efficiencies, with strong liquidity and stable financing capacity.
- **Growth Opportunities:** Active investment in store renovations, merchandise mix optimization, and distribution network improvements to drive long-term growth.
- **Market Position:** Recognized as a value-focused retail leader, Family Dollar provides essential products to cost-conscious consumers, reinforcing its position as a critical neighborhood shopping destination.

MARKET OVERVIEW

Family Dollar
5104 Ted Trout Dr, Lufkin, TX 75904



Lufkin, TX

Market Demographics

34,399
Total Population

$56,722
Median HH Income

12,654
# of Households

52%
Homeownership Rate

14,783
Employed Population

33.4
Median Age

$162,600
Median Property Value

Local Market Overview

Lufkin, TX, is a city in East Texas and the county seat of Angelina County. Located at the crossroads of U.S. Highways 59 and 69, it serves as a regional hub for business, healthcare, and education. The city has a strong industrial and commercial presence, with major employers in the forestry, manufacturing, and retail sectors. Lufkin is also known for its outdoor recreation opportunities, with nearby attractions like the Angelina National Forest and Sam Rayburn Reservoir offering fishing, hiking, and camping.

In recent years, Lufkin has seen steady residential growth, with new housing developments, apartments, and revitalized neighborhoods expanding options for families and professionals. The city has invested in infrastructure improvements and community development projects to support this growth. Lufkin also has a strong healthcare industry, with hospitals, specialty clinics, and medical centers providing services in fields such as cardiology, orthopedics, and rehabilitation. With its expanding residential areas, growing medical sector, and access to natural attractions, Lufkin continues to develop as a key economic and lifestyle center in East Texas.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Current Year Estimate	4,244	29,643	49,165

Households	1-Mile	3-Mile	5-Mile
Current Year Estimate	1,595	11,189	18,517

Income	1-Mile	3-Mile	5-Mile
Average Household Income	$80,334	$74,446	$80,483

MATTHEWS™

EXCLUSIVELY LISTED BY

Davis Johnson
Associate
(972) 636-5715
davis.johnson@matthews.com
License No. 814048 (TX)

Lee Cordova
Vice President
(214) 692-2191
lee.cordova@matthews.com
License No. 714883 (TX)

Patrick Graham | Broker of Record | Broker Lic. No.: 528005 (TX | Firm Lic. No.: 9005919 (TX)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **5104 Ted Trout Dr, Lufkin, TX, 75904 (**“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.