



LUFKIN MALL FOR SALE
4600 S MEDFORD DR | LUFKIN, TX 75901

PROPERTY HIGHLIGHTS

- Strategic retail position at the high-traffic intersection of Loop 287 and U.S. Highway 59
- Benefits from strong co-tenancy and increased consumer traffic alongside national retailers including JCPenney, TJ Maxx, Boot Barn, and AMC Theatres
- Attracts affluent shoppers from a visitor base with an average household income of \$95,672, where over 30% of households earn more than \$100,000 annually
- Captures significant sales opportunities with an impressive average visitor dwell time of 78.5 minutes
- Benefits from a deeply loyal, local customer base, with over 43% of all visits originating from the two primary Lufkin ZIP codes.
- Opportunity to Sell off the Texas Roadhouse single tenant pad site
- Property contains excess land that could be carved out to sell additional out-parcels
- Potential to contest the Property Taxes to reduce expenses and grow NOI

*Boot Barn is a sperately owned building and is not included in the offering.

KEY TENANTS

- Key Anchor Tenants: JCPenney, TJ Maxx & Boot Barn
- Junior Anchor Tenant: AMC Theatres
- Key Inline Tenants: Shoe Dept Encore, CATO Fashions, Kay Jewelers, Hibbett Sports, Victoria's Secret, American Eagle



ASSET OVERVIEW	
OFFERING SUMMARY	
ADDRESS	4600 SOUTH MEDFORD DRIVE LUFKIN, TX 75901
SALE PRICE	UNPRICED
BUILDING SIZE	350,670 SF
PROPERTY TYPE	RETAIL
YEAR BUILT	1980
ZONING	C (COMMERCIAL DISTRICT)
ACREAGE	33.61 AC
COUNTY	ANGELINA

PROPERTY AERIAL




S FIRST ST

TULANE DR

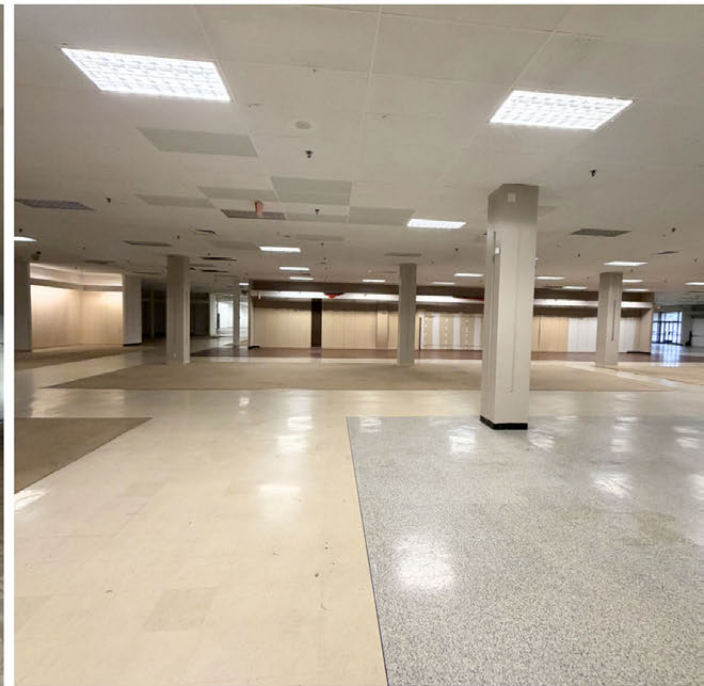
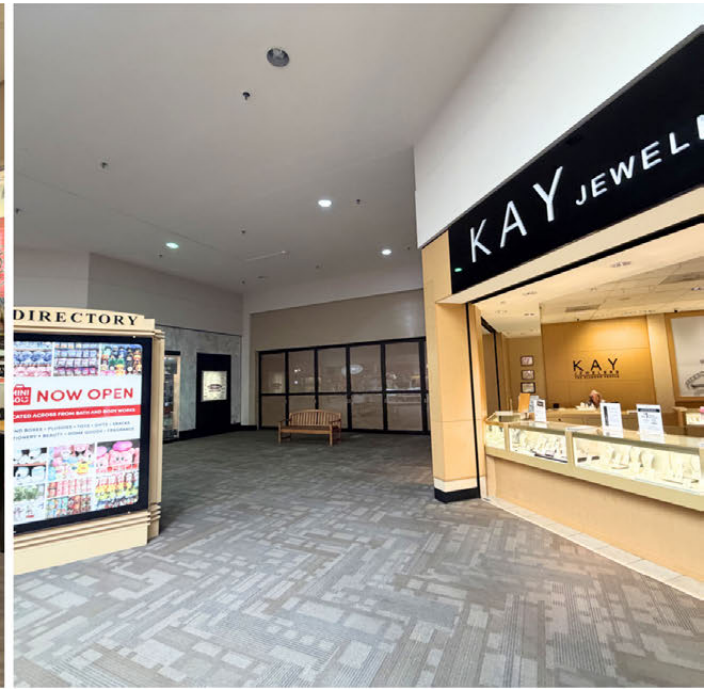


BOOT BARN

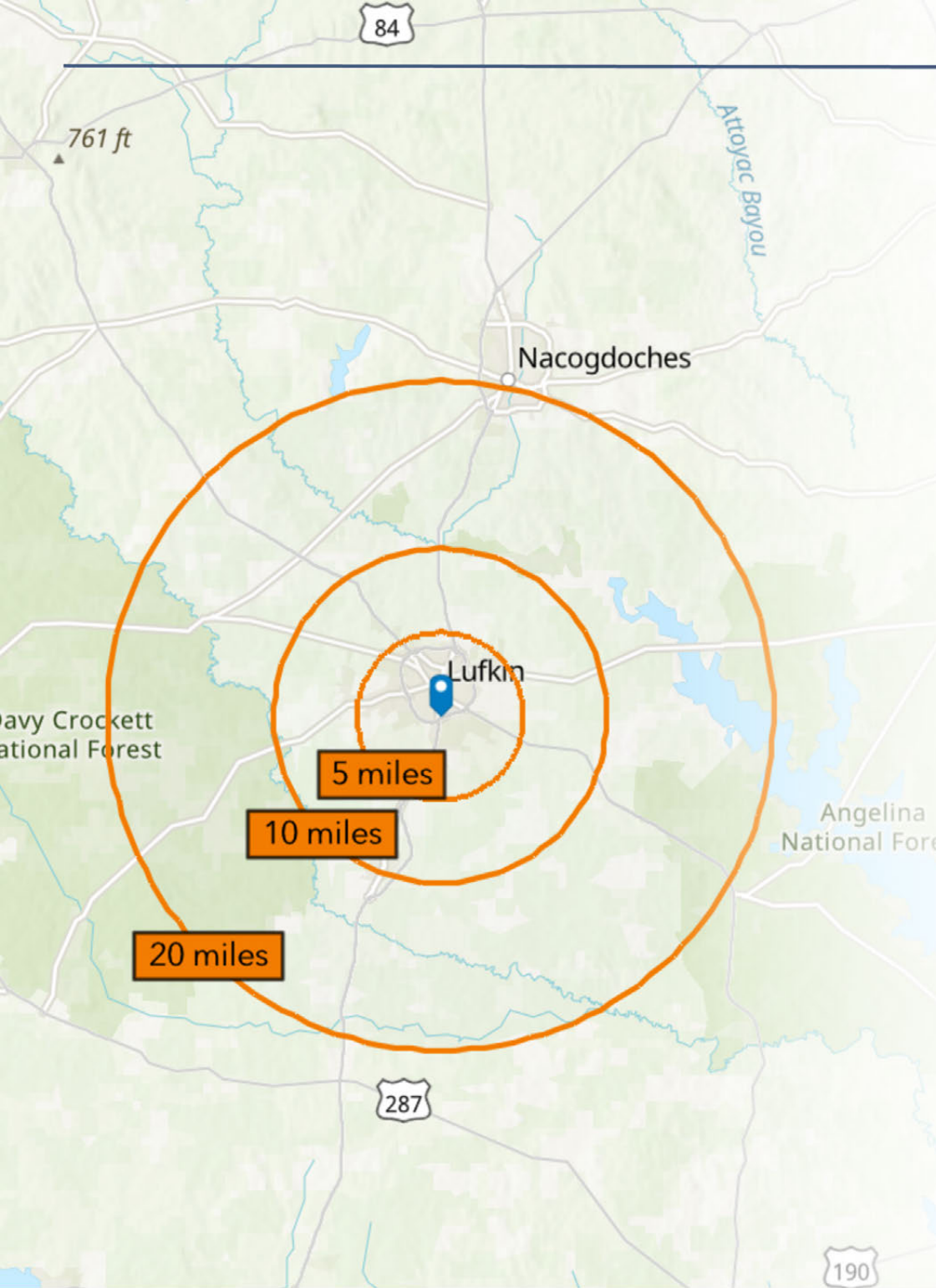
S MEDFORD DR

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PROPERTY PHOTOS



DEMOGRAPHICS



METRIC	5 MILES	10 MILES	20 MILES
Population Summary			
2025 Total Population	45,296	73,715	104,573
2025 Total Daytime Population	53,793	75,201	101,856
Workers	27,723	32,885	41,632
Residents	26,070	42,316	60,224
Household Summary			
2025 Average Household Size	2.46	2.52	2.54
2030 Average Household Size	2.41	2.47	2.49
2025 - 2030 Annual Rate	0.28%	0.34%	0.36%
Housing Unit Summary			
2025 Housing Units	19,773	31,234	44,637
Owner Occupied Housing Units	56.5%	64.4%	66.7%
Renter Occupied Housing Units	43.5%	35.6%	33.3%
Income			
2025 Household Income Base	17,989	28,500	40,031
Average Household Income	\$76,205	\$78,987	\$79,365
Median Household Income			
2025	\$187,811	\$203,015	\$188,833
2030	\$256,533	\$281,445	\$263,735
Per Capita Income			
2025	\$30,373	\$30,459	\$30,379
2030	\$33,674	\$33,833	\$33,849



LUKFIN, TX - MARKET OVERVIEW

Located in the heart of Deep East Texas, Lufkin serves as the region's primary economic, healthcare, educational, and retail hub for a multi-county trade area. Positioned along U.S. Highway 59/I-69 approximately 120 miles northeast of Houston, the city benefits from strong regional connectivity, a business-friendly environment, and lower operating costs compared to major Texas metros.

Lufkin's economy is supported by a diverse mix of industries including manufacturing, healthcare, timber, logistics, retail, and energy-related services. Major employers such as Lufkin Industries, Brookshire Brothers, Angelina College, and regional healthcare systems continue to drive economic stability and workforce growth throughout the area.

The city offers an affordable commercial real estate market with opportunities across industrial, retail, office, and multifamily sectors. Industrial activity remains supported by strong transportation access and an established manufacturing base, while Lufkin's role as the primary retail destination for Deep East Texas continues to sustain steady consumer demand. The healthcare and education sectors also contribute to consistent office and medical space requirements.

With a regional workforce supported by workforce development programs and competitive labor costs, Lufkin continues attracting businesses seeking cost-effective operations within Texas. Combined with ongoing infrastructure improvements and the continued expansion of the I-69 corridor, the market remains well-positioned for long-term economic and commercial growth.



FOR MORE INFORMATION:

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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.



11-03-2025



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.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS: A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

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 by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

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.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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.

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Name of Licensed Supervisor of Sales Agent/Associate, if applicable	License No.	Email	Phone
Name of Sales Agent/Associate	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date