



SUCCESSFUL 21-YEAR LONG TERM OCCUPANCY | RECENT LEASE EXTENSION AND 2022 STORE REMODEL

**DOLLAR  
GENERAL®**

**DOLLAR GENERAL**

203 E Ferguson St,  
Pharr, TX 78577





# EXCLUSIVELY LISTED BY

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**ENGVEST**  
GROUP



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COMMERCIAL

03 EXECUTIVE SUMMARY

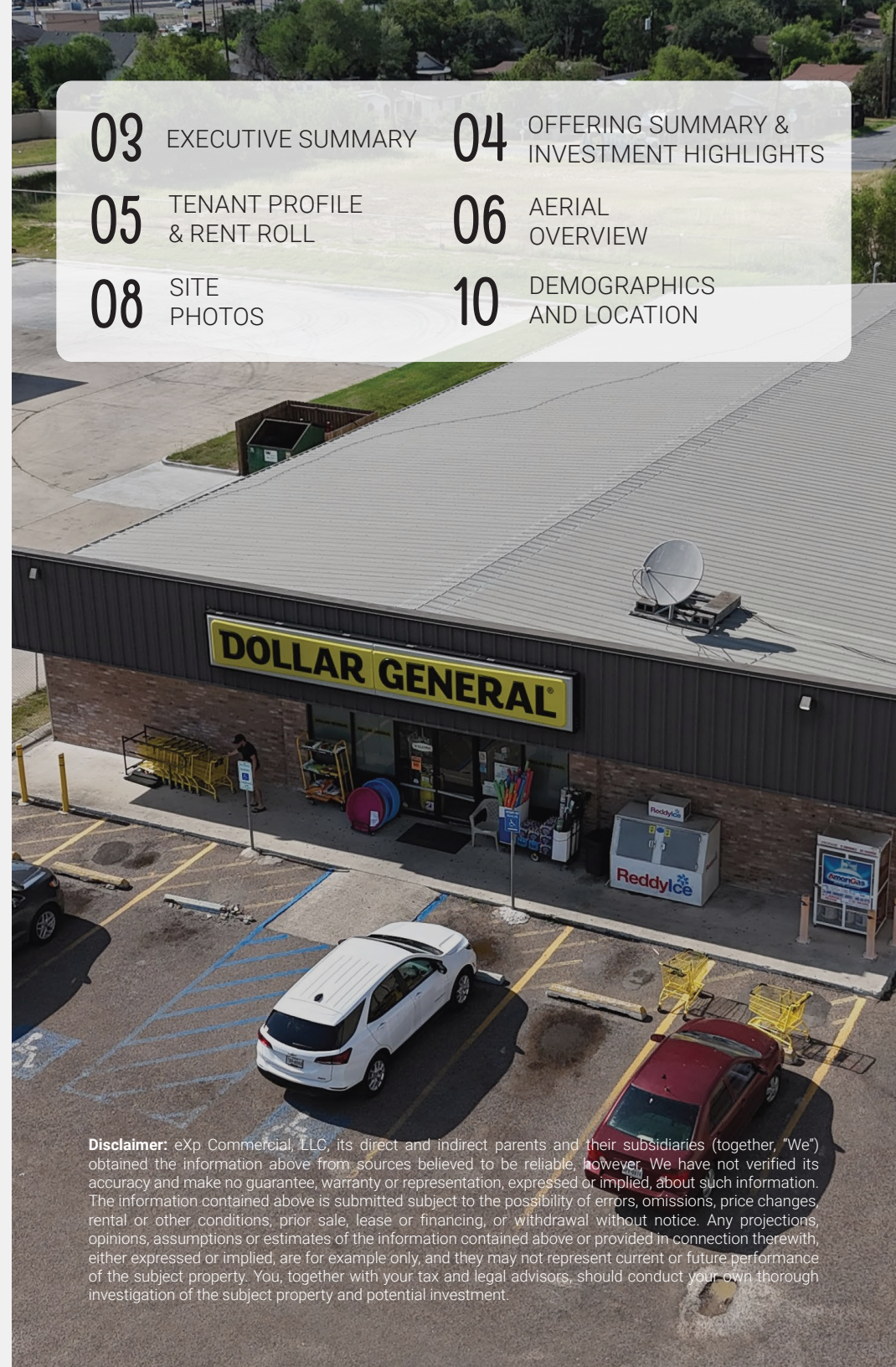
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## EXECUTIVE SUMMARY

**The EngVest Group** is pleased to present the opportunity to acquire the fee-simple interest in a Dollar General located at 203 E Ferguson Street in Pharr, Texas. This investment offers an attractive combination of passive income, long-term stability, and national credit strength, backed by a corporate guarantee from Dollar General Corporation (S&P: BBB). With just under four years remaining on a NN lease and minimal landlord responsibilities, this property delivers a truly low-maintenance opportunity in one of the most resilient retail segments.

Recently renovated in 2022—including upgrades to the exterior, signage, parking lot, roof, and HVAC—the store reflects the tenant’s long-term commitment to the location. The lease includes three (3) five-year renewal options with 10% rental increases at each period, providing a built-in inflation hedge. Positioned just off Highway 281, the site benefits from excellent visibility and access, with over 28,170 vehicles per day on E Ferguson Street. Additionally, the property is only 12 miles from the U.S.-Mexico border and the high-traffic Pharr–Reynosa International Bridge, which saw over 1.2 million crossings in 2023. With strong five-mile demographics of 227,220 residents and an average household income of \$66,106, this Dollar General stands as a compelling investment at a low entry price, anchored by essential retail demand and economic durability.

# OFFERING SUMMARY

## THE OFFERING

PURCHASE PRICE	\$825,000
CAP RATE	7.43%
NET OPERATING INCOME	\$61,282
GROSS INCOME	\$63,202
ANNUAL RENTAL INCOME	\$59,952
PROPERTY TAXES	Tenant
INSURANCE	Tenant
COMMON AREA MAINTENANCE (ANNUAL)	\$1,920
COMMON AREA MAINTENANCE REIMBURSEMENT (ANNUAL)	\$3,249.96 (270.83/month)

## PROPERTY SPECIFICATIONS

PROPERTY ADDRESS	203 E Ferguson St, Pharr, TX 78577
APN	M0170-00-000-0008-00
BUILDING SIZE	8,125 SF
PRICE/SF	\$101.54
LAND SIZE	59,000 SF (±1.35 Acres)
LAND PRICE/SF	\$13.98
YEAR BUILT	2004/2022
NUMBER OF TENANTS	1
OCCUPIED	100%

# INVESTMENT HIGHLIGHTS

- ▶ Just Under 4 Years Remaining on NN Fee-Simple Lease – Minimal Landlord Responsibilities
- ▶ Dollar General Corporation (S&P: BBB) – Strong Corporate Guarantee from a National, Investment-Grade Tenant
- ▶ Three (3) Five-Year Renewal Options – Featuring 10% Rent Increases at Each Option Period – Inflation Hedge
- ▶ Extensively Renovated in 2022 – Upgraded Exterior, Signage, Parking Lot, Roof, and HVAC Systems Ensure Long-Term Commitment and Stability
- ▶ Essential Retailer – Proven Resilience to Economic Downturns, E-Commerce, and Pandemics
- ▶ Attractive Low Price Point – Accessible Entry for Investors Seeking Strong Yield with National Credit
- ▶ High Visibility and Excellent Access – Located Near Hwy 281 Entry/Exit with Prime Frontage on E Ferguson St that sees 28,170+ VPD
- ▶ Robust Local Demographics – 227,220 Residents within a 5-Mile Radius and an Average Household Income of \$66,106



# TENANT PROFILE & RENT ROLL

## ABOUT DOLLAR GENERAL

Dollar General is a nationally recognized retail brand known for providing affordable, everyday essentials in a convenient shopping format. Founded in 1939, the company has built a strong reputation by focusing on low prices, efficient operations, and serving communities that are often overlooked by larger retailers. With over 19,000 locations in 47 states, Dollar General emphasizes small-town and rural markets, offering a mix of national brands and private-label products. Their typical store is compact and easy to navigate, carrying core household items, groceries, health and beauty supplies, and seasonal goods—all geared toward quick, budget-conscious shopping.

As a business, Dollar General is known for its disciplined cost management, strong supply chain, and lean store model, which allows it to operate profitably even in low-density areas. The brand's consistent growth and recession-resistant model have made it a fixture in the American retail landscape. Strategically, Dollar General continues to expand through new store openings, remodels, and concept innovations like DG Market (with expanded fresh food) and pOps shelf (targeting suburban shoppers). Publicly traded under the ticker DG on the NYSE, the company is a component of the S&P 500 and widely regarded as a stable, long-term performer in both retail and investment circles.

## LEASE SUMMARY

Guarantor	<i>Corporate Guarantee – DOLGENCORP OF TEXAS, INC.</i>
Lease Type	<i>NN Fee-Simple Lease</i>
Landlord Responsibilities	<i>Roof, Structure, Parking, Landscaping</i>
Tenant	<i>Property Tax, Insurance, Non-Structural Maintenance</i>
Lease Term Remaining	<i>4 Years Remaining</i>
Increases	<i>Next Increase in Next Option Period (April 2029)</i>
Options	<i>Three (5) Year Options Remaining</i>

Tenant	SF	Lease Type	Lease Start Date	Lease End Date	Term	Annual NOI	Monthly NOI	Rent/SF	Increases	CAM Reimbursement
Dollar General	8,125 SF	NN Fee-Sample	4/1/2004	3/31/2009	Years 1-5	\$57,948	\$4,829	\$7.13		\$236.97/mo
			4/1/2009	3/31/2014	Years 6-10	\$59,952	\$4,996	\$7.38	3.46%	\$236.97/mo
			4/1/2014	3/31/2019	Years 11-15	\$59,952	\$4,996	\$7.38	0.00%	\$270.83/mo
			4/1/2019	3/31/2024	Years 16-20	\$59,952	\$4,996	\$7.38	0.00%	\$270.83/mo
			4/1/2024	3/31/2029	Years 21-25	\$59,952	\$4,996	\$7.38	0.00%	\$270.83/mo
			4/1/2029	3/31/2034	Option 1	\$65,940	\$5,495	\$8.12	9.99%	\$304.68/mo
			4/1/2034	3/31/2039	Option 2	\$72,540	\$6,045	\$8.93	10.01%	\$338.54/mo
			4/1/2039	3/30/2044	Option 3	\$79,800	\$6,650	\$9.82	10.01%	\$372.83/mo
TOTAL	8,125 SF					\$59,952	\$4,996	\$7.34		\$270.83/mo



PHARR TOWN CENTER

Academy<sup>®</sup> SPORTS+OUTDOORS  
WORLD MARKET.  
five BELOW  
CINEMARK<sup>™</sup> Bath & Body Works<sup>®</sup>

TJ-maxx<sup>®</sup>  
CHIPOTLE MEXICAN BOWL  
BURGER KING<sup>®</sup>

281

N Cage Rd (36,900+ VPD)

(93,720+ VPD)

INTERSTATE  
2

INTERSTATE  
69C

(99,040+ VPD)

E Ferguson St (28,170+ VPD)

**DG SUBJECT**

**DOLLAR  
GENERAL**

DOLLAR GENERAL | 203 E Ferguson St, Pharr, TX 78577 | Recent Lease Extension and 2022 Remodel

06



AERIAL



**DOLLAR GENERAL**

DOLLAR GENERAL | 203 E Ferguson St, Pharr, TX 78577 | Recent Lease Extension and 2022 Remodel











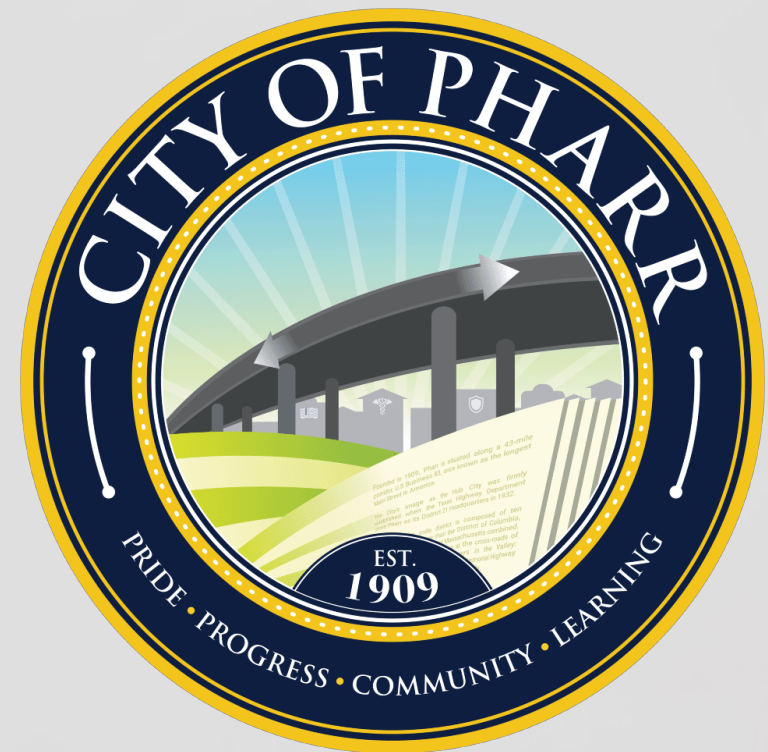
# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2020 Population	12,906	100,286	227,220
2024 Population	13,868	109,568	241,648
2029 Population Projection	14,726	116,664	256,147
Annual Growth 2020-2024	1.9%	2.3%	1.6%
Annual Growth 2024-2029	1.2%	1.3%	1.2%
Median Age	33	32.4	33
Bachelor's Degree or Higher	7%	18%	23%
HOUSEHOLDS			
2020 Households	3,929	32,238	74,804
2024 Households	4,285	35,300	79,219
2029 Household Projection	4,567	37,650	84,027
Annual Growth 2020-2024	2.7%	2.7%	1.7%
Annual Growth 2024-2029	1.3%	1.3%	1.2%
Owner Occupied Households	3,051	22,251	50,073
Renter Occupied Households	1,516	15,399	33,954
INCOME			
Avg Household Income	\$55,894	\$60,517	\$66,106
Median Household Income	\$35,333	\$44,732	\$46,996
HOUSING			
Median Home Value	\$73,795	\$109,529	\$130,375
Median Year Built	2000	1998	1996

# LOCATION

## THE CITY OF PHARR

Pharr, Texas is a rapidly growing city located in Hidalgo County in the Rio Grande Valley, near the U.S.-Mexico border. With a population of over 80,000, it serves as a key hub for international trade, especially through the Pharr-Reynosa International Bridge. The city has a diverse economy supported by logistics, agriculture, and retail sectors. Pharr is known for its proactive local government, investing in infrastructure and public services to support growth. Its strategic location and business-friendly environment make it an attractive destination for both residents and investors.





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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.*

11-2-2015



## 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.

_____ Licensed Broker /Broker Firm Name or Primary Assumed Business Name	_____ License No.	_____ Email	_____ Phone
_____ Designated Broker of Firm	_____ License No.	_____ Email	_____ Phone
_____ 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