

Concord

VILLAGE APARTMENTS

2400 SALVIO STREET,
2401 & 2471 WILLOW PASS ROAD
CONCORD, CA

Rare Fully-Entitled Wrap Design
100% Market Rate & QCT Overlay
Transit-Oriented Residential Infill
Development Opportunity



Within ~0.1 miles of Safeway & Starbucks
Within ~0.2 miles of Concord Terminal Shopping Center
Within ~0.3 miles of BART Concord Station

CBRE



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Concord

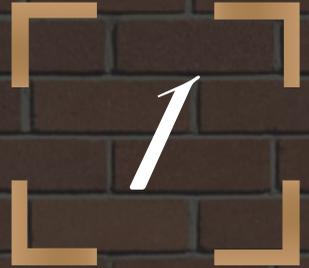
VILLAGE APARTMENTS



San Francisco Bay Area Transit

- BART (Bay Area Rapid Transit)
- BART Expansion
- Caltrain
- VTA Light Rail
- ACE (Altamont Corridor Express)
- Amtrak
- High Speed Rail
- SMART

EXECUTIVE SUMMARY



The Offering

CBRE is pleased to offer to qualified investors the opportunity to acquire 2400 Salvio St, 2401 & 2471 Willow Pass Rd in Concord, California, a ~2.3-acre premier, entitled development site offering the potential for 230 units.

Concord Village (“The Property”) is located 20 miles northeast of Oakland and only two blocks from the Concord BART Station. The site is comprised of three contiguous parcels, which will provide both public and private open space, including an urban plaza, a courtyard, and roof terraces.

The Property will feature a mix of studios, one-bedroom and two bedroom units, along with approximately 3,920 square feet of amenity space including a leasing center, three courtyards, fitness studio, swimming pool & spa, roof deck with garden lounge/fire pit/barbecues, dog park, two lobbies, mail & package room, outdoor dining and barbecue area, bike shop, and bocce ball/game court for tenants.

The Property represents a tremendous opportunity to capture the rental upside in Concord’s thriving apartment market. The Property also boasts a strong location within Contra Costa County’s largest city, only two blocks away from Todos Santos Plaza-the focal point of downtown Concord.



Property Summary

PROPERTY DETAILS	
Address	2400 Salvio St, 2401 & 2471 Willow Pass Rd, Concord, CA 94520
County	Contra Costa County
APN	126-083-011, -012, -013
Gross Site Area	~2.30 acres
QCT Overlay	Yes
Construction Type	5 story type IIIA wrapped around 6 levels of Type I parking structure
General Plan & Zoning Designation	Downtown Mixed-Use
Total Dwelling Units	230 units (Avg. 872 SF)
Total Density	100 DU/AC
Affordability	0% BMR
Building Height	5 Stories, 67'-6"
Parking	350 vehicle stalls
Parking Ratio	1.52 spaces per unit
Gross Floor Area	372,069 SF
Gross Floor Area Ratio	4.06 FAR
Net Floor Area	177,019 SF
Usable Open Space	42,696 SF (186 SF/Unit)
Amenities/Common Area	24,600 SF
Entitlement Expiration	August 2024 through August 2026
Entitlement Extension	City eager to work with awarded buyer
UNIT MIX DETAILS	
Studio Units	45 units (Avg. 555 SF & 19.1% of Mix)
1 Bedroom Units	114 units (Avg. 680 SF & 49.6% of Mix)
2 Bedroom Units	71 units (Avg. 1,074 SF & 30.9% of Mix)
Total Units	230 units (Avg. 872 SF)
DEMOGRAPHICS: CONCORD	
Homeowners	54.5%
Average HH Income	\$143,282
Median HH Income	\$112,069
Education	41.9% Bachelor's Degree or higher
WALK & BIKE SCORES	
Walk Score	97 (Walker's Paradise)
Bike Score	66 (Bikeable)
Transit Score	53 (Bikeable)

Investment Highlights



FULLY ENTITLED DEVELOPMENT

The project is fully entitled for 230 multifamily units. Concord Village is the only 100% Market Rate Fully Entitled project in the city's pipeline.



COST EFFICIENT WRAP CONSTRUCTION DESIGN

The Project includes a Wrap Construction Design with five stories of residential units over one-level parking garage with 334 parking spaces. The Wrap Construction Design significantly saves on cost during the development process.



TRANSIT ORIENTED DEVELOPMENT

The Project is conveniently located 0.3 miles (less than 10 minute walk) to the Concord BART station, making it convenient for residents to commute to major Bay Area employers in Oakland & San Francisco. From the Concord BART station, Downtown Oakland is only 29 minutes away and Downtown San Francisco is only 39 minutes away.



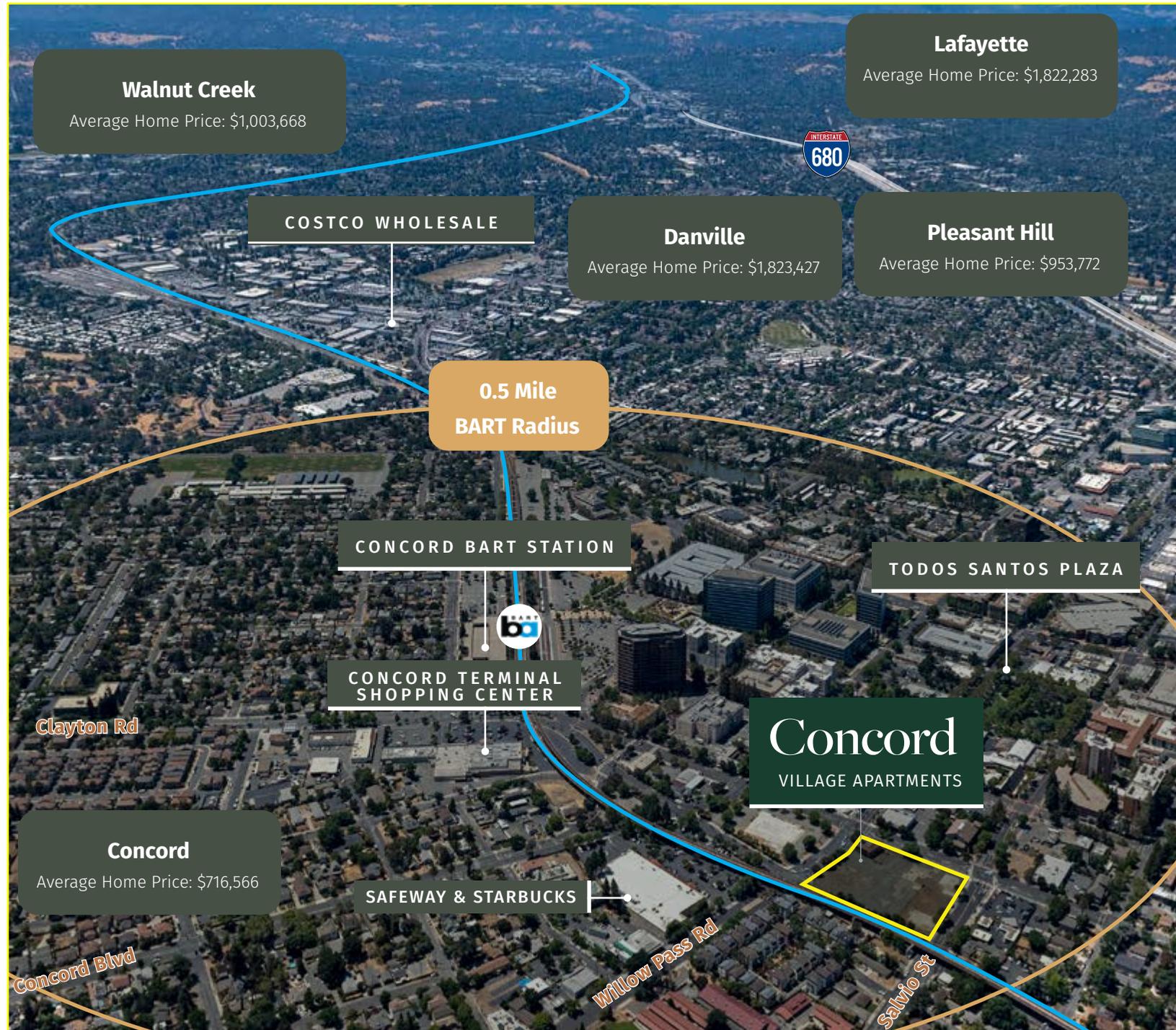
BAY AREA RENT GROWTH LED THE UNITED STATES

Q4 2025 Bay Area overall rents grew by 4.9% year-over-year (YoY). All Bay Area markets shared in effective rent growth increases shown by 8.0% for San Francisco/Peninsula, 4.1% for Silicon Valley, and 1.0% for Oakland/East Bay compared to 0.2% for US overall.



ROBUST EMPLOYMENT BASE & DEMOGRAPHICS

Average household income of nearly \$143,000 attracts a discerning renter profile seeking a high quality of life, comfort and connectivity. Average priced homes within the 94520 zip code total nearly \$588,000 resulting in a huge premium of buying over renting.



Project Description

UNIT SUMMARY																						
LEVEL	STUDIO			1BR								2BR						TOTAL				
	S1	S2	S3	A1	A1-ALT 1	A1-ALT 2	A1-ALT 3	A2	A2-1	A2-2	A5	A6	B1	B2	B3-1	B3-2	B3-3		B3-4	B4	B5	B6
1	2	6	1	10	1	0	1	4	1	1	2	2	1	3	1	1	0	0		1	2	40
2	3	6		12	0	1	1	4	0	0	2	3	2	4	1	1	1	1	2	1	3	48
3	3	6		12	0	1	1	4	0	0	2	3	2	4	1	1	1	1	2	1	3	48
4	3	6		12	0	1	1	4	0	0	2	3	2	4	1	1	1	1	2	1	3	48
5	3	6		12	0	1	1	4	0	0	2	3	2	4	1	1	1	1		1	3	46
Total	14	30	1	12	1	4	5	20	1	1	10	14	9	19	5	5	4	4	6	5	14	230
Percentage	6.1%	13.0%	0.4%	25.2%	0.4%	1.7%	2.2%	8.7%	0.4%	0.4%	4.3%	6.1%	3.9%	8.3%	2.2%	2.2%	1.7%	1.7%	2.6%	2.2%	6.1%	100%
		19.1%						49.6%									30.9%					

UNIT AREA																						
Unit Sizes	452	601	638	653	615	653	688	747	755	665	730	615	981	1,091	932	1,064	1,195	1,010	1,164	1,258	970	177,019
	6,328	18,030	638	37,874	615	2,612	3,440	14,940	755	665	7,300	8,610	8,829	20,729	4,660	5,320	4,780	4,040	6,984	6,290	13,580	
Average		555						680									1,074					

UNIT BALCONY AREA																						
Balcony	0	18	0	63	34	45	43	60	0	0	42	62	61	47	50	60	77	51	99	0	80	
	0	432		3,024	0	180	172	1,020	0	0	336	744	488	799	200	240	308	204	594	0	960	9,701

GROUND UNIT PATIO AREA																						
Patios	0	6	0	10	1	0	1	3	1	1	2	2	1	2	1	1	0	0	0	1	2	35
Area	0	65	0	63	34		43	110	50	120	42	70	61	60	100	60				0	100	
Total		390		630	34		43	330	50	120	84	140	61	120	100	60						2,362



Conceptual Building

PLAN LEVEL ONE



PLAN LEVEL TWO



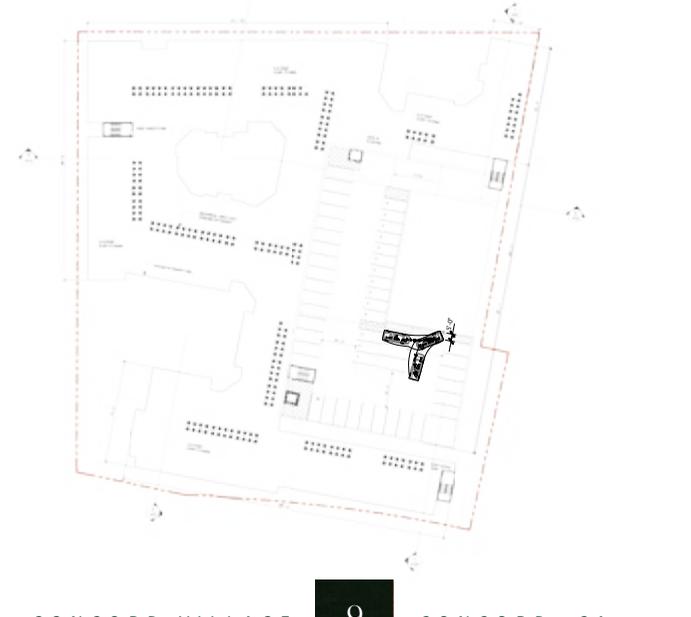
PLAN LEVEL THREE - FOUR



PLAN LEVEL FIVE



ROOF PLAN



SITE PLAN



Property Aerial

Concord Zip Code 94520

Average Home Price: \$584,021

OLYMPIC HIGH SCHOOL

CROSSROADS HIGH SCHOOL

US POST OFFICE

Concord
VILLAGE APARTMENTS

SAFeway

STARBUCKS

UNCLE JAY BURGER HOUSE

FIRST PRESBYTERIAN
CHURCH CONCORD

LA PINATA 6

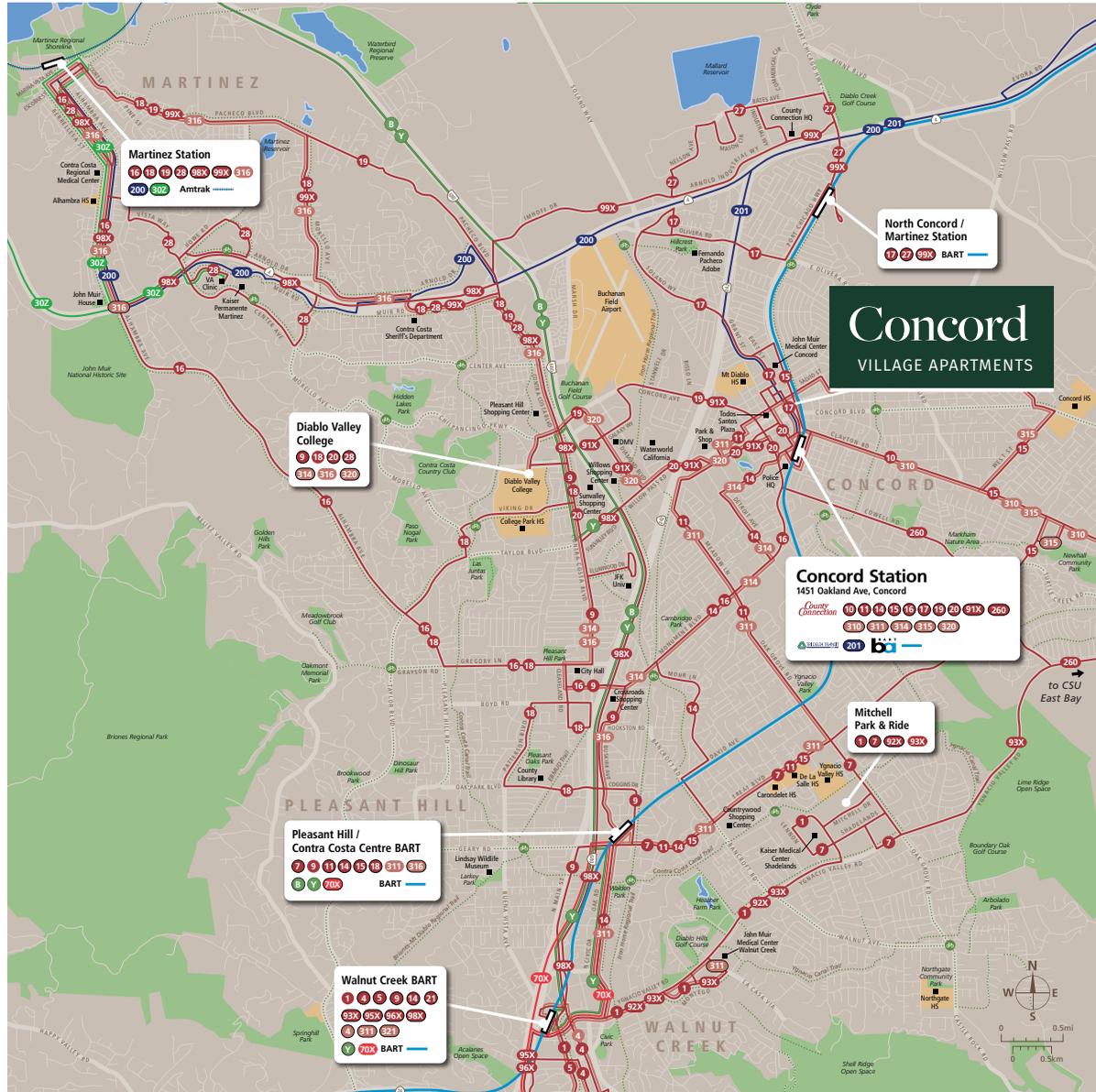
Blue Oak Square

181 units (Family Housing)
100% Affordable

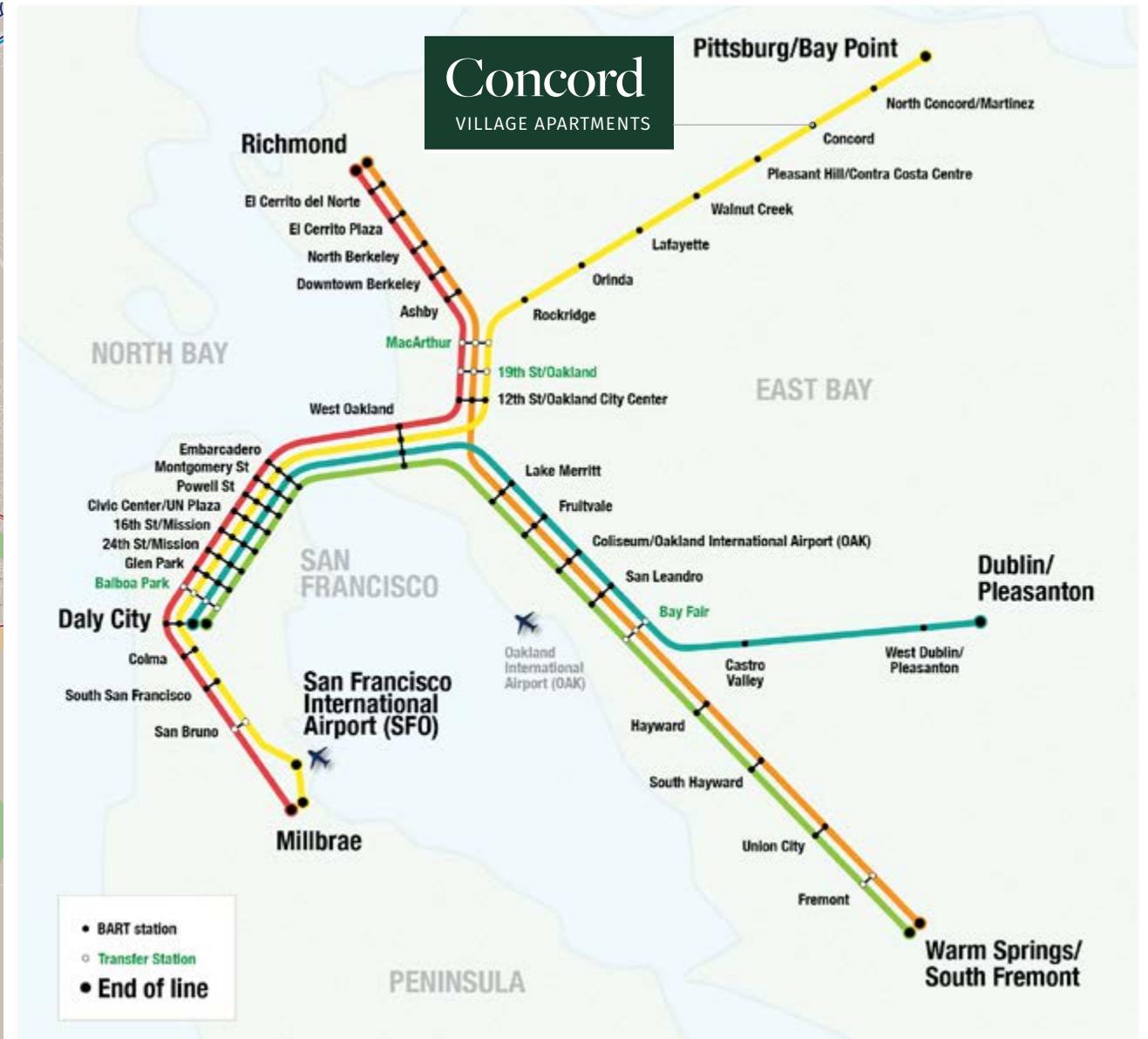
TODOS SANTOS PLAZA
ONE BLOCK AWAY

City of Concord Transit Map

CONTRA COSTA SURROUNDING TRANSIT



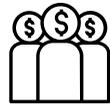
BART TRANSIT MAP



Outstanding Demographics Base



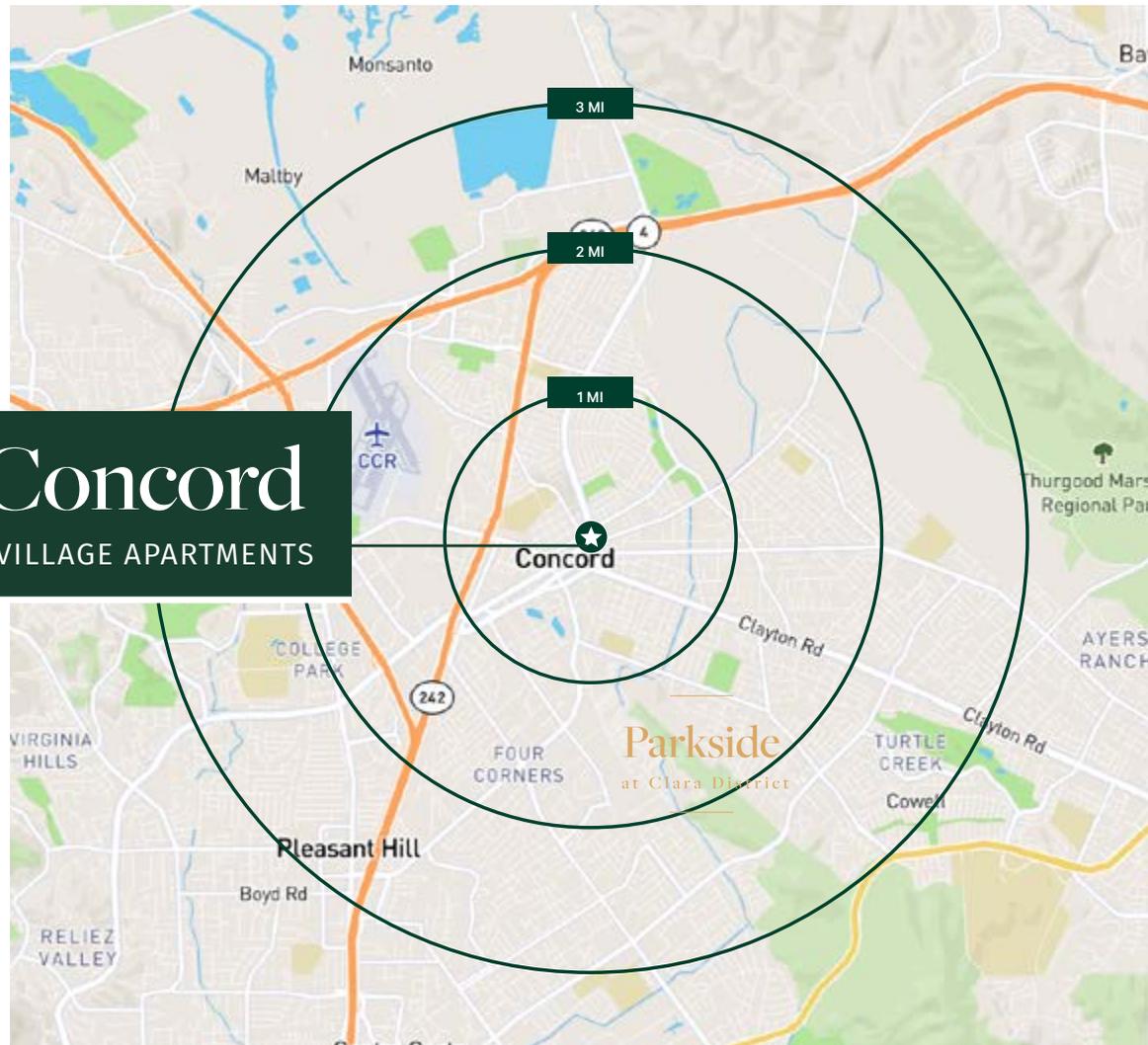
Gen Z & Millennials
with Prosperity to
Rent



Affluent with
Disposable
Income



Highly
Educated



Demographic Brief	3 Miles	Contra Costa County, CA		
POPULATION				
2025 Population - Current Year Estimate	121,730	1,179,591		
2030 Population - Five Year Projection	121,999	1,191,380		
2020 Population - Census	122,657	1,165,927		
2010 Population - Census	118,174	1,049,062		
2020-2025 Annual Population Growth Rate	-0.14%	0.22%		
2025-2030 Annual Population Growth Rate	0.04%	0.20%		
HOUSEHOLDS				
2025 Households - Current Year Estimate	45,371	411,945		
2030 Households - Five Year Projection	45,573	416,120		
2020 Households - Census	45,301	407,029		
2010 Households - Census	43,623	375,378		
2020-2025 Compound Annual Household Growth Rate	0.03%	0.23%		
2025-2030 Annual Household Growth Rate	0.09%	0.20%		
2025 Average Household Size	2.65	2.84		
HOUSEHOLD INCOME				
2025 Average Household Income	\$143,282	\$181,111		
2030 Average Household Income	\$158,102	\$199,477		
2025 Median Household Income	\$112,069	\$131,383		
2030 Median Household Income	\$126,443	\$151,125		
2025 Per Capita Income	\$53,711	\$63,290		
2030 Per Capita Income	\$59,392	\$69,713		
HOUSING UNITS				
2025 Housing Units	47,372	430,617		
2025 Vacant Housing Units	2,001	4.2%	18,672	4.3%
2025 Occupied Housing Units	45,371	95.8%	411,945	95.7%
2025 Owner Occupied Housing Units	25,822	54.5%	272,582	63.3%
2025 Renter Occupied Housing Units	19,549	41.3%	139,363	32.4%
EDUCATION				
2025 Population 25 and Over	87,756	830,547		
HS and Associates Degrees	41,385	47.2%	357,167	43.0%
Bachelor's Degree or Higher	36,750	41.9%	397,234	47.8%
PLACE OF WORK				
2025 Businesses	5,763	37,896		
2025 Employees	63,641	365,274		

Concord

VILLAGE APARTMENTS

CONCORD, CA



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