

OFFERING MEMORANDUM



LUXURY MIXED-USE DEVELOPMENT OPPORTUNITY

LOCATED IN THE HEART OF DOWNTOWN LAFAYETTE

ENTITLEMENTS IN PROCESS

58 UNITS WITH GROUND FLOOR RETAIL

PRICE TO BE DETERMINED BY MARKET

3614 MT. DIABLO BLVD.
LAFAYETTE, CALIFORNIA

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CONTENTS

SECTION 1

- 4 Investment Overview
- 5 Project Overview
- 6 Building Aerials
- 8 Parcel Map

SECTION 2

- 9 Property Renderings
- 11 Site Sections

SECTION 3

- 13 Parking Information
- 14 Roof Plan

SECTION 4

- 15 Lafayette Aerial

SECTION 5

- 16 Retail Amenities Map

SECTION 6

- 17 Lafayette Overview

SECTION 7

- 18 Demographics & Traffic Counts



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INVESTMENT OVERVIEW

- Rare opportunity to acquire a prime mixed-use development site on Mt. Diablo Blvd which is Lafayette's main thoroughfare in the heart of Downtown.
- This location is walkable to four grocery stores including the award-winning family owned and operated Diablo Foods directly across the street as well as Trader Joe's, Whole Foods and Safeway. It is also in Lafayette's retail pedestrian district that is known for its vibrant restaurant scene and great retail amenities.
- For outdoor enthusiast, this site is within walking distance to the Lafayette Reservoir which is a coveted place amongst locals to walk, hike, fish or spend an afternoon paddling the tranquil waters.
- Lafayette is known for its amazing small-town charm, ideal climate, highly rated schools, low crime rate and great demographics.
- This development application utilizes state legislation and density bonus allowing a developer to achieve greater density and a faster entitlement timeline.
- The entitlement process is well underway offering the flexibility to acquire the site with a tentative map approved or to make modifications to the proposed project
- Lafayette's housing market is extremely strong and supply constrained. Luxury for sale condominiums are in high demand creating favorable market conditions for sellers as illustrated by the sale comps and properties pending in the table below. The condo market is trending to \$1,350/SF+ and this site is one of the best locations in town.

LAFAYETTE CONDOMINIUM SALE COMPS



950 HOUGH AVE
UNIT: 307
SF: 1,752
TYPE: 3BD | 2BTH
SOLD: PENDING
PRICE/SF: \$1,350
PRICE: \$2,365,200



210 LAFAYETTE CIR
UNIT: 305
SF: 1,721
TYPE: 2BD | 2BTH
SOLD: 11/16/22
PRICE/SF: \$1,335
PRICE: \$2,296,965



210 LAFAYETTE CIR
UNIT: 304
SF: 1,872
TYPE: 3BD | 2BTH
SOLD: 11/10/22
PRICE/SF: \$1,283
PRICE: \$2,401,833



3742 MT DIABLO BLVD
UNIT: PENTHOUSE A
SF: 1,714
TYPE: 3BD | 2BTH
SOLD: 3/27/25
PRICE/SF: \$1,281
PRICE: \$2,195,000



3742 MT DIABLO BLVD
UNIT: PENTHOUSE B
SF: 1,367
TYPE: 2BD | 2BTH
SOLD: 4/10/25
PRICE/SF: \$1,280
PRICE: \$1,749,500



201 LAFAYETTE CIR
UNIT: 302
SF: 1,658
TYPE: 2BD | 2BTH
SOLD: 12/2/22
PRICE/SF: \$1,267
PRICE: \$2,100,610

PROJECT OVERVIEW

ADDRESS	3614 Mt Diablo Blvd, Lafayette, CA 94549
APN	243-050-001-3
LAND AREA	±0.95 Acres
EXISTING BLDG SQ. FT.	±9,892 SF
PROJECT DESCRIPTION	Seven (7) Story, 88'66" Height Luxury Residential Condominium Building and Retail Business Mixed Use Project.
RESIDENTIAL CONDOMINIUMS	Fifty-Eight (58) Units Totaling ±68,612 Square Feet plus Balcony, Planters, Common, Roof Top Garden, Parking and Circulation. The Breakdown of the Fifty-Eight (58) units is Forty-Nine (49) Market Rate Units and Nine (9) BMR Units.
RETAIL GROUND FLOOR	±7,007 Square Feet of Retail Area Plus Open Parking, Landscaping and Site Improvements.
PARKING	Grade Level plus Two (2) Levels Podium Parking. Approximately Eighty-Eight (88) Parking Spaces Total; Sixty-Seven (67) Residential, Twenty-One (21) Retail.

MARKET RATE AND BELOW MARKET RATE UNIT TABLE

Level	Bike	Auto	1 Bed	1 Bed BLM L	1 Bed BLM VL	2 Bed	2 Bed BLM L	2 Bed BLM VL	3 Bed	3 Bed BLM L	4 Bed
Level 1.0	31	32									
Level 1.5		28									
Level 2.0		28			2	3					
Level 3.0				2		7			3		
Level 4.0			2			5	1	1	2	1	
Level 5.0			2			6	1		3		
Level 6.0			2			4	1		3		1
Level 7.0			3			2			1		
Totals	31	88	9	2	2	27	3	1	12	1	1

INVESTMENT & PROJECT OVERVIEW

RENDERINGS & SITE PLANS

PARKING & ROOF PLAN

AERIAL

RETAIL AMENITIES

LAFAYETTE OVERVIEW

DEMOGRAPHICS & TRAFFIC COUNTS

[Click Here for Preliminary Entitlement Drawings](#)

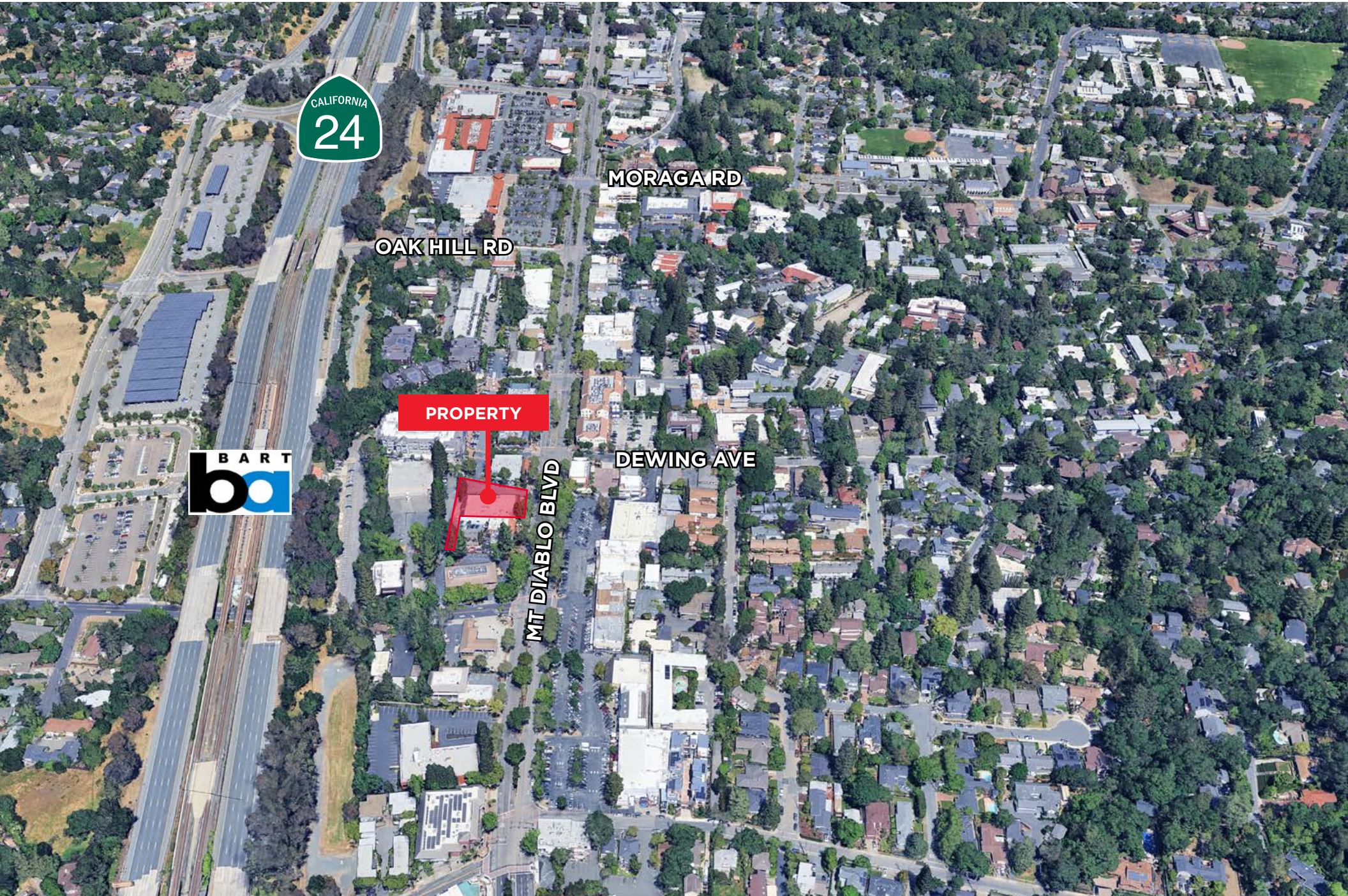
LOW INCOME ALTERNATIVE:

TOTAL UNITS = 58 X 15% = 9 TOTAL BLM UNITS = 6 LOW INCOME AND 3 VERY LOW INCOME AND 49 AMR UNITS



3614 MT. DIABLO BLVD | 5

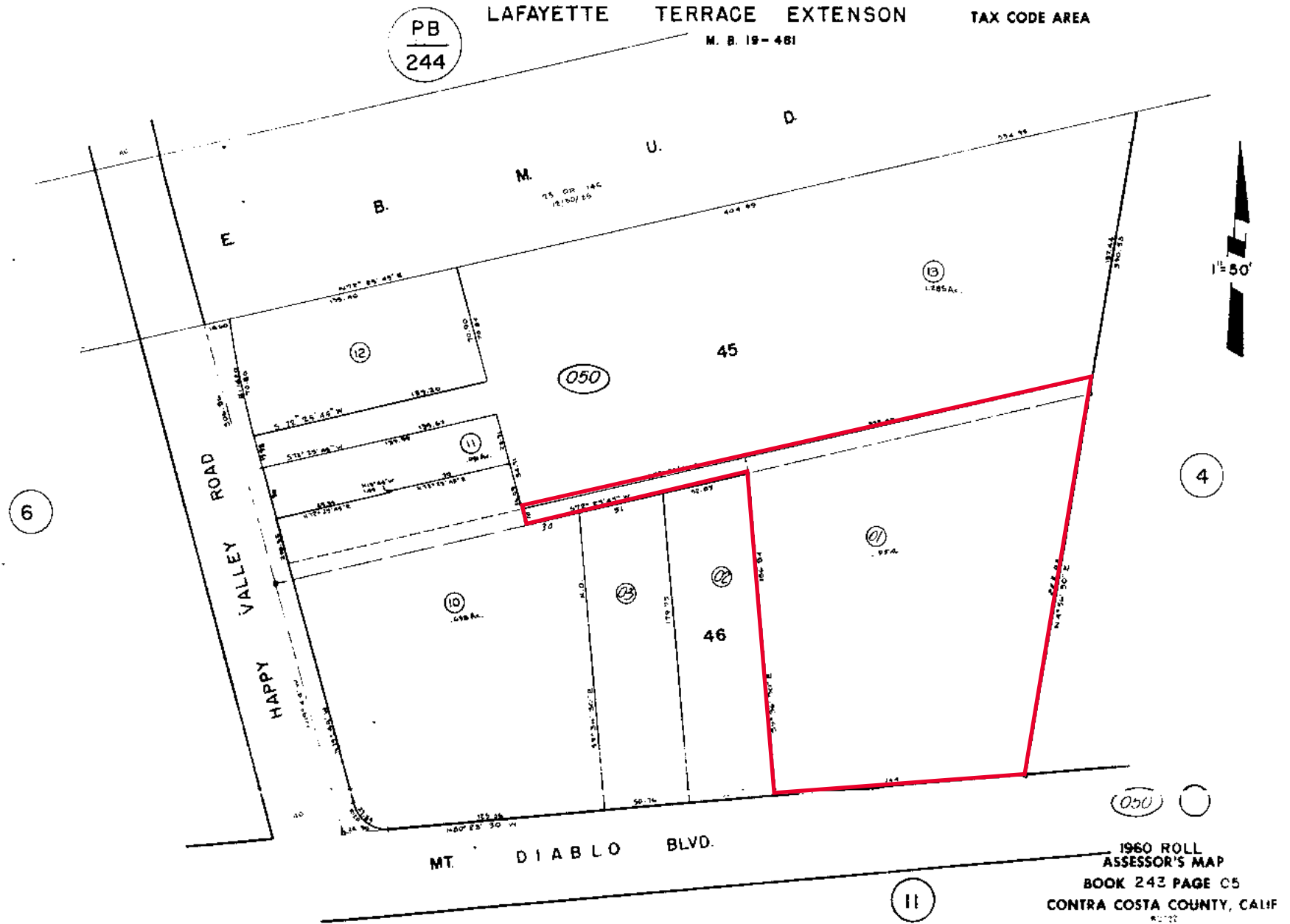
BUILDING AERIAL



BUILDING AERIAL



PARCEL MAP



PROPERTY RENDERINGS

INVESTMENT & PROJECT OVERVIEW

RENDERINGS & SITE PLANS

PARKING & ROOF PLAN

AERIAL

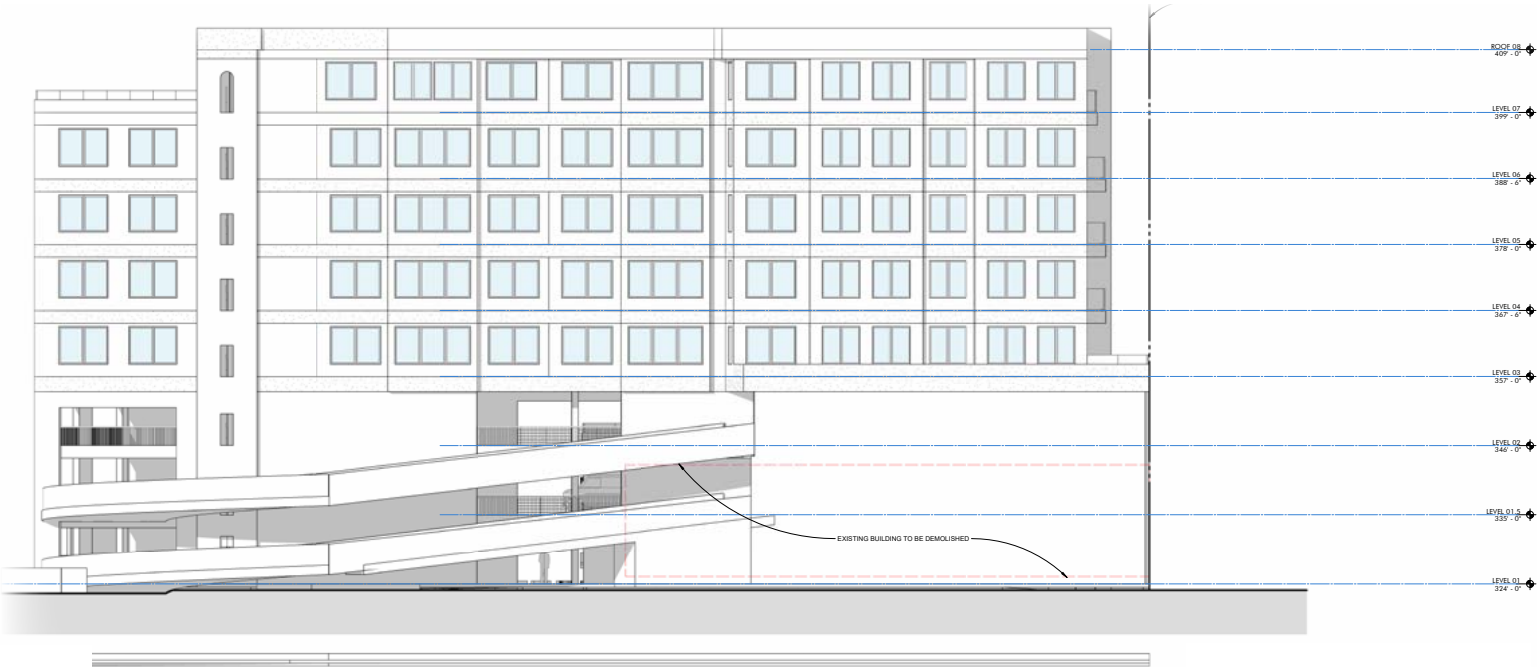
RETAIL AMENITIES

LAFAYETTE OVERVIEW

DEMOGRAPHICS & TRAFFIC COUNTS



WEST ELEVATION



NORTH ELEVATION

PROPERTY RENDERINGS

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AERIAL

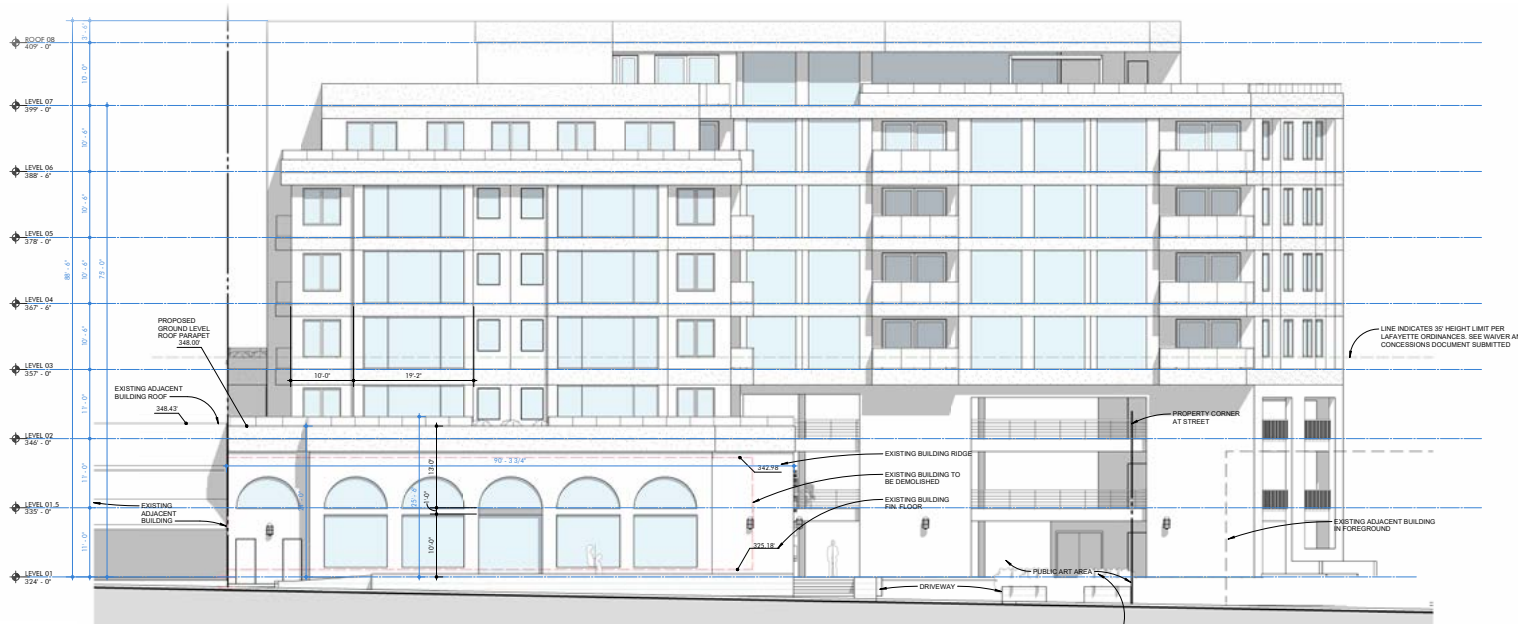
RETAIL AMENITIES

LAFAYETTE OVERVIEW

DEMOGRAPHICS & TRAFFIC COUNTS



EAST ELEVATION



THE PROJECT WILL PROVIDE ON-SITE PUBLICLY-ACCESSIBLE ART MEETING THE REQUIREMENTS OF LAFAYETTE MUNICIPAL CODE § 6-2601. TO BE LOCATED AT GRADE IN THE OPEN SPACE AREA AT THE EAST END OF THE SITE NEAR MT. DIABLO BOULEVARD. THIS LOCATION IS SHOWN ON THE PROJECT SITE PLAN AND ELEVATIONS. WHILE FINAL FORM OF ARTWORK AND CONTRIBUTING ARTIST HAS NOT YET BEEN DETERMINED, THE PROJECT IS ANTICIPATED TO INCORPORATE A SCULPTURAL PIECE. THE SPONSOR INTENDS TO PURSUE PARTNERSHIP WITH LOCAL ARTISTS, PREFERABLY AS IDENTIFIED ON THE CITY'S PREFERRED ARTIST LIST OR AN ARTIST REPRESENTATIVE OF A NATIVE AMERICAN TRIBE THAT IS TRADITIONALLY AND CULTURALLY AFFILIATED WITH THE GEOGRAPHIC AREA. A SCULPTURAL PIECE IN THIS LOCATION WOULD COMPLEMENT AND ENHANCE DIVERSITY OF THE EXISTING PUBLIC ART PIECES IDENTIFIED IN SECTION IV.A OF THE CITY OF LAFAYETTE PUBLIC ART PLAN 2025. IDENTIFYING PLAQUE SIGNAGE WOULD BE PROVIDED AS REQUIRED. NO WATER FEATURE IS PROPOSED AT THIS TIME.

SOUTH ELEVATION

SITE SECTIONS

INVESTMENT & PROJECT OVERVIEW

RENDERINGS & SITE PLANS

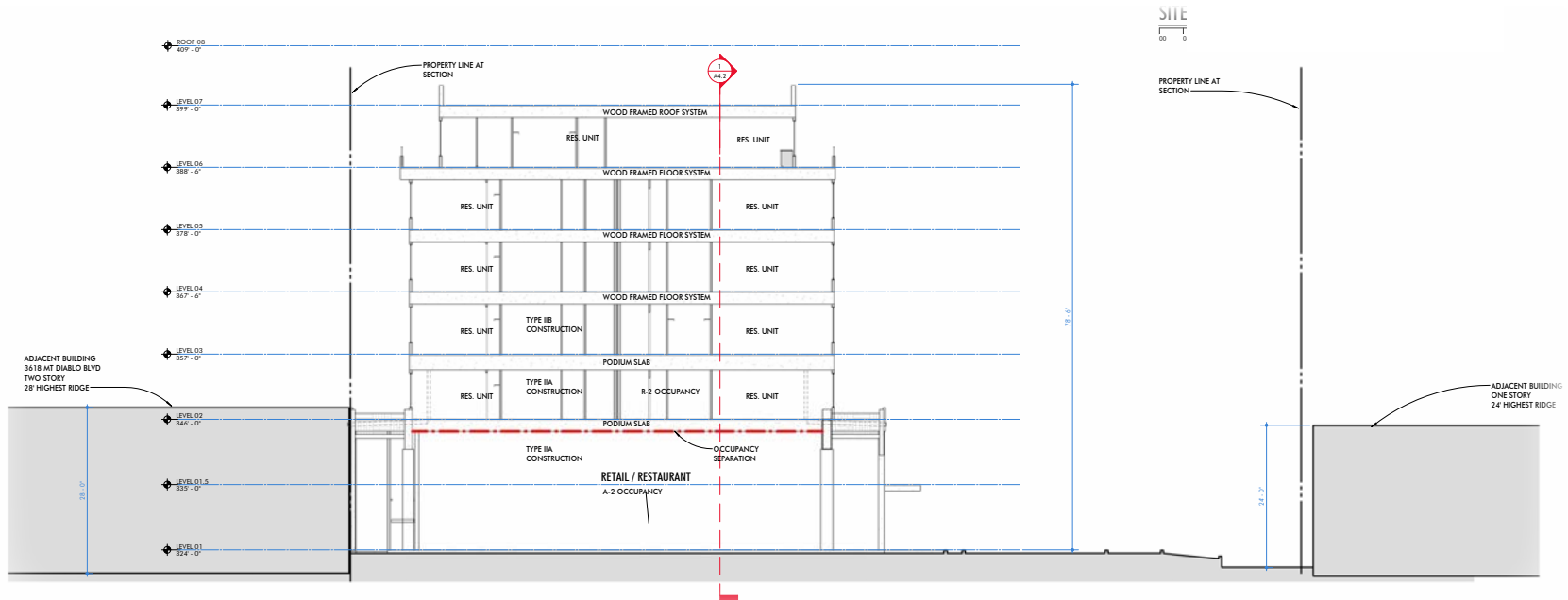
PARKING & ROOF PLAN

AERIAL

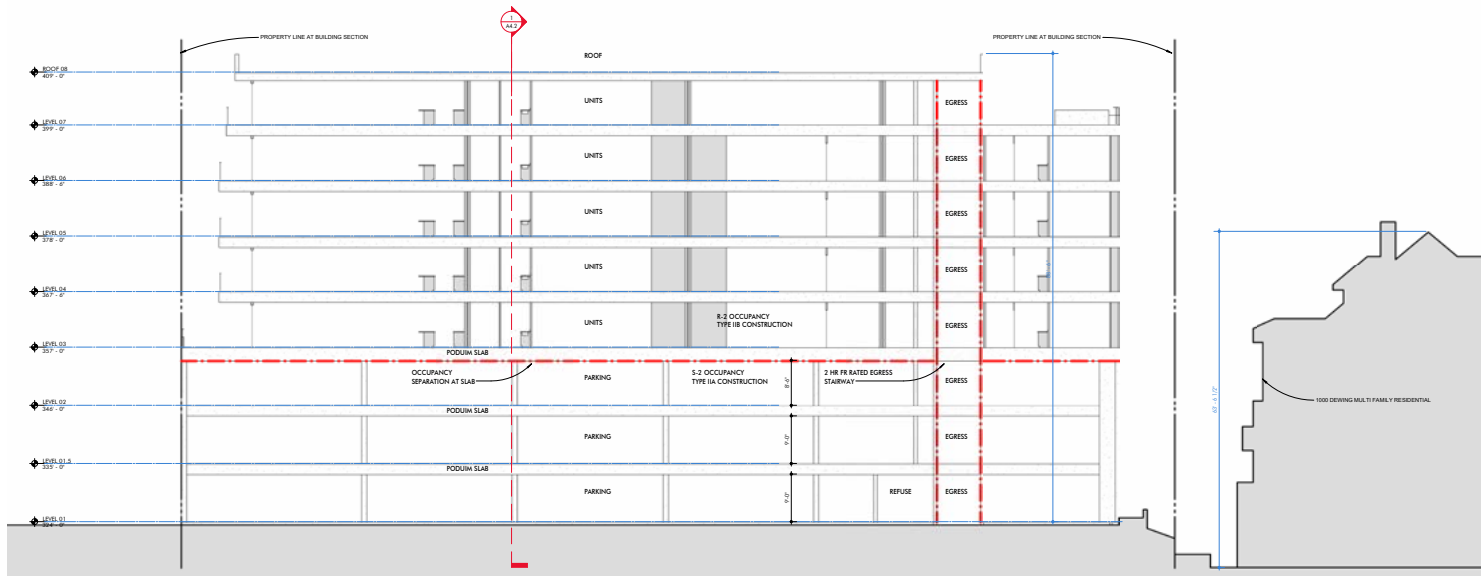
RETAIL AMENITIES

LAFAYETTE OVERVIEW

DEMOGRAPHICS & TRAFFIC COUNTS

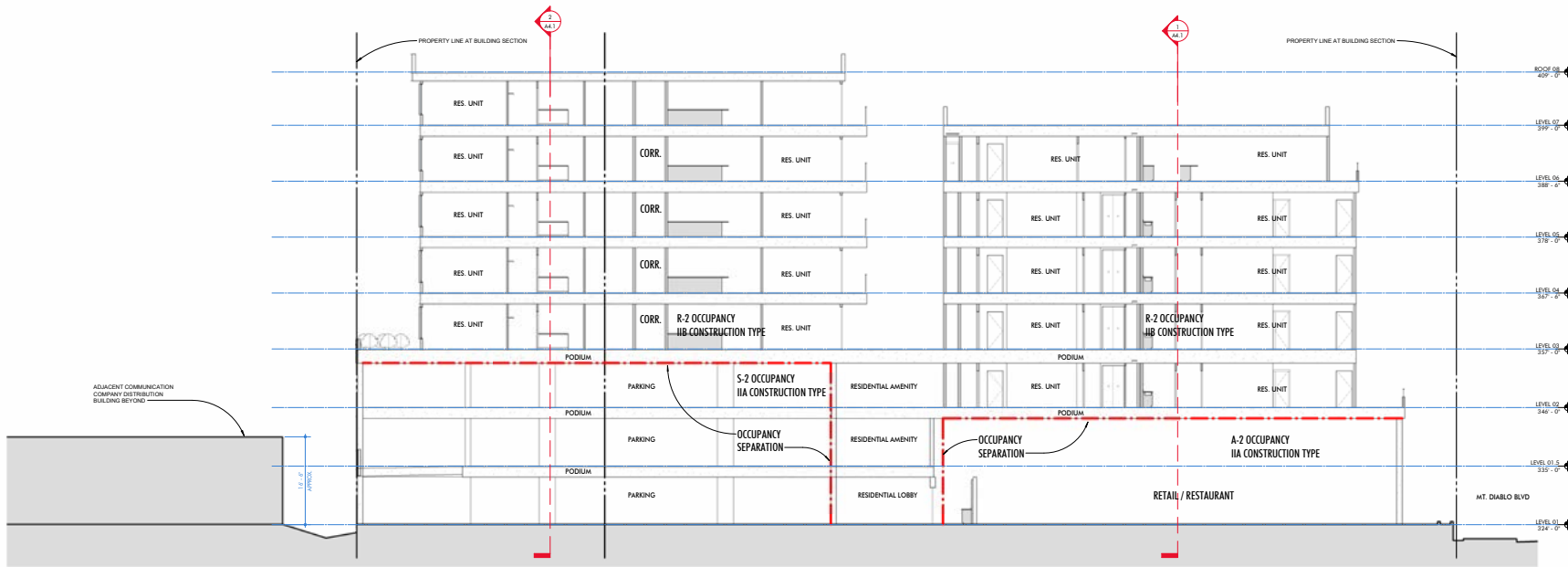


SITE SECTION E-W FRONT



SITE SECTION E-W REAR

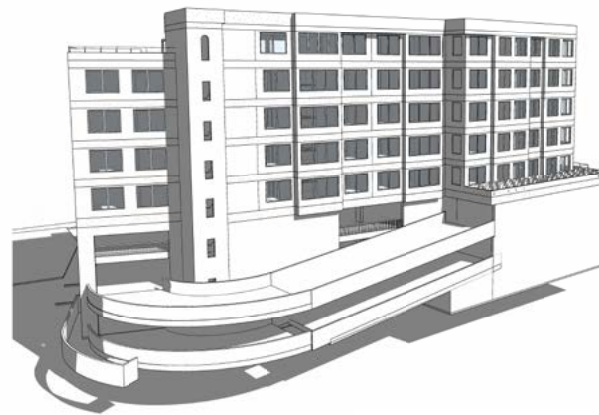
SITE SECTIONS



SITE SECTION N-S CENTER



**ISOMETRIC VIEW
(NORTHEAST)**



**ISOMETRIC VIEW
(NORTHWEST)**

INVESTMENT & PROJECT
OVERVIEW

RENDERINGS & SITE PLANS

PARKING & ROOF PLAN

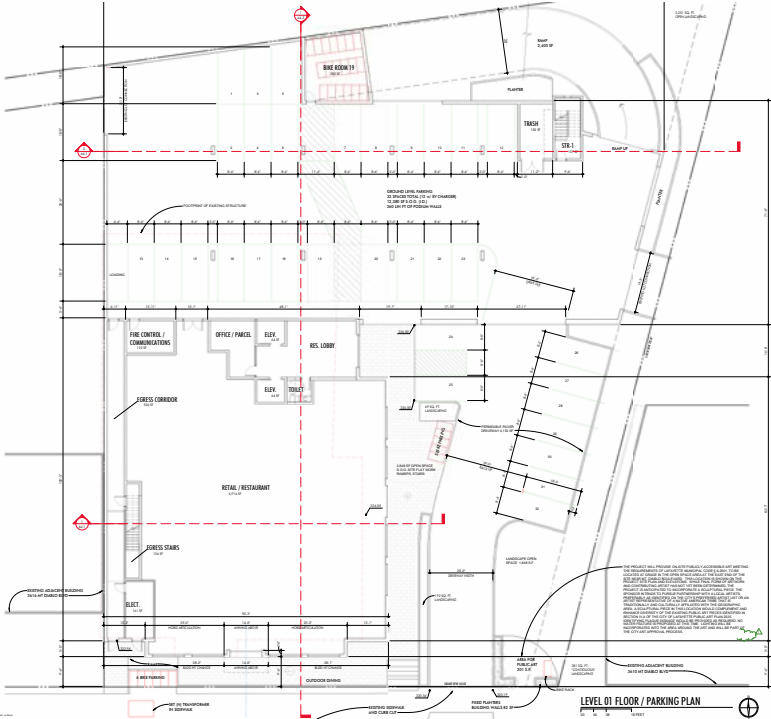
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RETAIL AMENITIES

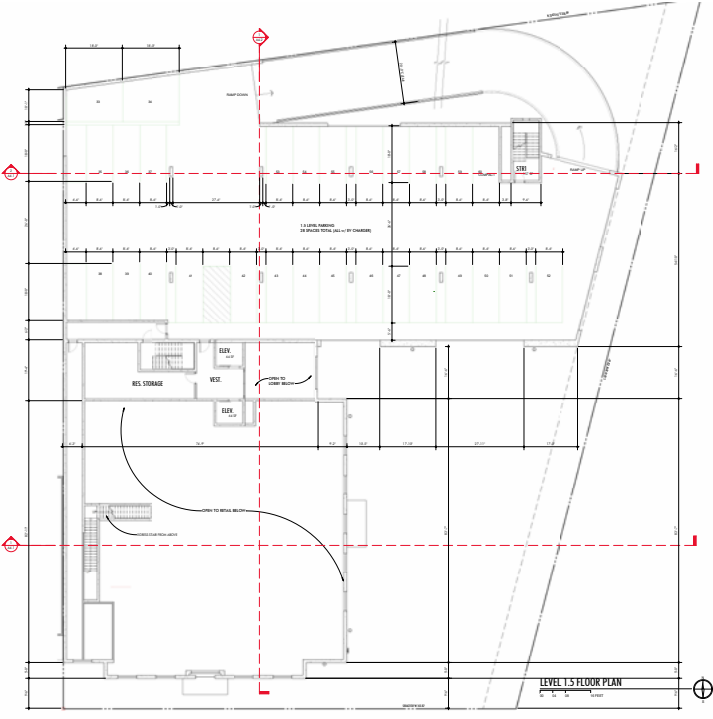
LAFAYETTE OVERVIEW

DEMOGRAPHICS &
TRAFFIC COUNTS

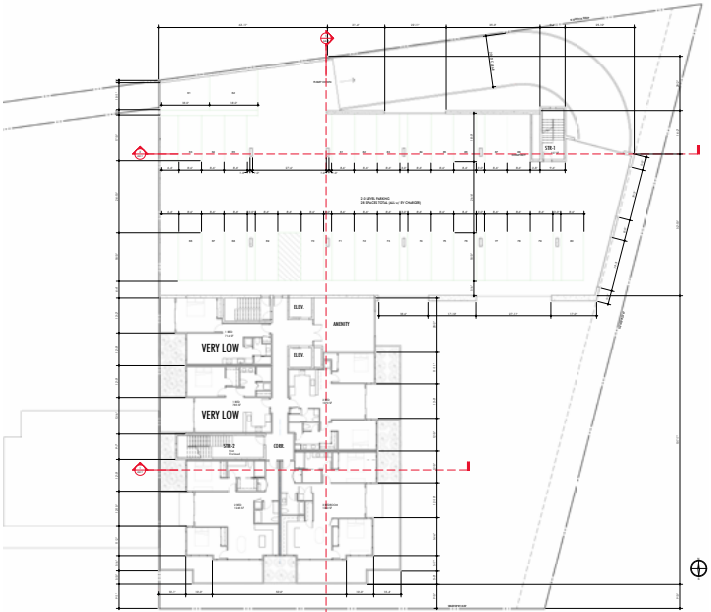
PARKING INFORMATION



GRADE LEVEL - 32 SPACES



FIRST LEVEL - 28 SPACES

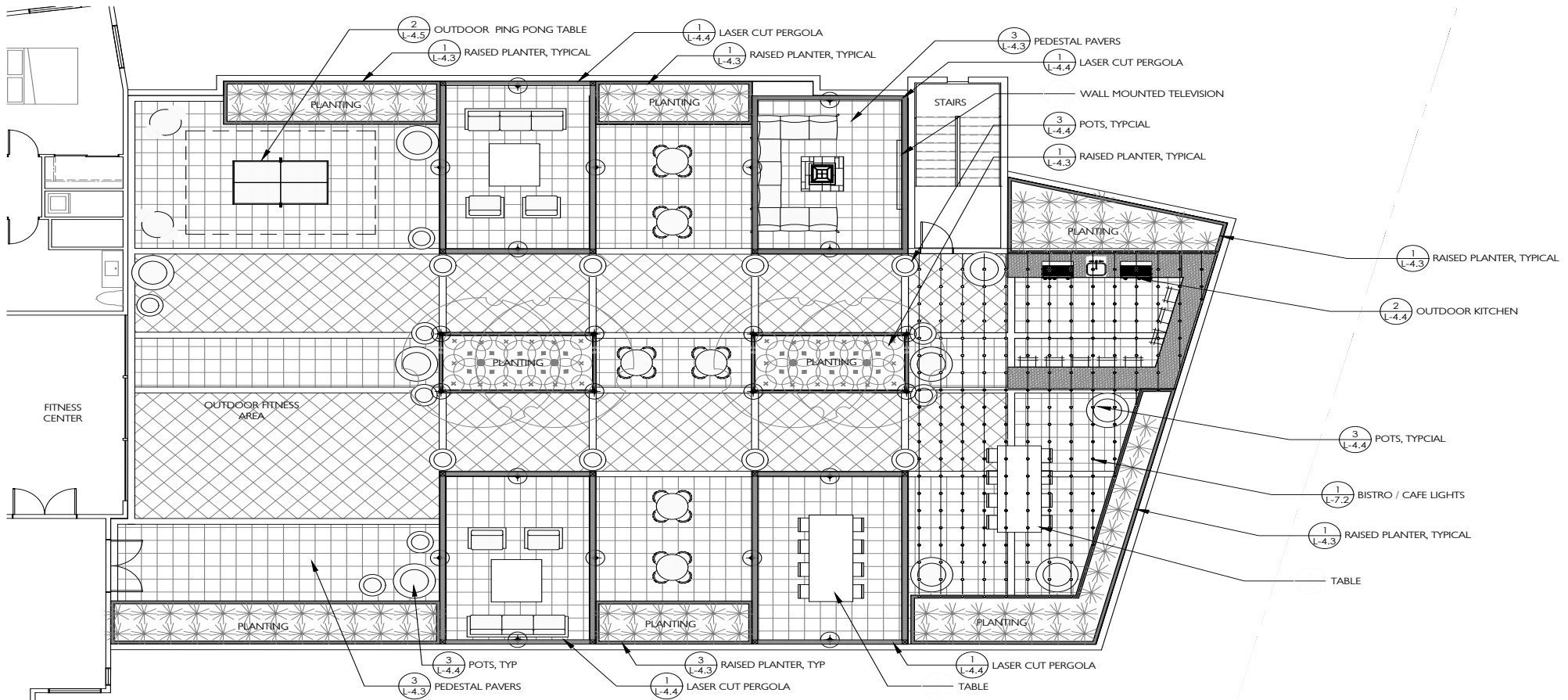


SECOND LEVEL - 28 SPACES



ROOF PLAN

ROOF GARDEN



INSPIRATION PHOTOS



LAFAYETTE AERIAL



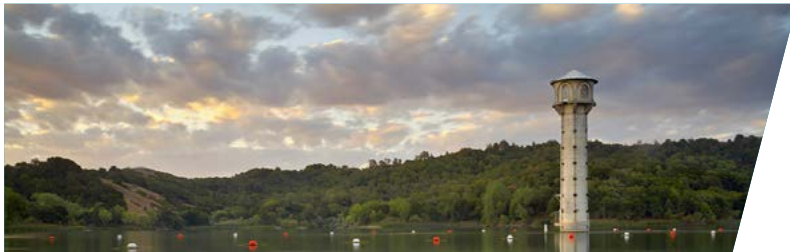
RETAIL AMENITIES MAP



- | | | | | | | |
|--|---|---|---|---|---|---|
| 1. Western Flyer Brewing | 10. AT&T
BevMo! | Millie's American Kitchen | 23. U.S. Bank
Patelco | Blue Sapphire Homes | Beadazzled | 39. Postino
Misto Lino |
| 2. Mechanic's Bank | 11. Oasis Cafe | 18. McCaulou's | 24. Lilikoi Boba | 33. Harper Greer
La Chataigne | 36. Roam Burgers
Papillon | 40. Lafayette Public House
Patrizia Marrone |
| 3. Chevron | 12. Town Center Apts. | 19. Noah's NY Bagels
Peets | 25. Kane Sushi | 34. Kinko's
Sliver Pizzeria | 37. Tutu's
Solano Jewelers | 41. Lafayette Public House
Amphora Nueva |
| 4. Wells Fargo | 13. Great Clips | Chipotle | 26. Lafayette Library | 35. Starbucks
J. McLaughlin | 38. El Jarro
Lafayette Pack & Ship | 42. Lafayette Public House
Hide Out Kitchen & Cafe |
| 5. World Travel HQ
Shoe Repair
UPS Store
Rancho Cantina | 14. Zahra Boutique
Chloe Nails
Lavash Mediterranean | Jamba Juice
Yogurt Shack
Blue Ginko | 27. Taco Bell | 36. Roam Burgers
Blue Mercury | 39. Postino
Ms Karen's Place | 43. Lafayette Public House
Francesca's |
| 6. Pet Food Express
Batch and Brine | 15. Uncle Yu's | 20. Whole Foods
21. Bank of America | 28. Orange Theory
Plush Beauty
Reflection Salon | 37. Tutu's
Art & Science of Eyewear | 40. Lafayette Public House
El Jarro Mexican Cafe | 44. Lafayette Public House
Verizon |
| 7. Panda Express | 16. Indigo & Poppy | 22. Citi Bank
Jackson's Liquors | 29. Chevron
30. Plaza Park | 38. El Jarro
Beauty for You | 41. The Breakfast Club
Philiz Coffee | 45. CVS
Round Table |
| 8. Pizza Antica
SusieCakes | 17. Safeway | 23. U.S. Bank
Metro
76 Gas | 31. Hollie's Homegrown
Sideboard | 39. Postino
Caroline Salon | 42. Bank of the West
Zoonie's Candy Shop | 46. Round Table
Beauty Supplies Plus |
| 9. Barranco | | | 32. UPS Store
DouglaH Designs | 40. Lafayette Public House
Caroline Salon | 43. Social Bird
Mighty Pilates | 47. US Post Office
Verizon |
| | | | | 41. The Breakfast Club
El Jarro Mexican Cafe | 44. Lafayette Public House
Philiz Coffee | 48. Rising Loafer
Swell Little Donuts |
| | | | | 42. Bank of the West
Poke Go | 45. CVS
Round Table | 49. Trader Joe's |
| | | | | 43. Social Bird
Amarin Thai | 46. Round Table
Beauty Supplies Plus | |
| | | | | 44. Lafayette Public House
Round Up Saloon | 47. US Post Office
Verizon | |
| | | | | 45. CVS
Round Up Saloon | 48. Rising Loafer
Swell Little Donuts | |
| | | | | 46. Round Table
Round Up Saloon | 49. Trader Joe's | |

=Food/Coffee Shops/Restaurants
 =Grocery Stores/Pharmacy
 =Retail
 =Services
 =Salon/Spas
 =Other

LAFAYETTE OVERVIEW



IDEAL TRI-VALLEY LOCATION

The Town of Lafayette is located in the beautiful rolling hills of Contra Costa County. It is ideal for those looking for a central small-town location with close proximity to larger cities, like Walnut Creek (4.8 miles), Oakland (13 miles) and San Francisco (21.3 miles). Its Mediterranean climate offers perfect growing conditions for produce year-round and with an average of 262 sunny days per year, many schools and businesses in the Lafayette community take advantage of solar power.

TOP RATED SCHOOLS

Lafayette is famous for its excellent public school system. The Acalanes, Campolindo, Las Lomas, and Miramonte High Schools all rank in the top 60 of the 1,000 high schools in California based upon the Academic Performance Index (API) and the top 4% of all high schools in the United States for strength of the Advanced Placement Program. All the schools in the district are fully accredited by the Western Association of Schools and Colleges.

PARKS, TRAILS & RECREATION

Lafayette has over 40-miles of dedicated trails and more than 90-acres of public parklands ranging from wilderness and nature areas, to sports fields, playgrounds and the downtown plaza. The Lafayette Community Park offers 3-miles of trails, and about 6-miles of City trails connect to other hiking areas such as the Lafayette Reservoir (a 550-acre undisturbed oak woodland located just a half mile from downtown), Lafayette Ridge and Briones Regional Park.

UPSCALE AMENITIES

Lafayette offers an idyllic European-style retreat surrounded by expanses of oak trees and the Northern California countryside. You can relax poolside at the French Chateau-inspired Lafayette Park Hotel & Spa before zipping over to the enchanting Italian ambiance of Postino's for dinner. With a wide range of high-end restaurants, wineries and shops, Lafayette has it all.

INVESTMENT & PROJECT OVERVIEW

RENDERINGS & SITE PLANS

PARKING & ROOF PLAN

AERIAL

RETAIL AMENITIES

LAFAYETTE OVERVIEW

DEMOGRAPHICS & TRAFFIC COUNTS

DEMOGRAPHICS

AND TRAFFIC COUNT

DEMOGRAPHICS

2025 Summary	1-Mile	3 -Mile	5-Mile
Population	8,773	50,072	150,393
Households	3,618	19,998	63,577
Families	2,355	13,532	38,949
Average Household Size	2.91	2.95	2.93
Owner Occupied Housing Units	53.6%	73.0%	62.0%
Renter Occupied Housing Units	39.3%	21.5%	31.8%
Median Age	43.4	47.6	45.2
Median Household Income	\$204,262	\$186,409	\$160,159
Average Household Income	\$303,674	\$284,603	\$238,461

2030 Summary	1-Mile	3 -Mile	5-Mile
Population	8,901	50,827	152,260
Households	3,669	20,283	64,387
Families	2.91	2.95	2.92
Average Household Size	2.42	2.46	2.32
Owner Occupied Housing Units	54.3%	72.2%	61.9%
Renter Occupied Housing Units	38.6%	22.1%	32.1%
Median Age	44.3	47.9	45.9
Median Household Income	\$228,938	\$218,185	\$181,161
Average Household Income	\$329,605	\$309,376	\$258,697

Trends: 2024-2029 Annual Rate	1-Mile	3 -Mile	5-Mile
Population	0.29%	0.30%	0.25%
Households	0.28%	0.28%	0.25%
Families	0.24%	0.33%	0.22%

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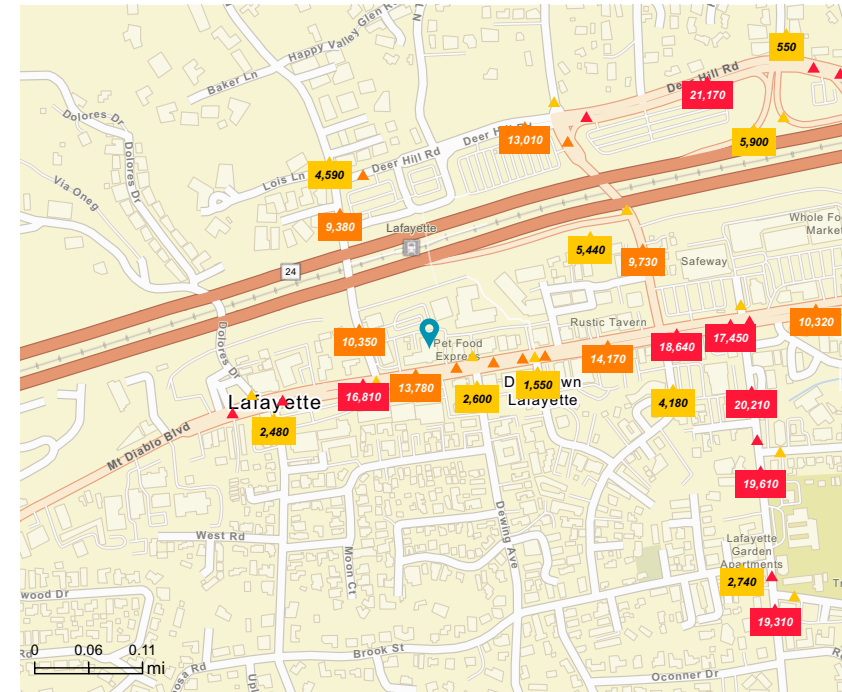
AERIAL

RETAIL AMENITIES

LAFAYETTE OVERVIEW

DEMOGRAPHICS & TRAFFIC COUNTS

TRAFFIC COUNTS



- ▲ Up to 8,000 vehicles per day
- ▲ 8,001 - 15,000
- ▲ 15,001 - 50,000
- ▲ 50,001 - 70,000
- ▲ 70,001 - 100,000
- ▲ More than 100,000 per day



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