

BRAUN

INTERNATIONAL REAL ESTATE



SINCE 1908

OFFERING MEMORANDUM

FOR SALE



OLIVERA VILLA APARTMENTS

2451 OLIVERA ROAD | CONCORD, CA 94520

94 UNIT APARTMENT COMPLEX WITH 7 SEPARATE BUILDINGS

OFFERING MEMORANDUM

Braun International (Broker) has been engaged by Trustee for the sale of the property. The Property is being offered for sale in an “As Is, Where Is” condition, and Trustee and Agent make no representations or warranties as to the accuracy of the information contained in this Offering Memorandum.

The enclosed materials include highly confidential information and are being furnished solely for the purpose of review by prospective purchasers of the interest described herein. Neither the enclosed materials nor any information contained herein is to be used for any other purpose or made available to any other person without the express written consent of the Trustee.

The use of this Offering Memorandum and the information provided herein is subject to change.

The enclosed materials are being provided solely to facilitate the prospective buyer's own due diligence for which it shall be fully and solely responsible. The material contained herein is based on information and sources deemed to be reliable, but no representation or warranty, express or implied, is being made by Agent or Trustee or any of their respective representatives, affiliates, offers, employees, shareholders, partners or directors, as to the accuracy or completeness of the information contained herein.

All interested parties shall make their own measurements of the property or engage a third party to verify any and all measurements of the property contained herein. This offering memorandum has been prepared to provide summary unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject Property. The information contained herein is not a substitute for a thorough due diligence investigation. Braun International Real Estate has not made any investigation and makes no warranty or representation with respect to the income or expenses for the Property, the size and square footage of the Property and improvements, the presence or absence of contaminating substances, PCB's, or asbestos.

The compliance with Local, County, State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject Property. All potential buyers must take appropriate measures to verify all of the information set forth herein. Summaries contained herein of any legal or other documents are not intended to be comprehensive statements of the terms of such documents, but rather only outlines of some of the principal provisions contained therein.

Neither the Agent nor the Trustee shall have any liability whatsoever for the accuracy or completeness of the information contained herein or any other written or oral communication or information transmitted or made available or any action taken or decision made by the recipient with respect to the Property. Interested parties are to make their own investigations, projects, and conclusions without reliance upon the material contained herein.

Trustee reserves the right, at its sole and absolute discretion, to withdraw the Property from being marketed for Sale at any time and for any reason. Trustee and Agent expressly reserve the right, at their sole and absolute discretion, to reject any and all expressions of interest or offers regarding the Property and/ or to terminate discussions with any entity at any time, with or without notice.

This offering is made subject to omissions, correction of errors, change of price or other terms, prior sale or withdrawal from the market without notice. Agent is not authorized to make any representations or agreements on behalf of Trustee. Trustee shall have no legal commitment or obligation to any interested party reviewing the enclosed materials, performing additional investigation and/or making an offer to purchase the Property unless and until the binding written agreement for the purchase of the Property has been fully executed, delivered, and approved by Trustee and any conditions to Trustee's obligations thereunder have been satisfied or waived.

By taking possession of and reviewing the information contained herein, the recipient agrees that (a) the enclosed materials and their contents are of a highly confidential nature and will be held and treated in the strictest confidence and shall be returned to Agent or Trustee promptly upon request; and (b) the recipient shall not contact employees or tenants of the Property directly or indirectly regarding any aspect of the enclosed materials or the Property without the prior written approval of the Trustee or Agent.

By accepting this marketing brochure, you agree to release Braun International Real Estate, and the representing agent(s), and hold them harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/ or purchase of this Property.

OLIVERA VILLA APARTMENTS

2451 OLIVERA ROAD | CONCORD, CA 94520

94 UNIT APARTMENT COMPLEX WITH 7 SEPARATE BUILDINGS

INVESTMENT SUMMARY

- Offering Summary
- Lease & Tenant Information
- Property Photos

PROPERTY OVERVIEW

- Location Aerial
- Property Aerial

DEMOGRAPHICS & INCOME PROFILE

- Demographics and Income
- Investment Highlights

SALE INFORMATION

- Sale Terms
- Due Diligence

CONTACT FOR INFORMATION

TODD WOHL

- Email: Todd@BraunCo.com
- Phone: 866.568.6638 x 100
- BraunCo.com

OFFERING SUMMARY

PROPERTY INFORMATION

Property Address	2451 Olivera Road Concord, CA 94520
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SITE DESCRIPTION

APN	110-035-002-2
Lot Size	183,039 SF
Total Building Square Footage	83,436 SF
Zoning	M18
Units	94
Building	2 Story
# of Buildings	7
Year Built	1971
1 Bedroom / 1 Bathroom Apts	8
2 Bedroom / 2 Bathroom Apts	86
Total Rooms	264
Total Bedrooms	184
Total Bathrooms	180
Parking	100 Covered * 62 uncovered parking spaces
Parking Spaces	1.72 Per Unit

FINANCIAL INFORMATION

2022	- Gross Income: \$2,128,915
2023	- Gross Income: \$2,217,523
2024	- Gross Income: \$2,332,925

THE OFFERING

- 94 Unit Apartment complex with 7-(2) story separate buildings
- Open courtyard
- Parking spaces – 100 Covered/62 uncovered surface
- (4) Laundry Facilities
- Pool
- Utilities included in rents – water, sewer and trash removal
- Direct and easy access to highways 242 & 4
- Secure cash flow due to Concord Rent Stabilization passed 4/18/24
- Electric & Gas metered separately

COMPLEX EXTERIOR



COMPLEX EXTERIOR



PARKING AREA



UNIT B10 (2BED - 2BATH)



UNIT B10 (2BED - 2BATH)



UNIT F2 (1BED -1BATH)



LAUNDRY ROOM



POOL AREA



AERIAL PHOTOS



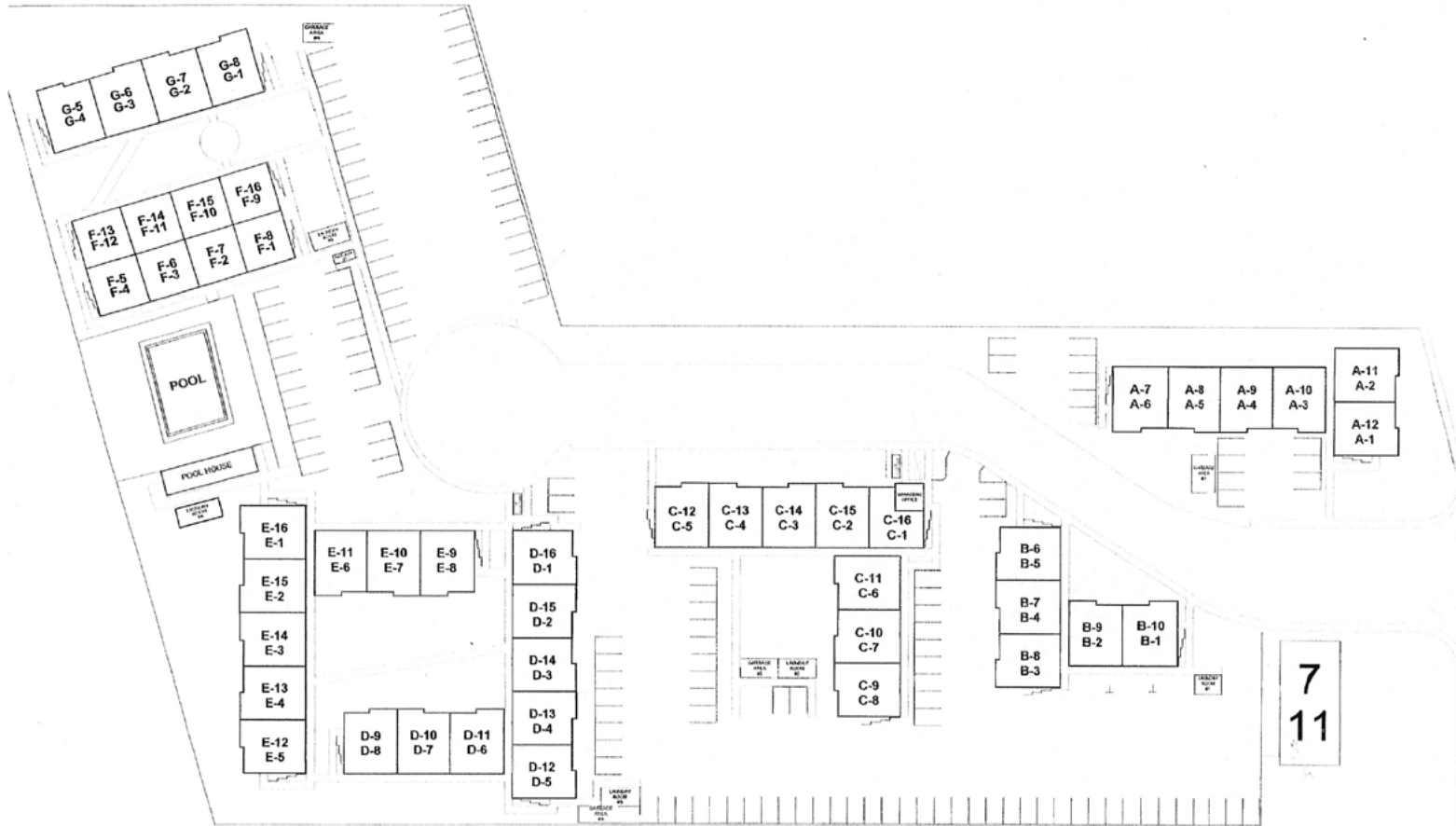
AERIAL PHOTOS



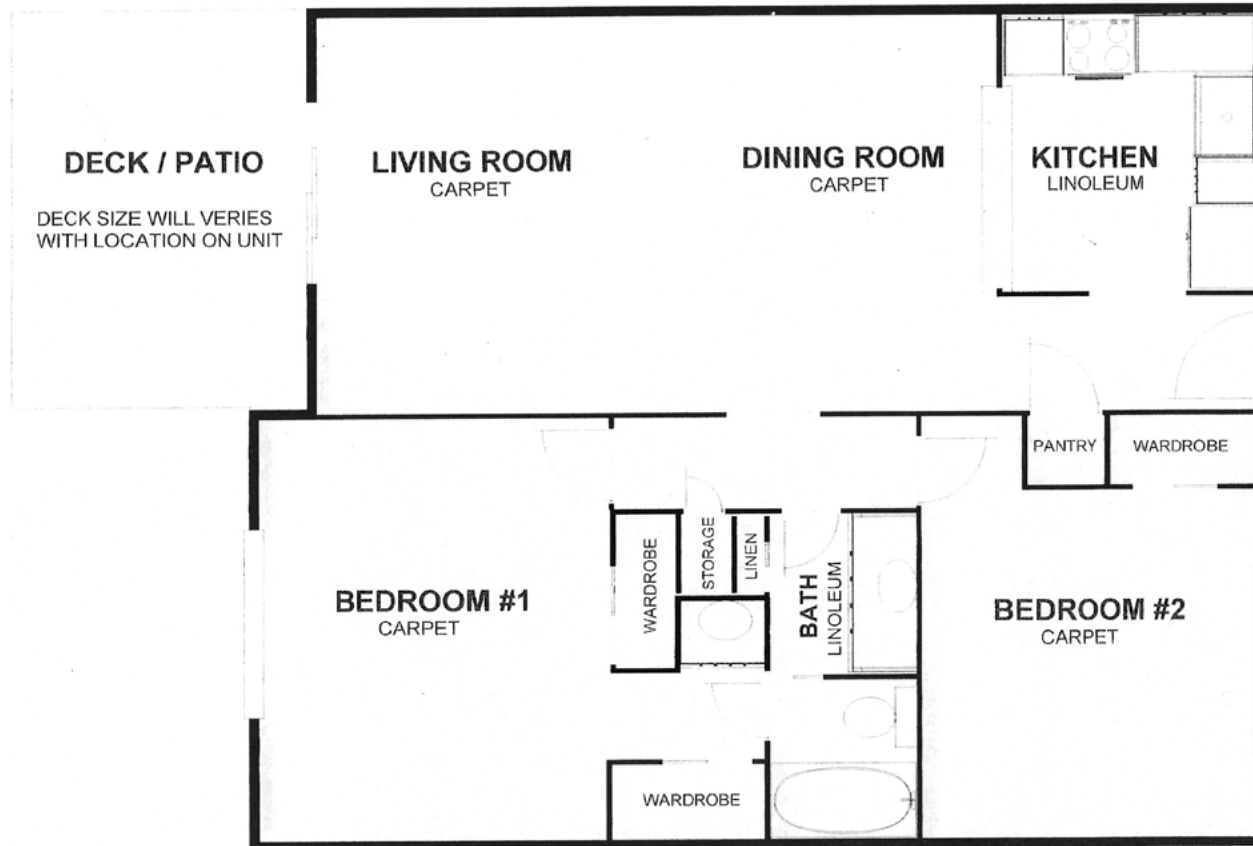
AERIAL PHOTOS



Olivera Villa Apartments

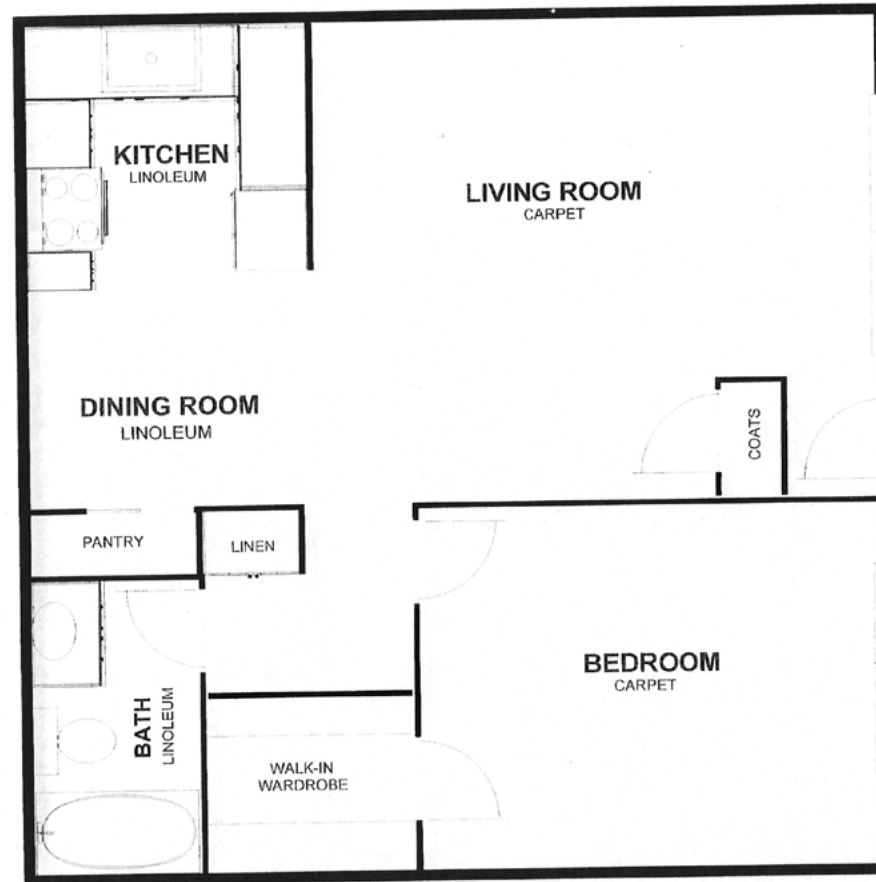


FLOOR PLAN



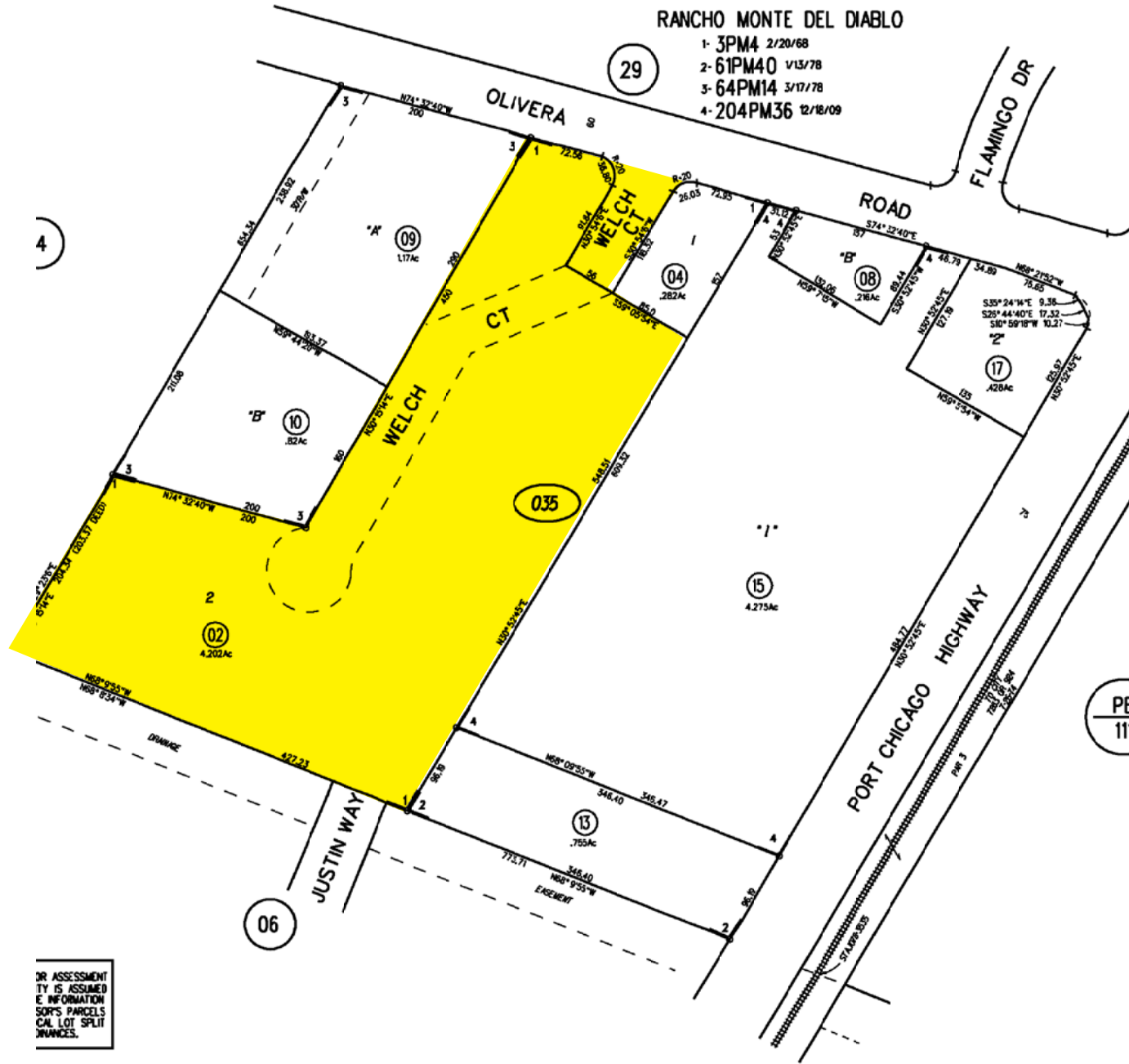
**2 Bedroom 1 Bathroom
~930 sq. ft. of Living Area**

FLOOR PLAN



**1 Bedroom 1 Bathroom
~700 sq. ft. of Living Area**

PLAT MAP



RENT ROLL

Olivera Villa Apartments

Unit	Status	Market Rent	Actual Rent	Residential Deposit	Lease Expiration
A-01	CURRENT	2,125.00	2,125.00	2,500.00	4/29/2024
A-02	CURRENT	2,125.00	2,125.00	1,200.00	6/30/2024
A-03	CURRENT	2,125.00	2,125.00	1,850.00	2/28/2025
A-04	CURRENT	2,075.00	2,075.00	1,600.00	8/31/2018
A-05	CURRENT	2,150.00	2,150.00	1,200.00	3/31/2016
A-06	CURRENT	2,225.00	2,225.00	1,200.00	2/29/2020
A-07	CURRENT	2,101.00	2,101.00	1,200.00	7/31/2019
A-08	CURRENT	2,024.00	2,024.00	700.00	7/1/2008
A-09	CURRENT	2,200.00	2,200.00	1,800.00	1/31/2023
A-10	CURRENT	2,096.00	2,096.00	1,200.00	11/1/2015
A-11	CURRENT	2,178.00	2,178.00	3,950.00	10/31/2022
A-12	CURRENT	2,142.00	2,142.00	2,000.00	12/31/2018
B-01	CURRENT	2,050.00	2,050.00	1,200.00	7/31/2020
B-02	CURRENT	2,178.00	2,178.00	1,800.00	10/31/2022
B-03	CURRENT	2,225.00	2,225.00	1,200.00	2/28/2021
B-04	CURRENT	2,096.00	2,096.00	2,100.00	9/30/2019
B-05	CURRENT	2,100.00	2,100.00	500.00	9/1/2013
B-06	CURRENT	2,127.00	2,127.00	1,200.00	11/30/2020
B-07	CURRENT	2,127.00	2,250.00	2,250.00	2/28/2026
B-08	CURRENT	2,075.00	2,075.00	2,500.00	8/31/2019
B-09	CURRENT	2,250.00	2,250.00	2,250.00	11/30/2025
B-10	CURRENT	2,075.00	2,075.00	3,100.00	8/31/2024
C-01	CURRENT	1,775.00	1,775.00	900.00	5/31/2016
C-02	MANAGER	0.00	0.00	0.00	7/31/2023
C-03	CURRENT	2,142.00	2,142.00	1,200.00	12/31/2017
C-04	CURRENT	2,150.00	2,150.00	3,000.00	5/31/2023
C-05	CURRENT	2,150.00	2,150.00	2,500.00	4/30/2023
C-06	CURRENT	2,125.00	2,125.00	1,200.00	6/30/2024
C-07	CURRENT	2,127.00	2,127.00	2,500.00	11/30/2019
C-08	CURRENT	2,075.00	2,075.00	1,200.00	2/29/2024
C-09	CURRENT	2,075.00	2,075.00	1,500.00	8/31/2017
C-10	CURRENT	2,125.00	2,125.00	1,200.00	12/31/2024
C-11	CURRENT	2,096.00	2,096.00	1,200.00	10/31/2018
C-12	CURRENT	2,295.00	2,295.00	2,295.00	5/31/2025
C-13	CURRENT	2,125.00	2,125.00	1,200.00	4/30/2025
C-14	CURRENT	2,147.00	2,147.00	1,200.00	4/30/2023
C-15	CURRENT	2,096.00	2,096.00	1,200.00	9/30/2018
C-16	CURRENT	2,075.00	2,075.00	1,200.00	8/31/2020

RENT ROLL

Olivera Villa Apartments

Unit	Status	Market Rent	Actual Rent	Residential Deposit	Lease Expiration
D-01	CURRENT	2,140.00	2,140.00	1,500.00	1/31/2019
D-02	CURRENT	2,125.00	2,125.00	1,800.00	12/31/2023
D-03	CURRENT	2,075.00	2,075.00	1,200.00	8/31/2020
D-04	CURRENT	2,045.00	2,045.00	1,200.00	6/30/2020
D-05	CURRENT	2,150.00	2,150.00	1,600.00	4/30/2018
D-06	CURRENT	2,120.00	2,120.00	1,200.00	5/31/2024
D-07	CURRENT	2,147.00	2,147.00	2,000.00	3/31/2022
D-08	CURRENT	2,200.00	2,200.00	1,200.00	3/31/2019
D-09	CURRENT	2,100.00	2,100.00	1,200.00	5/31/2019
D-10	CURRENT	2,127.00	2,127.00	1,200.00	10/31/2020
D-11	CURRENT	2,200.00	2,200.00	1,600.00	9/30/2024
D-12	CURRENT	2,100.00	2,100.00	1,200.00	5/31/2020
D-13	CURRENT	2,075.00	2,075.00	1,200.00	5/31/2023
D-14	CURRENT	2,147.00	2,147.00	1,200.00	2/28/2022
D-15	CURRENT	2,120.00	2,120.00	2,000.00	6/30/2024
D-16	CURRENT	2,100.00	2,100.00	2,000.00	5/31/2019
E-01	CURRENT	2,075.00	2,075.00	2,075.00	2/28/2025
E-02	CURRENT	2,245.00	2,245.00	1,200.00	12/31/2022
E-03	CURRENT	2,250.00	2,250.00	1,200.00	12/31/2025
E-04	CURRENT	2,096.00	2,096.00	700.00	10/1/2013
E-05	CURRENT	2,100.00	2,100.00	1,200.00	5/31/2020
E-06	CURRENT	2,195.00	2,195.00	1,200.00	10/31/2022
E-07	CURRENT	2,200.00	2,200.00	2,200.00	9/30/2023
E-08	MANAGER	2,325.00	2,325.00	4,650.00	4/30/2024
E-09	CURRENT	2,295.00	2,295.00	2,295.00	7/31/2024
E-10	CURRENT	2,100.00	2,100.00	1,200.00	5/31/2020
E-11	CURRENT	2,075.00	2,075.00	1,200.00	8/31/2019
E-12	CURRENT	2,175.00	2,175.00	1,200.00	7/31/2025
E-13	CURRENT	2,150.00	2,150.00	1,200.00	4/30/2021
E-14	CURRENT	2,127.00	2,127.00	4,150.00	4/30/2023
E-15	CURRENT	2,127.00	2,127.00	2,200.00	10/31/2019
E-16	CURRENT	2,024.00	2,024.00	500.00	10/31/2002
F-01	CURRENT	1,760.00	1,760.00	900.00	8/31/2019
F-02	VACANT	1,794.00	0.00	0.00	-
F-03	CURRENT	1,775.00	1,775.00	2,200.00	3/31/2020
F-04	CURRENT	1,691.00	1,691.00	900.00	6/30/2020
F-05	CURRENT	1,691.00	1,850.00	900.00	8/31/2025
F-06	CURRENT	1,795.00	1,795.00	900.00	4/30/2021
F-07	CURRENT	1,825.00	1,850.00	900.00	8/31/2025

RENT ROLL

Olivera Villa Apartments

Unit	Status	Market Rent	Actual Rent	Residential Deposit	Lease Expiration
F-08	VACANT	1,775.00	1,775.00	900.00	1/31/2018
F-09	CURRENT	1,795.00	1,795.00	1,200.00	4/30/2017
F-10	VACANT	1,825.00	0.00	0.00	-
F-11	CURRENT	1,794.00	1,794.00	900.00	12/31/2020
F-12	CURRENT	1,795.00	1,850.00	900.00	2/28/2026
F-13	CURRENT	1,810.00	1,810.00	900.00	7/31/2022
F-14	CURRENT	1,795.00	1,795.00	1,700.00	11/30/2024
F-15	VACANT	1,775.00	0.00	0.00	-
F-16	CURRENT	1,840.00	1,840.00	900.00	12/31/2023
G-01	CURRENT	2,045.00	2,045.00	1,200.00	6/30/2020
G-02	CURRENT	2,096.00	2,096.00	600.00	11/1/2006
G-03	CURRENT	2,096.00	2,096.00	1,600.00	11/30/2017
G-04	CURRENT	2,200.00	2,200.00	1,500.00	3/31/2020
G-05	CURRENT	2,225.00	2,225.00	600.00	7/29/2007
G-06	CURRENT	2,225.00	2,250.00	2,250.00	1/31/2026
G-07	CURRENT	2,225.00	2,225.00	1,800.00	2/29/2020
G-08	CURRENT	2,075.00	2,075.00	700.00	9/1/2013
94 Units		192,699.00	187,692.00	138,015.00	

Unit	Square Footage	Market Rent	Actual Rent	Security Deposit	Other Deposits	# Of Units	% Unit Occupancy	% Sqft Occupied
Current/Notice/Vacant Residents	83,616.00	192,699.00	187,692.00	138,015.00	0.00	94	96.80	97.48
Future Residents/Applicants	0.00	0.00	0.00	0.00	0.00	0		
Occupied Units	81,510.00	187,305.00				91	96.80	97.48
Total Non Rev Units	0.00	0.00				0	0.00	0.00
Total Vacant Units	2,106.00	5,394.00				3	3.19	2.51
94 Units	83,616.00	192,699.00	187,692.00	138,015.00	0.00	94	100.00	100.00

LOCATION AERIAL

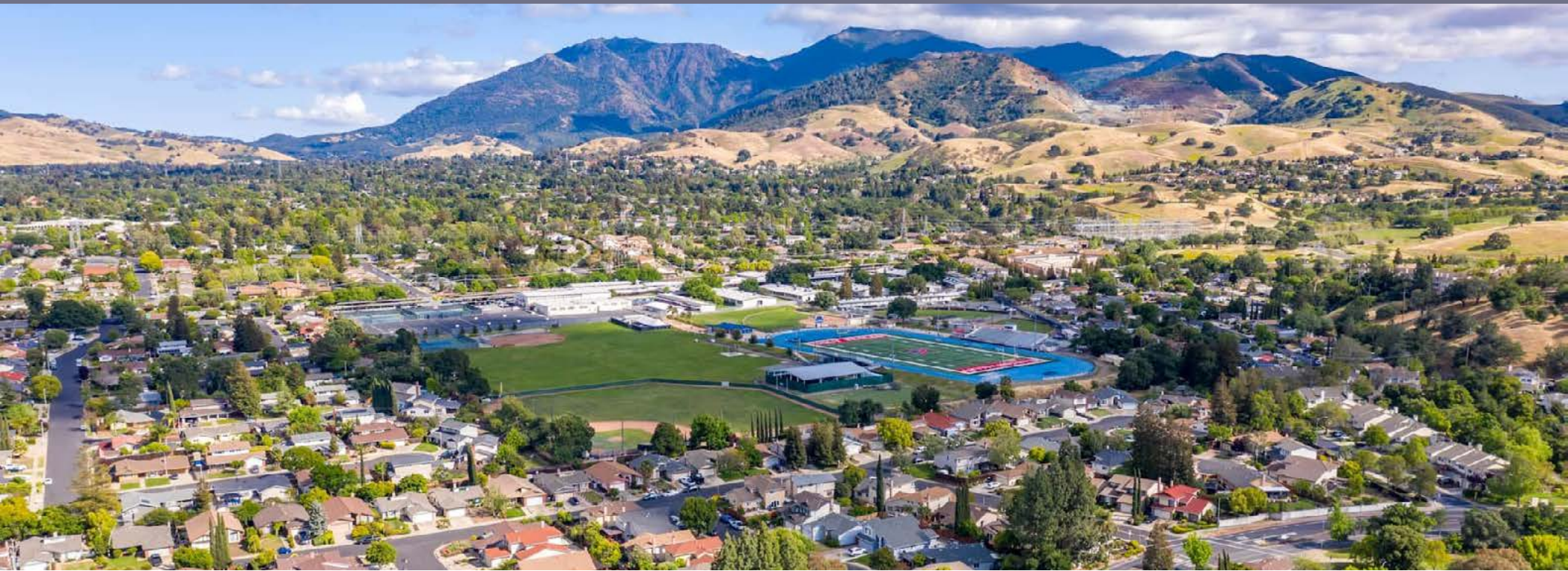
2451 OLIVERA ROAD | CONCORD, CA 94520



PROPERTY AERIAL

2451 OLIVERA ROAD | CONCORD, CA 94520





CONCORD, CA

Concord, California is a Bay Area paradise. Not far from Suisun Bay and easily accessible to I-680, Concord is comfortably surrounded by gorgeous scenery, tree-covered mountains, and rolling hills. Accented with all of the color and local flair you'd expect from the Bay Area, this is a community with a Southwestern-style vibe. Whether you choose the stucco luxury of Cowell, the quaintly quiet neighborhoods of Four Corners, or the rolling hills of North Concord, you're definitely in for a treat in this picturesque California city.

Take a day trip to Pixieland or Waterworld California, Concord's beloved amusement parks, or ride bikes at one of the Contra Costa Canal Trails. Rock out with your favorite artists and bands at the open-air Sleep Train Pavilion, and enjoy the many dining and entertainment districts that Concord has to offer. If you're looking for a home where cool, urban flair meets family-friendly California luxury, Concord is your place.

INVESTMENT HIGHLIGHTS

Excellent Location

The Olivera Villa Apartments offer a convenient location just minutes away from highways 242 and 4. The complex is within walking distance to the North Concord BART station, and several restaurants and shops in the Olivera Crossing Shopping Plaza.

Featuring a courtyard setting with mature landscape, and a large swimming pool. This property offers a welcome retreat from the hectic life in the East Bay area. Amenities include 930 square feet of usable space, lots of closets- including two full closets in the master bedroom, FIVE on-site laundry rooms, reserved covered parking, and visitor parking is available as well. On-site management and 24 hour emergency maintenance work.

Strong Unit Mix

Olivera Villa Apartments features 94 apartments in 7 separate two (2) story buildings.

- Building A: 12-(2) bedroom units
- Building B: 10-(2) bedroom units
- Building C: 16-(2) bedroom units
- Building D: 16-(2) bedroom units
- Building E: 16-(2) bedroom units
- Building F: 16-(1) bedroom units
- Building G: 8-(2) bedroom units

Complex Amenities

Courtyard, Grill Area, Pool, (4) stand alone Laundry facilities, attractive landscaping, property manager on site, walk up to units, pool & pool house.

Unit Amenities

Include air conditioning, heating, ceiling fans, double vanities, tub/shower, walk-in closets, balcony, window coverings, vaulted ceilings, vinyl & carpet flooring, patio & high speed internet access.

Kitchen Features & Appliances

Island Kitchen, disposal, stainless steel appliances, pantry, kitchen oven, refrigerator, freezer & range.

Secure Investment Opportunity

Due to Concord Rent Stabilization introduced in 4/18/24 with rent control tenants ensuring stable cash flow and strong upside potential. Rental upside through strategic renovations of units and operational efficiencies.

Population

Concord is the most populous city in Contra Costa County, California, United States. According to an estimate completed by the United States Census Bureau, the city had a population of 122,315 in 2023.

	1 mile	3 miles
Population	17,449	87,211
Household	6,094	32,058
Median Age	40.40	39.60
Median HH Income	\$106,036	\$95,689
Daytime Employees	9,888	58,952
Population Growth '24 - '29	↓ -0.46%	↓ -0.73%
Household Growth '24 - '29	↓ -0.64%	↓ -0.73%

Market Overview

In 2024, the Concord/Pleasant Hill submarket maintained strong demand. With no new deliveries in the past two years, positive net absorption has decreased the vacancy rate to 5.2% as of the first quarter of 2025, the second lowest in the East Bay. The overall decline in vacancy highlights the sustained demand for housing in the submarket.

Transportation

Transportation options available in Concord include North Concord Martinez Station, located 0.8 mile from Olivera Villa. Olivera Villa is near Metro Oakland International, located 30.8 miles or 41 minutes away, and San Francisco International, located 42.8 miles or 59 minutes away.

2451 OLIVERA ROAD | CONCORD, CA 94520

- Listing Price \$25,275,000
- The property is sold in as is condition
- Seller will not make any repairs
- Buyer will execute sellers trust addendum
- Buyer to provide proof of funds with offer
- Buyer deposit upon acceptance of offer is 3% of purchase price
- Property and financial information available at BraunCo.com
- Property sold with existing tenants
- We need the buyer to provide lender approval letter (if applicable)

INFORMATION AVAILABLE

- 2022 Income Statement
- 2023 Income Statement
- 2024 Income Statement
- Current Rent Roll
- Tenant Estoppels if Available
- Leases
- Seller Trustee addendum
- Preliminary Title Report
- Natural Hazard Report
- Commercial Property Seller Questionnaire
- Exempt Seller Disclosure

CONTACT INFORMATION

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