

FOR SALE | FOR LEASE

4691 CLAYTON RD

*±30,000 SF Prime Drive-Thru Pad
Site Located on a Signalized Hard
Corner in Concord, CA*

4691 Clayton Rd, Concord, CA 94521

Lot Size: ±30,000 SF | ±0.69 AC

CMX (Commercial Mixed-Use)

Use Type: Pad/Drive-Thru | Retail | QSR | Medical

Intersection: Clayton Rd & Bailey Rd

Anchor: TJ Maxx

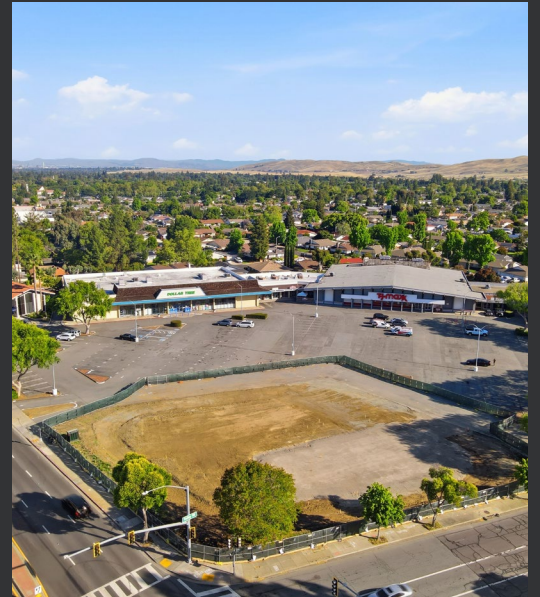
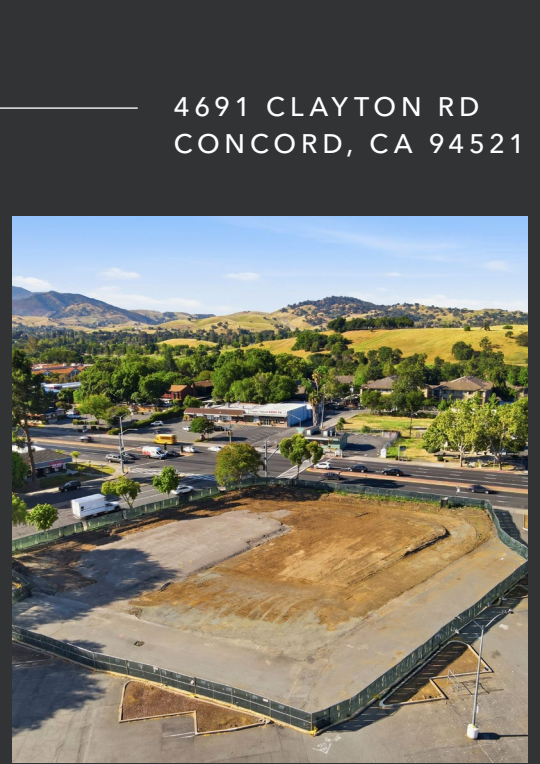
Built in 1985

Concord | Pleasant Hill Submarkets

Building demolished | Pad rough-graded | Ready for permit

Parcels: 115-520-006-4

Car Friendly: 100 - Exceptionally friendly



4691 CLAYTON RD
CONCORD, CA 94521

**EXCLUSIVELY
LISTED BY**

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A CORRIDOR IN MOTION

This site is not just a strong location today – it sits at the convergence of four demand vectors that make this corridor significantly more valuable over the next decade.

THE IMMEDIATE CORRIDOR – CONCORD'S PRIMARY RETAIL SPINE

The Clayton Rd / Ygnacio Valley Rd intersection is Concord's highest-volume retail corridor. The City is actively investing in the area through fiber installation and full pavement rehabilitation as part of a \$114M, five-year Measure V roadway program through 2026 – signaling long-term civic commitment to the corridor. The surrounding Ygnacio Valley neighborhood is a stable, owner-occupied family community attracting in-migration from Alameda County, driven by relative affordability and continued Bay Area employment access. Homes range from \$700K to over \$1M, supporting the repeat-visit consumer base favored by QSR and medical tenants.

WEST OF THE SITE – CONCORD IS DENSIFYING NOW

In March 2026, the Concord City Council formally approved the Affirmatively Furthering Fair Housing (AFFH) overlay zoning, activating high-density residential development at multiple sites along Clayton Road within one mile west of this pad.

These are approved and moving toward entitlement:

Former Kmart site · Clayton Rd & Ayers Rd · 7+ acres · Up to 471 units

Clayton Faire · Clayton Rd · 4 acres · Up to 248 units

Treat Blvd & Clayton Rd · 10+ acres · Up to 617 units

Each new unit is a household that shops, eats, and accesses medical services on this corridor. Combined, these three sites represent over 1,300 new households within one mile.

EAST OF THE SITE – CLAYTON'S WEALTH FEEDS THIS CORRIDOR

The City of Clayton – immediately east – is one of the Bay Area's most affluent small cities, with median home prices around \$1.15M and limited retail infrastructure. Residents regularly travel west along Clayton Rd to this intersection for shopping, dining, and services. The site serves as the gateway between Clayton's concentrated wealth and Concord's retail base – a dynamic that strengthens as home values rise and the population ages, supporting long-term demand for medical office and dental tenants.

THE GENERATIONAL WILDCARD – CONCORD NAVAL WEAPONS STATION

This is the single largest long-range demand driver in the entire East Bay – and it is now moving. As of May 2026, the Concord City Council is reviewing a financial agreement with the U.S. Navy for the purchase of approximately 2,422 acres at the former Concord Naval Weapons Station, backed by master developer Brookfield Properties. Approval unlocks the Specific Plan and formal entitlement process.

CNWS AT A GLANCE

28,000 new residents projected over a 30-year build-out

12,272 new housing units – 25% affordable

16,900 new jobs planned

460 acres of parks, greenways, and open space

New BART station anchoring transit-oriented dev.

Brookfield's planning and zoning timeline runs through 2027. First residential phases are expected in the early 2030s. A tenant signing a 15-year ground lease today will be at mid-lease when the first phase of this community opens and begins generating demand on Clayton Rd.

FOUR DEMAND VECTORS CONVERGING ON THIS SITE

East: Clayton – \$1.15M median home price, no local retail, funnels into this corridor daily

West: Central Concord – 1,300+ new units approved within one mile, overlay zoning active now

North: CNWS – 28,000 residents & 16,900 jobs in master plan; Brookfield Navy deal active May 2026

South: I-680 / Walnut Creek – regional employment and commuter traffic reinforces AM/PM drive pattern

NEARBY AMENITIES



Data Source: ©2026, Placer Labs, Inc.

DUTCH BROS
4672 Clayton Rd
Concord, CA 94521

#99
OF 1,015 NATIONWIDE



| | |
|------------------------|----------|
| NATIONWIDE PERCENTILE | 90th |
| RANK IN CALIFORNIA | 45/201 |
| RANK IN 15 MILE RADIUS | 2/3 |
| ANNUAL VISITS | ±684,800 |

MCDONALDS
4550 Clayton Rd
Concord, CA 94521


#1,926
OF 12,917 NATIONWIDE



| | |
|------------------------|-----------|
| NATIONWIDE PERCENTILE | 85th |
| RANK IN CALIFORNIA | 224/1,174 |
| RANK IN 15 MILE RADIUS | 1/18 |
| ANNUAL VISITS | ±714,100 |

SAFeway
4309 Clayton Rd
Concord, CA 94521

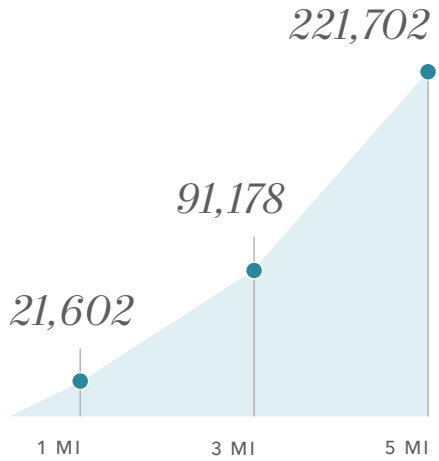
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OF 889 NATIONWIDE



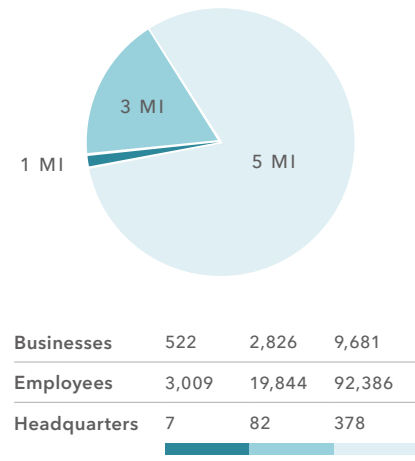
| | |
|------------------------|------------|
| NATIONWIDE PERCENTILE | 66th |
| RANK IN CALIFORNIA | 123/239 |
| RANK IN 15 MILE RADIUS | 17/24 |
| ANNUAL VISITS | ±1,020,000 |

DEMOGRAPHICS

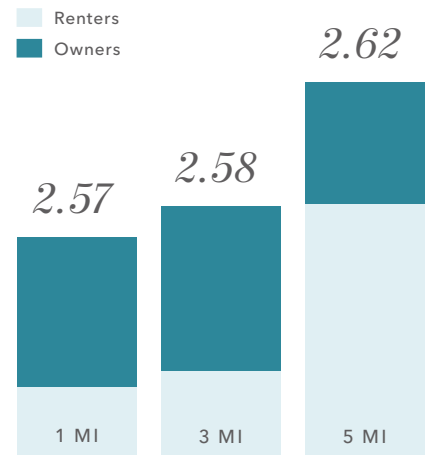
POPULATION



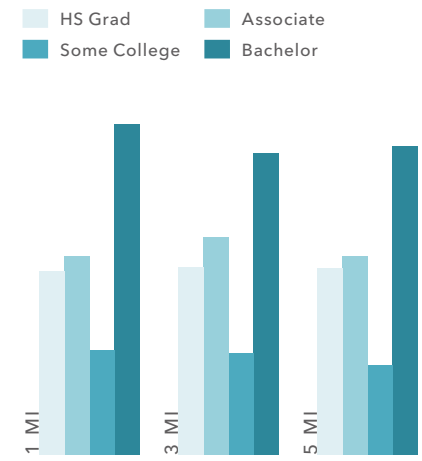
DAYTIME WORKFORCE



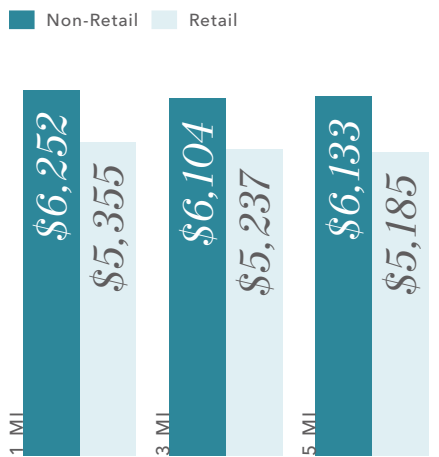
AVERAGE HH SIZE



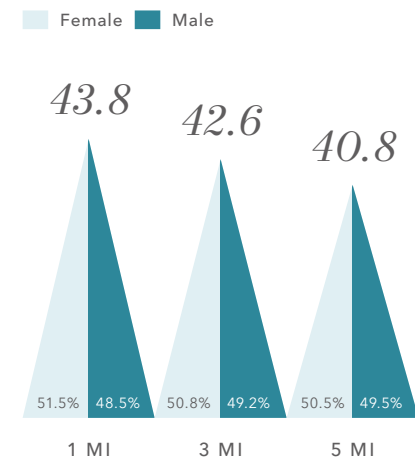
EDUCATION OVERVIEW



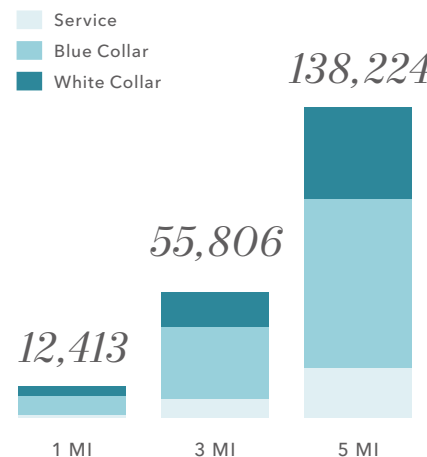
MONTHLY HH SPENDING



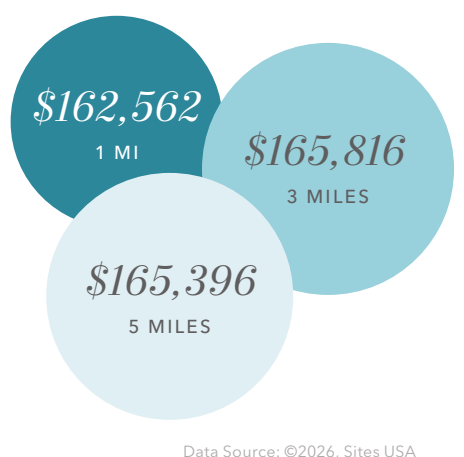
MEDIAN AGE & GENDER



EMPLOYMENT

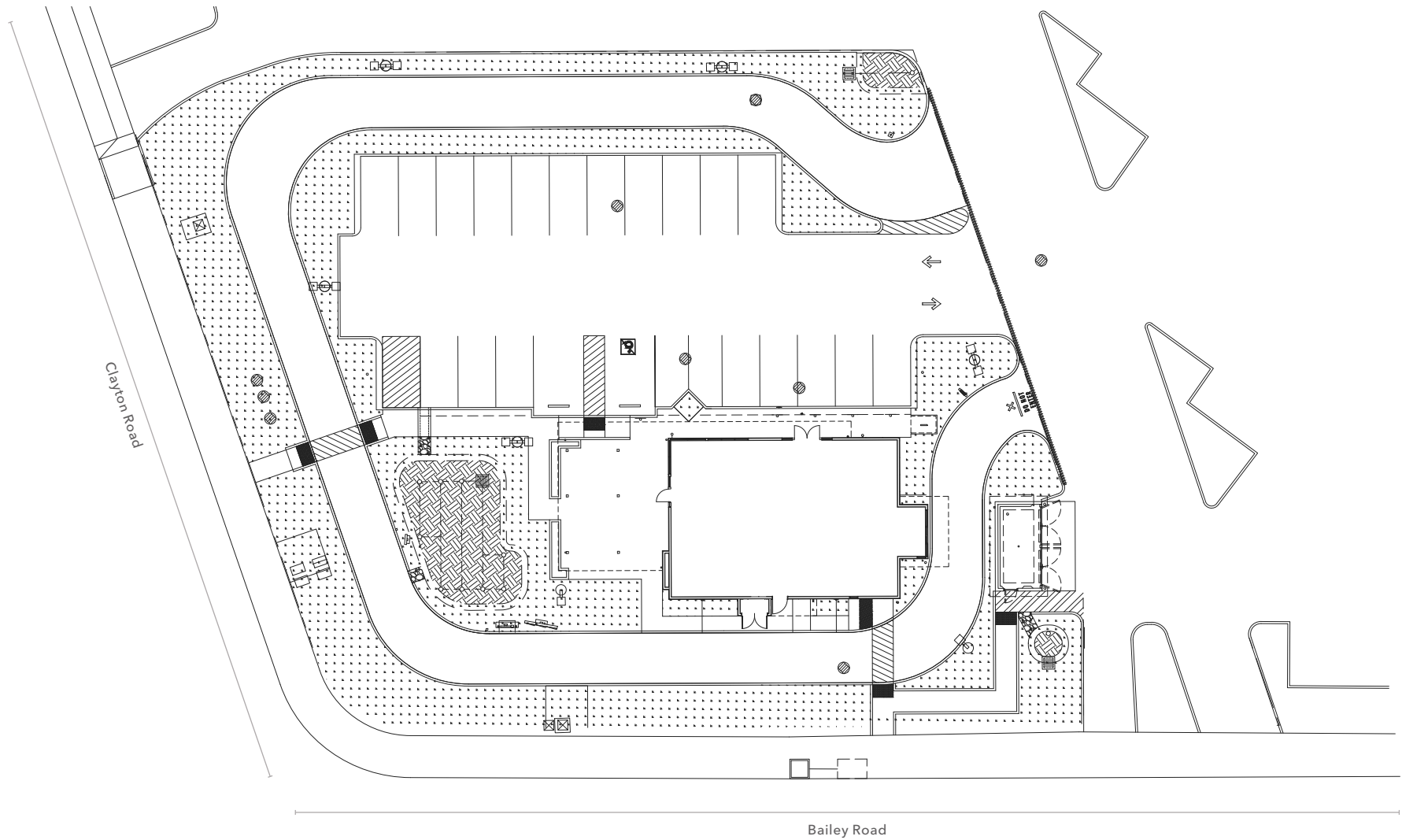


AVERAGE HH INCOME



Data Source: ©2026, Sites USA

SITE PLAN



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