



VACANT DOWNTOWN CONCORD RETAIL FOR SALE

2304 Willow Pass Road
Concord, CA

NEWMARK

OFFERING MEMORANDUM

EXECUTIVE SUMMARY

Newmark, as exclusive advisor, is pleased to offer the opportunity to purchase 2304 Willow Pass Road (the "Property") in Concord, CA. The approximately 4,656 square foot single story retail building is in the heart of downtown Concord just one block from Todos Santos Plaza and two blocks from the Concord BART station. With flexible DP (Downtown Pedestrian) zoning and a secure outdoor storage area, the Property is suitable for a variety of uses and is perfect for either an owner/user or investor.

OFFERING SUMMARY

Price: \$1,630,000

Size: ±4,656 square feet (county records)

Site: ±0.14 acres

Delivered: Vacant

PROPERTY INFORMATION

Address: 2304 Willow Pass Rd, Concord, CA 94520
(2308 Willow Pass Road per County Records)

APN: 126-075-013-6

Size: ±4,656 square feet (county records)

Site: ±0.14 acres

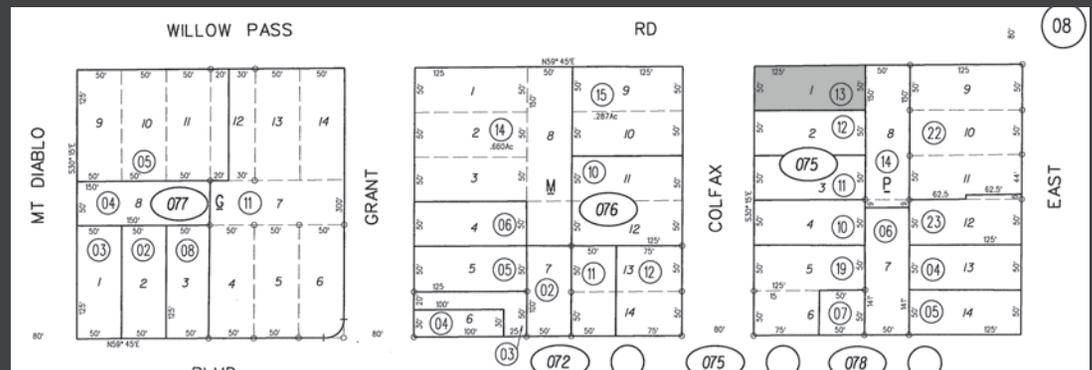
Built: 1916 (since updated)

Zoning: DP (Downtown Pedestrian)

OFFERING HIGHLIGHTS

- » Perfect owner/user or investor opportunity
- » Outstanding downtown Concord location 1 block from Todos Santos Plaza
- » Flexible DP (Downtown Pedestrian) zoning
- » Highly visible corner location with average daily traffic counts exceeding 21,000
- » Secure outdoor storage area (potential parking area)
- » Ample street parking plus large City of Concord free parking garage one block away
- » Multiple new multi-family developments nearby
- » High ceiling creative look in nicely improved interior

PARCEL MAP



MARKET AERIAL

SUNVALLEY
SHOPPING CENTER

THE VERANDA

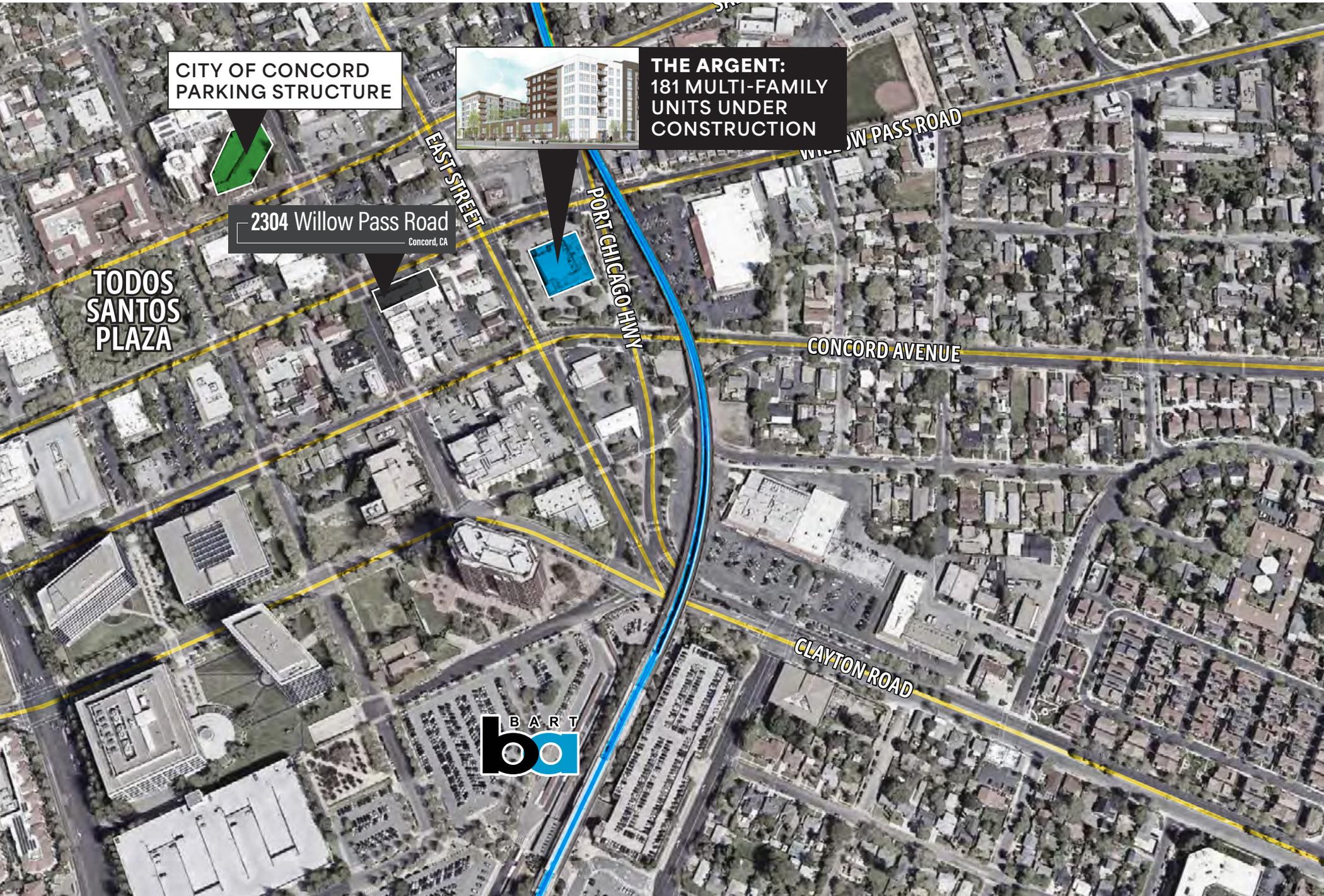
BUCHANAN FIELD
AIRPORT

2304 Willow Pass Road
Concord, CA



DEMOGRAPHICS			
	1 MILE	3 MILE	5 MILE
POPULATION	25,849	123,383	255,432
DAYTIME POPULATION	31,255	136,024	261,300
AVG HH INCOME	\$97,596	\$125,901	\$143,935

CLOSE UP MARKET AERIAL



CITY OF CONCORD
PARKING STRUCTURE



THE ARGENT:
181 MULTI-FAMILY
UNITS UNDER
CONSTRUCTION

2304 Willow Pass Road
Concord, CA

TODOS
SANTOS
PLAZA



SALES COMPARABLES

1



1700-1750 EAST STREET, CONCORD	
SOLD:	8/24/2024
PRICE:	\$2,125,000 (\$349 PER SQUARE FOOT)
SIZE:	±6,090 SQUARE FEET
NOTE:	OWNER USER PURCHASE

2



1970 CONCORD AVENUE, CONCORD	
SOLD:	12/5/2023
PRICE:	\$1,100,000 (\$442 PER SQUARE FOOT)
SIZE:	±2,486 SQUARE FEET
NOTE:	OWNER USER PURCHASE

3



816 MAIN STREET, MARTINEZ	
SOLD:	7/16/2024
PRICE:	\$1,138,000 (\$367 PER SQUARE FOOT)
SIZE:	±3,102 SQUARE FEET
NOTE:	OWNER USER PURCHASE

4



102 2ND AVENUE S, PLEASANT HILL	
SOLD:	3/31/2023
PRICE:	\$2,790,000 (\$386 PER SQUARE FOOT)
SIZE:	±7,220 SQUARE FEET
NOTE:	OWNER USER PURCHASE



ABOUT CONCORD

As the largest city in Contra Costa County with 129,000 residents, Concord has much to offer, from high quality housing, to shopping and recreational opportunities. Concord provides ready access to San Francisco, the Silicon Valley, the growing North Bay and Sacramento, as well as some of the world's leading universities. Concord is a retail shopping hub, with a lively downtown, great schools, and a vast array of recreational and entertainment possibilities. Major highways, public transit and a local airport enable business leaders to quickly travel anywhere while providing employees with multiple choices for getting to work. In addition to a convenient location adjacent to Interstate 680 and State Routes 4 and 242, Concord boasts two Bay Area Rapid Transit (BART) stations.

One of Concord's greatest advantages is that renting or buying a home is more affordable than in most other Bay Area cities. Housing in Concord is attainable and San Francisco is just 45 minutes away via BART.

Concord has an educated workforce, with 31 percent holding a bachelor's degree or higher. Overall, Concord's available workforce matches all skill levels, and the Workforce Development Board of Contra Costa County provides valuable education and training. The leading employers in Concord are John Muir Health, Wells Fargo, Fresenius, Bank of America and PG&E.





VACANT DOWNTOWN CONCORD RETAIL FOR SALE

This Memorandum does not constitute a representation that the business or affairs of the Property or Seller since the date of preparation (DATE) of this Memorandum have remained the same. Analysis and verification of the information contained in this Memorandum are solely the responsibility of the prospective purchaser. Additional information and an opportunity to inspect the Property will be made available upon written request of interested and qualified prospective purchasers. Seller and Agent each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and/or terminate discussions with any party at any time with or without notice. Seller reserves the right to change the timing and procedures for the Offering process at any time in Seller's sole discretion. Seller shall have no legal commitment or obligations to any party reviewing this Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by Seller, and a written agreement for the purchase of the Property has been fully executed and delivered by Seller and the Purchaser thereunder.

This Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting this Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not forward, photocopy or duplicate it, that you will not disclose this Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Seller or Agent, and that you will not use this Memorandum or any of the contents in any fashion or manner detrimental to the interest of Seller or Agent.

2304 Willow Pass Road
Concord, CA

NEWMARK

OFFERING MEMORANDUM