

OFFERING MEMORANDUM

1741 CLAYTON RD

Concord, CA 94520

Marcus & Millichap



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Activity ID #ZAH0010074

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1741 CLAYTON RD

EXCLUSIVELY
LISTED BY

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TABLE OF CONTENTS

5	EXECUTIVE SUMMARY
8	PROPERTY INFORMATION
12	FINANCIAL ANALYSIS
17	LEASE COMPARABLES
24	MARKET OVERVIEW



01



EXECUTIVE SUMMARY

Offering Summary

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OFFERING SUMMARY

1741 CLAYTON RD



Listing Price
\$1,800,000



Cap Rate
5.72%



of Suites
-

FINANCIAL

Listing Price	\$1,800,000
Down Payment	100% / \$1,800,000
NOI	\$102,931
Cap Rate	5.72%
Total Return	102931.00%
Price/SF	\$148.11

OPERATIONAL

Gross SF	12,384 SF
Rentable SF	12,153 SF
# of Suites	-
Lot Size	0.42 Acres (18,295 SF)
Occupancy	57%
Year Built	1958





SECTION 2

02

PROPERTY INFORMATION

Property Description
Regional Map
Retailer Map

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1741 CLAYTON RD

PROPERTY DESCRIPTION



PROPERTY DESCRIPTION

Marcus & Millichap is pleased to present the opportunity to acquire 1741 Clayton Road, a value-add mixed-use investment property located in the heart of Concord, California. The property consists of an approximately 12,153-square-foot commercial building situated on a 0.42-acre parcel with paved parking and mature landscaping. Originally constructed in 1958, the asset offers a compelling combination of in-place cash flow, leasing upside, and long-term redevelopment potential.

The property is currently 57% leased to three tenants, providing stable income with meaningful near-term upside through lease-up of the approximately 5,282-square-foot vacant space. Featuring a separate entrance, the vacant area is well suited for warehouse, storage, retail, or flex use. Investors may also have the opportunity to further enhance value by reconfiguring and combining portions of the existing occupied and vacant space

to achieve stronger market rents and optimize the tenant mix. The existing tenancy is comprised of a diverse mix of neighborhood-oriented retailers serving the surrounding community. All leases are structured as triple-net (NNN), minimizing landlord responsibilities and operating expenses. Current in-place rents average approximately \$1.36 per square foot per month NNN, significantly below recent market comparables in the area, creating an attractive mark-to-market opportunity upon lease rollover and stabilization.

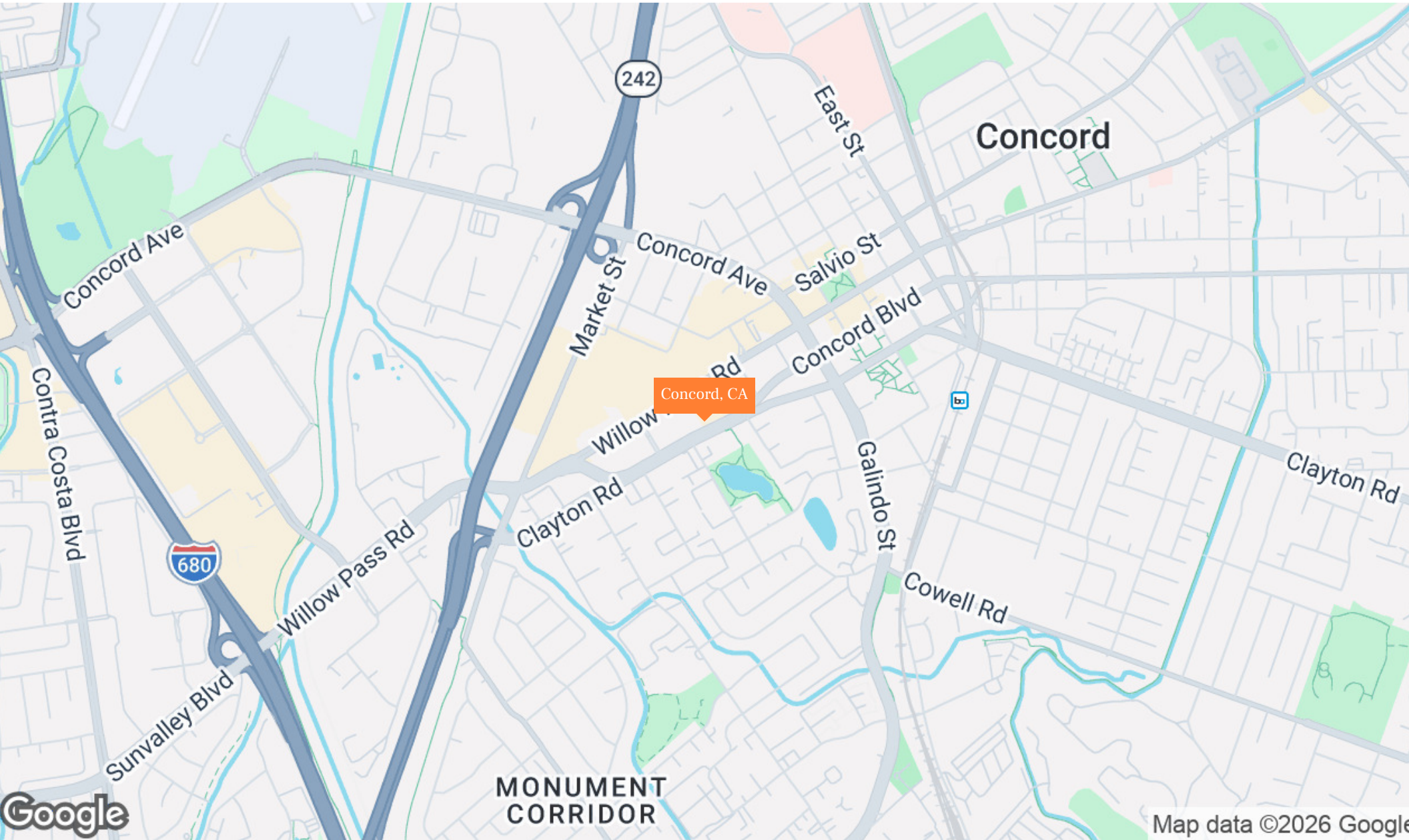
The property is zoned DMX (Downtown Mixed Use), allowing for a broad range of commercial, mixed-use, and residential development options. The zoning permits a floor area ratio (FAR) of up to 6.0 and building heights up to 200 feet, offering substantial long-term redevelopment potential in one of Contra Costa County's most dynamic urban corridors.

Concord is the largest city in Contra Costa County and the eighth-largest city in the Bay Area, with a population exceeding 125,000 residents. Strategically located approximately 30 miles east of San Francisco, 54 miles from San Jose, 68 miles from Sacramento, and 42 miles from Napa Valley, Concord provides convenient access to major employment centers, transportation corridors, and regional amenities throughout Northern California.

This offering presents investors with the rare opportunity to acquire a well-located Bay Area asset featuring stable in-place income, significant leasing upside, and exceptional long-term redevelopment potential.

1741 CLAYTON RD

REGIONAL MAP



1741 CLAYTON RD

RETAILER MAP



SECTION 3

03

FINANCIAL ANALYSIS

Financial Details

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1741 CLAYTON RD

FINANCIAL DETAILS

TENANT NAME	SUITE	SQUARE FEET	% BLDG SHARE	LEASE DATES		Monthly RENT PER SQ. FT.	TOTAL RENT PER MONTH	TOTAL RENT PER YEAR	CHANGES ON	CHANGES TO	LEASE TYPE	EXPENSE REIMBURSEMENTS	RENEWAL OPTIONS AND OPTION YEAR RENTAL INFORMATION
				COMM.	EXP.								
Action Photo	A	1,846	15.2%	9/1/22	8/31/28	\$1.95	\$3,601	\$43,212	N/A	\$4,615	Gross	\$0	
Fleury Floor Coverings	B	3,257	26.8%	5/27/22	7/31/28	\$1.35	\$4,397	\$52,763	N/A	\$8,143	NNN	\$8,408	
Back Warehouse - Vacant	C	5,282	43.5%			\$0.00	\$0	\$0	N/A	\$1,953	Gross	\$0	
Marie Louise Beauty Salon	D	1,768	14.5%	10/1/22	9/30/27	\$1.37	\$2,415	\$28,979	N/A	\$4,420	NNN	\$4,564	
Total		12,153				\$0.86	\$10,413	\$124,954				\$12,972	
Occupied Tenants: 3			Unoccupied Tenants: Occupied GLA: 56.50% Unoccupied GLA: 43.50%										

Notes:

1741 CLAYTON RD

FINANCIAL DETAILS

INCOME		Year 1		PER SF	Market		PER SF	NOTES
Scheduled Base Rental Income		124,954		10.28	269,514		22.18	
Expense Reimbursement Income								
CAM		4,075		0.34	8,866		0.73	
Insurance		1,739		0.14	2,378		0.20	
Real Estate Taxes		9,711		0.80	13,278		1.09	
Total Reimbursement Income		# \$15,526	41.3%	\$1.28	\$24,523	56.5%	\$2.02	
Effective Gross Revenue		\$140,480		\$11.56	\$294,037		\$24.19	
OPERATING EXPENSES		Year 1		PER SF	Market		PER SF	NOTES
Common Area Maintenance (CAM)								
Repairs & Maintenance		1,680		0.14	1,680		0.14	
Landscaping		2,002		0.16	2,002		0.16	
Special Assessments (Property Taxes)		3,645		0.30	3,645		0.30	
Insurance		4,207		0.35	4,207		0.35	
Real Estate Taxes		19,841		1.63	19,841		1.63	
Management Fee		# 6,174	4.4%	0.51	12,000	4.1%	0.99	
Total Expenses		\$37,549		\$3.09	\$43,375		\$3.57	
Expenses as % of EGR		26.7%			14.8%			
Net Operating Income		\$102,931		\$8.47	\$250,662		\$20.63	

Notes and assumptions to the above analysis are on the following page.

1741 CLAYTON RD

FINANCIAL DETAILS

NOTES

NOTES TO OPERATING STATEMENT

- [1] Current rents and lease info based on owner provided rent roll.
- [2] Market rent for currently leased spaces projected at \$2.50/SF NNN monthly.
- [3] Market rent for the back warehouse space projected at \$1.00/SF Gross monthly.
- [4] CAM reimbursements based on owner provided P&L statement for 2025.
- [5] Property taxes and special assessments based on 2025-2026 property tax bill.
- [6] All other expenses based on owner provided 2025 P&L statement.
- [7] Market management fee projected at 4.1% of the Effective Gross Income.

1741 CLAYTON RD

FINANCIAL DETAILS

PRICING DETAILS

SUMMARY		
Price	\$1,800,000	
Down Payment	\$1,800,000	100%
Number of Suites	4	
Price Per SqFt	\$148.11	
Gross Leasable Area (GLA)	12,153 SF	
Lot Size	0.42 Acres	
Year Built/Renovated	1958	
Occupancy	56.54%	

RETURNS	Year 1	Market
CAP Rate	5.72%	13.93%
Cash-on-Cash	5.72%	13.93%
Debt Coverage Ratio	N/A	N/A

OPERATING DATA				
INCOME		Year 1	Market	
Scheduled Base Rental Income		\$124,954		\$269,514
Total Reimbursement Income	12.4%	\$15,526	9.1%	\$24,523
Other Income		\$0		\$0
Potential Gross Revenue		\$140,480		\$294,037
General Vacancy		\$0		\$0
Effective Gross Revenue		\$140,480		\$294,037
Less: Operating Expenses	26.7%	(\$37,549)	14.8%	(\$43,375)
Net Operating Income		\$102,931		\$250,662
Tenant Improvements		\$0		\$0
Leasing Commissions		\$0		\$0
Capital Expenditures		\$0		\$0
Cash Flow		\$102,931		\$250,662
Debt Service		\$0		\$0
Net Cash Flow After Debt Service	5.72%	\$102,931	13.93%	\$250,662
Principal Reduction		\$0		\$0
Total Return	5.72%	\$102,931	13.93%	\$250,662
OPERATING EXPENSES		Year 1	Market	
CAM		\$7,327		\$7,327
Insurance		\$4,207		\$4,207
Real Estate Taxes		\$19,841		\$19,841
Management Fee		\$6,174		\$12,000
Other Expenses - Non Reimbursable		\$0		\$0
Total Expenses		\$37,549		\$43,375
Expenses/SF		\$3.09		\$3.57

SECTION 4

04

LEASE COMPARABLES

Rent Comps Map
Rent Comps Summary
Rent per SF Chart
Rent Comps

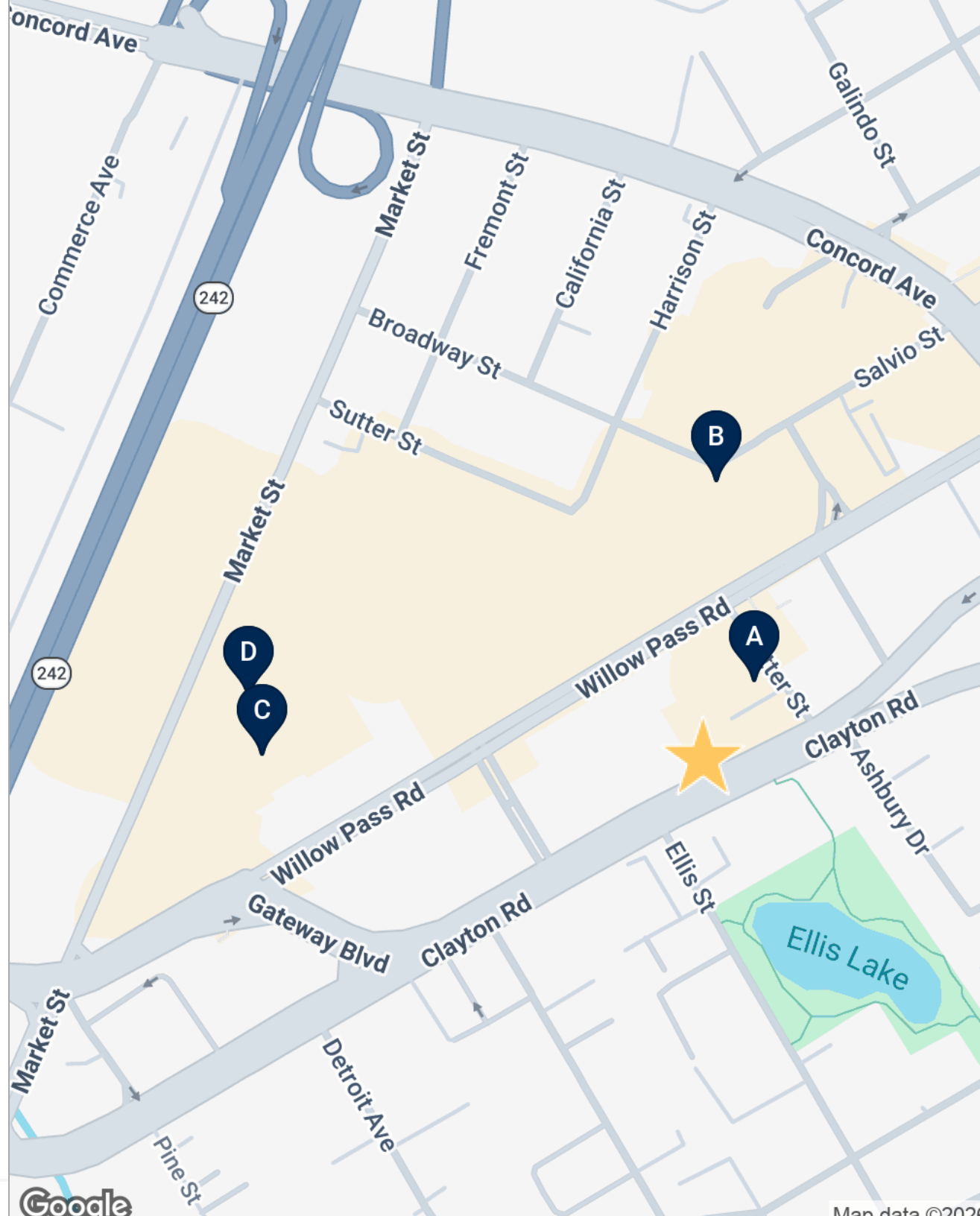
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1741 CLAYTON RD

RENT COMPS MAP

RENT COMPS MAP

- ★ 1741 Clayton Rd
- A 1825 Sutter St
- B 1828 Salvio St
- C Metropolitan Emporium
- D 1950 Market St



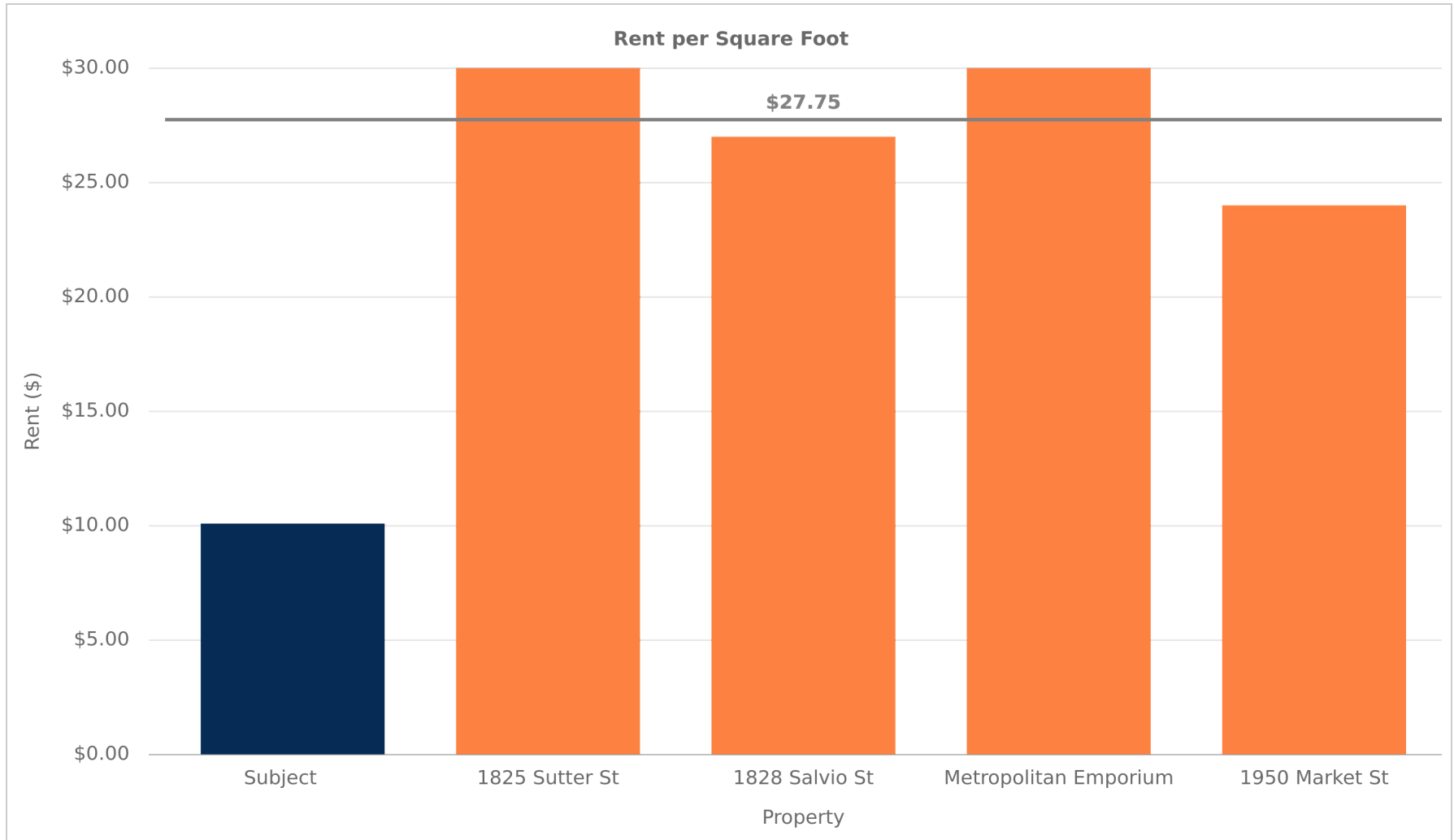
1741 CLAYTON RD

RENT COMPS SUMMARY

	SUBJECT PROPERTY	GROSS SF	RENTABLE SF	RENT/SF	LOT SIZE	# OF SUITES	OCCUPANCY %
	1741 Clayton Rd Concord, CA 94520	12,384 SF	12,153 SF	\$0.86	0.42 AC	-	57%
	RENT COMPARABLES	GROSS SF	RENTABLE SF	RENT/SF	LOT SIZE	# OF SUITES	OCCUPANCY %
	1825 Sutter St Concord, CA 94520	5,793 SF	600 SF	\$2.50	-	-	-
	1828 Salvio St Concord, CA 94520	14,400 SF	1,200 SF	\$2.25	-	-	-
	Metropolitan Emporium 1659 Willow Pass Rd Concord, CA 94520	37,500 SF	9,800 SF	\$2.50	-	-	-
	1950 Market St Concord, CA 94520	26,926 SF	2,975 SF	\$2.00	-	-	-
	AVERAGES	21,155 SF	3,644 SF	\$2.31	0.0 AC	-	0%

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RENT PER SF CHART



1741 CLAYTON RD

RENT COMPS

 **1741 Clayton Rd**
Concord, CA 94520

 12,153 Rentable SF |  57% Total Occupancy |  Year Built 1958



PROPERTY INFORMATION

Property Type:	Retail	Lot Size:	0.42 Acres	Gross SF:	12,384 SF
Rent/SF:	\$0.86				

 **1825 Sutter St**
Concord, CA 94520

 600 Rentable SF |  Year Built 1990



PROPERTY INFORMATION

Property Type:	Retail	Lot Size:	-	Gross SF:	5,793 SF
Survey Date:	-		Rent/SF:	\$2.50	

Lease signed Dec 15, 2025. The shown rent is the asking one.

1741 CLAYTON RD

RENT COMPS

B 1828 Salvio St
Concord, CA 94520

1,200 Rentable SF | Year Built 1967



PROPERTY INFORMATION

Property Type:	Retail	Lot Size:	-	Gross SF:	14,400 SF
Survey Date:	-	Rent/SF:	\$2.25		

C Metropolitan Emporium
1659 Willow Pass Rd, Concord, CA 94520

9,800 Rentable SF | Year Built 1960



PROPERTY INFORMATION

Property Type:	Retail	Lot Size:	-	Gross SF:	37,500 SF
Survey Date:	-	Rent/SF:	\$2.50		

Lease signed October 2024. The rent shown is the asking rent.

1741 CLAYTON RD

RENT COMPS

D 1950 Market St
Concord, CA 94520

 2,975 Rentable SF |  Year Built 1985



Lease signed November 2024. The shown rent is the asking rent for the space.

PROPERTY INFORMATION

Property Type:	Retail	Lot Size:	-	Gross SF:	26,926 SF
Survey Date:	-	Rent/SF:	\$2.00		

SECTION 5

05

MARKET OVERVIEW

Demographics

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DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Population	24,727	135,864	259,381
2025 Estimate			
Total Population	24,518	134,600	256,392
2020 Census			
Total Population	24,802	136,032	257,286
2010 Census			
Total Population	24,232	130,101	241,762
Daytime Population			
2025 Estimate	28,210	144,236	275,328
HOUSEHOLDS			
2030 Projection			
Total Households	9,293	52,867	102,144
2025 Estimate			
Total Households	9,186	52,373	101,029
Average (Mean) Household Size	2.7	2.6	2.5
2010 Census			
Total Households	8,985	51,445	98,924
2010 Census			
Total Households	8,536	49,127	94,175
Occupied Units			
2030 Projection	9,714	54,833	106,301
2025 Estimate	9,603	54,324	105,138
HOUSEHOLDS BY INCOME			
2025 Estimate			
\$150,000 or More	17.9%	34.2%	40.9%
\$100,000-\$149,999	18.7%	19.7%	19.0%
\$75,000-\$99,999	12.2%	11.0%	10.3%
\$50,000-\$74,999	16.4%	12.9%	10.8%
\$35,000-\$49,999	12.2%	7.4%	6.4%
Under \$35,000	22.6%	14.9%	12.5%
Average Household Income	\$98,769	\$138,052	\$156,605
Median Household Income	\$79,134	\$113,523	\$131,648
Per Capita Income	\$36,598	\$53,743	\$61,499

HOUSEHOLDS BY EXPENDITURE	1 Mile	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$78,853	\$91,692	\$95,486
Consumer Expenditure Top 10 Categories			
Housing	\$31,070	\$35,941	\$37,451
Transportation	\$13,312	\$14,965	\$15,463
Food	\$11,696	\$13,002	\$13,379
Personal Insurance and Pensions	\$10,221	\$12,255	\$12,912
Entertainment	\$3,484	\$4,154	\$4,340
Apparel	\$2,495	\$2,942	\$3,071
Cash Contributions	\$1,946	\$2,573	\$2,696
Education	\$1,409	\$1,789	\$1,896
Personal Care Products and Services	\$1,034	\$1,226	\$1,275
Alcoholic Beverages	\$647	\$812	\$854
POPULATION PROFILE			
Population By Age			
2025 Estimate Total Population	24,518	134,600	256,392
Under 20	24.4%	21.9%	21.5%
20 to 34 Years	24.9%	19.9%	18.6%
35 to 39 Years	9.4%	8.1%	7.8%
40 to 49 Years	14.2%	13.5%	13.5%
50 to 64 Years	15.5%	19.2%	19.9%
Age 65+	11.6%	17.4%	18.7%
Median Age	35.0	41.0	42.0
Population 25+ by Education Level			
2025 Estimate Population Age 25+	16,926	97,768	188,364
Elementary (0-8)	11.2%	5.8%	3.9%
Some High School (9-11)	6.8%	4.9%	3.6%
High School Graduate (12)	21.6%	18.4%	15.9%
Some College (13-15)	21.1%	21.4%	19.6%
Associate Degree Only	6.8%	8.6%	8.6%
Bachelor's Degree Only	21.4%	27.1%	30.5%
Graduate Degree	11.1%	13.7%	17.9%

1741 CLAYTON RD

DEMOGRAPHICS



POPULATION

In 2025, the population in your selected geography is 256,392. The population has changed by 6.05 percent since 2010. It is estimated that the population in your area will be 259,381 five years from now, which represents a change of 1.2 percent from the current year. The current population is 49.2 percent male and 50.8 percent female. The median age of the population in your area is 42.0, compared with the U.S. average, which is 40.0. The population density in your area is 3,261 people per square mile.



HOUSEHOLDS

There are currently 101,029 households in your selected geography. The number of households has changed by 7.28 percent since 2010. It is estimated that the number of households in your area will be 102,144 five years from now, which represents a change of 1.1 percent from the current year. The average household size in your area is 2.6 people.



INCOME

In 2025, the median household income for your selected geography is \$131,648, compared with the U.S. average, which is currently \$78,171. The median household income for your area has changed by 81.86 percent since 2010. It is estimated that the median household income in your area will be \$152,562 five years from now, which represents a change of 15.9 percent from the current year.

The current year per capita income in your area is \$61,499, compared with the U.S. average, which is \$41,680. The current year's average household income in your area is \$156,605, compared with the U.S. average, which is \$103,571.



EMPLOYMENT

In 2025, 136,455 people in your selected area were employed. The 2010 Census revealed that 68.1 percent of employees are in white-collar occupations in this geography, and 14.1 percent are in blue-collar occupations. In 2025, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 31.00 minutes.



HOUSING

The median housing value in your area was \$836,304 in 2025, compared with the U.S. median of \$333,538. In 2010, there were 59,486.00 owner-occupied housing units and 34,689.00 renter-occupied housing units in your area.



EDUCATION

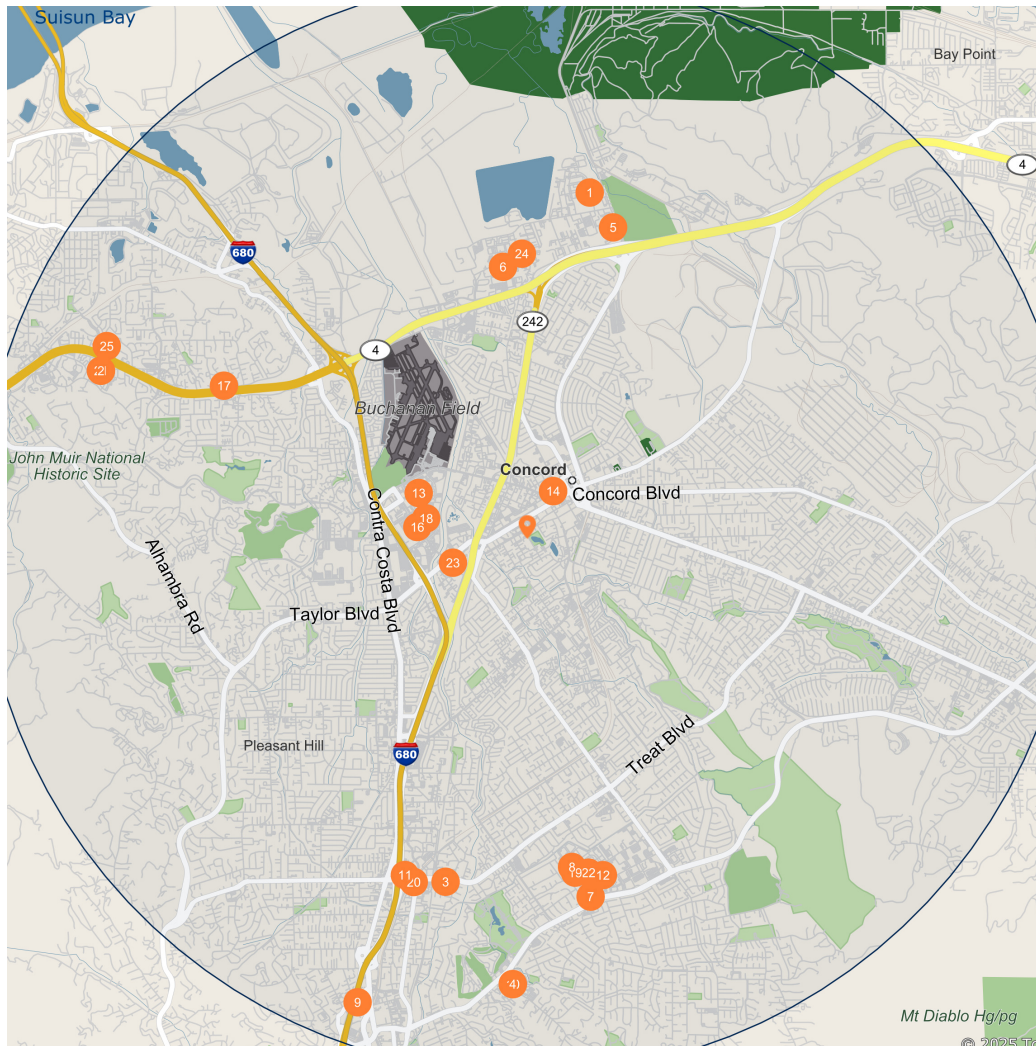
The selected area in 2025 had a lower level of educational attainment when compared with the U.S. averages. 46.5 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.7 percent, and 8.6 percent completed a bachelor's degree, compared with the national average of 21.2 percent.

The number of area residents with an associate degree was higher than the nation's at 13.8 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 1.8 percent vs. 26.1 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 21.8 percent in the selected area compared with the 19.6 percent in the U.S.

1741 CLAYTON RD

DEMOGRAPHICS



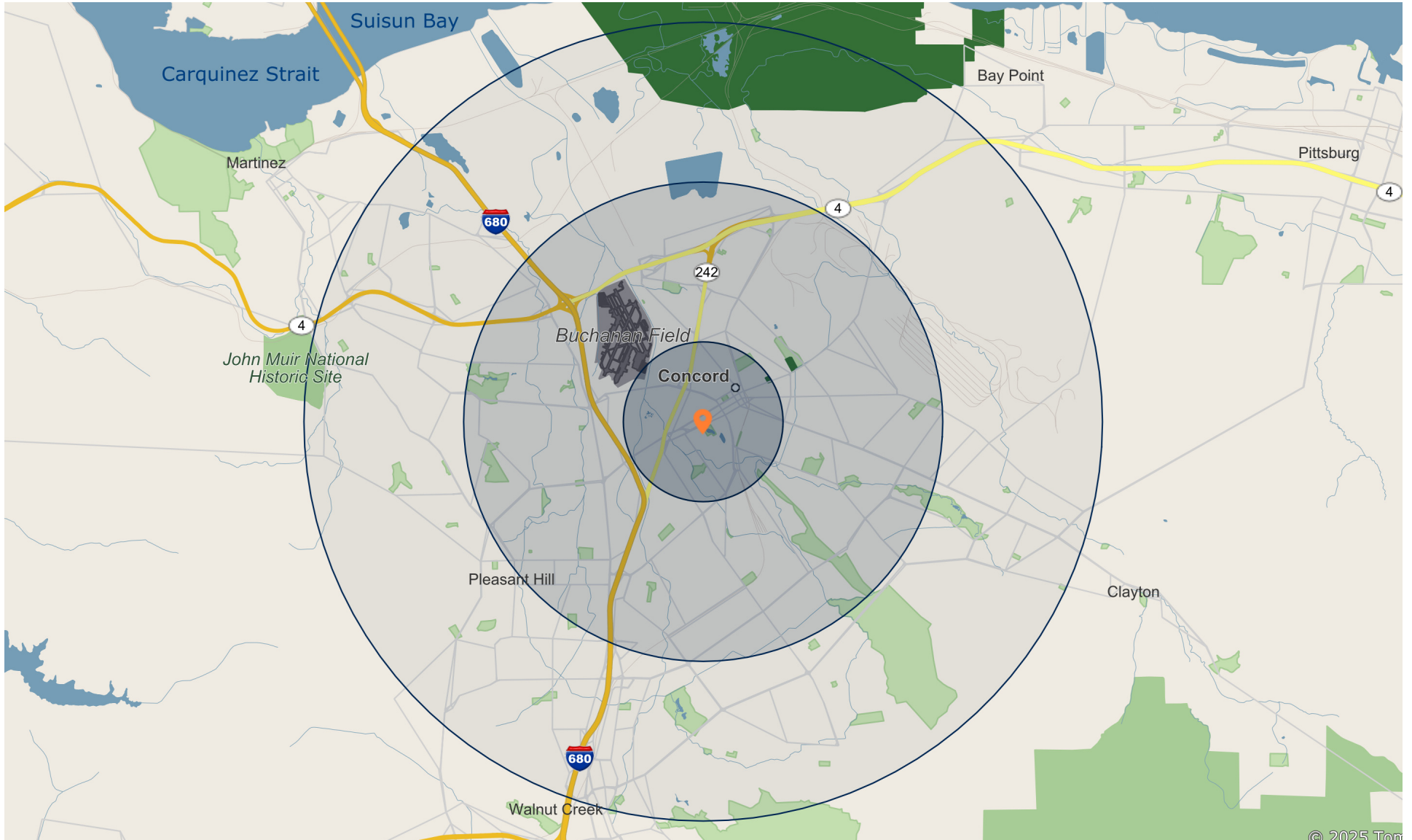
Major Employers

Employees

1	313 Acquisition LLC-	4,888
2	Kaiser Foundation Hospitals-Martinez Medical Offices	2,988
3	John Muir Physician Network-John Muir Medical Center	1,601
4	John Muir Health-JOHN MUIR MEDICAL CENTER	1,600
5	Peppermill Casinos Inc-	1,596
6	Siemens Med Solutions USA Inc-Oncology Care Systems Group	1,085
7	Contra Costa Newspapers Inc-Contra Costa Times	1,000
8	Travelers Property Cslty Corp-Travelers Insurance	897
9	Treasury Inspctor Gen For Tax-Regional Inspector	836
10	John Muir Health-John Muir Medical Center	775
11	Exadel Inc-	701
12	Sager Creek Foods Inc-	700
13	Tapetech Tool Company-	633
14	Ax9 Security Inc-	580
15	Diablo Vly College Foundation-International Education Center	550
16	Yard House Restaurants LLC-	532
17	Careonsite Inc-	500
18	Sage Veterinary Centers LP-	461
19	Carros Sensors Systems Co LLC-Systron Donner Inertial	438
20	Central Garden & Pet Company-CENTRAL	434
21	Permanente Medical Group Inc-	421
22	Permanente Medical Group Inc-	421
23	Patriot Contract Services LLC-P C S	400
24	Nevell Group Inc-	387
25	Walmart Inc-Walmart	366

1741 CLAYTON RD

DEMOGRAPHICS



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