



Retail Strip Center with Redevelopment Potential

1811 Broadway St · Concord, CA 95616

Downtown Concord | 0.80 AC Lot | High Density Residential Zoning





Offering Summary

PRICE	1811 Broadway St, Concord CA 94520
APN	126-051-026
PRICE	\$3,500,000
BUILDING	± 8,214 SF
LAND	± 34,848 SF (0.80 AC)
BLDG \$/SF	\$426 PSF
LAND \$/SF	\$100 PSF
TENANCY	100% Occupied - 5 Tenants
ZONING	RH: High Density Residential
DENSITY	33 - 100 du/ac
YEAR BUILT	1962

INVESTMENT HIGHLIGHTS

Income-in-Place Retail + Major Development Upside

- **0.80 Acres of RH-Zoned Land in Concord**

A ±34,848 SF corner parcel zoned RH (High Density Residential), one of Concord's most permissive designations at 33–100 dwelling units per net acre before any state density bonuses.

- **In-Place Retail Income at Close**

The five-tenant strip center is 100% leased and generating \$190,800 of annualized rent at close, providing day-one cash flow that covers carrying costs while a buyer entitles, designs, or repositions the site.

- **Broadway St Frontage & Established Trade Area**

Hard-corner Broadway St frontage in an established Concord retail corridor with strong daytime population, surrounding multifamily, and direct access to I-680, SR-242, and two BART stations (Concord & North Concord/Martinez).

- **Concord Housing Tailwind**

The 2,300-acre Concord Naval Weapons Station redevelopment (12,000+ planned homes), the Downtown Concord Specific Plan, and California's state-mandated housing element have combined to create the most entitlement-favorable environment in the city's modern history.

- **Multiple Exit Paths**

Operate the existing strip center · Reposition to market rents on rollover · Redevelop to high-density multifamily under RH zoning · Land bank with income through the entitlement window.



Retail Center Information

Building Information	
Gross Building Area	8,214 SF (Single-Story)
# of Suites	5 Retail Spaces
Tenant Mix	Service Retail · Lifestyle · Community
Occupancy	100% Leased
Lease Structure	Modified Gross
Lease Term	Short-term / Month-to-month
Year Built	1962
Construction	Wood-frame / stucco
Parking	62 Spaces
Status	Fully operating — income at close
Notes	*Tenants have expressed interest in signing long-term leases, but owner kept them short term for possible development





PERMITTED & CONDITIONAL USES

Zoning

[Link to City of Concord Municipal Code: https://www.codepublishing.com/CA/Concord/html/Concord18/Concord1830.html](https://www.codepublishing.com/CA/Concord/html/Concord18/Concord1830.html)

- Please Contact the City of Concord to discuss your use: (925) 671-3152 | Zoning@CityofConcord.org

ZONING & ENTITLEMENTS

City of Concord RH: High Density Residential

Jurisdiction	City of Concord, CA
Zoning	RH - High Density Residential
Base Density	33-100 du/ac
Current Use	Retail Strip Center
Overlay Zones	Verify with City of Concord
City Planning	(925) 671-3152
City Planning	zoning@cityofconcord.org



Related Links

1. [18.200.230 Lot consolidation incentive program.](#)
2. [18.185.050 Density bonus program.](#)
3. [Table 18.30.040 – RL, RM, and RH districts – Development standards.](#)
4. [Objective Design Standards](#)

Financial Information

1811 Broadway St, Concord CA · Rent Roll

PROFIT & LOSS	
INCOME	
Gross Rent	\$193,200
EXPENSES	
Repair & Garden	\$500
Insurance	\$4,156
Property Taxes (adj)	\$67,540
Total Expenses	\$72,196
NOI	\$121,004

RENT ROLL						
Unit #	Tenant	Unit Size (SF)	Current Rent	Rent \$/SF	Lease Start	Lease End
1811	Red Ox Clay Studio	3,600	\$5,200	\$ 1.44	4/1/2017	3/31/2027
1815	Perry's Knife and Tactical	657	\$1,400	\$ 2.13	7/1/2019	Month to month
1817	Bright Star Hair Design	657	\$1,500	\$ 2.28	10/15/2020	Month to month (TT want to stay)
1819	Victory Outreach Concord	1,100	\$2,500	\$ 2.27	10/15/2020	month to month (TT want to stay)
1823	Anarkali	2,200	\$5,500	\$ 2.50	3/1/2017	2/28/2028 (TT want a long term lease)
TOTALS		8,214	\$16,100	\$ 1.96		



MARKET OVERVIEW

City of Concord

Largest city in Contra Costa County · East Bay job & retail center · Two BART stations

A regional hub in the middle of one of California's most active housing growth cycles.

Concord is the largest city in Contra Costa County and the most populous East Bay city outside of Oakland and Berkeley, with a population of approximately 127,000 across roughly 31 square miles. Anchored by John Muir Health, Bank of America, Robert Half, and a growing healthcare cluster, Concord serves as the principal job, retail, and transit hub for central and eastern Contra Costa County.

The city is connected to the broader Bay Area via two BART stations (Concord and North Concord/Martinez), I-680, SR-242, and SR-4, placing 1811 Broadway within a 12-minute drive of Walnut Creek's Class-A office core, 35 minutes of Oakland, and 45 minutes of San Francisco.

Concord is also at the center of one of the largest housing-driven planning efforts in California — the 2,300-acre Concord Naval Weapons Station reuse plan and the Downtown Concord Specific Plan have positioned the city for an extended cycle of multifamily entitlement and delivery activity that supports both holding income and redevelopment economics for sites like 1811 Broadway.

QUICK FACTS · CITY OF CONCORD

Population	± 127,000
County	Contra Costa County
Land Area	± 31 square miles
Median Household Income	± \$95,000
Median Home Value	± \$725,000
Renter Households	± 44%
BART Stations	2 (Concord · North Concord/Martinez)
Major Highways	I-680 · SR-242 · SR-4
Largest Employer	John Muir Health
Distance to Walnut Creek	± 6 mi · 12 min
Distance to Oakland	± 25 mi · 35 min
Distance to San Francisco	± 30 mi · 45 min

By the Numbers

Trade-area demographics and proximity to Bay Area employment, transit, and retail

TRADE AREA DEMOGRAPHICS	
City of Concord — Population	± 127,000
1-Mile Radius — Population	± 23,500
3-Mile Radius — Population	± 165,000
5-Mile Radius — Population	± 330,000
Median Household Income (City)	± \$95,000
Avg. Household Income (3-Mi)	± \$112,000
Median Home Value (City)	± \$725,000
Renter Households (City)	± 44%
Avg. Household Size	± 2.7
Median Age	± 38 years
Bachelor's Degree or Higher	± 33%
Daytime Population (3-Mi)	± 145,000
Owner-Occupied Housing Units	± 56%
Households w/ Children	± 32%

PROXIMITY · ACCESS · EMPLOYMENT	
Concord BART Station	± 1.2 mi · 5 min
North Concord / Martinez BART	± 3.5 mi · 9 min
Downtown Concord (Todos Santos)	± 1 mi · 5 min
I-680 Interchange	± 1.5 mi · 4 min
SR-242 Interchange	± 1 mi · 3 min
John Muir Medical Center	± 2 mi · 6 min
The Veranda (Retail)	± 2 mi · 6 min
Walnut Creek (Class-A Office Core)	± 6 mi · 12 min
Oakland International Airport	± 28 mi · 35 min
Downtown Oakland	± 25 mi · 35 min
San Francisco (Embarcadero)	± 30 mi · 45 min
Concord Naval Weapons Station Site	± 3 mi · 10 min
Diablo Valley College	± 5 mi · 10 min
Buchanan Field Airport	± 4 mi · 10 min

Active Development Pipeline

Notable in-progress and recently approved residential and mixed-use projects across Concord

Concord Naval Weapons Station Reuse	Downtown Concord Specific Plan	Concord BART Transit Village
<p>Master-Planned Mixed-Use</p> <p>UNITS ± 12,000+ Planned Units</p> <p>STATUS Master plan adopted · Master developer selection</p> <p>DISTANCE ± 3 mi NE of subject</p> <hr/> <p><i>2,300-acre former Navy site — among the largest infill housing efforts in California.</i></p>	<p>Citywide Planning Framework</p> <p>UNITS Multifamily + Mixed-Use Capacity</p> <p>STATUS Adopted · Active rezoning & by-right paths</p> <p>DISTANCE Subject within plan area boundary</p> <hr/> <p><i>Encourages density and mixed-use along the Salvio / Galindo / Concord BART corridor.</i></p>	<p>Transit-Oriented Development</p> <p>UNITS ± 2,700 Planned Units (across phases)</p> <p>STATUS Master plan + active phases</p> <p>DISTANCE ± 1.2 mi from subject</p> <hr/> <p><i>Joint BART + city TOD program — shifts demand and amenities toward the BART corridor.</i></p>
Renaissance Square / 1825 Galindo St	Park Central / Galindo Plaza Multifamily	Walnut Creek BART Spillover Pipeline
<p>Mixed-Use Multifamily near BART</p> <p>UNITS ± 200 – 300 Units (verify)</p> <p>STATUS Approved · In development</p> <p>DISTANCE ± 1 mi from subject</p> <hr/> <p><i>TOD-style mixed-use project close to Concord BART and Todos Santos Plaza.</i></p>	<p>Multifamily Communities (Cluster)</p> <p>UNITS ± 150 – 250 Units per project</p> <p>STATUS Recently delivered · In lease-up</p> <p>DISTANCE ± 0.5 – 1 mi from subject</p> <hr/> <p><i>Recent comparable-product deliveries supporting rent and absorption assumptions.</i></p>	<p>Sub-Market Housing Pipeline</p> <p>UNITS ± 1,000+ Units Across Active Projects</p> <p>STATUS Continuing pipeline of approvals & starts</p> <p>DISTANCE ± 6 mi from subject</p> <hr/> <p><i>Walnut Creek constraint pushes demand and developer attention east into Concord.</i></p>

Project unit counts, statuses, and developer assignments shown are approximate and based on publicly disclosed plans — buyer to verify with the City of Concord and each developer.

LOCATION & MARKET CONTEXT

Concord, CA

Population (City) ± 127,000

Median Household Income ± \$95,000

Renter Households ± 44%

BART Stations 2 · Concord & N. Concord

Distance to Walnut Creek ± 6 mi · 12 min

Distance to San Francisco ± 30 mi · 45 min

CNWS Reuse Plan (Citywide) ± 12,000+ planned units

Major Employer John Muir Health

County Contra Costa

NEARBY DEMAND DRIVERS

What Drives Demand at This Address

- Concord Naval Weapons Station Reuse**
± 2,300-acre planned redevelopment with 12,000+ housing units — the largest infill plan in the East Bay.
- Downtown Concord Specific Plan**
Citywide planning framework encouraging density and mixed-use along the Salvio / Galindo / BART corridor — directly affecting the subject area.
- Two BART Stations**
Concord and North Concord/Martinez stations connect the city to Walnut Creek, Oakland, and downtown San Francisco.
- John Muir Health & Healthcare Cluster**
John Muir Medical Center anchors Concord's largest employment cluster — sustained daytime population and housing demand.
- Walnut Creek Office Spillover**
Walnut Creek's constrained Class-A office market and high cost basis push residential and commercial demand east into Concord.
- State Housing Mandates (RHNA)**
California's housing element framework and state density bonuses (AB 2011, SB 423) materially improve entitlement timelines for RH-zoned sites.
- I-680 / SR-242 / SR-4 Access**
Three freeway interchanges within minutes — supporting both retail trade-area pull and residential commute geography.

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