

1750 Diane Ct

OFFERING MEMORANDUM



Prepared by:

Marty Carbajal, CFP

GCM Realty

Broker

(510) 387-7954

marty@gcmrealty.com

Lic: 01415783

1750 Diane Ct
Concord, CA 94520

GCM
REALTY & LOANS



1750 Diane Ct

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Exclusively Marketed by:

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01

Executive Summary

Investment Summary

Unit Mix Summary

1750 DIANE CT

OFFERING SUMMARY

ADDRESS	1750 Diane Ct Concord CA 94520
COUNTY	Contra Costa
MARKET	East Bay
SUBMARKET	South Concord
BUILDING SF	7,424 SF
LAND SF	13,804 SF
LAND ACRES	0.32
NUMBER OF UNITS	10
YEAR BUILT	1959
APN	128-300-027-9

FINANCIAL SUMMARY

PRICE	\$2,750,000
PRICE PSF	\$370.42
PRICE PER UNIT	\$275,000
OCCUPANCY	95.00%
NOI (CURRENT)	\$160,956
NOI (Pro Forma)	\$165,198
CAP RATE (CURRENT)	5.85%
CAP RATE (Pro Forma)	6.01%
GRM (CURRENT)	10.58
GRM (Pro Forma)	9.86

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2025 Population	34,731	155,396	269,893
2025 Median HH Income	\$85,951	\$118,581	\$129,346
2025 Average HH Income	\$112,249	\$162,331	\$177,804

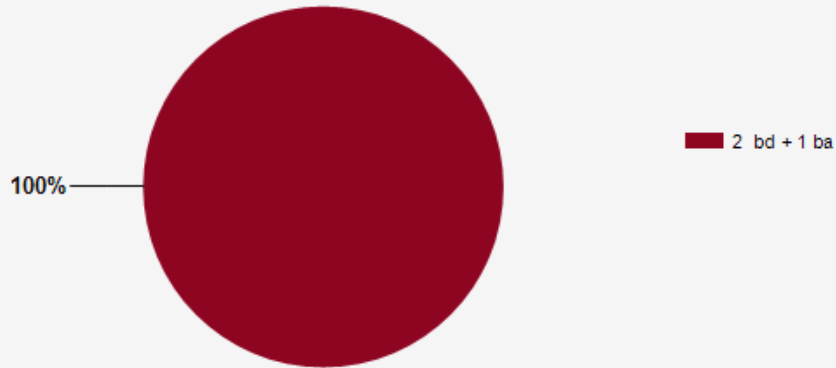


Opportunity Overview

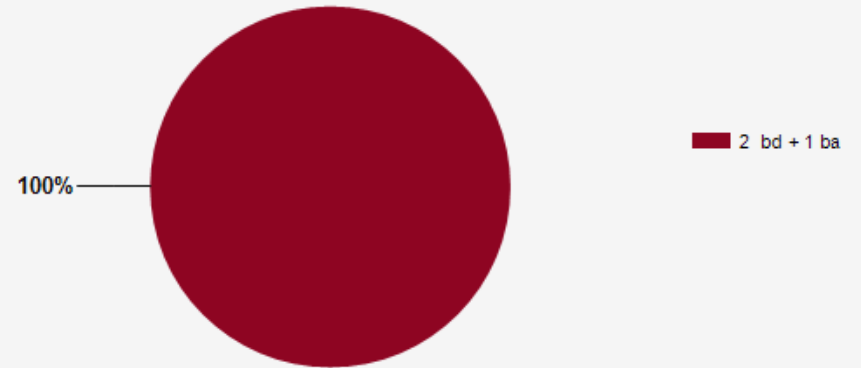
- 1750 Diane Ct presents a rare opportunity to acquire a well-located, stabilized 10-unit multifamily property in the high-demand Concord/Pleasant Hill submarket of Contra Costa County. This two-story building offers a strong in-place income stream with value-add potential through light interior upgrades. Currently 100% occupied with strong in-place rents, providing steady income from day one.

Unit Mix	# Units	Square Feet	Actual			Market		
			Current Rent	Rent PSF	Monthly Income	Market Rent	Market Rent PSF	Market Income
2 bd + 1 ba	10	880	\$2,166	\$2.46	\$21,658	\$2,325	\$2.64	\$23,250
Totals/Averages	10	880	\$2,166	\$2.46	\$21,658	\$2,325	\$2.64	\$23,250

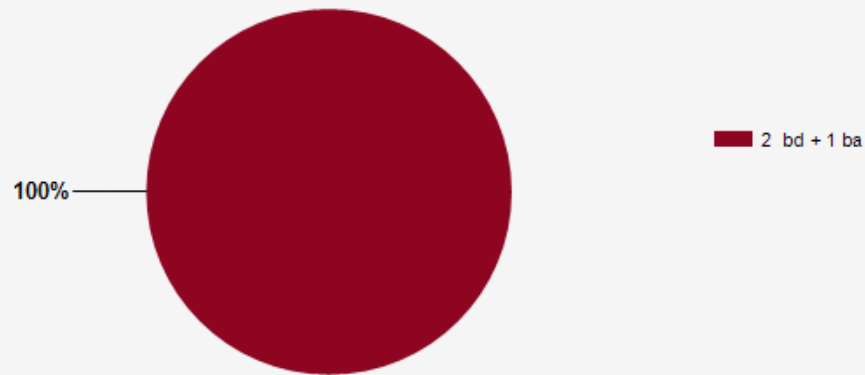
Unit Mix Summary



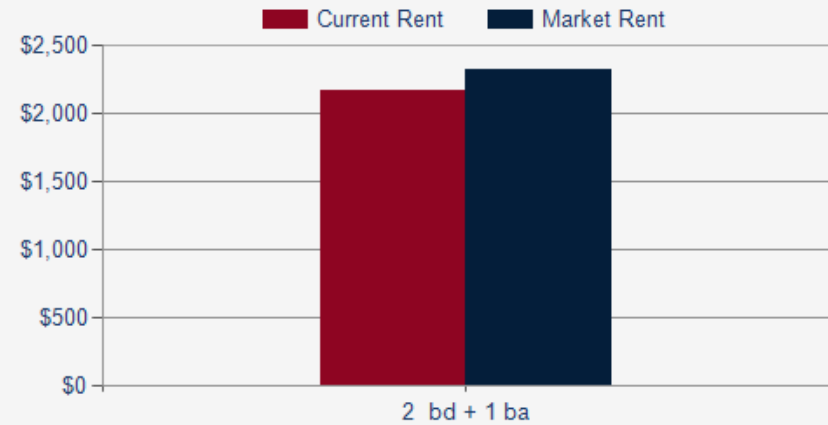
Unit Mix SF



Unit Mix Revenue



Actual vs. Market Revenue



1750 DIANE CT

02 Location

Location Summary
Local Business Map
Aerial View Map

Prime East Bay Location

- Minutes from downtown Concord, Pleasant Hill, and Walnut Creek
- Excellent access to major roadways: Interstate 680 and Highway 242
- Close proximity to BART stations, offering easy commutes to Oakland and San Francisco

Convenient Neighborhood

- Nearby amenities include grocery stores, restaurants, schools, parks, and retail centers
- Short drive to Sunvalley Shopping Center, Diablo Valley College, and John Muir Medical Center

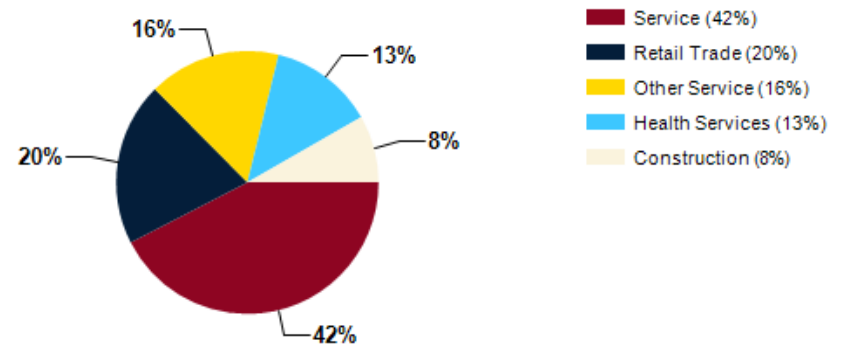
Strong Rental Market

- Located in a high-demand rental market with consistent occupancy and rent growth
- Rents remain more affordable than neighboring cities, driving continued renter migration into Concord

Strategic Investment Benefits

- Positioned within a federally designated Opportunity Zone – potential for long-term tax advantages
- Excellent location for both stable cash flow and future appreciation

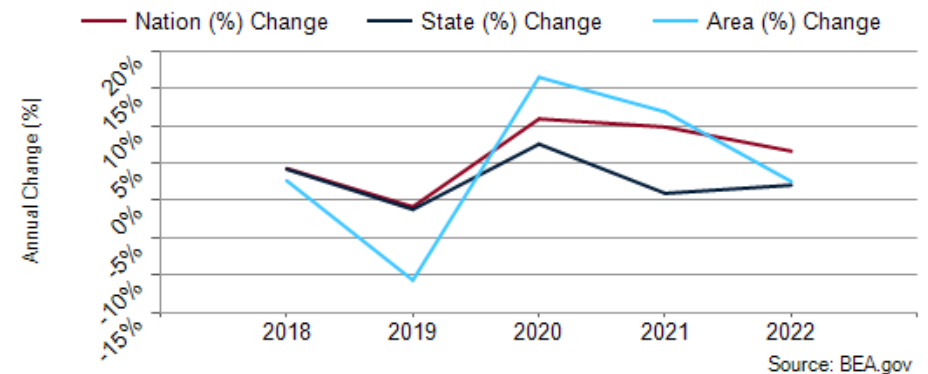
Major Industries by Employee Count

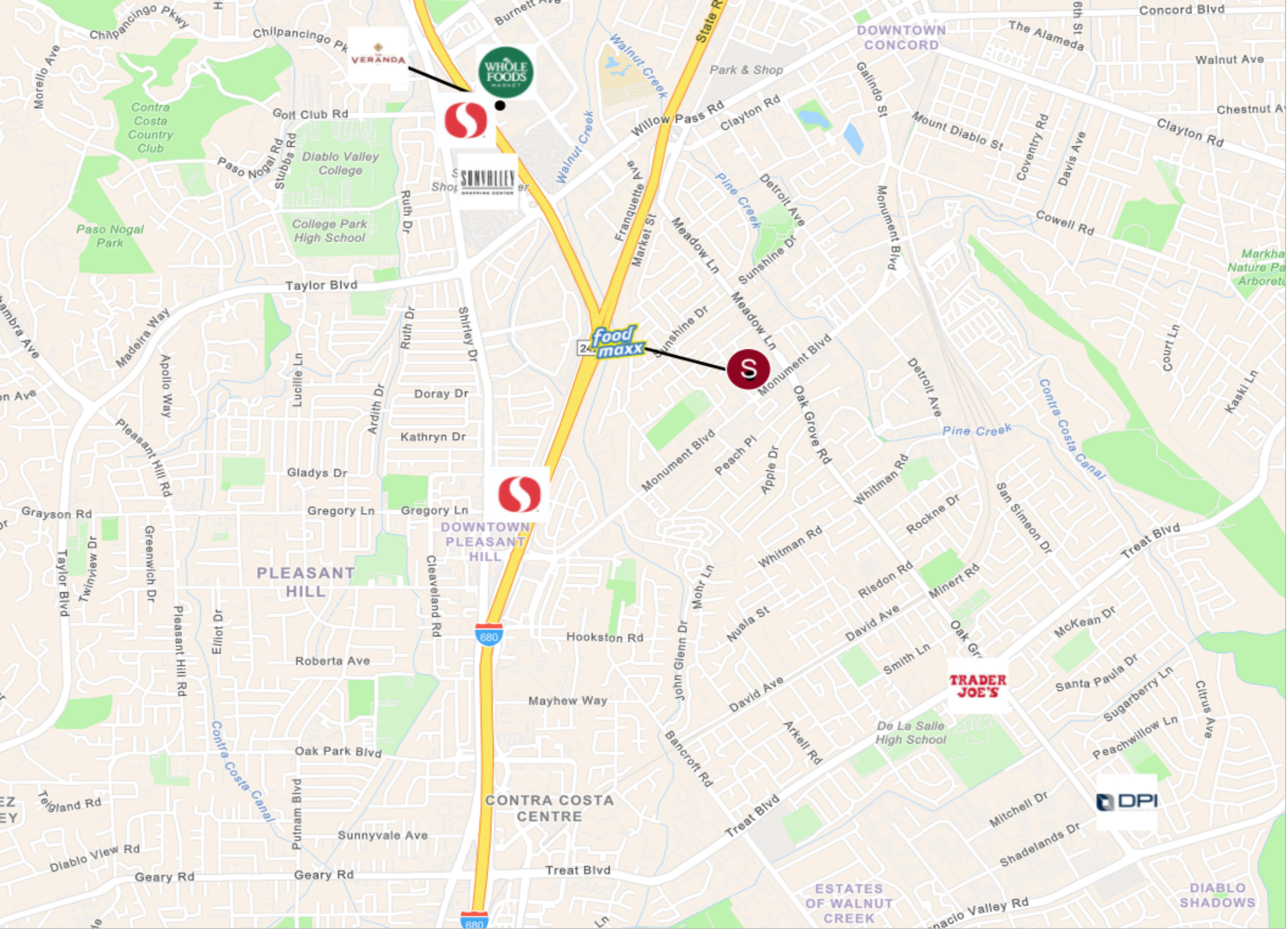


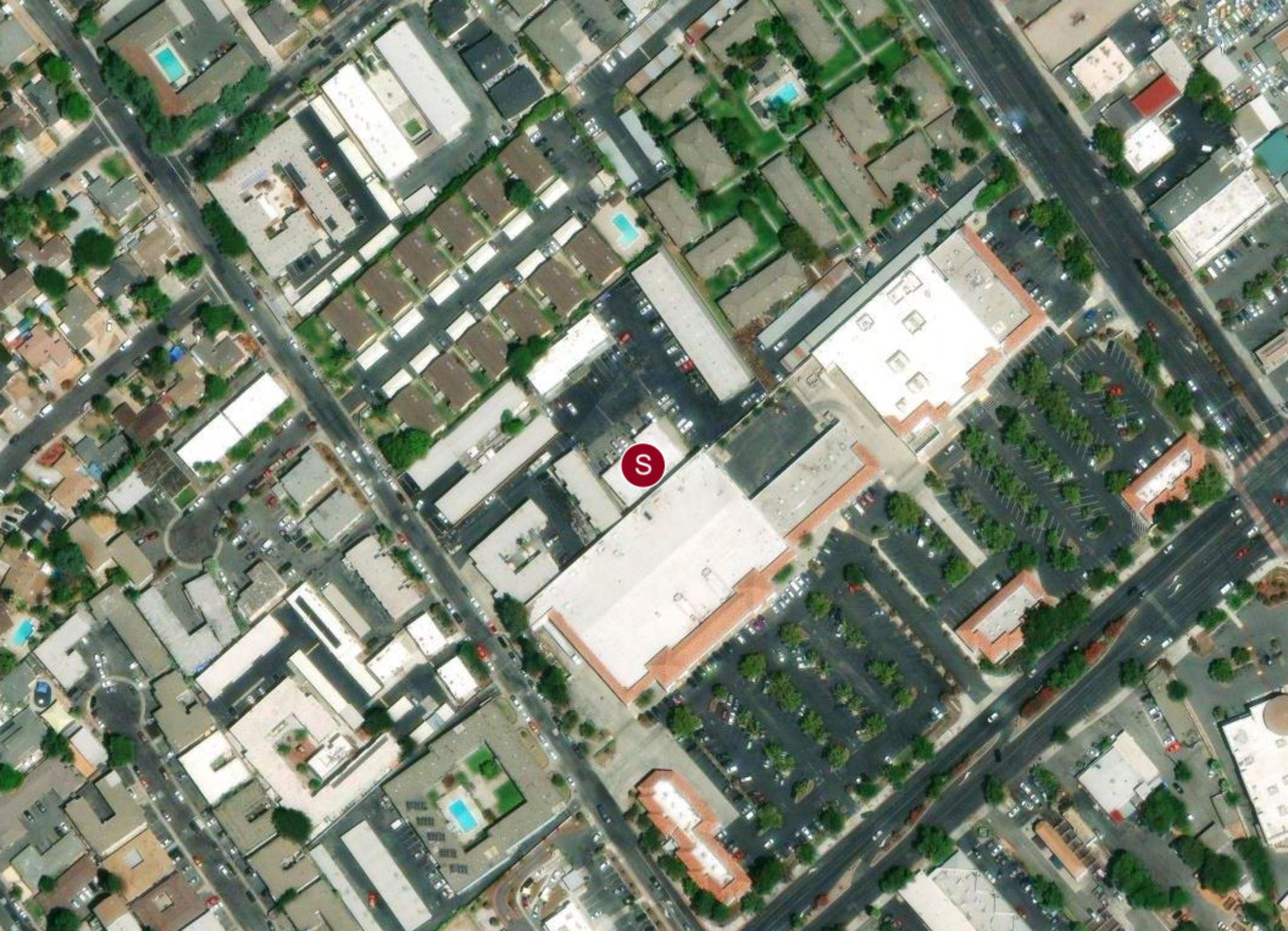
Largest Employers

Mount Diablo Unified School District	3,500
John Muir Medical Center	10,004,999
City of Concord	500,999
PG&E	500,999
County Connection	250,499
AssetMark	250,499
Cerus Corporation	250,499
Yard House	250,499

Contra Costa County GDP Trend







1750 DIANE CT

03 Property Description

Property Features

Parcel Map

Common Amenities

PROPERTY FEATURES

NUMBER OF UNITS	10
BUILDING SF	7,424
LAND SF	13,804
LAND ACRES	0.32
YEAR BUILT	1959
ZONING TYPE	M1
LOCATION CLASS	C
NUMBER OF STORIES	2
NUMBER OF BUILDINGS	1
NUMBER OF PARKING SPACES	11

UTILITIES

WATER	Landlord
TRASH	Landlord
GAS	Landlord
ELECTRIC	Common Area Landlord

RANCHO MONTE DEL DIABLO

A-1992 ROLL - TRACT 7525 ("FOUR CORNERS") M.B.358-27



1750 Diane Ct | Common Amenities



PROPERTY
MANAGED BY
GCM
COMMERCIAL
977-814-9244

1750

1750 DIANE CT

04

Sale Comps

Sale Comparables

Sale Comparables Summary

Sale Comparables Charts

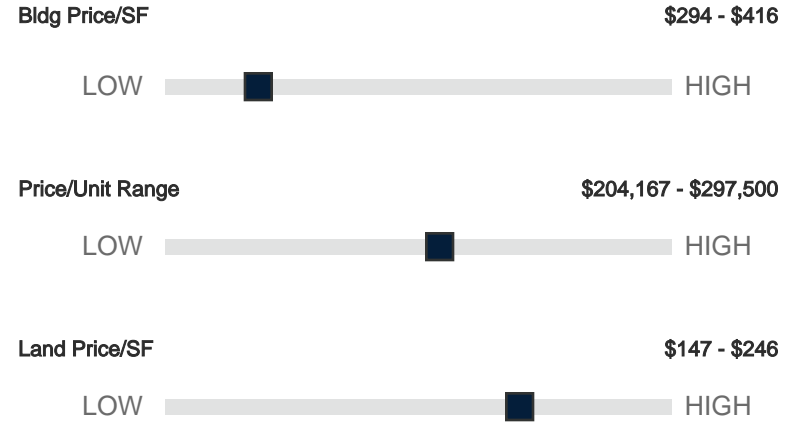
Sale Comparables Map

1



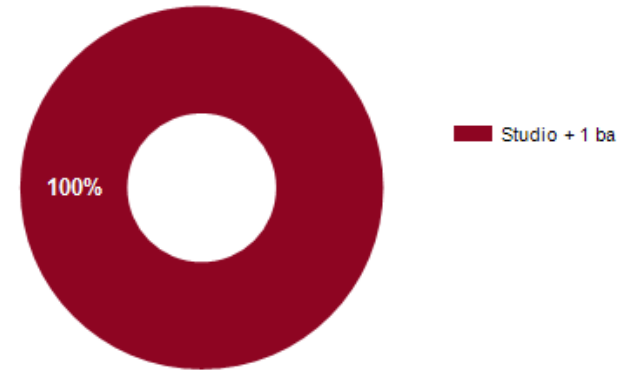
1495 Bassett Dr
 1495 Bassett Dr
 Concord, CA 94521

TOTAL UNITS	10
YEAR BUILT	1963
SALE PRICE	\$2,550,000
PRICE/UNIT	\$255,000
PRICE/SF	\$316.77
BUILDING SF	8,050
CLOSING DATE	4/17/2025
LAND SF	11,761
LAND ACRES	0.27
DISTANCE	5.3 miles



Unit Mix and Rent Schedule

Unit Mix	# of Units	SF	Rent Summary	Rent PSF
Studio + 1 ba	4	1,034	\$1,300	\$1.26
Total/WAVG	4	1,034	\$1,300	\$1.26

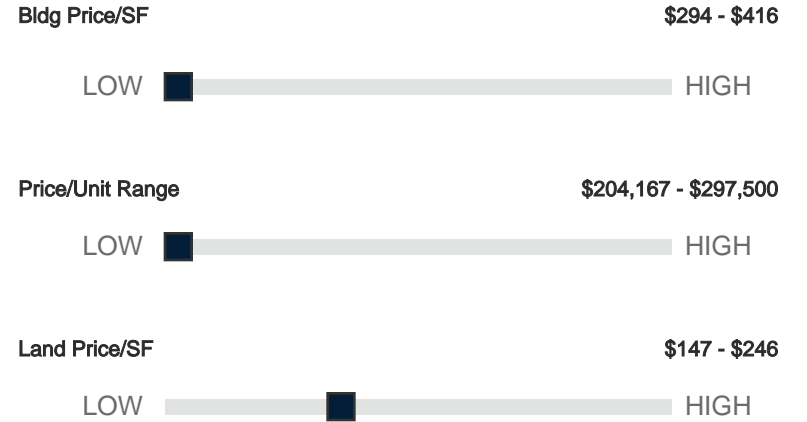


2



1540 Lacey Ct
 1540 Lacey Ct
 Concord, CA 94520

TOTAL UNITS	6
YEAR BUILT	1964
SALE PRICE	\$1,225,000
PRICE/UNIT	\$204,167
PRICE/SF	\$294.47
BUILDING SF	4,160
CLOSING DATE	12/13/2024
LAND SF	6,752
LAND ACRES	0.16
DISTANCE	0.4 miles



Unit Mix and Rent Schedule

Unit Mix	# of Units	SF	Rent Summary	Rent PSF
Studio + 1 ba	4	600	\$1,200	\$2.00
Total/WAVG	4	600	\$1,200	\$2.00

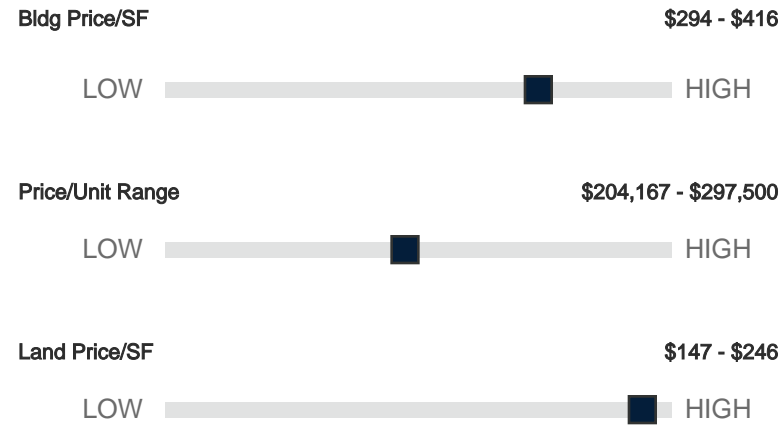


3



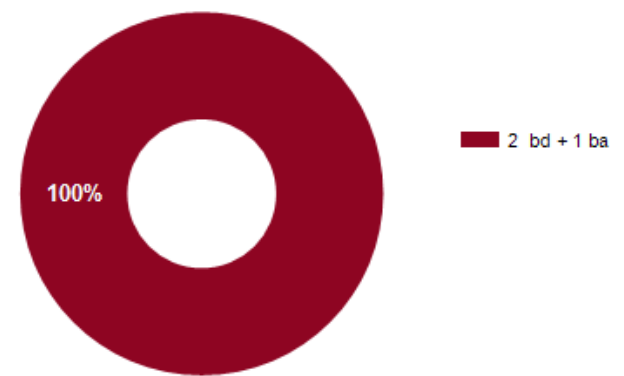
1880 Robin Ln
1880 Robin Ln
Concord, CA 94520

TOTAL UNITS	8
YEAR BUILT	1928
SALE PRICE	\$1,990,000
PRICE/UNIT	\$248,750
PRICE/SF	\$384.17
BUILDING SF	5,180
CLOSING DATE	8/30/2024
LAND SF	8,276
LAND ACRES	0.19
DAYS ON MARKET	186
DISTANCE	0.6 miles



Unit Mix and Rent Schedule

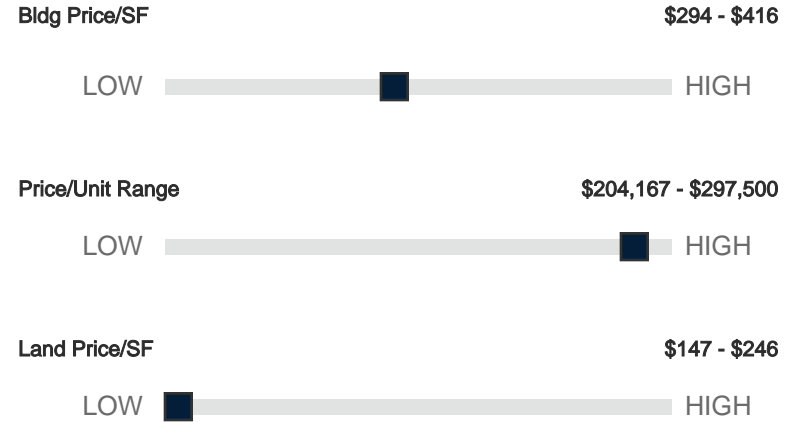
Unit Mix	# of Units	SF	Rent Summary	Rent PSF
2 bd + 1 ba	4	700	\$1,300	\$1.86
Total/WAVG	4	700	\$1,300	\$1.86





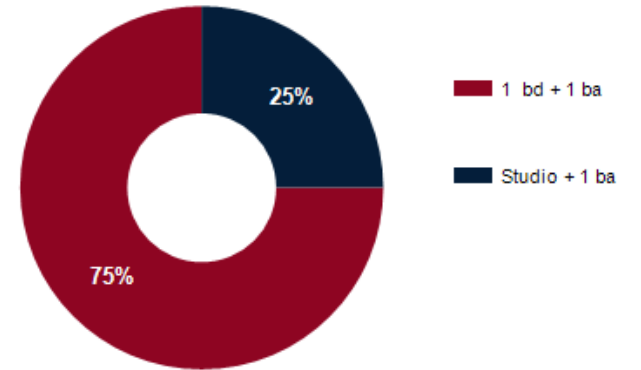
1835 Robin Ln
 1835 Robin Ln
 Concord, CA 94520

TOTAL UNITS	11
YEAR BUILT	1969
SALE PRICE	\$3,200,000
PRICE/UNIT	\$290,909
PRICE/SF	\$349.80
BUILDING SF	9,148
CLOSING DATE	10/2/2023
LAND SF	21,780
LAND ACRES	0.50
DISTANCE	0.2 miles



Unit Mix and Rent Schedule

Unit Mix	# of Units	SF	Rent Summary	Rent PSF
1 bd + 1 ba	3	700	\$1,700	\$2.43
Studio + 1 ba	1	507	\$1,200	\$2.37
Total/WAVG	4	651	\$1,575	\$2.42

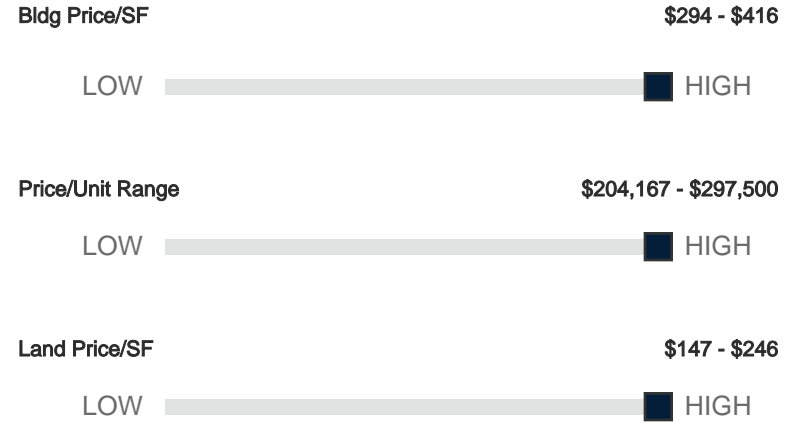


5



1642 Clayton Rd
 1642 Clayton Rd
 Concord, CA 94520

TOTAL UNITS	8
YEAR BUILT	1960
SALE PRICE	\$2,380,000
PRICE/UNIT	\$297,500
PRICE/SF	\$415.50
OCCUPANCY	100.00%
BUILDING SF	5,728
CLOSING DATE	9/21/2023
LAND SF	9,671
LAND ACRES	0.22
DAYS ON MARKET	48
DISTANCE	1.4 miles



Unit Mix and Rent Schedule

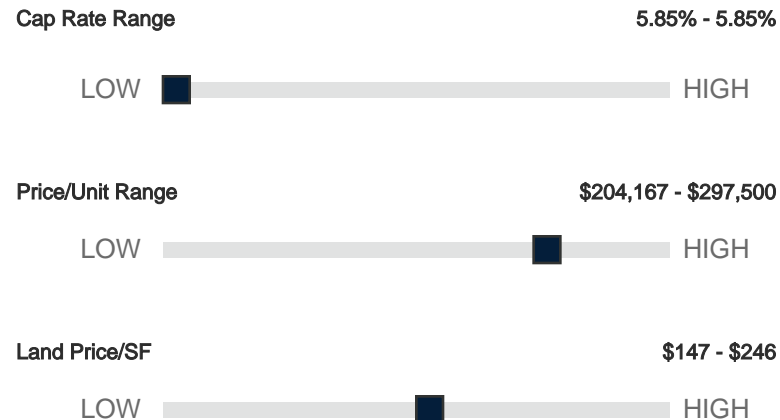
Unit Mix	# of Units	SF	Rent Summary	Rent PSF
2 bd + 1 ba	6	1,000	\$1,900	\$1.90
Total/WAVG	6	1,000	\$1,900	\$1.90





1750 Diane Ct
 1750 Diane Ct
 Concord, CA 94520

TOTAL UNITS	10
YEAR BUILT	1959
ASKING PRICE	\$2,750,000
PRICE/UNIT	\$275,000
PRICE/SF	\$370.42
CAP RATE	5.85%
GRM	10.58
OCCUPANCY	95.00%
BUILDING SF	7,424
LAND SF	13,804
LAND ACRES	0.32



Unit Mix and Rent Schedule

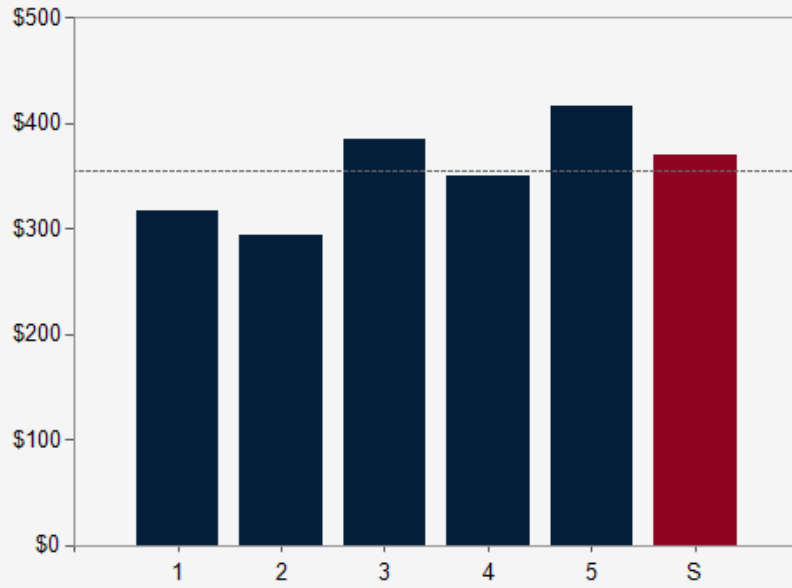
Unit Mix	# of Units	SF	Rent Summary	Rent PSF
2 bd + 1 ba	10	880	\$2,166	\$2.46
Totals/Averages	10	880	\$2,166	\$2.46



	PROPERTY	UNITS	BUILT	SALE PRICE	PRICE/UNIT	PSF	CAP RATE	CLOSE DATE	DISTANCE (mi)
1	 <p>1495 Bassett Dr 1495 Bassett Dr Concord, CA 94521</p>	10	1963	\$2,550,000	\$255,000.00	\$316.77		4/17/2025	5.30
2	 <p>1540 Lacey Ct 1540 Lacey Ct Concord, CA 94520</p>	6	1964	\$1,225,000	\$204,167.00	\$294.47		12/13/2024	0.40
3	 <p>1880 Robin Ln 1880 Robin Ln Concord, CA 94520</p>	8	1928	\$1,990,000	\$248,750.00	\$384.17		8/30/2024	0.60
4	 <p>1835 Robin Ln 1835 Robin Ln Concord, CA 94520</p>	11	1969	\$3,200,000	\$290,909.00	\$349.80		10/2/2023	0.20
5	 <p>1642 Clayton Rd 1642 Clayton Rd Concord, CA 94520</p>	8	1960	\$2,380,000	\$297,500.00	\$415.50		9/21/2023	1.40
AVERAGES		9		\$2,269,000	\$259,265.00	\$352.14			
S	 <p>1750 Diane Ct 1750 Diane Ct Concord, CA 94520</p>	10	1959	\$2,750,000	\$275,000.00	\$370.42	5.85%		

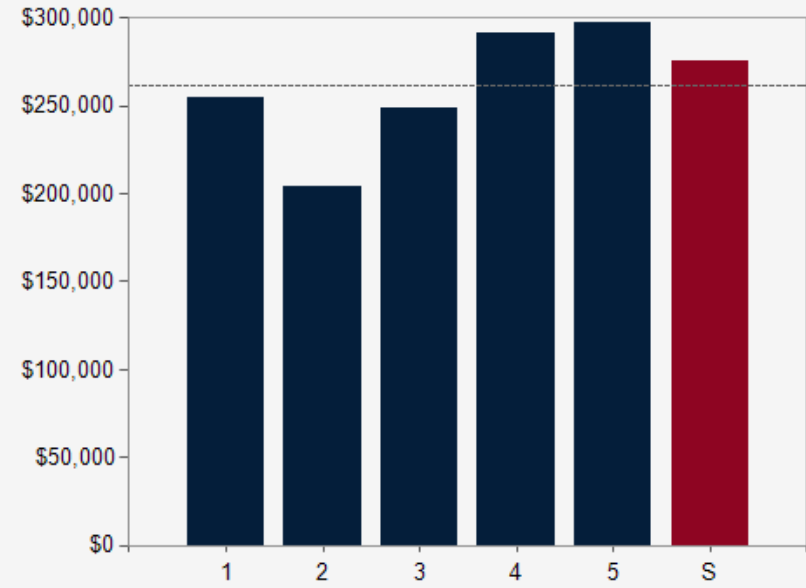
Price/SF

Average: \$355.19



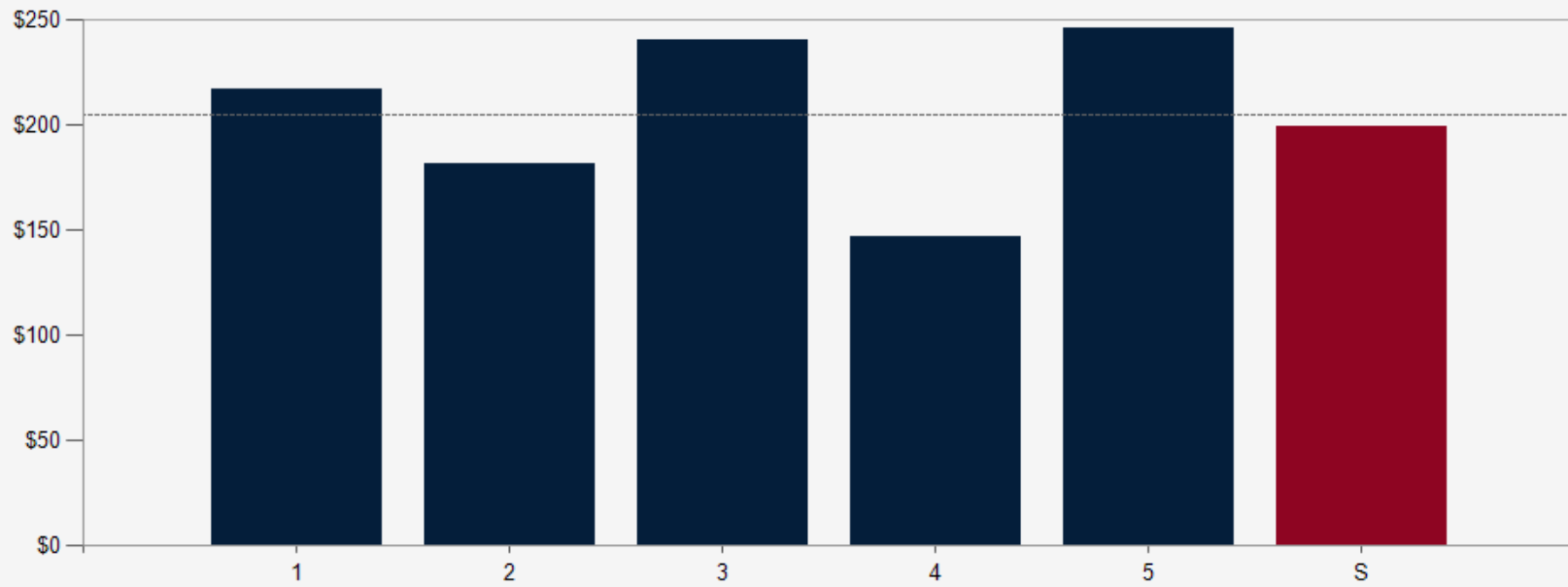
Price/Unit

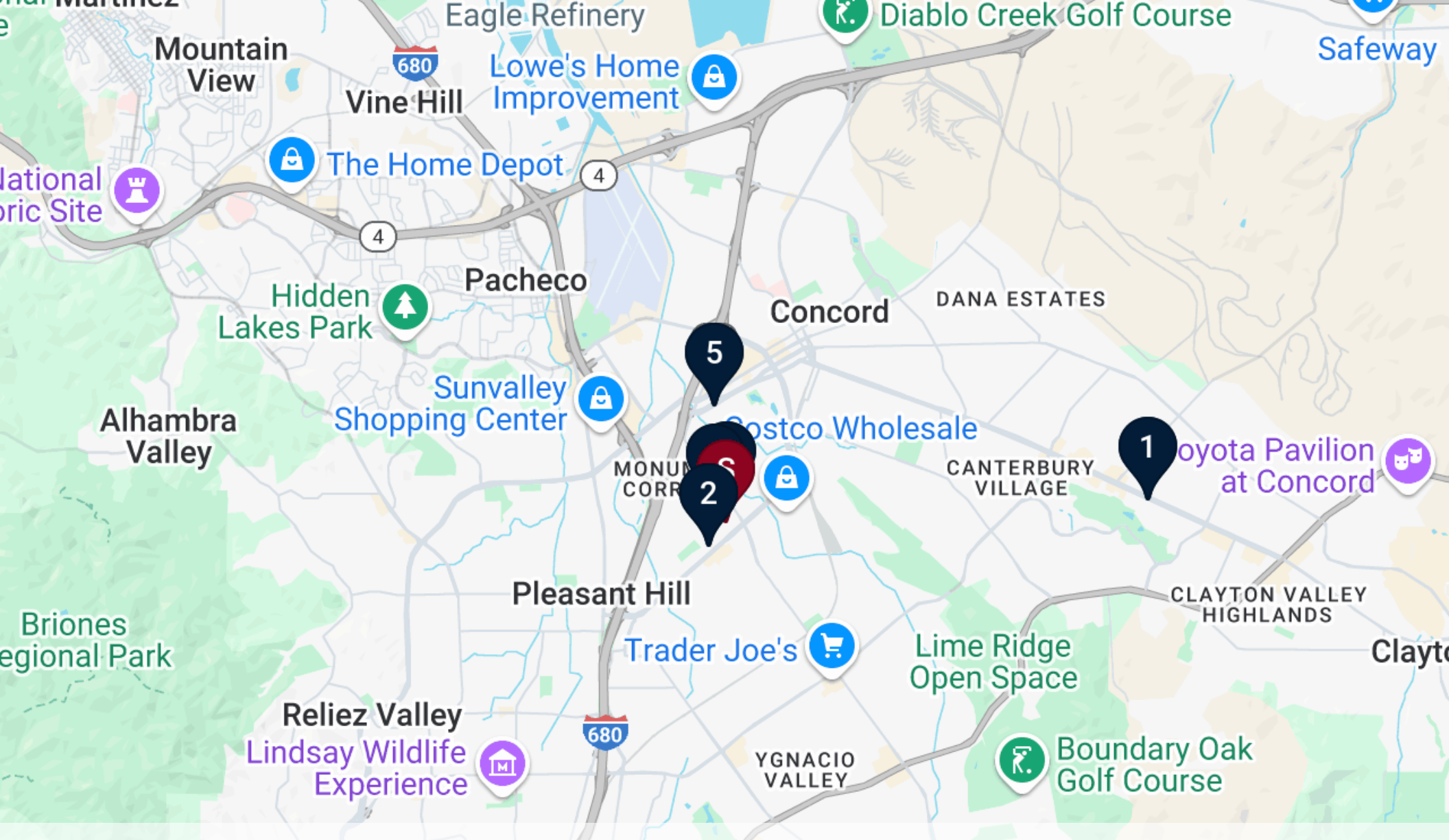
Average: \$261,887.63



Land PSF

Average: \$205.16





#	Property Name	Address	City
S	1750 Diane Ct	1750 Diane Ct	Concord
1	1495 Bassett Dr	1495 Bassett Dr	Concord
2	1540 Lacey Ct	1540 Lacey Ct	Concord
3	1880 Robin Ln	1880 Robin Ln	Concord
4	1835 Robin Ln	1835 Robin Ln	Concord
5	1642 Clayton Rd	1642 Clayton Rd	Concord

1750 DIANE CT

05 Rent Roll
Rent Roll

Unit	Unit Mix	Square Feet	Rent PSF	Current Rent	Market Rent	Move-in Date	Notes
1	2 bd + 1 ba	880	\$2.27	\$1,997.00	\$2,325.00	07/01/2019	1750 Deposit
2	2 bd + 1 ba	880	\$2.51	\$2,207.00	\$2,325.00	02/10/2023	1732.5 Deposit
3	2 bd + 1 ba	880	\$2.33	\$2,050.00	\$2,325.00	11/01/2018	1732.5 Deposit
4	2 bd + 1 ba	880	\$2.63	\$2,312.00	\$2,325.00	03/01/2023	2200 Deposit
5	2 bd + 1 ba	880	\$2.61	\$2,300.00	\$2,325.00	06/01/2024	2300 Deposit
6	2 bd + 1 ba	880	\$2.39	\$2,102.00	\$2,325.00	03/26/2021	1900 Deposit
7	2 bd + 1 ba	880	\$2.61	\$2,300.00	\$2,325.00	01/01/2025	2300 Deposit
8	2 bd + 1 ba	880	\$2.51	\$2,207.00	\$2,325.00	11/01/2018	1700 Deposit
9	2 bd + 1 ba	880	\$2.36	\$2,081.00	\$2,325.00	11/01/2018	1500 Deposit
10	2 bd + 1 ba	880	\$2.39	\$2,102.00	\$2,325.00	11/01/2018	662 Deposit
Totals / Averages		8,800	\$2.46	\$21,658.00	\$23,250.00		

1750 DIANE CT

06 Financial Analysis

Income & Expense Analysis

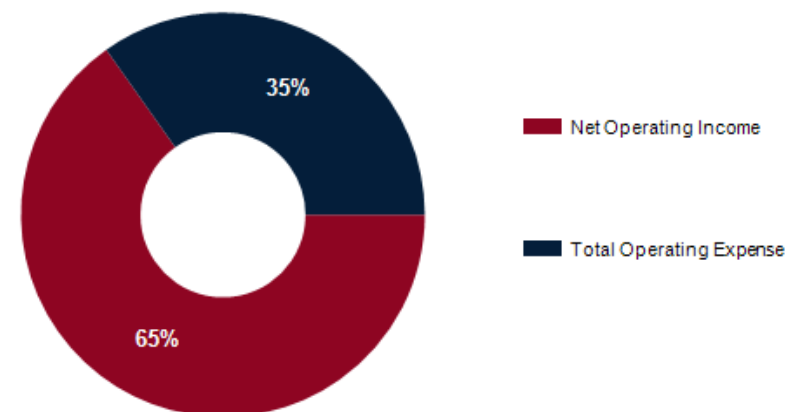
Multi-Year Cash Flow Assumptions

Cash Flow Analysis

Financial Metrics

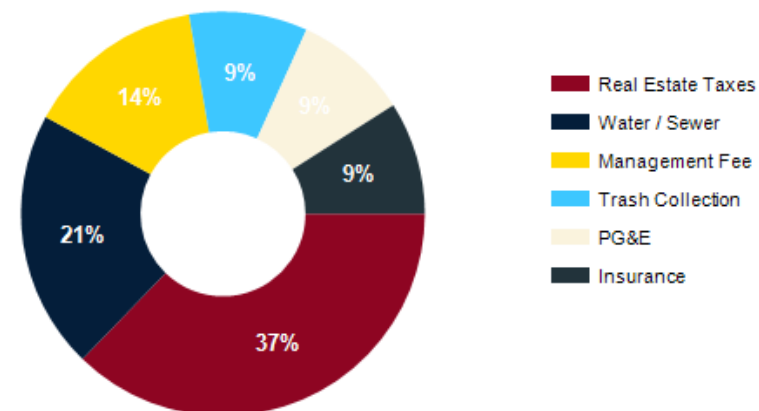
REVENUE ALLOCATION CURRENT

INCOME	CURRENT	PRO FORMA		
Gross Scheduled Rent	\$259,896	\$279,000		
Gross Potential Income	\$259,896	\$279,000		
General Vacancy	-5.00%	-5.00%		
Effective Gross Income	\$246,901	\$265,050		
Less Expenses	\$85,945	\$99,853	34.80%	37.67%
Net Operating Income	\$160,956	\$165,198		



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$32,000	\$3,200	\$45,000	\$4,500
Insurance	\$7,750	\$775	\$7,750	\$775
Management Fee	\$12,345	\$1,235	\$13,253	\$1,325
Water / Sewer	\$17,800	\$1,780	\$17,800	\$1,780
PG&E	\$7,900	\$790	\$7,900	\$790
Trash Collection	\$8,150	\$815	\$8,150	\$815
Total Operating Expense	\$85,945	\$8,595	\$99,853	\$9,985
Expense / SF	\$11.58		\$13.45	
% of EGI	34.80%		37.67%	

DISTRIBUTION OF EXPENSES CURRENT



GLOBAL

Price	\$2,750,000
Millage Rate (not a growth rate)	1.16000%

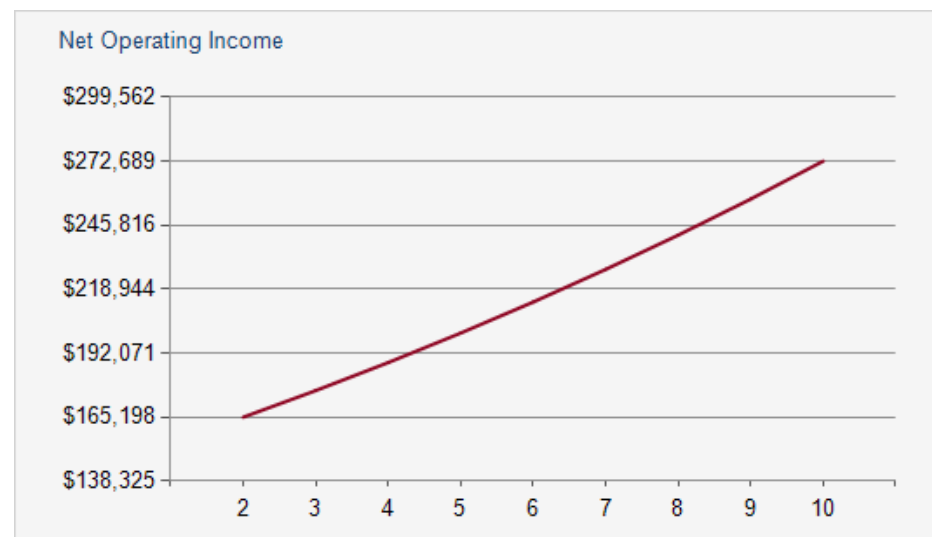
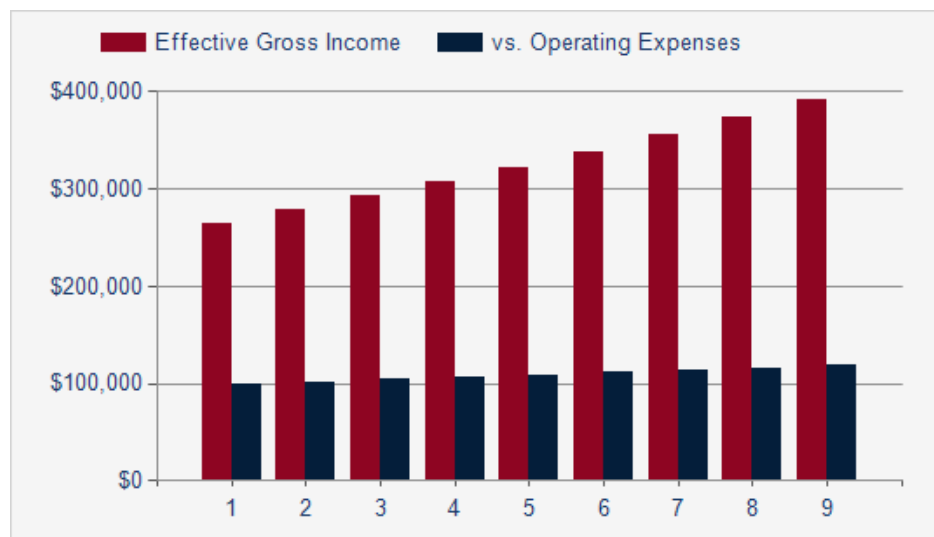
INCOME - Growth Rates

Gross Scheduled Rent	5.00%
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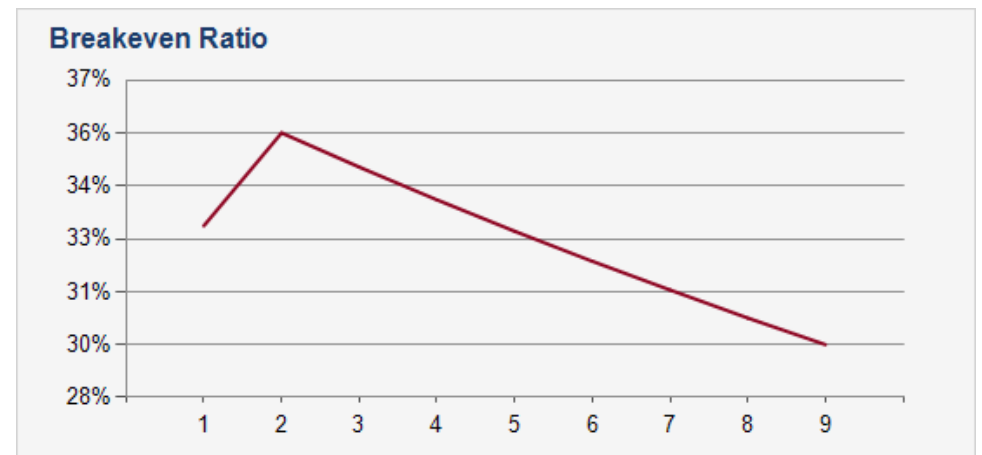
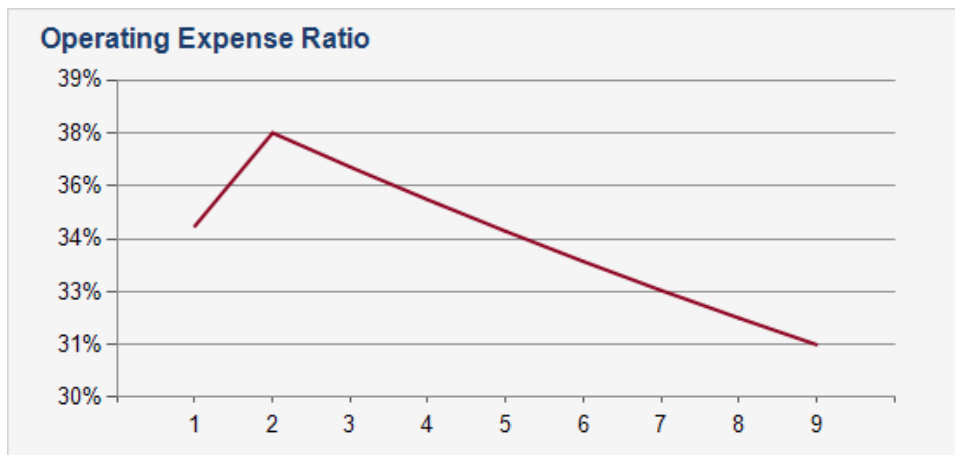
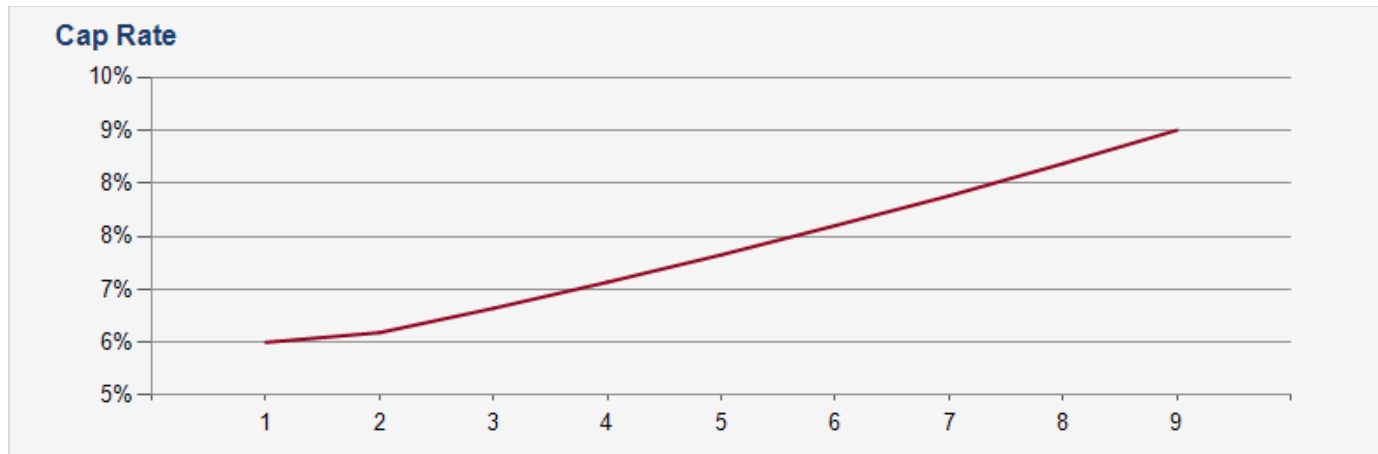
EXPENSES - Growth Rates

Insurance	5.00%
Water / Sewer	3.00%
PG&E	3.00%
Trash Collection	3.00%

Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Revenue										
Gross Scheduled Rent	\$259,896	\$279,000	\$292,950	\$307,598	\$322,977	\$339,126	\$356,083	\$373,887	\$392,581	\$412,210
General Vacancy	-5.00%	-5.00%	-5.00%	-5.00%	-5.00%	-5.00%	-5.00%	-5.00%	-5.00%	-5.00%
Effective Gross Income	\$246,901	\$265,050	\$278,303	\$292,218	\$306,829	\$322,170	\$338,278	\$355,192	\$372,952	\$391,600
Operating Expenses										
Real Estate Taxes	\$32,000	\$45,000	\$45,000	\$45,000	\$45,000	\$45,000	\$45,000	\$45,000	\$45,000	\$45,000
Insurance	\$7,750	\$7,750	\$8,138	\$8,544	\$8,972	\$9,420	\$9,891	\$10,386	\$10,905	\$11,450
Management Fee	\$12,345	\$13,253	\$13,915	\$14,611	\$15,341	\$16,108	\$16,914	\$17,760	\$18,648	\$19,580
Water / Sewer	\$17,800	\$17,800	\$18,334	\$18,884	\$19,451	\$20,034	\$20,635	\$21,254	\$21,892	\$22,549
PG&E	\$7,900	\$7,900	\$8,137	\$8,381	\$8,633	\$8,892	\$9,158	\$9,433	\$9,716	\$10,007
Trash Collection	\$8,150	\$8,150	\$8,395	\$8,646	\$8,906	\$9,173	\$9,448	\$9,732	\$10,023	\$10,324
Total Operating Expense	\$85,945	\$99,853	\$101,918	\$104,067	\$106,302	\$108,627	\$111,047	\$113,564	\$116,184	\$118,910
Net Operating Income	\$160,956	\$165,198	\$176,384	\$188,151	\$200,527	\$213,543	\$227,232	\$241,628	\$256,768	\$272,689



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
CAP Rate	5.85%	6.01%	6.41%	6.84%	7.29%	7.77%	8.26%	8.79%	9.34%	9.92%
Operating Expense Ratio	34.80%	37.67%	36.62%	35.61%	34.64%	33.71%	32.82%	31.97%	31.15%	30.36%
Gross Multiplier (GRM)	10.58	9.86	9.39	8.94	8.51	8.11	7.72	7.36	7.00	6.67
Breakeven Ratio	33.07%	35.79%	34.79%	33.83%	32.91%	32.03%	31.19%	30.37%	29.59%	28.85%
Price / SF	\$370.42	\$370.42	\$370.42	\$370.42	\$370.42	\$370.42	\$370.42	\$370.42	\$370.42	\$370.42
Price / Unit	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000
Income / SF	\$33.25	\$35.70	\$37.48	\$39.36	\$41.32	\$43.39	\$45.56	\$47.84	\$50.23	\$52.74
Expense / SF	\$11.57	\$13.44	\$13.72	\$14.01	\$14.31	\$14.63	\$14.95	\$15.29	\$15.64	\$16.01



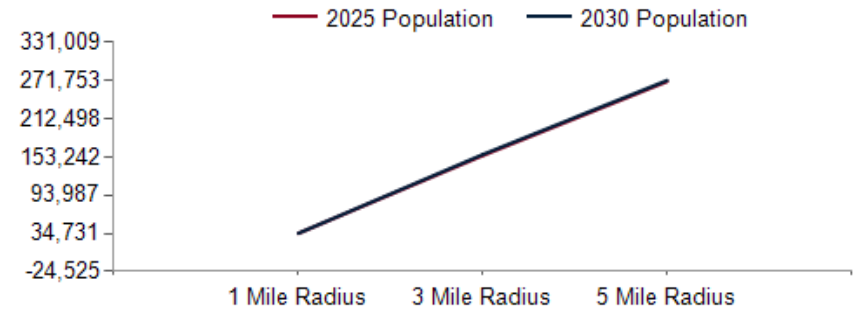
1750 DIANE CT

07 Demographics
Demographics

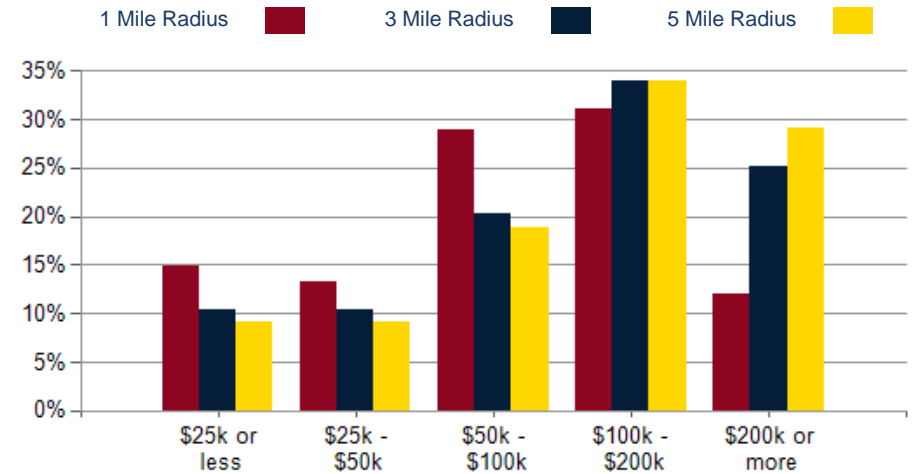
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	32,766	146,617	253,559
2010 Population	33,819	147,903	256,357
2025 Population	34,731	155,396	269,893
2030 Population	34,880	156,948	271,753
2025-2030: Population: Growth Rate	0.45%	1.00%	0.70%

2025 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	1,272	4,172	6,544
\$15,000-\$24,999	502	2,060	3,056
\$25,000-\$34,999	551	2,159	3,329
\$35,000-\$49,999	1,023	4,047	6,185
\$50,000-\$74,999	1,772	5,889	9,179
\$75,000-\$99,999	1,679	6,314	10,651
\$100,000-\$149,999	2,469	11,399	20,219
\$150,000-\$199,999	1,247	8,895	15,441
\$200,000 or greater	1,434	15,020	30,621
Median HH Income	\$85,951	\$118,581	\$129,346
Average HH Income	\$112,249	\$162,331	\$177,804

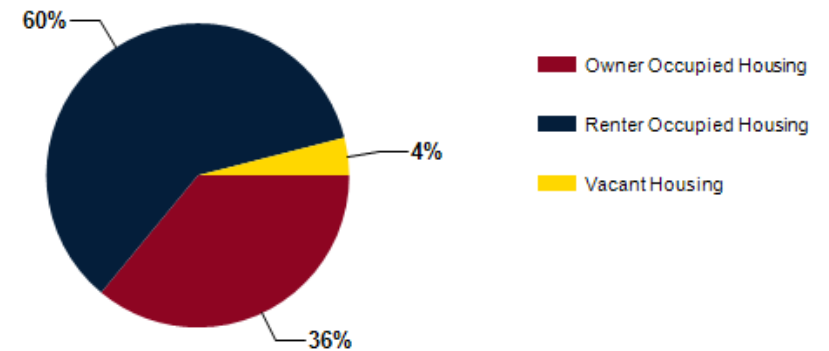
HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	12,015	58,923	102,184
2010 Total Households	11,437	57,516	100,851
2025 Total Households	11,949	59,956	105,225
2030 Total Households	11,914	60,278	105,441
2025 Average Household Size	2.89	2.56	2.54
2025-2030: Households: Growth Rate	-0.30%	0.55%	0.20%



2025 Household Income

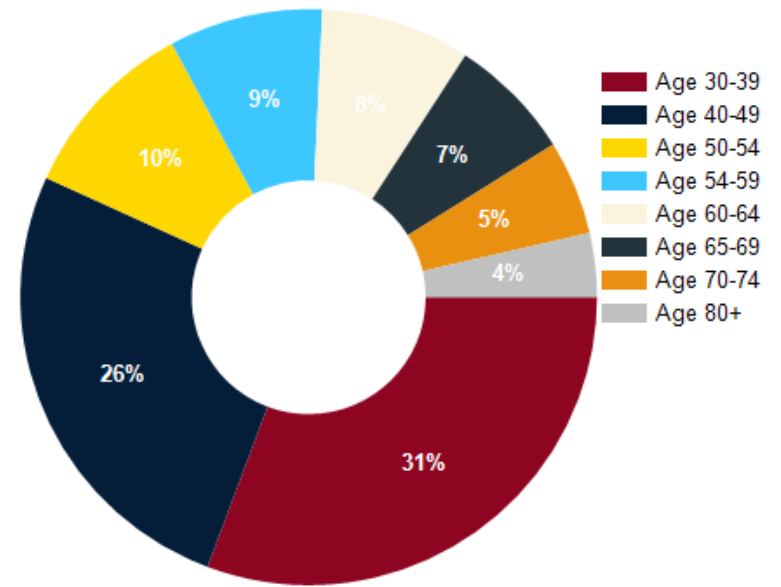


2025 Own vs. Rent - 1 Mile Radius

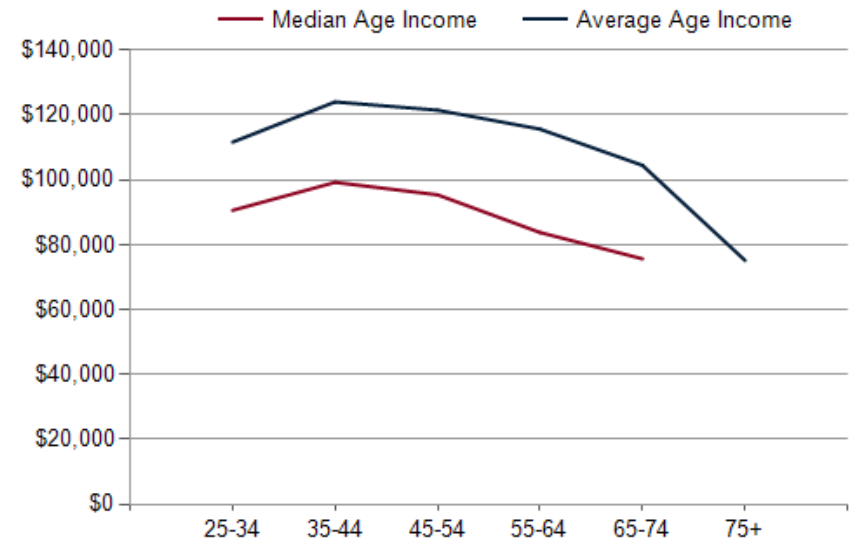


Source: esri

2025 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2025 Population Age 30-34	3,188	12,201	19,793
2025 Population Age 35-39	2,936	12,766	20,945
2025 Population Age 40-44	2,880	12,442	21,057
2025 Population Age 45-49	2,321	9,979	17,465
2025 Population Age 50-54	2,061	9,661	17,223
2025 Population Age 55-59	1,719	9,157	16,583
2025 Population Age 60-64	1,674	9,609	17,396
2025 Population Age 65-69	1,388	8,394	15,647
2025 Population Age 70-74	1,059	6,972	13,075
2025 Population Age 75-79	715	5,488	10,336
2025 Population Age 80-84	404	3,286	6,112
2025 Population Age 85+	430	3,810	6,749
2025 Population Age 18+	26,716	124,693	217,326
2025 Median Age	35	40	42
2030 Median Age	37	42	43



2025 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$90,614	\$115,868	\$122,291
Average Household Income 25-34	\$111,632	\$152,442	\$164,819
Median Household Income 35-44	\$99,228	\$146,877	\$156,627
Average Household Income 35-44	\$124,047	\$186,498	\$202,017
Median Household Income 45-54	\$95,394	\$154,086	\$168,755
Average Household Income 45-54	\$121,501	\$196,004	\$218,759
Median Household Income 55-64	\$83,776	\$141,918	\$157,903
Average Household Income 55-64	\$115,643	\$184,456	\$204,559
Median Household Income 65-74	\$75,642	\$97,423	\$106,223
Average Household Income 65-74	\$104,474	\$137,911	\$153,622
Average Household Income 75+	\$75,169	\$98,966	\$106,976



1750 DIANE CT

08 Company Profile

Company Bio
Advisor Profile

GCM Realty was founded by a real estate professional well versed in the intricacies of commercial real estate. Our company was built around the idea that we could help ordinary people in realizing extraordinary things.

Our Mission

GCM Realty mission is to set the standard of high performance and market commercial properties for the success of our clients in achieving the highest value for their investment. We strive to have our clients achieve the best return of investment as possible. The key to our growth and prosperity is a direct result of our exceptional team and our focus in placing our client interest in the forefront. We are firm believers of passive income investments as an avenue for our clients to realize financial independence.

About Our Broker

Marty Carbajal, CFP

I am fortunate to have the backing of a very good team of experts and professionals that support our mission and manage the most difficult situations to help individuals to create wealth and peace of mind through passive income investing.

I can count on a Business and Management degree, advanced studies in Financial Engineering from UC Berkeley. Additionally, as a Certified Financial Planner (CFP) I am particularly qualified to advise clients on the best course of action to take, to help clients make profitable decisions in augmenting their portfolio of properties profitably.



Marty Carbajal, CFP
Broker

I have been a realtor since 2002 and a real estate broker since 2009.
A real estate investor since 1998 managing over 500 apartment units with a specialty in multi-family and commercial properties.
Over the years, I have been involved in over \$200 million in transactions as a principal and representing buyers & sellers.
During my tenure I have done fix and flip properties and follow the BRRRR method to financial independence.
As a Certified Financial Planner (CFP) since 1995 educated in the intricacies of 1031 exchanges, mutual funds, bonds and real estate as financial vehicles to fund retirement and lifestyle choices.
As an insurance broker since 1986 I created one of the largest Farmers Insurance agencies in California specializing in business insurance for over 400 businesses and over 3000 families.

I have training in Financial Engineering and Investment Management from UC Berkeley Extension, I have been a Certified Financial Planner since 1995 and an insurance broker since 1986. I graduated from the University of Phoenix with a Bachelors of Science in Business in 2013
Training as a Certified Financial Planner (1995)

I am affiliated with the National Association of Realtors, the California Association of Realtors, the Contra Costa Association of Realtors, and the Multiple Listing System.

I reside in the town of Danville with my wife of 30 years. I am originally from Mexico City and have been living in the U.S. since 1985. I speak English and Spanish fluently.
My wife and I have 4 grown children that live in Martinez, Santa Rosa and Boston.
I am a firm believer of passive income and real estate investments that will allow you to fulfill your wealth creation dreams.
I enjoy networking with people and providing referrals to all sorts of professionals. And I am never too busy to receive referrals as well. I treat all my clients honorably and with the highest standards of professionalism. You would enjoy working with me. Give it a try.

1750 Diane Ct



Exclusively Marketed by:

Marty Carbajal, CFP

GCM Realty

Broker

(510) 387-7954

marty@gcmrealty.com

Lic: 01415783

GCM
REALTY & LOANS

