

OFFERING MEMORANDUM

# CORE BAY AREA INFILL OPPORTUNITY



## **EXCLUSIVE INVESTMENT ADVISORS**

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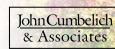
### LOCAL LEASING ADVISOR

### **JOHN CUMBELICH**

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### INVESTMENT SUMMARY

OFFERING PRICE: \$22,741,000

NOI: \$1,478,170

CAP RATE: **6.50%** 

LOCATION:

1280 Willow Pass Road, Concord, CA 94520

EST. RENTABLE SQ FT:

73,167 SF

LOT SIZE:

Land Area: 6.38 Acres (277,956 SF)

**PARKING SPACES:** 

There are approximately 316 dedicated parking stalls on the owned parcel. The parking ratio is approximately 4.32 parking stalls per 1,000 SF of leasable area.

YEAR BUILT:

1980 / Renovated 2014

TENANT NAMES:

**Hobby Lobby & Guitar Center** 

**OWNERSHIP:** 

Fee Simple (Land & Building)

**ZONING:** 

Per the city of Concord the location is zoned as WMX

ACCESS:

There are five (5) access points: one (1) along Willow Pass Road and four (4) along Diamond Way.

TRAFFIC COUNTS:

 Willow Pass Road
 ±39,000 VPD

 Diamond Way
 ±25,000 VPD

 I-680
 ±144,817 VPD

 CA-242
 ±127,315 VPD

 Diamond Blvd
 ±28,710 VPD

PARCEL MAP:

APN: 127-220-021-1



# 1280 WILLOW PASS ROAD, CONCORD, CA 94520

Faris Lee Investments is pleased to present the rare opportunity to acquire a fully stabilized 2 tenant offering with national retailers located in **one the most sought after communities in the Core Bay Area** - Concord. The property is occupied by Hobby Lobby and Guitar Center, both of which boast extremely high performance at this location. For both retailers, **1280** Willow is the only location serving the densely populated and highly affluent County of Contra Costa. The center's service oriented tenants make it a desirable destination for the surrounding family-oriented neighborhoods. This area has over 146,784 permanent residents with average household incomes over \$129,899 within a 3-mile radius.

The property is positioned at one of the most heavily trafficked intersections in the trade area Willow Pass Road and Diamond Way **(64,000 VPD)**. It is also flanked by 680 Freeway (144,817 VPD) and State Route 242 (127,315 VPD), with direct off ramp access from the 680, the main freeway running through Concord.

Investors stand to benefit with recent lease extensions by both tenants which shows their long term commitment to the site with no alternative options available in a highly supply constrained area. In the long term, 1280 Willow presents an investor with an extremely rare redevelopment opportunity. The property is currently zoned and ideally suited for mixed use, office, hospitality, or further retail development, and will likely be zoned for high-density residential in the coming years.



# Irreplaceable Bay Area Urban Infill Location

- The center is located in one of the Bay Area's most desirable East Bay communities
- Located 35 minutes from downtown San Francisco and 20 minutes from Oakland, Concord and the neighboring towns of Walnut Creek and Pleasanton have become extremely popular with young professionals and families alike

# Highly Successful & Industry Leading Retailers

- 100% occupied by national, credit tenants, Hobby Lobby and Guitar Center
- Hobby Lobby is the largest privately owned arts and crafts retailer in the world founded in 1972
- The company generated over \$7.9 billion sales in 2023 with over 1,000 locations in 48 states
- Guitar Center is the leader in the music retailer industry with over 320 stores in 45 states
- They generated over \$2.3 billion is sales for 2023 and was founded in 1959
- Both tenants are dominant in their categories and have seen significant growth in recent years
- For both tenants, the site is the only location serving the densely populated and highly affluent County of Contra Costa

## Strongest Intersection in Trade Area

- Located at a signalized, hard corner intersection with unobstructed visibility from Willow Pass Road and Diamond Way (64,000 VPD)
- Flanked by two of the East Bay's most heavily trafficked freeways I-680 (144,817 VPD) and Highway 242 (127,315 VPD) with easy access from both
- Willow Pass is the entry to the core of Downtown Concord and Diamond Way is the thoroughfare for Concord's most successful retail centers

## Long Term Tenant Occupancy & Recent Lease Extensions Exercised

- Guitar Center has been a tenant for over 20 years and Hobby Lobby for over 10 years
- Both tenants recently exercised their 5 year option proving their long term commitment to the site

# Located Near High-End Lifestyle Center and High Density Residential Developments

- 1280 Willow benefits from close proximity to some of the highest-profile recent retail and residential developments in the East Bay
- The Veranda 375,000 SF lifestyle center on par with the highest-end retail developments in the Bay Area with entertainment, shopping, and dining
- Renaissance Square Apartments 281 high end units with club amenities
- Park Central 259 Luxury Apartments

## Significant Barriers to Entry

Lack of developed land, time consumptive entitlement processes, and high construction costs result
in significant barriers to entry for any future
competitive retail development to the center

# Long Term Higher and Better Use Potential

- The Center is zoned and ideally suited for redevelopment to a higher and better use
  - Current WMX (West Concord Mixed Use)
     Zoning allows for higher density retail, hospitality, and office development
- With several recently built and proposed high end residential in the Downtown Concord area in close proximity to the center, the City of Concord is growing more receptive to exploring a General Plan revision that would accommodate potentially high density residential development at this site





## PROPERTY DESCRIPTION







### AREA OVERVIEW

# The City of Concord

Concord, CA, nestled in Contra Costa County, boasts the highest population in the region and a burgeoning economic landscape. Initially rooted in agriculture, the city transformed into a residential enclave, catering to commuters bound for San Francisco and Oakland during the mid-20th century. The advent of the Concord BART station in 1973 catalyzed Concord's evolution into a prominent economic hub, attracting major companies like Bank of America to establish offices in the downtown area.

Downtown Concord remains a vibrant epicenter of commerce, supported by a thriving retail sector and esteemed healthcare facilities like John Muir Medical Center. Concord's proximity to San Francisco and Oakland, both less than 30 miles away, enhances its appeal as a residential destination. De La Salle High School, renowned for its football program, exemplifies Concord's commitment to excellence in education and athletics, contributing to its esteemed reputation.

Beyond its economic and educational prowess, Concord offers an array of attractions and amenities, from Six Flags Hurricane Harbor to Diablo Valley College. Sunvalley Shopping Center serves as a retailfocal point, catering to the immediate trade area. Concord's strategic location, bolstered by its own BART transit station, ensures seamless connectivity to neighboring cities, making it an ideal locale for commuters and residents alike.



### AREA OVERVIEW



## **Major Employers**



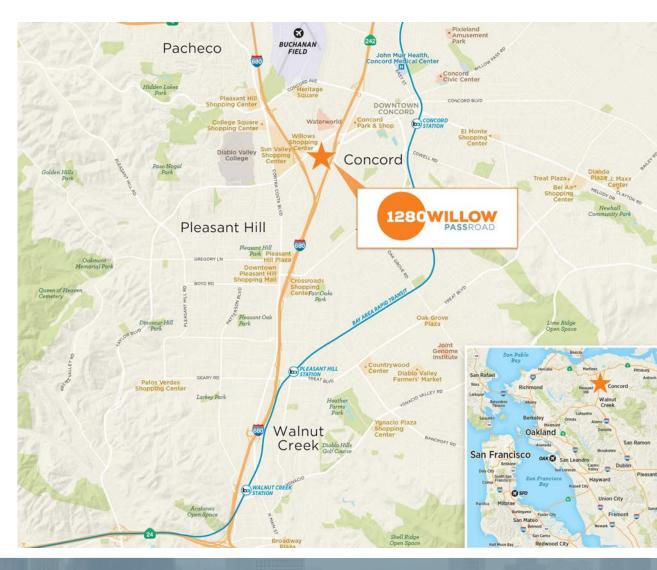






► Benchmark









Population

Households



Ethnicity

Business

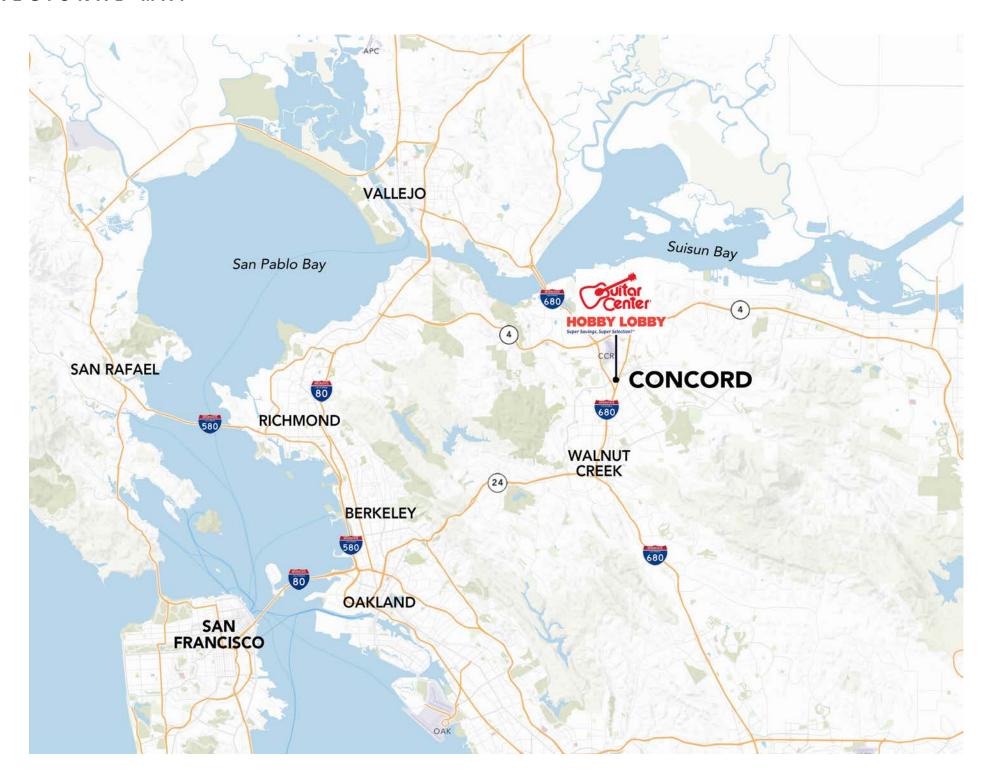


1280 Willow Pass Rd., Concord, CA	1 Mile	3 Mile	5 Mile
2022 Estimated Population	24,982	146,784	261,339
2027 Projected Population	25,332	149,007	266,889
2032 Projected Population	26,111	153,702	276,162
2022 Median Age	35	40	41
2022 Estimated Households	8,404	56,914	103,135
2027 Projected Households	8,527	57,917	105,572
2032 Projected Households	8,794	59,839	109,389
2022 Estimated Average Household Income	\$99,299	\$129,899	\$145,142
2022 Estimated Median Household Income	\$79,101	\$105,818	\$117,573
2022 Estimated Hispanic	49%	27%	22%
2022 Estimated White	30%	51%	56%
2022 Estimated Asian or Pacific Islander	12%	13%	13%
2022 Estimated Black	5%	4%	3%
2022 Estimated Other Races	4%	6%	6%
2022 Estimated Total Businesses	440	5,031	9,021
2022 Estimated Total Employees	13,017	77,055	137,487

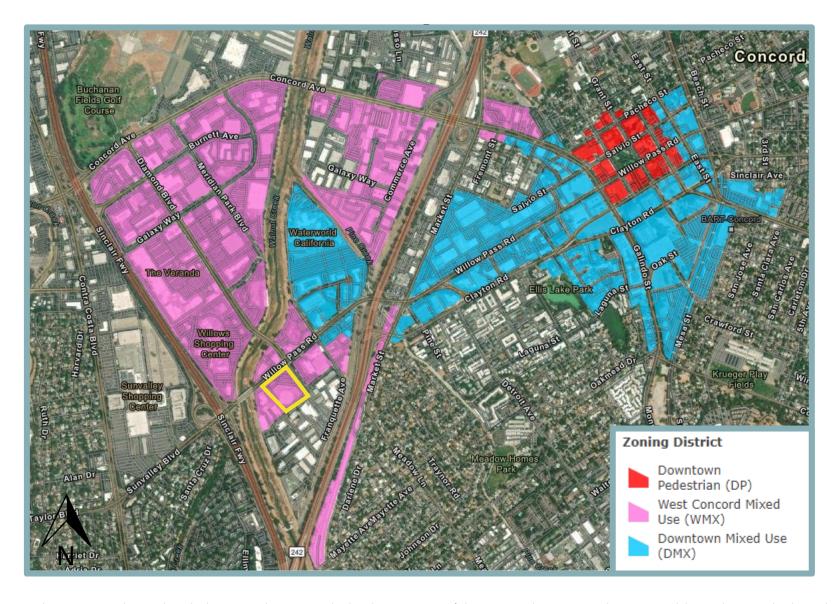












Zoning: WMX (West Concord Mixed Use). The WMX district is applied to the area west of downtown, along Concord Avenue and the Walnut Creek Channel, and adjoining areas of the City appropriate for a mix of schools, commercial, office, retail, multi-tenant office/warehouses, and institutional development at up to 4.0 FAR. The WMX district allows new automobile dealers, shopping centers, hotels, restaurants, office buildings and multi-tenant commercial spaces, including contractor showrooms and storage uses when located entirely within a building, and public/quasi-public uses. The WMX district does not allow residential uses.

# CONCORD'S HIGH END RESIDENTIAL DEVELOPMENT





# RENAISSANCE SQUARE

1825 Galindo Street

• Apartment Complex

Phase 1: 102 units
Phase 2: 179 units

# PARK CENTRAL

1555 Galindo Street

- Apartment Complex
- 259 units
- Built 2003



## CONCORD'S PREMIER LIFESTYLE CENTER





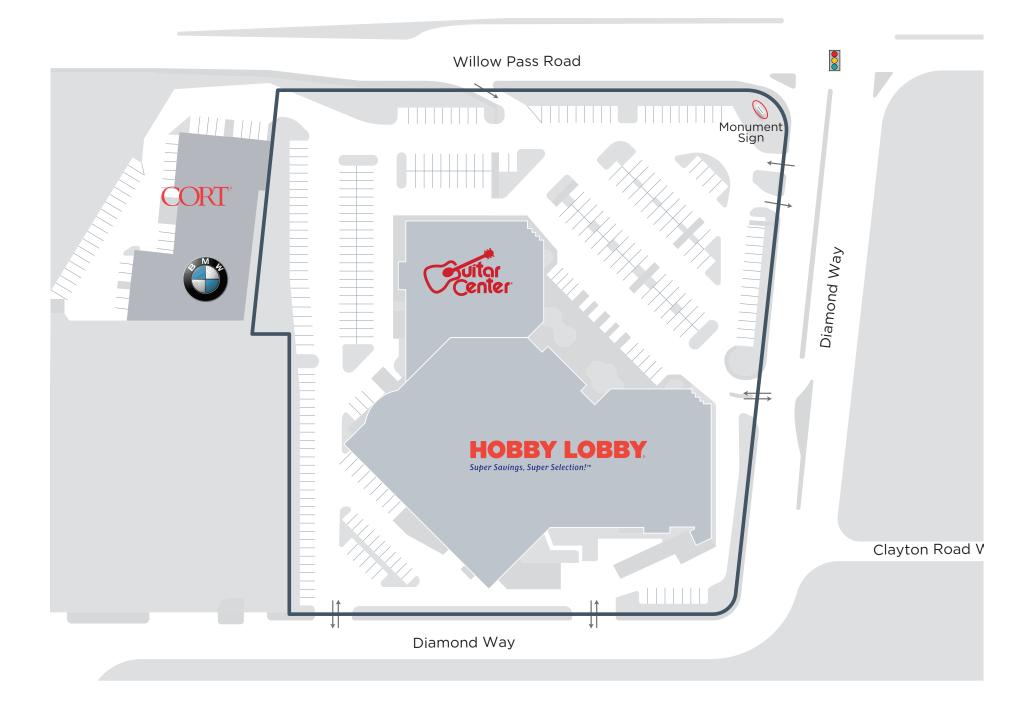


# THE VERANDA

2003 Diamond Boulevard

- 375,000 SF Lifestyle Center
- Anchored by Whole Foods Market 365, Yard House and Imax





# RENT ROLL

			% OF			MONTHLY RE	NTAL RATES	ANNUAL REN	TAL RATES				LEASE	
SUITE	TENANT NAME	SF	PROPERTY	DATE	INCREASE	RENT	PSF	RENT	PSF	% OF TOTAL	RECOVERY TYPE	LEASE START	EXPIRATION	LEASE OPTIONS
1	Hobby Lobby	57,389	78%	Current		\$86,131	\$1.50	\$1,033,576	\$18.01	66%	NNN	3/6/2014	4/5/2029	2 (5-Year)
														Opt. 1: \$92,587.59/mo. Opt. 2: \$99,522.09/mo.
2	Guitar Center	15,778	22%	Current		\$43,746	\$2.77	\$524,952	\$33.27	34%	NNN	10/1/1998	9/30/2028	None
											20% Admin Fee on CAM excl. ins. and tax			
	OCCUPIED SF	73,167	100%	nr	CCUPIED SF	\$129,877	\$1.78	\$1,558,528	\$21.30	100%				
	VACANT SF	73,107	0%		VACANT SF	\$0	ψσ	\$0	Ψ21.00	0%				
	AVAILABLE SF	73,167	100%		AILABLE SF	\$129,877	\$1.78	\$1,558,528	\$21.30	100%	_			

### TRANSACTION SUMMARY

### **FINANCIAL INFORMATION**

 Price:
 \$22,741,000

 Price PSF:
 \$311

 Address
 1280 Willow Pass Road Concord, CA 94520

 Rentable Area
 73.167 SF

### **OPERATING INFORMATION**

	In-Place	
Gross Potential Rent	\$1,558,528	
Plus Recapture	\$337,729	
Effective Gross Income	\$1,896,256	
Less Expenses	(\$418,087)	
Net Operating Income	\$1,478,170	
Cap Rate	6.50%	

### **OPERATING EXPENSES**

			PSF/Yr
Taxes (1)	1.1047%	(251,220)	(\$3.43)
Special Assessments (1)		(18,011)	(\$0.25)
Insurance <sup>(2)</sup>		(27,917)	(\$0.38)
CAM <sup>(3)</sup>		(64,051)	(\$0.88)
Management (4)	3.00%	(56,888)	(\$0.78)
Total		(\$418,087)	(\$5.71)

- (1) Taxes reassessed on new purchase price based on current millage rate
- (1) Special assessments assumed the same as 2023 Tax Bill
- (2) Insurance is based on the 2023 T-12
- (3) CAM is based on the 2023 T-12
- (4) Management estimated at 3% of EGI based on market rate
- (5) Slippage for HL w/ 4% Cap on controllable, 0% pass thru for management, 20% admin on CAM for GC



### HOBBY LOBBY LEASE ABSTRACT

**OWNERSHIP INTEREST** Fee Simple (GROUND/FEE SIMPLE): **LEASE TYPE:** NNNHobby Lobby Stores, Inc. **TENANT (SIGNING ENTITY): DOING BUSINESS AS (BUSINESS Hobby Lobby** NAME): **GUARANTOR:** Hobby Lobby Stores, Inc. B & L Realty Associates V, LLC **LANDLORD: ADDRESS/SUITE#:** 1280 Willow Pass Road, Concord, CA **LEASE EXECUTION DATE:** July 8th, 2013 3/6/2014 **LEASE COMMENCEMENT DATE: RENT COMMENCEMENT DATE:** 3/6/2014 10 Years with two (3) renewal terms of five (5) years **ORIGINAL TERM:** each 4/5/2029 **EXPIRATION DATE:** \$18.01 SF/Yr. **PREMISES RSF:** PREMISES SF: 57,389 SF 78.44% **Pro Rata Share: CURRENT RENT AND** 86,131.32/mo **ESCALATIONS (MONTHLY):** Two (2) renewal options **OPTIONS AND TERMS:** 1st: \$92,587.59/mo, 2nd: \$99,522.09/mo Tenant responsible for Pro Rata Share **INSURANCE:** Tenant responsible for Pro Rata Share **UTILITIES:** Tenant shall reimburse Landlord for a pro rata share **PROPERTY TAXES:** of the Taxes Responsible for only one increase in taxes due to sale **PROPERTY TAX CAP:** during each potential extension term. Tenant shall reimburse landlord for taxes based on **INSURANCE:** Pro Rata share (78.44%).

**CAM CAPS: MANAGEMENT FEES/ADMIN FEES: TENANT MAINTENANCE RESPONSIBILITIES: LANDLORD MAINTENANCE RESPONSIBILITIES: STRUCTURE: HVAC:** ROOF: **EXCLUSIVE USE: SUBLEASE/ASSIGNMENTS: ESTOPPEL:** 

CAM:

Tenant responsible for Pro Rata Share

CAM shall not increase by more than 4% annually from Base Year (2014)

None

Tenant shall maintain at all times in good an working order the interior of the lease premises. HVAC equipment, plumbing, electrical, and utility components serving the legsed premises.

"Landlord shall maintain at all times in good and working order the exterior of lease premises, all structural components, load bearing walls, water, sewer, and other utility lines outside of lease premises, the roof system "

Landlord responsible

Tenant Responsible

Landlord Repsonsible

Tenant shall have the exclusive right within the Shopping Center to sell art supplies, craft supplies, fabrics, photo frames, frames, framed art, wall art, and wall décor.

Tenant is not required to obtain landlord's consent prior to subletting or assigning. Tenant may not sublet in violation of the prohibited uses

Provided within twenty (20) days after written request by Landlord, Tenant shall execute and deliver to Landlord or the holder of a mortgage encumbering the Shopping Center a tenant estoppel

### GUITAR CENTER LEASE ABSTRACT

**OWNERSHIP INTEREST** Fee Simple (GROUND/FEE SIMPLE): **LEASE TYPE:** NNN**TENANT (SIGNING ENTITY):** Guitar Center, Inc. **DOING BUSINESS AS (BUSINESS** The Guitar Center NAME): **GUARANTOR:** Guitar Center, Inc. Marc Paul, Inc LANDLORD: 1280 Willow Pass Road, Concord, CA **CURRENT LEASE TERM: LEASE EXECUTION DATE:** 07/15/1998 07/15/1998 **LEASE COMMENCEMENT DATE: RENT COMMENCEMENT DATE:** 10/1/1998 (est.) 10 Years with 2 (5-Year) Renewal Options **ORIGINAL TERM:** 09/30/2028 **EXPIRATION DATE:** \$33.27 SF/Yr. PREMISES RSF: 15,778 SF **PREMISES SF: Pro Rata Share:** 22% **CURRENT RENT AND** \$43,746/Mo. **ESCALATIONS (MONTHLY): OPTIONS AND TERMS:** None Remaining Tenant will pay Tenant's Share of Real Property Taxes **PROPERTY TAXES:** annually to Landlord in two (2) installments. Tenant will not be liable for any increases in Real Property Taxes that result from reassessment due to **PROPERTY TAX CAP:** changes in ownership one (1) occasion during each extension term

**INSURANCE:** 

**UTILITIES:** 

Tenant will pay to Landlord Tenants Share of the cost

of Landlord's Insurance annually.

Tenant Responsible

CAM: **EXPENSE CAPS: MANAGEMENT FEES/ADMIN FEES: TENANT MAINTENANCE RESPONSIBILITIES: LANDLORD MAINTENANCE RESPONSIBILITIES: HVAC: ROOF: STRUCTURE: EXCLUSIVE USE:** SUBLEASE/ASSIGNMENTS: **ESTOPPEL:** 

Tenant shall reimburse landlord for CAM expenses based on Pro Rata share (21.56%)

None

Not to exceed twenty percent (20%) of the Common Area Expenses actually paid by Landlord (specifically excluding amounts paid by Landlord for insurance, Real Property Taxes, depreciation, and charges to third parties which include a supervisory fee)

Tenant shall maintain at all times in good an working order the interior of the lease premises, HVAC equipment, plumbing, electrical, and utility components serving the leased premises.

Landlord will at all times during the term of this
Lease and at its sole cost and expense maintain in
good order, condition and repair, the following: (I)
the structural parts of the Building, which structural
parts include the foundations, bearing and exterior
walls, sub-flooring and roof (including roof coverings,
insulation, skylights (if any), roof structures and
roof support systems); (ii) the electrical, plumbing,
sewage and utility systems lying outside the
Premises.

Tenant Responsible

Landlord Responsible

Landlord Responsible

Non-compete within a 3 mile radius

Tenant must obtain Landlord's consent to sublease or assign except in the case of a sublease to an affiliate of the tenant or to a company with which the tenant has merges.

Provided within twenty (15) days after written request by Landlord, Tenant shall execute and deliver to Landlord or the holder of a mortgage encumbering the Shopping Center a tenant estoppel



# HOBBY LOBBY

## **Hobby Lobby**

www.hobbylobby.com

Hobby Lobby was founded in 1970. Today, it is the largest privately owned arts-and-crafts retailer in the world and operates in 47 states. It is primarily an arts-and-crafts store, but also includes hobbies, picture framing, jewelry making, fabrics, floral and wedding supplies, cards and party ware, baskets, wearable art, home accents and holiday merchandise.

Company Type: Private
Locations: 1,000+
2023 Employees: 46,000+



### **Guitar Center**

www.guitarcenter.com

Guitar Center began in 1959 in Hollywood, California and southern California is still home to its headquarters. The American music retailer chain is the largest company of its kind in the United States. It went public in the 1990's, but went private again in 2007. Moving forward with solid goals and an unrivaled in-store experience, Guitar Center's mission is to enable musicians worldwide to experience the joy that comes from playing an instrument.

Company Type: Private
Locations: 300+
2023 Employees: 11,000+



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The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property, and it is not to be used for any other purpose or made available to any other person without the express written consent of Seller or FLI. The material is based in part upon information supplied by the Seller and in part upon financial information obtained by FLI from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and qualified in their entirety by the actual document to which they relate. This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Offering Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. Any reliance on the content of this memorandum is solely at your own risk.

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