

# 1150 CONCORD


SUITE 150 • HERITAGE SQUARE • CONCORD, CA

NNN Investment Opportunity with Minimal  
Landlord Responsibilities

Option to Extend or Replace Existing Tenant

Prime Bay Area Location



 **JLL** SEE A BRIGHTER WAY

Jones Lang LaSalle Americas, Inc., California Real Estate License #01223413



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California Real Estate License #01223413

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**BART** CONCORD STATION

CONCORD AVENUE

CALIFORNIA 242

  
BUCHANAN  
FIELD AIRPORT





**1150 CONCORD**  
SUITE 150 • HERITAGE SQUARE • CONCORD, CA



CONCORD AVENUE (42,000+ VPD)

*Aerial facing southeast*



# The Offering

Jones Lang LaSalle Americas, Inc. (“JLL”), as exclusive advisor, is pleased to present the opportunity to acquire the 100% fee simple interest in 1150 Concord, Suite 150, Heritage Square (the “Property” or the “Offering”) in Concord, California. The Property is a freestanding single-tenant net leased investment opportunity leased to Ultimate Sports Connection. 1150 Concord is ideally positioned within the larger shopping center, Heritage Square (owned by Reynolds & Brown). The popular grocery-anchored neighborhood center features Trader Joe’s, Petco, Starbucks Coffee, and Anytime Fitness. The Offering is an extraordinary opportunity to acquire a highly attractive and stable single tenant retail asset in a premier Bay Area market.

## PROPERTY SUMMARY

<b>Tenant</b>	Ultimate Sports Connection
<b>Address</b>	1150 Concord Avenue Suite 150
<b>City</b>	Concord, CA
<b>Cross Streets</b>	Meridian Park Boulevard & Concord Avenue
<b>Net Rentable Area</b>	22,797 Square Feet
<b>Site Area</b>	1.87 Acres (81,457 Square Feet)
<b>Year Built/Renovated</b>	1978 / 2019
<b>Parking</b>	77 stalls / 3.38 per 1,000 RSF
<b>Parcel Number</b>	126-010-056
<b>Zoning</b>	West Concord Mixed Use (WMX)







# INVESTMENT HIGHLIGHTS



**NNN Investment Opportunity**  
WITH MINIMAL LANDLORD RESPONSIBILITIES



**Ability to Extend Tenancy or Reposition Space**  
WITH NEW TENANT



LOCATED IN HIGHLY TRAFFICKED RETAIL CORRIDOR  
**Positioned Between I-680 and CA-242**



DENSE & AFFLUENT TRADE AREA  
**\$156,515 AHI Within a 5-Mile Radius**



# Tenant Overview



*“Strengthening the mind and body through the connection of sport”*

Ultimate Sports Connection is a locally owned and operated youth gymnastics, fitness, and event facility. The company was founded by coaches Abra Slater, Monica Subieta, and Travis Newman. The founders all specialize in coaching and directing gymnastics programs, in addition to being former competitive gymnasts. Their collective experience in coaching, directing programs, and developing talent makes Ultimate Sports Connection the premier youth gymnastics facility in the East Bay.

Ultimate Sports Connection operates on an annual membership and class tuition revenue model. The facility charges annual membership fees as well as monthly class tuition fees based on the class type and schedule. One free trial class is offered to all new members.

The mission of Ultimate Sports Connection is to develop strength in both mind and body for today's youth through sports while cultivating self-confidence and discipline to better serve and engage with the community around them.

**UNITY | STRENGTH | CHARACTER**







HERITAGE SQUARE

TRADER  
JOE'S

  
PETCO

STARBUCKS  
COFFEE

ANYTIME  
FITNESS

MARTIN  
CHIROPRACTIC

  
ULTIMATE SPORTS  
CONNECTION

1150 - 1170





# Property Description

<b>Address</b>	1150 Concord Avenue, Suite 150
<b>City</b>	Concord, CA
<b>Cross Streets</b>	Meridian Park Boulevard & Concord Avenue
<b>Net Rentable Area</b>	22,797 square feet
<b>Site Area</b>	1.87 acres (81,457 square feet)
<b>Building Type</b>	Freestanding Storefront
<b>Number of Stories</b>	One (1)
<b>Year Built / Renovated</b>	1978 / 2019
<b>Parking</b>	77 stalls / 3.38 per 1,000 RSF
<b>Parcel Number</b>	126-010-056
<b>Zoning</b>	West Concord Mixed Use (WMX)
<b>Foundation</b>	Reinforced-concrete slab on prepared base materials with continuous strip footings at the perimeter and isolated spread footings at interior bearing locations.
<b>Wall Framing</b>	Reinforced concrete masonry unit (CMU) shear wall framing including integral pilasters to support primary beam roof framing and pre-cast concrete tilt-up wall pannels with integral pilasters to support wooden beam framing.
<b>Roof</b>	Roof systems are pitched or mansard types and low slope systems depending on the building location. Parapet walls exist and are extensions of the exterior walls and along with mansard backsides are continuations of the low slope roofing materials.
<b>HVAC</b>	Heating and cooling is primarily provided by HVAC packaged units that are located on the roofs. Each of the units has an input capacity ranging from 3- to 25-tons (6 tons typical). Cooling is provided by direct expansion and appears to utilize R-22, and some newer R-410 refrigerant while the heating is provided by some electric resistance and primarily gas-fired heating coils.
<b>Utilities</b>	<p><b>Electric:</b> Pacific Gas and Electric Company (PG&amp;E)</p> <p><b>Gas:</b> Pacific Gas and Electric Company (PG&amp;E)</p> <p><b>Water:</b> Contra Costa Water District (CCWD)</p> <p><b>Sewer:</b> City of Concord</p>





**the Habit**  
BURGER GRILL

**JJ**

**BLAZE PIZZA**

**noodles**

Mattress Firm

**W** **weightwatchers**  
reimagined

**Mechanics Bank**

Martin Chiropractic

Meridian Parkway

**petco**

**TRADER JOE'S**

**ARIZONA LEATHER**  
INTERIORS

**CONTRA COSTA**  
POWERSPORTS

**ANYTIME**  
FITNESS

John Glenn Drive

Burnett Avenue

**1150 CONCORD**  
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**ASHLEY**

# Site Plan



# San Francisco Bay Area Overview

Beyond its weather, unique cultural offerings, and unparalleled quality of life, the San Francisco Bay Area is known as the modern epicenter of technological innovation. Its nationally leading concentration of fortune 500 companies and venture capital investment has led the Bay Area to be recognized for its dynamic and resilient economy. Generating \$600 billion in annual GDP, the Bay Area is the 16th largest economic market in the world and the 3rd largest metro market in the United States. Its world-class economy is directly fueled by its exceptional talent and demographic profile. The San Francisco Bay Area houses one of the most highly educated workforces in the U.S., with 47.7% of its 7.6 million population size having a bachelor's degree or higher. The growing demand for technological advancement will continue to drive surging growth as hiring trends call for rapid expansion. The San Francisco Bay Area continues to sit as the one of the world's most desirable places to live, work and play.

## ROBUST ECONOMY

### #3

Largest Metro Area in the U.S.  
in Terms of Real GDP

### #5

Largest Metro Area in the U.S.  
With A Population of Over 8.8 Million

### #16

Largest Economic Market in the World





# NOTABLE EMPLOYERS HEADQUARTERED IN THE BAY AREA

**SAN FRANCISCO**

DROPBOX	SQUARE
FIRST REPUBLIC	TWITTER
GAP	UBER
LEVI STRAUSS & CO	VISA
LYFT	WELLS FARGO
SALESFORCE	WILLIAMS SONOMA

**OAKLAND**

BART

BLUE BOTTLE COFFEE  
BLUE SHIELD OF CALIFORNIA  
CLOROX  
KAISER PERMANENTE  
PANDORA  
PG&E

**CONCORD**

ASSETMARK  
BAY ALARM  
BEVMO!  
ENTISYS360  
HARRIS & ASSOCIATES  
JOHN MUIR HEALTH

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**SAN RAMON**  
CHEVRON

**DUBLIN**  
ROSS STORES  
TRINET GROUP

**PLEASANTON**  
WORKDAY

**FOSTER CITY**  
GILEAD SCIENCES INC

**FREMONT**  
SYNNEX CORP

**MENLO PARK**  
META

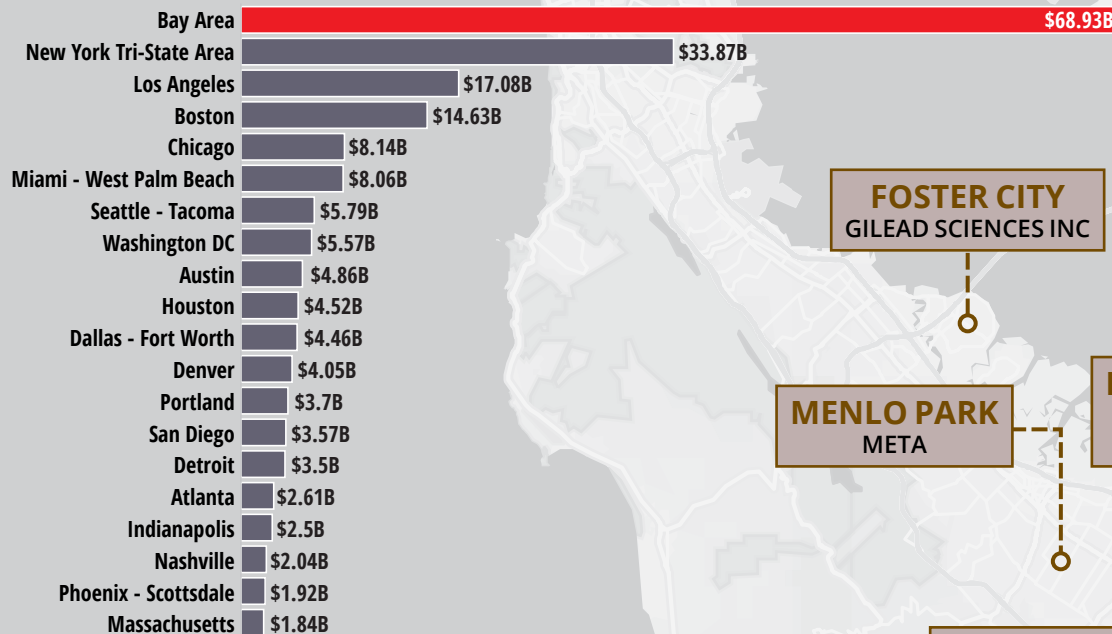
**PALO ALTO**  
HP  
VMWARE

**SAN JOSE**  
ADOBE  
CISCO SYSTEMS  
EBAY  
PAYPAL HOLDINGS

**SANTA CLARA**  
INTEL

**MOUNTAIN VIEW**  
ALPHABET

## VENTURE CAPITAL FUNDING BY REGION (YTD 2022)



**\$131B**  
Total Bay Area VC Funding (2021)

**34%**  
of U.S. Total

**~2.5x**  
Next Highest Region in the U.S.



# Concord Overview

Located in the heart of the East Bay, Concord is a welcoming and vibrant community. Centrally positioned twenty-eight miles east of downtown San Francisco, twenty miles from downtown Oakland, and sixty miles west of Sacramento, the city has become a hub for business and skilled labor within the Bay Area. Concord offers a high quality of life without the same density, buzz, and expense of its neighboring cities. Additionally, as the most populous city in Contra Costa County, Concord is growing faster than its counterparts and is increasingly a target destination for visitors, retailers, employers, and investors.

The city of Concord provides residents with the ideal hybrid of city amenities with suburban convenience and quality of life. Transportation for residents and workers using the I-680, the County Connection, Concord BART station, as well as Oakland International Airport and Buchanan Field Airport makes commuting to and from Concord simple and stress-free. The North I-680 Corridor is recognized as a first-class business destination for both public and private enterprises. The local school system boasts top performing schools, robust resources, and extracurricular programs at all levels. Additionally, the city has developed premier retail centers that cater to the local community and visitors alike.

Concord has also developed and rejuvenated its natural and historic landmarks, parks, and tourist destinations to become a top daytrip destination in the Bay. The city has a brand-new visitor center and a comprehensive marketing campaign which highlights all that Concord has to offer. From Mt Diablo to Six Flags Hurricane Harbor, Concord Pavilion, numerous golf courses, regional parks, and some of the best tacos in the Bay Area – Concord is the place for an active getaway.



**\$6B** in Spending Power



**\$131,112** Average Household Income



**42%** of population holds a Bachelor's Degree or higher



## DEMOGRAPHIC PROFILE

	1-Mile Radius	3-Mile Radius	5-Mile Radius	10-Mile Radius	Concord, CA	Bay Area MSA
<b>Population</b>						
2010 Total	8,951	122,073	229,046	454,867	121,619	4,335,391
<b>2022 Estimate</b>	<b>9,679</b>	<b>128,126</b>	<b>243,000</b>	<b>491,276</b>	<b>126,541</b>	<b>4,804,901</b>
2027 Projection	9,865	129,662	245,631	494,251	127,931	4,728,257
Growth 2010-2022	8.1%	5.0%	6.1%	8.0%	4.0%	10.8%
2022 Est. Number of Households	3,938	48,160	93,944	185,037	46,228	1,761,113
Daytime Population	23,148	136,723	256,630	484,287	126,178	4,856,366
<b>Income and Affluence</b>						
2022 Household Income						
Income \$100,000-\$149,999	22.5%	21.7%	21.5%	19.1%	23.0%	17.6%
Income \$150,000-\$199,999	6.5%	14.1%	15.1%	13.9%	12.9%	13.9%
Income \$200,000 and more	11.1%	16.8%	21.9%	26.6%	15.3%	29.6%
Income greater than \$100,000	40.1%	52.6%	58.5%	59.6%	51.2%	61.1%
<b>Average Household Income</b>	<b>\$109,805</b>	<b>\$136,644</b>	<b>\$156,515</b>	<b>\$174,937</b>	<b>\$131,112</b>	<b>\$179,241</b>
<b>Housing and Education</b>						
2022 Median Home Value	\$529,601	\$648,993	\$705,165	\$750,182	\$638,114	\$981,622
<b>Bachelor's Degree or Higher</b>	<b>40.4%</b>	<b>44.3%</b>	<b>50.7%</b>	<b>51.8%</b>	<b>41.9%</b>	<b>54.1%</b>



# EAST BAY RETAIL MARKET

 **5.3%** Vacancy Rate

 **\$33.00** PSF Market Rent

 **167K** SF Under Construction

PLEASANT HILL

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INTERSTATE  
**680**

INTERSTATE  
**680**

CALIFORNIA  
**242**

CONCORD AVENUE (42,000+ VPD)

Aerial facing southwest



# POSITION IN THE MARKET

**HomeGoods** **ROSS**  
 DRESS FOR LESS  
**STARBUCKS**  
**IN-N-OUT BURGER** **TARGET**  
**Pleasant Hill Shopping Center**  
 230,169 SF | 100% Leased

**sam's club** **jiffylube** **enterprise**  
**Concord Airport Center**  
 155,055 SF | 100% Leased

**TRADER JOE'S** **ASHLEY**  
**ANYTIME FITNESS** **the Habit BURGER GRILL** **petco**  
**HERITAGE SQUARE**  
 150,357 SF | 100% Leased

**WHOLE FOODS MARKET** **TJ-maxx**  
**CITY | SPORTS CLUB**  
**VERANDA LUXE CINEMA** **BARNES & NOBLE BOOKSELLERS**  
**SEPHORA**  
**The Veranda**  
 463,892 SF | 100% Leased

**College Square Shopping Center**  
 18,484 SF | 92% Leased

**99c ONLY STORES** **RANCH MARKET** **99c ONLY STORES**  
**LAS MONTANAS SUPERMARKET** **JO-ANN fabric and craft stores**  
**Park & Shop**  
 475,708 SF | 75% Leased

**SAFeway** **Sears**  
**macy's** **NORDSTROM rack**  
**JCPenney**  
**Sunvalley Shopping Center**  
 1,646,887 SF | 96% Leased

**Hilton**

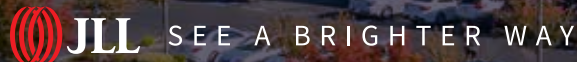
**five BELOW** **UFC GYM**  
**OLD NAVY** **DAISO JAPAN**  
**ULTA BEAUTY** **REI**  
**Willows Shopping Center**  
 246,078 SF | 96% Leased

**HOBBY LOBBY** **ROCKIN' JUMP**  
**Guitar Center**



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