

OFFERING MEMORANDUM

Multifamily | 36-Units | Concord | \$10,000,000

3066 Willow Pass Road, Concord California 94519

All 36-Units Are 2BR/1.5BA Townhouse-Style Apartments



FEATURES

- Newer Roofs On All Main Buildings (2019)
- New Subpanels (Siemens) in All 36-Units (2025)
- Central Forced Heating in All Units
- Air Conditioning in All Units
- 6.00% Current In-Place Cap Rate
- 10.41 Current GRM

COMPASS
COMMERCIAL

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AERIAL

Units 29-36
8-Plex

Units 21-28
8-Plex

Units 13-20
8-Plex

Units 5-12 + Leasing Office
8-Plex

Units 1-4
4-Plex

34 Covered Parking Spaces

19 Uncovered Parking Spaces A thru S + 1 Manager Space

EXCLUSIVELY LISTED

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The Offering Memorandum was prepared by Compass Commercial. It contains select information pertaining to the subject property and does not purport to be all inclusive or to contain all of the information which a prospective purchaser may desire. All financial projections are provided for general reference purposes only and are based on assumptions relating to the general economy, competition and other factors beyond control and, therefore, are subject to material change or variation. An opportunity to inspect the subject property will be made available to qualified prospective purchasers. In the Offering certain documents and other materials are described in summary form. The summaries do not purport to be complete nor, necessarily, accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to independently review all documents.

The Offering is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Compass Commercial or the owner. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the subject property described herein.

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DO NOT DISTURB TENANTS.
PLEASE CONTACT LISTING AGENT FOR SHOWING INSTRUCTIONS.

EXECUTIVE SUMMARY

MULTIFAMILY / 36 UNITS

Property Address:

3066 Willow Pass Road, Concord, CA 94519

County: Contra Costa

Subdivision: Parkside Addition

APN: 113-305-003-7

Zoning: Multifamily

Price: \$10,000,000

Units: 36

Unit Mix/Sizes/SqFt: **

(36) 2-Bedroom/1.5-Bath Townhomes = 1,200 SqFt

Price/Unit: \$277,778

Price/SqFt: \$257

Gross Building SqFt: * 38,880 SqFt

Lot Size: * 1.5 Acre/ 65,340 SqFt

Number of Rooms: 144

Year Built: 1963

NOTES |

* Per Assessor Records

** Estimated but not guaranteed. Buyer to independently measure.

BUILDING FEATURES

- Newer Roofs on All Five (5) Buildings (2019)
- New Interior Subpanels (Fall, 2025)
- New Asphalt in Parking Lot (Work to begin Summer 2026)
- New Roofs on Carports (Work to begin Summer 2026)
- All 36-Units are Two-Story Townhome-Style Layout (~1,200 sqft)
- Gated Community & Manager's Office
- Sparkling Swimming Pool
- Electric Appliances in All Units



PRO FORMA OPERATING SUMMARY

OPERATING EXPENSES	CURRENT	NOTES
New Property Taxes (@1.1023%)	\$110,230	
Special Assessments & Direct Charges	\$1,691	[1]
Sewer	\$30,744	[1]
Management Expense	\$48,036	[2]
Resident Manager Salary	\$17,199	[3]
Resident Manager Rent Compensation	\$27,900	[5]
Insurance	\$23,866	[3]
Utilities (Water/Gas/Elec)	\$35,506	[3]
Garbage/Refuse Service	\$18,641	[3]
Repairs & Maintenance	\$41,400	[4]
Admin (no mgmt)	\$7,425	[3]
Turnovers	\$9,659	[3]
Landscape	\$7,500	[3]
Pest Control	\$3,070	[3]
Pool Service	\$9,630	[3]
Fire & Security	\$5,266	[3]
Total Annual Expenses	\$397,763	

ANNUALIZED OPERATING DATA	CURRENT	NOTES
Scheduled Gross Income	\$960,720	
Laundry & Other Income	\$13,608	[3]
RUBS	\$54,147	[6]
Gross Income	\$1,028,475	
(Less) Vacancy Rate: 3.0%	\$30,854	
Effective Gross Income	\$997,621	
(Less) Expenses: 41.6%	\$397,763	
Net Operating Income	\$599,858	
Cap Rate	6.00%	
GRM	10.41	

NOTES |

[1] From Secured Tax Bill '25-'26

[2] 5.00% Estimate from 2024 PNL

[3] 2024 PNL

[4] Actual is \$148,000 24' P&L - Averaged to \$1,150/unit year

[5] Market Rent used of \$2,325 X 12 months

[6] Reimbursement of Utilities (Water, Gas, Electric) & Garbage

RENT ROLL SUMMARY

RENT ROLL SUMMARY

Unit	Type	Sizes ± Sq.Ft.	Current Rent
1	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,220.00
2	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,220.00
3	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,200.00
4	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,410.00
5	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,175.00
6	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,250.00
7	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,200.00
8	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,220.00
9	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,200.00
10	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,255.00
11	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,325.00
12	2-Bedroom/1.5-Bath Townhouse Mgr's Unit	1,200	\$2,325.00 ^[1]
13	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,275.00
14	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,260.00
15	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,135.00
16	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,200.00
17	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,150.00
18	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,260.00
19	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,150.00
20	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,290.00

Unit	Type	Sizes ± Sq.Ft.	Current Rent
21	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,150.00
22	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,150.00
23	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,260.00
24	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,290.00
25	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,150.00
26	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,325.00
27	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,220.00
28	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,150.00
29	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,200.00
30	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,150.00
31	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,255.00
32	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,310.00
33	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,175.00
34	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,065.00
35	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,245.00
36	2-Bedroom/1.5-Bath Townhouse	1,200	\$2,245.00
Monthly Rent			\$80,060.00
Laundry/Parking/Late Fee			\$1,134.00 ^[2]
Monthly Total Income			\$81,194.00
Annual Total Income			\$1,028,475.00

NOTES

^[1] Managers Unit, Free Rent. Reconciled in Expenses

^[2] Average 24'

APN: 113-305-003-7

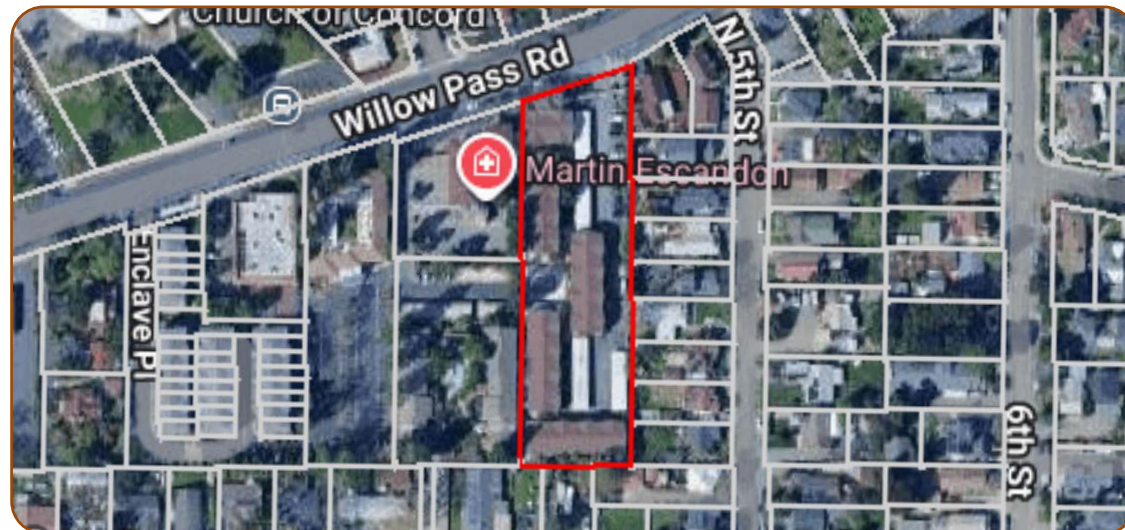
36
UNITS

UNIT MIX

36 Townhomes

2-Bed/1.5 Bath

144 Rooms



AERIAL VIEW



Units 1-4 | 4-Plex



Units 5-12 + Leasing Office | 8-Plex



Units 13-20 | 8-Plex



Units 21-28 | 8-Plex

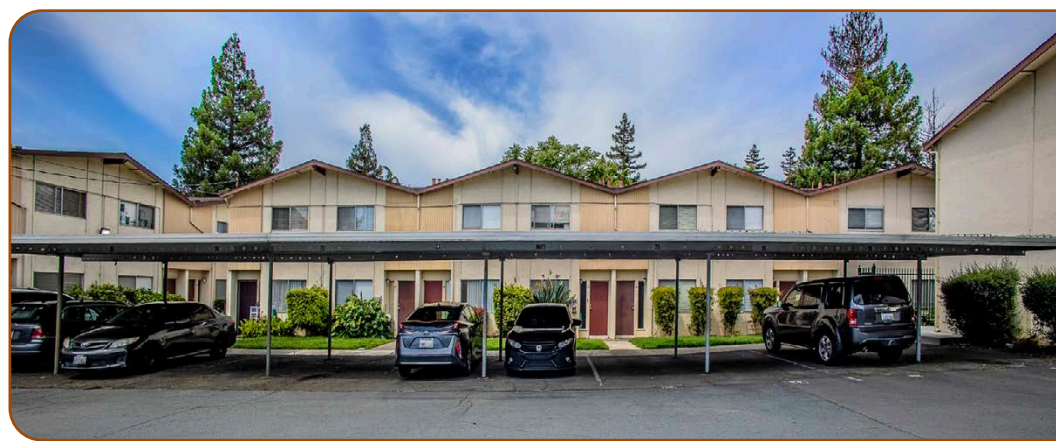
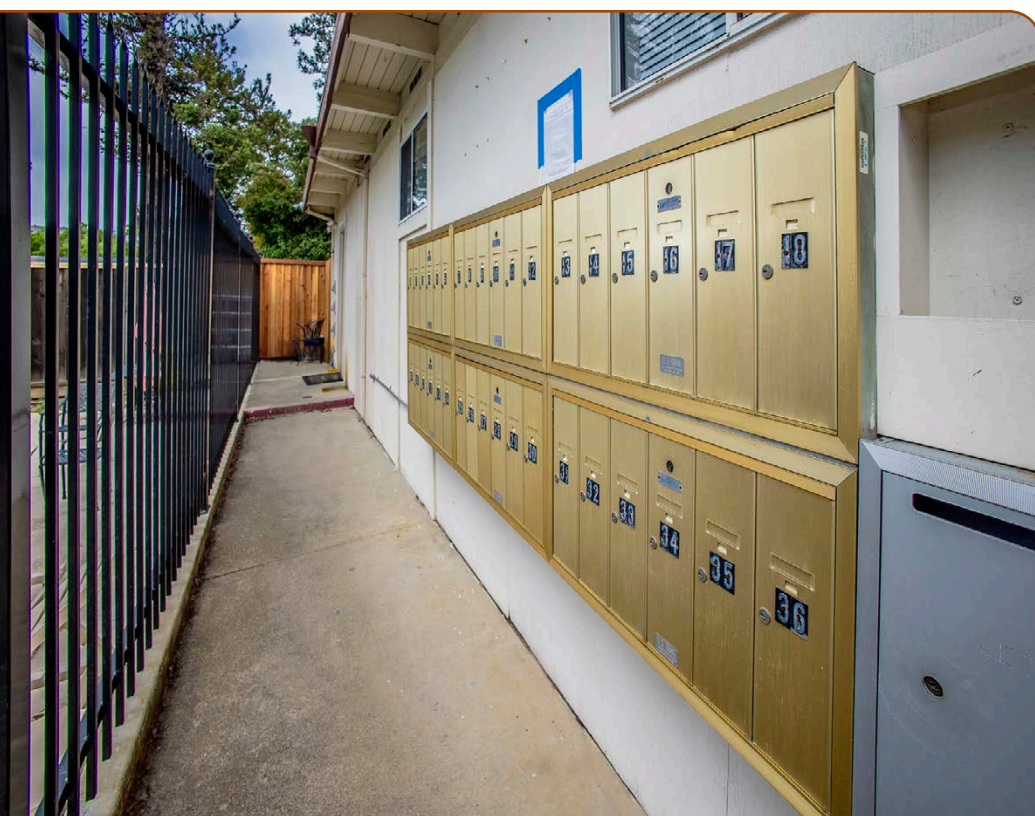


Units 29-36 | 8-Plex

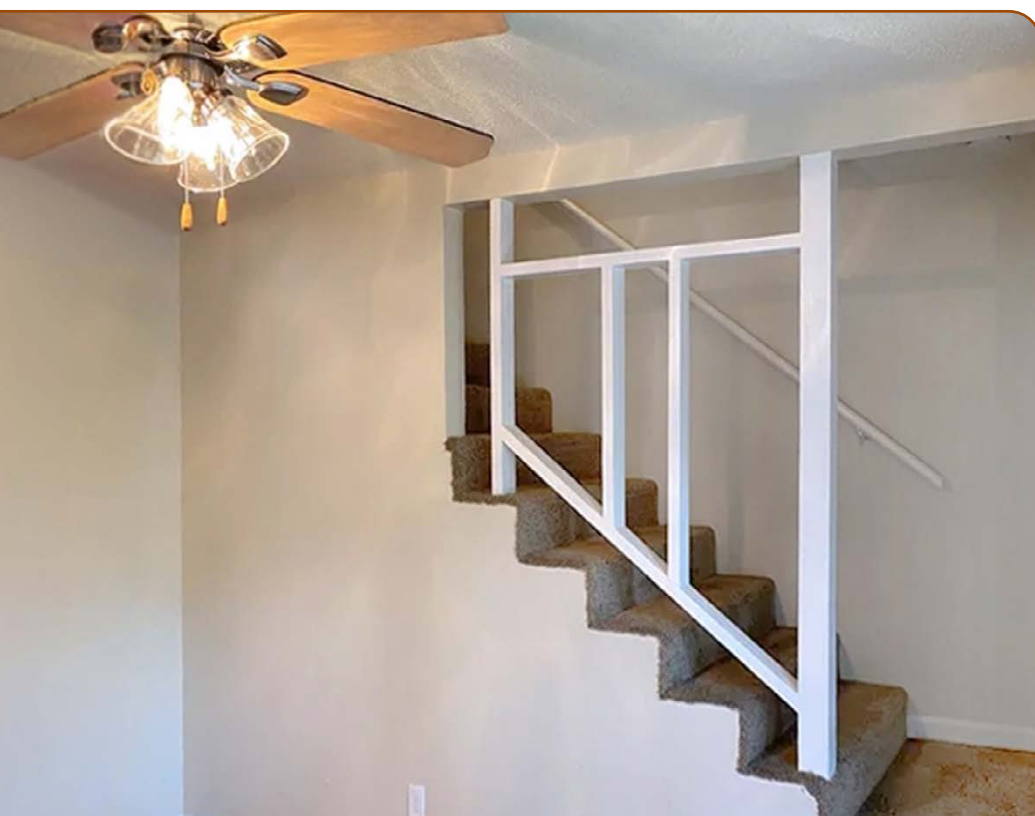


34 Numbered Carport Parking Spaces

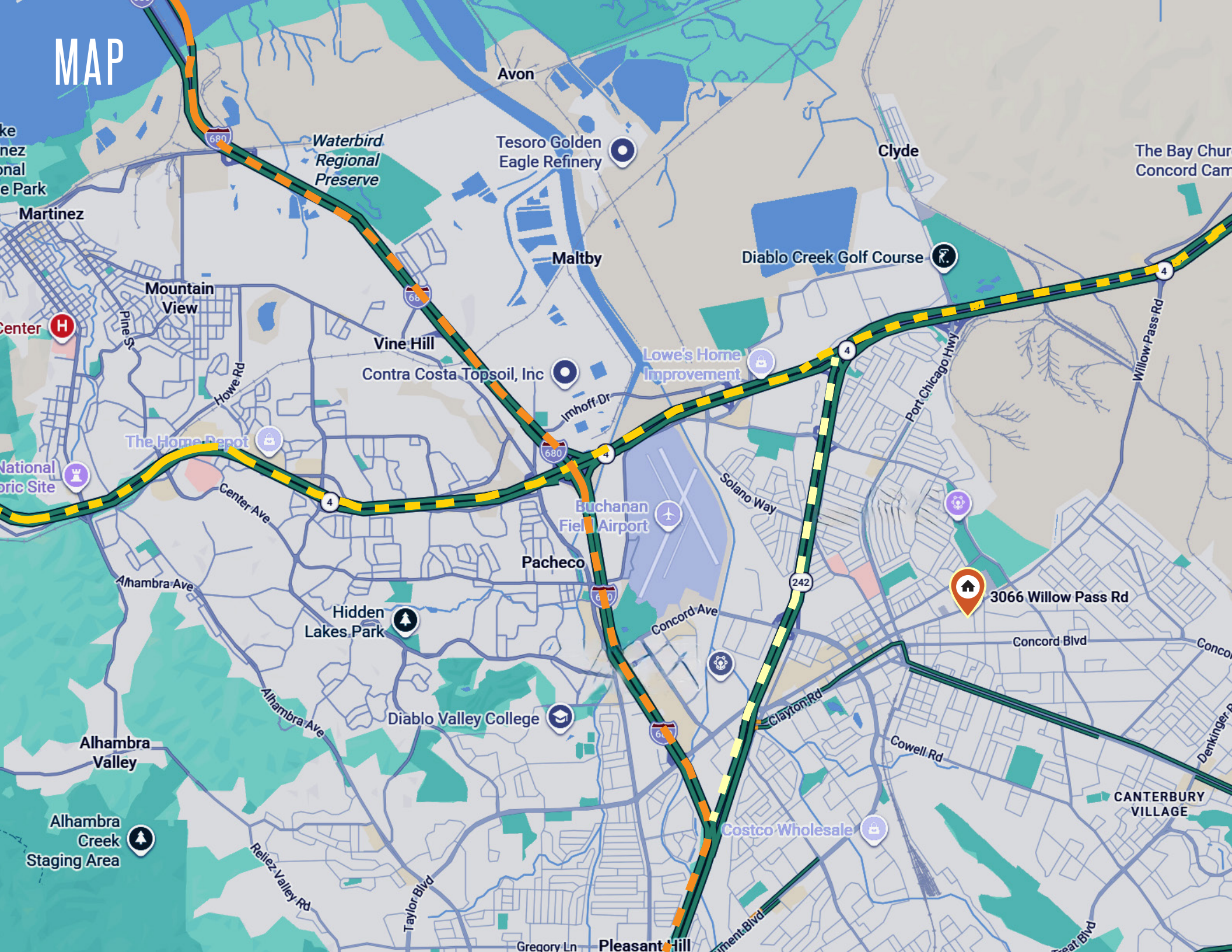








MAP



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Client Testimonial

English Version

We are very fortunate to have two professional realtors, Cameron and Nathan, representing us. Cameron and Nathan specialize in commercial real estate in the Bay Area, understand the market and analyze it. After listening to our ideas and fully understanding our needs, he helped us buy a suitable rental property in the location we wanted.

Their understanding of market conditions and their sensitivity to numbers left a deep impression on me from the first meeting. We have the peace of mind of knowing the reasonable value of each property, both during the property search and after closing.

Give two examples to illustrate their excellent negotiating ability: (1) In the case of competing bids from multiple buyers, they helped us grab the property at a price lower than the seller's asking price. (2) After that, we carefully checked the property building and the information provided by the seller, and helped us win great benefits from the seller.

Cameron and Nathan's professional knowledge and service spirit to maximize the interests of customers allowed us to successfully complete the property replacement under the condition of limited time in the Bay Area. I also learned a lot from it. They are not only my partners, but also my good teachers and helpful friends. I wholeheartedly recommend them.

– K.T., Burlingame

Mandarin Version

給說中文的朋友：

我們很慶幸可以找到Cameron跟Nathan這兩位專業地產經紀人代表我們。Cameron跟Nathan專精灣區商業地產，懂市場、會分析。在聽取我們的想法、充份了解我們的需要之後，在我們想要的地段幫我們買到了適合的出租物業。

他們對市場行情的了解、對數字的敏銳度，在第一次見面就讓我留下了深刻的印象。在尋找物業期間以及成交後，都讓我們因為能充份了解每個物業合理的價值而感到安心。

舉兩個例子說明他們出色的談判能力：(1) 在多個買家出價競爭的情況下，還是以低於賣家開價的價格，幫我們搶到了物業。(2) 之後，仔細了檢查物業建築以及賣家提供的資料，並幫我們向賣家爭取到了極大的利益。

Cameron跟Nathan的專業知識和為顧客爭取利益最大化的服務精神，讓我們得以在待在灣區的時間有限的情況下順利完成了物業置換。我也從中學到了很多。他們不只是我的合作夥伴，更是我的良師益友。我衷心的推薦他們。

– K.T., Burlingame