



THE SHOPS AT TODOS SANTOS
DOWNTOWN CONCORD



CONCORD BART

TODOS SANTOS PLAZA

MT. DIABLO STREET

THE SHOPS AT TODOS SANTOS

Available as a full city block for only the 2nd time in 100 years, The Shops at Todos Santos represents an irreplaceable assemblage of necessity based urban infill retail. The Property offers a highly stable and predictable cash flow secured by below market leases providing strong revenue growth over the next decade.







THE SHOPS AT TODOS SANTOS

Newmark Knight Frank (NKF) Retail Capital Markets, as the Exclusive Advisor, is pleased to present the rare opportunity to acquire The Shops at Todos Santos (“Todos Santos” or the “Property”), a rare assemblage of urban necessity-based retail encompassing a full city block. Located in the heart of downtown Concord, one of San Francisco Bay Area’s strongest growth markets, Todos Santos is 100% occupied and is comprised of 40,919 SF leased to 15 tenants.

The Shops at Todos Santos is anchored by several experiential demand drivers including Todos Santos Plaza, a 2.5-acre park that functions as Concord’s main community gathering spot. The Property also benefits from a strong daytime population generated from the more than 1.5M SF of office users within a 5-minute walk. The Property’s customer base is further fueled by the booming population growth driven by the City’s highly ranked public school district and access to mass transit, including BART located less than three blocks away.

PROPERTY SUMMARY

City:	Concord
Offering GLA:	40,919 SF
Occupancy:	100%
Site Area:	2.066 Acres/ 89,995 SF
Parking:	40 Spaces including 3 ADA



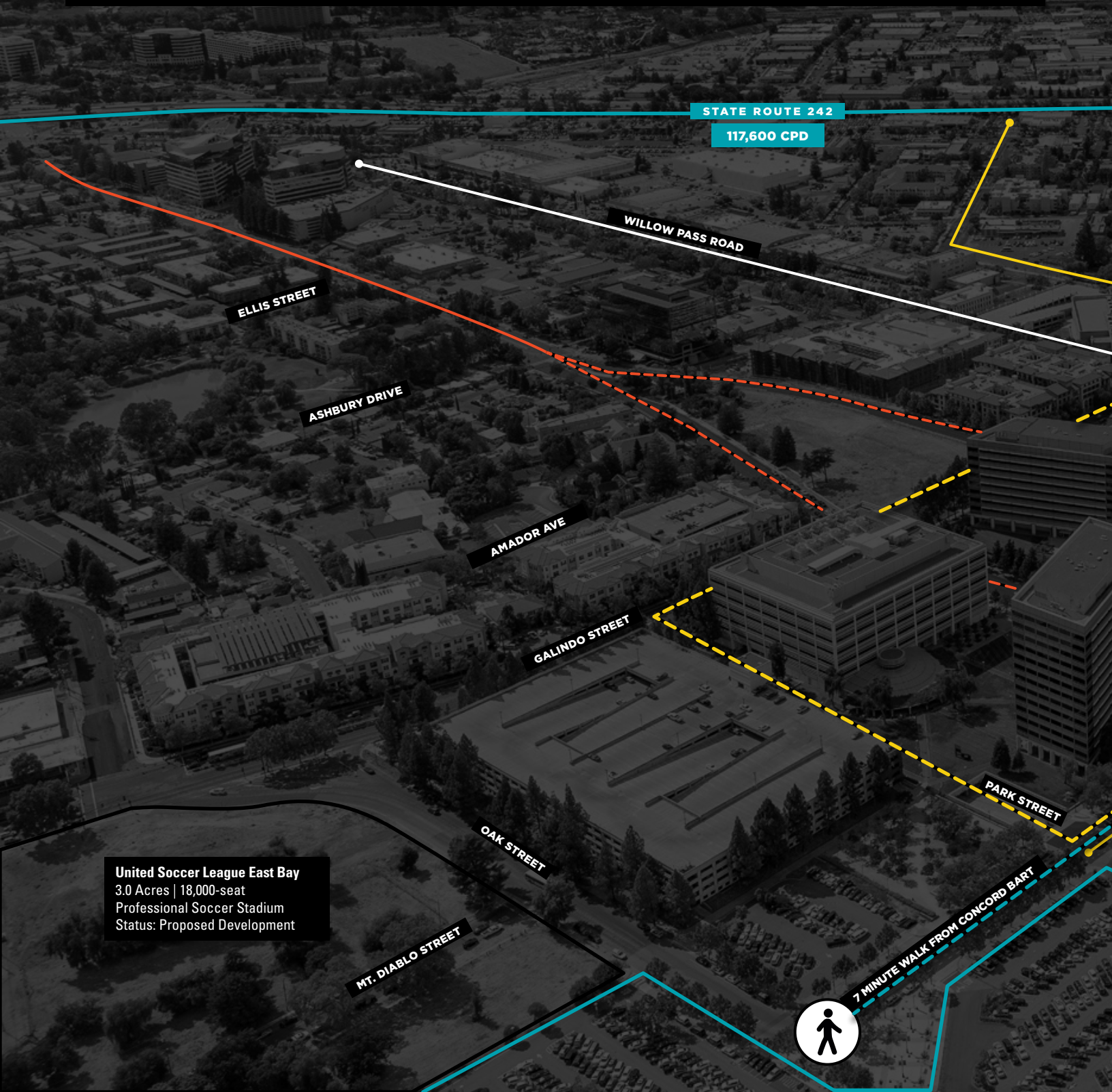
INVESTMENT HIGHLIGHTS

- + Rare San Francisco Bay Area Urban Retail Offering
- + Anchored by Experiential Demand Drivers
- + E-Commerce Resistant Tenant Mix with Strong NOI Growth
- + Highly Favorable Asset Characteristics
- + Strong Growth Market in the San Francisco Bay Area
- + Concord Transformation into an Urban City

BART ACCESSIBLE SAN FRANCISCO BAY AREA URBAN RETAIL OFFERING

The Shops at Todos Santos is a 2-acre assemblage that spans an entire city block in the heart of downtown Concord. The Property is strategically positioned along Galindo Street, Concord's main arterial road, and bounded by Salvio Street and Willows Pass Road, both critical east-west thoroughfares. The intersection of roads offers easy access to State Route 242 via two separate on-off exits.

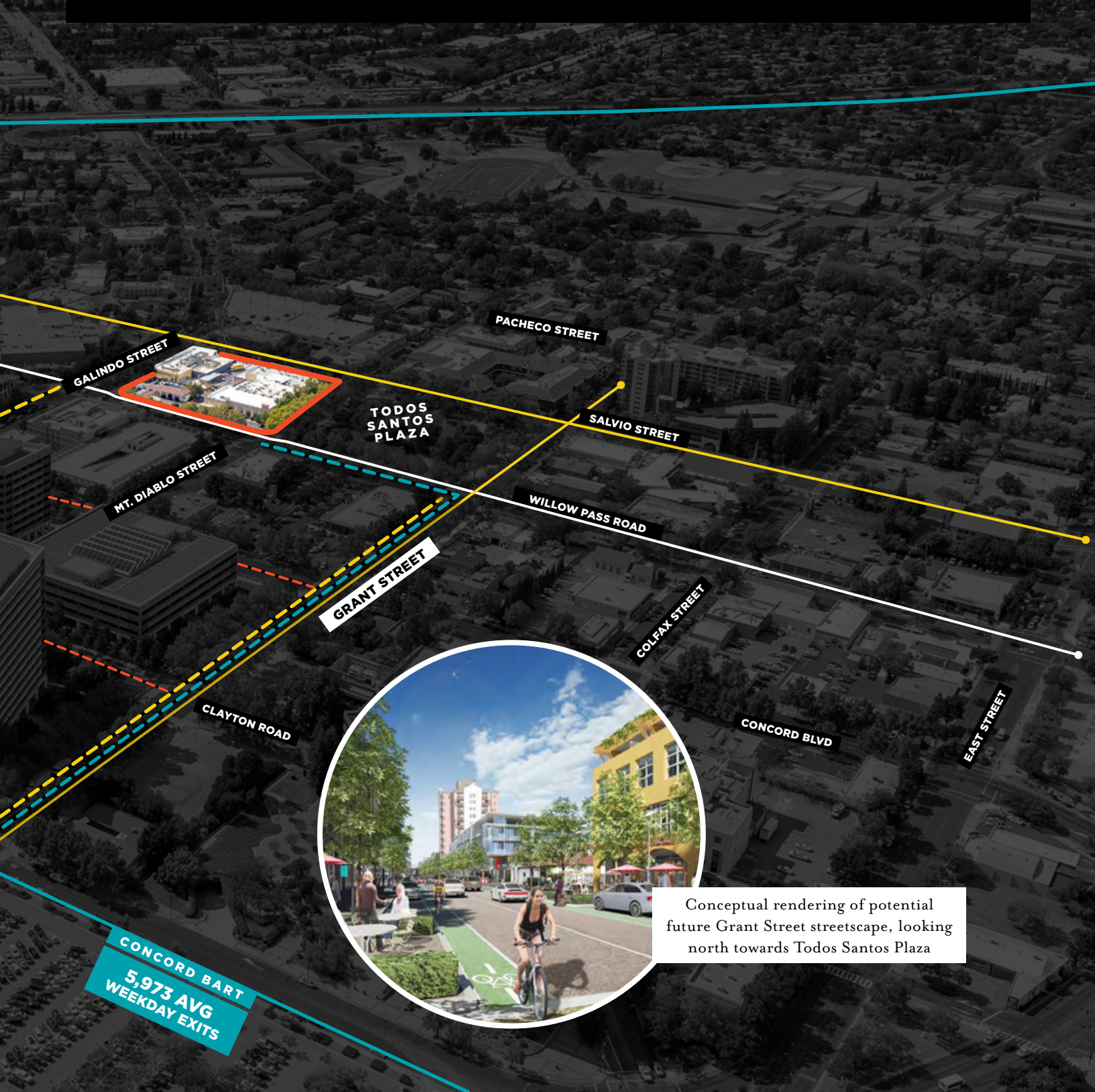
Furthermore, the Property is located just three blocks away from the Concord BART Station and its nearly 6,000 daily commuters. The Property's connectivity is easily accessible by car, foot, and bike, a rare combination that is difficult to replicate.



CONCORD PEDESTRIAN BEAUTIFICATION PLAN

- + Ensure safety by promoting activity in public spaces during both the day and night
- + Develop a green street framework of pedestrian friendly streets to promote healthy, active lifestyles.
- + Design and Construct Streets that integrate walking, biking, transit use and green infrastructure.
- + Connect Downtown Concord to the rest of the region by improving access to and from BART.

- Current Walking Route from Bart
- Class Iii Bicycle Lane
- Enhanced Pedestrian Connections to Bart
- Buffered Bicycle Lane
- Traffic Management: Signal Progression, Decorative Crosswalks, Landscape Buffers, Wider Sidewalks



CONCORD BART
5,973 AVG
WEEKDAY EXITS



Conceptual rendering of potential future Grant Street streetscape, looking north towards Todos Santos Plaza

TODOS SANTOS PLAZA

WEEKLY FARMERS MARKETS
MUSIC CONCERTS
OTHER EVENTS

[CLICK FOR MORE INFO](#)

SALVIO PACHECO SQUARE

CONCORD VIBE BEER
RELEASE POP-UP PARTY
2019 ~ MICRO-BREW
BEER TASTING

[CLICK FOR MORE INFO](#)



PARK & THE THEATRE GENERATE 500,000 VISITORS PER YEAR



ANCHORED BY EXPERIENTIAL DEMAND DRIVERS

The Shops at Todos Santos is advantaged by a one-of-a-kind downtown walking environment and is anchored by several experiential demand drivers including Todos Santos Plaza and Brenden Theatres, which generate approximately 500,000 visitors per year. Todos Santos Plaza is a 2.5 acre park that functions as Concord's community gathering spot. Sitting at the front door to the Property and providing irreplaceable curated experiences, Todos Santos Plaza's programming includes weekly farmers markets, music concerts, and micro brew tastings.

THE SHOPS AT TODOS SANTOS



SALVIO STREET

BRENDEN THEATRES

[CLICK FOR MORE INFO](#)





THE SHOPS AT TODOS SANTOS

E-COMMERCE RESISTANT TENANT MIX WITH STRONG NOI GROWTH

100% of the Property's GLA is considered "e-commerce resistant" including: restaurant/QSR, banking, and a gas station.

					<i>Ramen 101</i>		
8,278 SF	1,600 SF	2,369 SF	1,777 SF	2,603 SF	1,427 SF	2,407 SF	3,745 SF
		Peet's Coffee			Chevron		
1,856 SF	2,230 SF	1,700 SF	1,674 SF	7,903 SF	Ground Lease	1,050 SF	





THE SHOPS AT TODOS SANTOS

HIGHLY FAVORABLE ASSET CHARACTERISTICS

STRONG CREDIT

26% of the base rental revenue is backed by investment grade tenants.

DENSE ZONING

The Property offers Investors a long-term strategy to add additional density to the site and create a mixed-use development

MULTIPLE PARCELS

The Property maintains 12 separate parcels that provides an investor the flexibility to sell off parcels individually, lowering their basis in the Property and enhance overall returns.

OVER 1,400 RESIDENTIAL UNITS IN THE PIPELINE SURROUNDING TODOS SANTOS



Town Center
1765 Galindo St
Avalon Bay / LRG
275 Units / 30,000 square feet of commercial space
Status: Under Review

Park Central
1555 Galindo St
529 Units

United Soccer League East Bay
3.0 Acres | 18,000-seat
Professional Soccer Stadium
Status: Proposed Development

CONCORD BART
5,973 AVG
WEEKDAY EXITS

The Grant
1638-1680 Grant St
1.9 Acres / 228 Units
Status: Approved

The Argent
2400 Willow Pass Rd
1.6 Acres / 181 Units
Status: Under Review

Concord Village
2400 Salvio St
2.3 Acres / 230 Units
Status: Under Review

WILLOW PASS ROAD



Renaissance Luxury Apartments
1825 Galindo St
179 new units
Status: Under Construction

Renaissance Apartments
1825 Galindo St
1.73 Acres / 132 Units

STATE ROUTE 242
117,600 CPD

GALINDO STREET

SALVIO STREET

MT. DIABLO STREET

TODOS SANTOS PLAZA

THE SHOPS AT TODOS SANTOS

STRONG GROWTH MARKET IN SAN FRANCISCO BAY AREA

Concord is experiencing unprecedented demand for housing as people are drawn to the City's access to mass transit, vibrant retail, and highly ranked public school district. There are more than 1,400 residential units currently proposed, under construction, or recently completed within a mile of the Property.

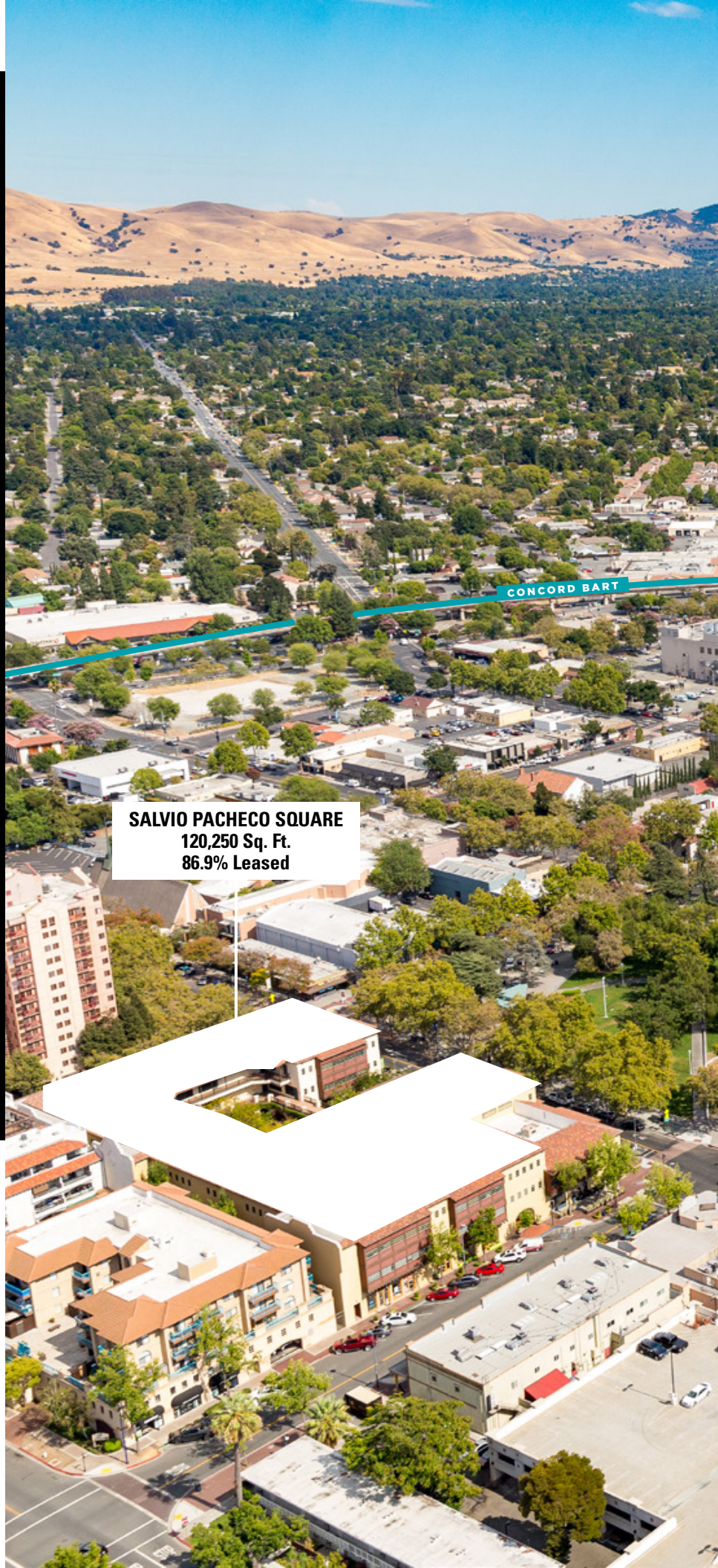
**CONCORD,
TRANSFORMATION
INTO AN URBAN CITY**

As the greater Bay Area office market continues to strengthen, more companies are migrating to or expanding their presence in the I-680 Corridor. With asking rents significantly increasing and Class A space in high demand in Silicon Valley and San Francisco, the North I-680 Corridor continues to capture a growing number of value-conscious tenants. **Additional daytime workers in the immediate area will continue to fuel demand for retail services at the Property.**

**NEW TENANTS TO THE
NORTH I-680 CORRIDOR**

TENANT	SIZE (SF)	FROM
Unitek College	24,685	San Francisco
CCCSF	24,408	San Francisco
Amtrust Financial	24,400	San Ramon
AIG Claims	19,190	San Ramon
Ericksen, et al,	9,914	Oakland
Chevron Credit Union	7,987	Oakland

**THE CONCORD
BART SUBMARKET
IS COMPRISED
OF NEARLY 3.5
MILLION SQUARE
FEET AND IS
CURRENTLY
93.3% OCCUPIED**





ONE CONCORD
358,589 Sq. Ft.
83.5% Leased

1655 GRANT STREET
313,024 Sq. Ft.
100.0% Leased

2001 CLAYTON ROAD
223,642 Sq. Ft.
100.0% Leased

2000 CLAYTON ROAD
395,914 Sq. Ft.
100.0% Leased

1755 GRANT STREET
184,606 Sq. Ft.
100.0% Leased

MT. DIABLO STREET

WILLOW PASS ROAD

SALVIO STREET

GALINDO STREET



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INVESTMENT ADVISORS

Nicholas Bicardo
VICE CHAIRMAN

+1 415 445 5172
nbicardo@ngkf.com
CA RE LIC#01380524

Brandon Rogoff
MANAGING DIRECTOR

+1 415 445 5163
brogoff@ngkf.com
CA RE LIC#01949914

Forrest Gherlone
SENIOR MANAGING DIRECTOR

+1 925 974 0237
fgherlone@ngkf.com
CA RE LIC#01376723

Michael Zylstra
SENIOR MANAGING DIRECTOR

+1 925 974 0106
mzylstra@ngkf.com
CA RE LIC#01310041

CAPITAL MARKETS

Ramsey Daya
VICE CHAIRMAN

+1 415 399 8085
rdaya@ngkf.com
CA RE LIC#01248046

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One Bush Street, Suite 1500
San Francisco, CA 94104