

487 SANDY LANE • OAKLEY, CA

±14.65 AC General Commercial Development Site

Main Street & Neroly Road — Unpriced



EXECUTIVE SUMMARY

Newmark, as exclusive provider, is pleased to present the opportunity to acquire 487 Sandy Lane, a ±14.65-acre (±638,154 SF) General Commercial development site at the intersection of Main Street and Neroly Road in Oakley, California. The offering represents a rare opportunity to acquire large-format, commercially zoned land along Oakley's primary east-west corridor, at an established retail intersection with active new development on the adjoining corner parcels.

The site wraps the northeast corner of Main Street and Neroly Road with ±480 feet of frontage along Main Street and ±530 feet along Neroly Road. The adjoining corner parcels - not a part of this offering - are currently in City review for a Panda Express drive-through restaurant and a Quick Quack express car wash, and the intersection is anchored directly across Main Street by Wendy's, Dutch Bros, and ARCO.

The property is offered as a development site. Existing improvements are limited to a ±1,494 SF single-family residence (c. 1948), with value attributed to the land, and no entitlement applications have been filed - providing a buyer full control of program and timing under the City of Oakley's C (General Commercial) zoning and Commercial General Plan designation. The C District permits a broad range of uses by right, including retail of all formats, restaurants, professional and medical office, banks, fitness, and hotels/motels, with additional formats available through the City's Conditional Use Permit process.

Oakley is one of Contra Costa County's fastest-growing cities, with a population of more than 45,000 and over 4,000 entitled homes yet to be constructed citywide. An expanding employment base anchors the city's west gateway: Amazon operates a ±150,000 SF delivery station within one mile of the site as the first tenant of the ±2 million SF Contra Costa Logistics Center, and the ±3.1 million SF Bridgehead Industrial Project is advancing through environmental review. Recent institutional activity - Regency Centers' Safeway-anchored Oakley Shops at Laurel Fields, opened in late 2025, and City approval of a 117-room TownePlace Suites by Marriott across Main Street from the site - confirms demand for both retail and hospitality product in the market. With direct access to the SR-160 freeway and a connection to the SR-4 freeway ±1.5 miles south, 487 Sandy Lane is well-positioned to capture the corridor's next phase of commercial development.



OFFERING HIGHLIGHTS

Rare Large-Format Commercial Land

±14.65 AC (±638,154 SF) of C-zoned land under a single ownership — a scale of commercial land rarely available along the Main Street corridor, with no assemblage required.

Expanding Employment & Residential Base

Amazon's delivery station at the ±2 million SF Contra Costa Logistics Center is within one mile of the site, while the ±3.1 million SF Bridgehead Industrial Project is under environmental review, adding to the corridor's growing daytime population. Oakley has more than 45,000 residents and 4,000 entitled homes yet to be built, while limited local retail pushes everyday spending to regional centers outside the trade area.

Established & Expanding Retail Node

The adjoining corner parcels are in City review for a Panda Express drive-through and Quick Quack express car wash; Wendy's, Dutch Bros, and ARCO operate directly across Main Street. New investment continues to concentrate at this intersection.

Underserved Hospitality Market

Oakley's only existing hotel is across Main Street, and the City has approved a 117-room TownePlace Suites at the same intersection. With the nearest upper-midscale hotels 5–7 miles away, the site is positioned for by-right hotel development serving the corridor's growing employment base.

±1,010 Feet of Combined Arterial Frontage

±480 feet along Main Street — Oakley's principal east–west arterial, widened to six lanes with a raised median through this segment — plus ±530 feet along Neroly Road, supporting a multi-pad frontage program with interior depth for larger formats.

Broad By-Right Commercial Zoning

The C District permits retail (including grocery), restaurants, professional and medical office, banks, fitness and indoor recreation, hotels/motels, and additional commercial uses by right, with drive-through, fuel, car wash, and other formats available via Conditional Use Permit.



OFFERING TERMS & PROPERTY DETAILS

487 Sandy Lane, Oakley, CA is being offered without a formal asking price. All investors are encouraged to base their offers on the property's condition on an "as-is, where-is" basis. To assist with underwriting, qualified purchasers may request access to available due diligence materials. The Owner requests that all interested parties submit a formal Letter of Intent to Newmark outlining the proposed terms and conditions for acquiring the property, together with a summary of the buyer's company, key principals, and transaction history.

PROPERTY DETAILS	
Address	487 Sandy Lane, Oakley, CA 94561
APN	037-050-015-9 (Contra Costa County)
Site Area	±14.65 AC (±638,154 SF)
Zoning	C — General Commercial, City of Oakley
General Plan	Commercial (CO)
Frontage	±480' Main Street · ±530' Neroly Road
Existing Improvements	Single-family residence, ±1,494 SF (c. 1948)
Entitlement Status	None filed — full buyer control of program and timing
Utilities	Water: Diablo Water District · Sewer: Ironhouse Sanitary District · Gas & Electric: PG&E
Pricing	Unpriced



SITE DETAILS

- » **APN:** 037-050-015-9 (Contra Costa County)
- » **Site Area:** ±14.65 AC (±638,154 SF)
- » **Configuration:** The parcel wraps the northeast corner of Main Street and Neroly Road; the ±2.77 AC of corner parcels (separately owned; Panda Express and Quick Quack in City review) are not a part of this offering
- » **Frontage:** ±480 feet along Main Street · ±530 feet along Neroly Road
- » **Topography:** Generally level
- » **Existing Improvements:** Single-family residence, ±1,494 SF (c. 1948); value attributed to land
- » **Access:** Multiple access opportunities from both frontages; curb-cut locations subject to City approval
- » **Utilities:** Water — Diablo Water District · Sewer — Ironhouse Sanitary District · Gas & Electric — PG&E
- » **Adjacent Uses:** North (across Main Street) — Wendy's, Dutch Bros, ARCO · Northeast (corner) — Panda Express and Quick Quack (in City review) · South & East — Established residential neighborhoods · West — SR-160 corridor and the Bridgehead employment area

ZONING & ALLOWED USES

Framework: The site is zoned C (General Commercial) under Oakley Municipal Code § 9.1.506, with a Commercial (CO) General Plan designation — a district established for major commercial centers along corridors including Main Street. No specific plan or overlay applies to the parcel.

Select Development Opportunities. The site's scale, frontage, and zoning support a range of commercial programs, including:

- » **Anchor & Grocery Retail** — Grocery and large-format retail are permitted by right; the site's depth and frontage support an anchored center with in-line shop space and pad buildings.
- » **Restaurant & Drive-Through Pads** — Restaurants, cafes, and bakeries are permitted by right, with drive-through formats available via Conditional Use Permit; the adjoining corner approvals provide current precedent for this format at the intersection.
- » **Hospitality** — Hotels and motels are permitted by right; the City approved a four-story, 117-room TownePlace Suites by Marriott, including a height variance, across Main Street from the site (2023).
- » **Fuel, Car Wash & Auto Convenience** — Available via Conditional Use Permit, consistent with the established uses at the intersection.
- » **Medical Office & Fitness** — Medical and dental offices, health clubs, and indoor recreation are permitted by right, well-suited to the trade area's residential growth.
- » **Mixed-Use Development** — Per City of Oakley Planning Division guidance (September 2025), mixed-use development with residential condominiums and commercial space may be pursued via Conditional Use Permit, Design Review, and P-1 (Planned Development) rezoning, which establishes project-specific standards.

Additional Permitted & Conditional Uses: Other by-right uses include professional offices, banks, instructional studios, veterinary hospitals, showroom vehicle sales, and light manufacturing and equipment rental/sales up to 5,000 SF. Conditional uses include full-bar restaurants and lounges, assembly of 100 or more seats, hospitals, outdoor recreation, and vehicle sales with outdoor inventory. The foregoing is representative; see OMC §§ 9.1.505–9.1.506 for complete schedules.

Approvals & Process: No applications have been filed, providing a buyer full control of program and timing. By-right uses proceed through the City's Design Review process; conditional uses add a Conditional Use Permit public hearing, and the adjoining corner project (Design Review + CUP, 2025) provides current processing precedent at this intersection. Development is subject to City of Oakley impact fees, the East Contra Costa Regional Fee & Financing Authority (ECCRFFA) transportation fee, and applicable school fees.

DEVELOPMENT STANDARDS

Standard	C District Requirement
Minimum Lot Area	7,500 SF
Max Base FAR	1.0
Max Building Height	35 feet
Front / Corner Side Setbacks	Per Oakley Commercial Design Guidelines (streetscape standards)
Side / Rear Setbacks	0' adjacent to commercial or industrial; 20' adjacent to residential
Parking Lot Landscaping	≥5% of parking area, plus 6' landscaped street frontage strip
Parking (key ratios)	Retail & general office: 1/250 SF · Medical office: 1/225 SF · Restaurants: 1/150 SF net public area · Hotel/motel: 1 per room + 1 manager
Design Review	Required for all new commercial development (§ 9.1.1604)

Illustrative Development Capacity: For illustrative purposes only: typical suburban coverage of 0.20–0.25 FAR supports ±128,000–160,000 SF of building area with surface parking (zoning permits up to 1.0 base FAR). The ±1,010 feet of combined frontage accommodates a multi-pad program with interior depth for anchor, hospitality, medical office, or fitness formats, subject to site planning and City review.

RETAIL & HOSPITALITY DEMAND

Retail Demand: Oakley's retail inventory has not kept pace with its household growth. The city's population exceeds 45,000 (43,484 at the 2020 Census) with more than 4,000 entitled homes yet to be constructed, yet Oakley has no big-box general-merchandise, home-improvement, or warehouse-club retailer – everyday spending leaves the city for the Lone Tree Way corridor in Antioch and Brentwood.

- » **Big-box void** — Target, Walmart, and Home Depot sit 2.8–3.1 miles from the site on Lone Tree Way and Costco 4.8 miles away in Antioch; no comparable retailer operates within Oakley.
- » **Institutional validation** — Regency Centers (NYSE: REG) chose Oakley for its first ground-up development in this Northern California submarket, the ±79,000 SF Safeway-anchored Oakley Shops at Laurel Fields, citing a void of high-quality retail and grocery in the trade area — and leased it to 100%, with Safeway joined by Starbucks, Chase, Chipotle, Wingstop, and Verizon. That center is 2.4 miles from the site and serves central and southern Oakley; the west gateway has no anchored center.
- » **Daytime population** — The ±2 million SF Contra Costa Logistics Center (~2,000 jobs at buildout; Amazon 0.4 miles from the site) and the ±3.1 million SF Bridgehead Industrial Project add a workforce the corridor's convenience retail was never sized to serve.

Hospitality Demand: Other by-right uses include professional offices, banks, instructional studios, veterinary hospitals, showroom vehicle sales, and light manufacturing and equipment rental/sales up to 5,000 SF. Conditional uses include full-bar restaurants and lounges, assembly of 100 or more seats, hospitals, outdoor recreation, and vehicle sales with outdoor inventory. The foregoing is representative; see OMC §§ 9.1.505–9.1.506 for complete schedules.

- » **Existing supply: one hotel** — Best Western Plus Delta Inn & Suites (80 rooms), across Main Street at Bridgehead Road; no other hotel operates in Oakley.
- » **Brand validation at this intersection** — In December 2023 the City approved a four-story, 117-room TownePlace Suites by Marriott at the northeast corner of Main Street and Bridgehead Road, granting a height variance above the C District's 35-foot limit; approvals were extended in April 2025. Marriott's extended-stay flag selected the same node.

- » **No branded competition nearby** — The nearest upper-midscale properties are Hampton Inn Brentwood (4.9 mi), Holiday Inn Express & Suites Brentwood (6.5 mi), and Hampton Inn & Suites Pittsburg (6.6 mi); Antioch's inventory is limited to older economy product.
- » **Demand generators within one mile** – Amazon and the ±2 million SF Contra Costa Logistics Center generate vendor, training, and corporate travel, while the ±3.1 million SF Bridgehead Industrial Project and 4,000+ entitled homes bring a multi-year construction and trade workforce – the core of extended-stay demand. Delta recreation (Big Break Regional Shoreline, Bethel Island marinas) and the SR-160/Antioch Bridge corridor add leisure and pass-through demand.

TRADE AREA PROXIMITY		
Destination	Type	Distance
Best Western Plus Delta Inn & Suites (80 rooms)	Hotel – Oakley's only	0.3 mi
Amazon / Contra Costa Logistics Center	Employment	0.4 mi
Raley's · Lucky (Main Street)	Grocery	0.8 · 1.1 mi
Safeway / Oakley Shops at Laurel Fields	Grocery-Anchored Center	2.4 mi
Target · Walmart · Home Depot (Lone Tree Way) · Costco (Antioch)	Big-Box / Warehouse Club	2.8–4.8 mi
Hampton Inn Brentwood · Hampton Inn & Suites Pittsburg	Upper-Midscale Hotels	4.9 · 6.6 mi

LOCATION & MARKET OVERVIEW



TRAFFIC COUNTS

With committed residential growth, an expanding employment base, and regional freeway access in place, 487 Sandy Lane offers the scale and location to serve the corridor's growing demand.

TRADE AREA DEMOGRAPHICS

Radius	Population	Avg. HHI	Daytime Employment
1 Mile	6,690	\$106,497	1,790
3 Miles	76,578	\$139,590	13,274
5 Miles	180,709	\$139,407	36,232

City of Oakley: Incorporated in 1999, Oakley is one of Contra Costa County's fastest-growing cities, with a population of more than 45,000 drawn by relative affordability within the Bay Area. Growth continues: more than 4,000 entitled homes remain to be constructed citywide, providing a committed residential pipeline that few East Bay trade areas can match.

Employment Growth: Oakley's employment base is expanding at the city's west gateway. Amazon opened a ±150,000 SF delivery station in 2020 as the first tenant of the Contra Costa Logistics Center on Bridgehead Road — a five-building, ±2 million SF park projected to support approximately 2,000 jobs at buildout — and the City is processing the ±3.1 million SF Bridgehead Industrial Project through environmental review, adding significant daytime population minutes from the site.

Connectivity: The site fronts Main Street — Oakley's principal east-west arterial and the former State Route 4 alignment, widened to six lanes with a raised median through this segment. The SR-160 freeway lies minutes to the west, providing a direct connection to the SR-4 freeway ±1.5 miles south and linking the site to Antioch, the Highway 4 corridor, and the greater Bay Area, while SR-160 north crosses the Antioch Bridge toward the Delta and Sacramento markets.



LOCATION OVERVIEW



487 SANDY LANE

OAKLEY, CA

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Disclaimer

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