



Keegan & Coppin
COMPANY, INC.

FOR SALE

16500 SAN PABLO AVENUE
SAN PABLO, CA

33-UNIT TOWNHOME DEVELOPMENT



Go beyond broker.

PRESENTED BY:

DEMI BASILIADES, SREA

LIC #02080190 (707) 664-1400, EXT 305

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STEVE GORDON
BROKER ASSOCIATE

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16500 SAN PABLO AVE
SAN PABLO, CA
TARA CREEK

33-UNIT TOWNHOME DEVELOPMENT





EXECUTIVE SUMMARY



16500 SAN PABLO AVE
SAN PABLO, CA
TARA CREEK

33-UNIT TOWNHOME DEVELOPMENT

Tara Creek is a fully entitled 33-unit townhome development located in the Tara Hills neighborhood of unincorporated Contra Costa County, California.

Located in the East Bay along the San Pablo Bay shoreline, Tara Creek offers panoramic Bay views and direct access to the recently expanded San Francisco Bay Trail. Residents can enjoy more than 15 miles of scenic waterfront trails for hiking, jogging, and cycling through the San Pablo Bay National Wildlife Refuge.

The property is ideally situated for commuters, with immediate access to Interstate 80 and proximity to major employment hubs—just 17 miles from downtown Oakland and 21 miles from downtown San Francisco.

SALE PRICE

Sale Price **\$3,900,000**

Price Per Door **\$119,000**



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PROPERTY DETAILS



16500 SAN PABLO AVE
SAN PABLO, CA
TARA CREEK

33-UNIT TOWNHOME DEVELOPMENT

The Property consists of an approximately 2.77-acre vacant and undeveloped site located at 16500 San Pablo Avenue in San Pablo, California. The parcel features sloped topography and an irregular rectangular configuration, including a notch along the northwest corner adjacent to an existing commercial property.

The site offers approximately 153 feet of frontage along San Pablo Avenue, 426 feet along O’Hatch Drive, and 267 feet along Tara Hills Drive. The southern property boundary adjoins eight existing single-family residences located on Brian Road.

Surrounding land uses include a 5-acre commercial center west of the Property across Tara Hills Drive, and approximately 13 acres of privately owned open space to the north across San Pablo Avenue. Garrity Creek and its associated watershed traverse much of the northern open space area, enhancing the natural setting surrounding the development. Additional single-family homes are located east of the site along O’Hatch Drive.

The Property is fully entitled with a vesting tentative tract map approved for the development of 33 townhome residences across six residential buildings. The planned unit mix includes twenty-two three-bedroom homes and eleven four-bedroom homes.

The community is designed with access from two private driveways off O’Hatch Drive and includes extensive landscaping throughout the project. Enhanced landscape buffers are planned along San Pablo Avenue, adjacent to the existing single-family homes to the south, and alongside Garrity Creek bordering the western edge of the community.

2 & 3 Story Attached	Homes	Plan	Mix	Weighted Avg. Living Area	Min. Living Area	Max. Living Area	Bed/Bath
		Plan 1	4	1,425	1,403	1,491	3/3
Sub-Total Living Area	50,351	Plan 2	3	1,739	1,697	1,760	4/4
		Plan 3	9	1,276			3/3
		Plan 4	9	1,410	1,406	1,423	3/3
		Plan 5	5	1,893	1,839	1,907	4/3.5
		Plan 6	3	1,926			4/2
Total/Average			33	1,526			

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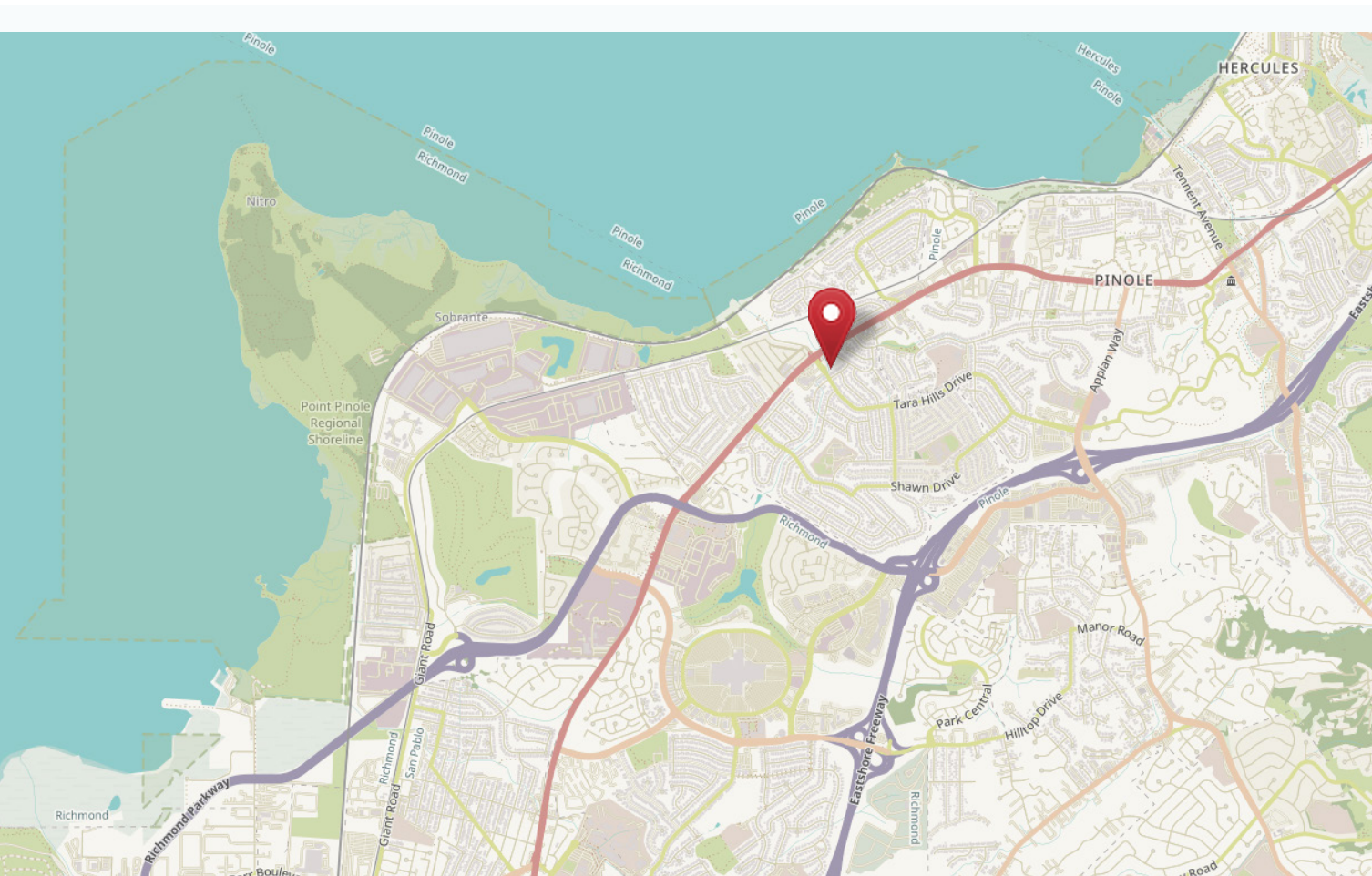


PROPERTY DESCRIPTION



16500 SAN PABLO AVE
SAN PABLO, CA
TARA CREEK

33-UNIT TOWNHOME DEVELOPMENT



PROPERTY DESCRIPTION

APN
403-202-011-9

ACRES
2.77 Acres

ZONING
P-1 (Planned Unit District)

GENERAL PLAN
M9 (Montalvin Manor Mixed-Use)

SITE CONDITIONS
Vacant, Undeveloped

STREET FRONTAGE
Slightly Sloped

PLAN STATUS

- Vesting Tentative Map: Approved
- Improvement Plans: Approved
- Construction Drawings: 1st Submittal

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INVESTMENT HIGHLIGHTS



16500 SAN PABLO AVE
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33-UNIT TOWNHOME DEVELOPMENT



- Rare opportunity to purchase a fully entitled, for-sale residential project consisting of all 3 and 4-bedroom townhome-style condominiums
- Located just north of the Richmond BART Station, providing easy access to San Francisco
- Affordable Bay Area price point offering tremendous value within FHA loan limits
- No on-site below market rate home requirement (BMR)
- In 2026, Tara Hills neighborhood home prices were selling for a median sales price of \$633,000

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LOCATION OVERVIEW

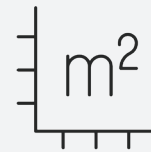


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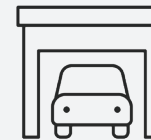
LOCATION HIGHLIGHTS

- Located in the Tara Hills residential neighborhood of San Pablo with over 70% home ownership
- Walking distance to San Pablo Bay Shoreline with access to 15 miles of trails and 2,400+ acres of parkland and open space
- Immediate freeway access to I-80 (5 min.)
- Short driving distance to BART (less than 15 min.)
- Convenient driving distance to Hilltop Mall, Hilltop Plaza, Pinole Valley, Pinole Vista and Pinole Vista Crossing shopping centers (less than 10 min.)



EDUCATION

- Tara Hills Elementary School
- Pinole Middle School
- Pinole Valley High School
- Caliber Beta Academy



COMMUTE

- El Cerrito Del Norte BART Station
- Richmond BART Station
- I-80, I-580, Hwy 4
- Richmond Bridge



PARKS

- Hilltop Lake Park
- Point Pinole Regional Shoreline
- Pinole Shores Park
- San Francisco Bay Trail
- San Pablo Reservoir
- Wildcat Canyon Regional Park

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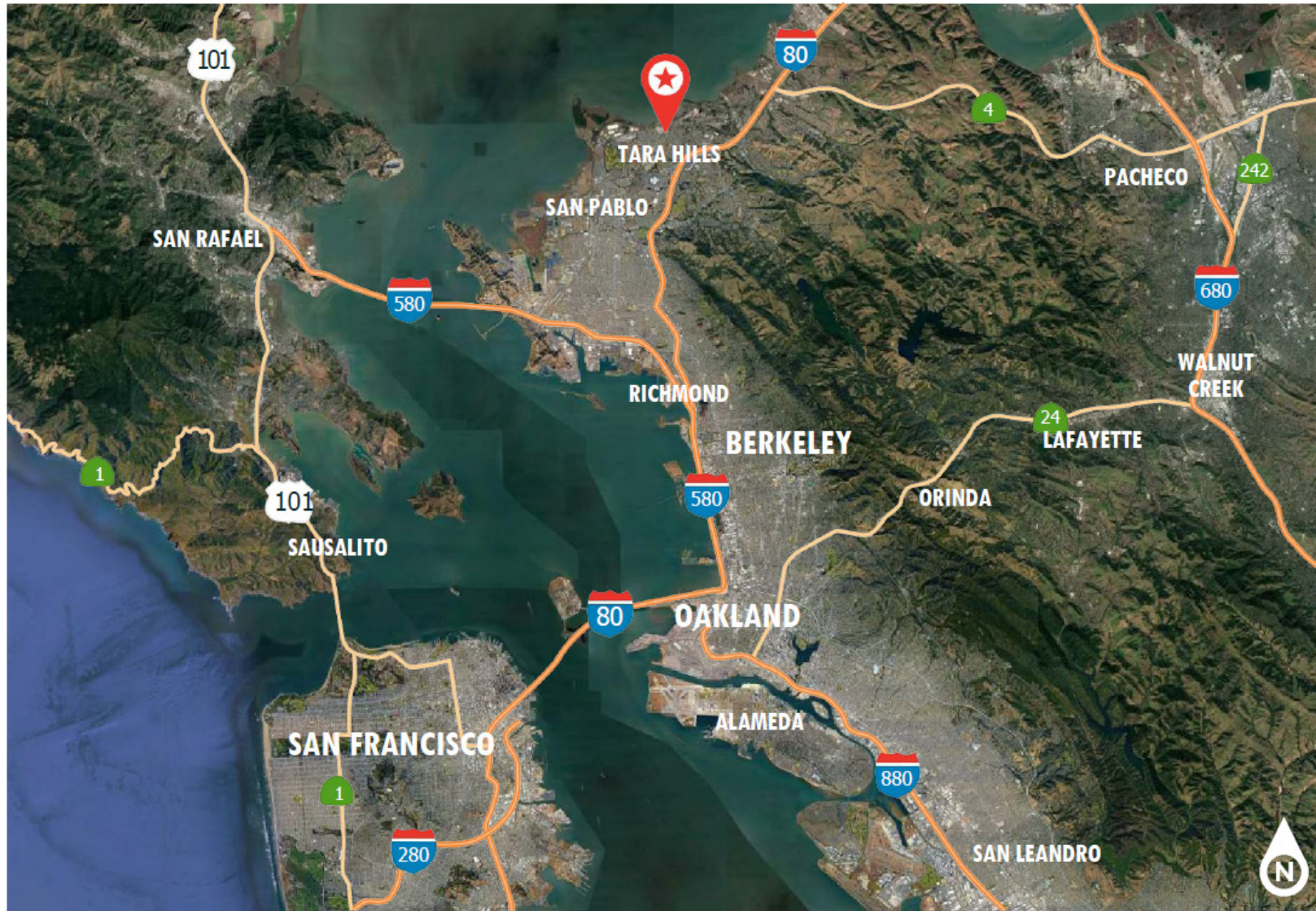


VICINITY AERIAL



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COST TO COMPLETE AND PROJECT FEES



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COST TO COMPLETE ESTIMATE

Surveying	\$89,500.00	Retaining Walls	\$162,780.00
Soils	\$39,600.00	Perimeter Walls	\$314,480.00
Waste/Trash Haul/ Demolition	\$25,550.00	Fencing	\$196,875.00
Abatement	\$77,000.00	Joint Trench	\$575,754.00
Rough Grading	\$175,587.00	Curb & Gutter	\$69,970.00
Finish Grading	\$21,600.00	Street Paving/Subgrade	\$260,254.00
Export Soil	\$204,125.00	Sidewalk	\$162,050.00
Erosion Control	\$31,213.00	Landscape & Irrigation	\$250,856.00
Master Drain/Storm Drainage	\$391,500.00	Mailboxes & Enclosures	\$33,000.00
Sewer System	\$219,200.00	Striping & Signage	\$30,640.00
Water System	\$462,755.00	Street Lighting	\$145,000.00
Area Drain/Storm Drainage	\$78,000.00	Entry Monumentation	\$15,000.00
		CONSTRUCTION TOTAL	\$4,032,289.00
*Estimate only. Buyer to verify.		PER UNIT	\$122,190.58

TOTAL

Cost to Complete	\$4,032,289.00
Project Fees	\$2,384,387.00
Total	\$6,416,676.00
Total Per Unit	\$194,444.73

PROJECT FEES ESTIMATE

<u>Impact Fees</u>	
Park Fees	\$ 203,214.00
Traffic Fees	\$246,101.00
Water District Fees	\$439,220.00
Sewer District Fees	\$370,566.00
PG&E Fees	\$370,500.00
<u>Other Fees</u>	
School Fees	\$206,956.00
Affordable Housing Fees	\$127,871.00
<u>Permit Fees</u>	
Site Improvement	\$145,275.00
Building Plans	\$237,307.00
Misc. Gov Permits	\$4,800.00
Fire Fees	\$32,577.00
TOTAL FEES	\$2,384,387.00
PER UNIT	\$72,254.15

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SALES COMPARABLES



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Address	City	Beds	Baths	Sq. Ft.	\$ / Sq. Ft.	Sold Price	Date
313 Skelly	Hercules	3	3	1582	\$563	\$890,490	11/28/25
319 Skelly	Hercules	4	3	1891	\$476	\$899,490	01/06/26
307 Skelly	Hercules	4	3	1891	\$476	\$899,490	01/06/26
334 Skelly	Hercules	4	3	1891	\$505	\$955,000	02/05/26
122 McCleod	Hercules	5	3	2311	\$432	\$999,490	01/06/26
328 Skelly	Hercules	5	3	2311	\$459	\$1,060,490	02/05/26
4204 Markovich Ct	Richmond	4	2	1910	\$413	\$789,000	09/20/25
4199 Markovich Ct	Richmond	4	2	1910	\$427	\$815,000	11/04/25
4177 Markovich Ct	Richmond	4	2	1910	\$432	\$825,000	11/26/25
4198 Markovich Ct	Richmond	4	2	1910	\$432	\$826,000	11/25/25
4104 Markovich Ct	Richmond	4	2	1910	\$442	\$845,000	03/19/26
4112 Markovich Ct	Richmond	4	3	2541	\$352	\$895,000	02/25/26
4210 Markovich Ct	Richmond	4	3	2320	\$386	\$896,003	10/01/25
4109 Markovich Ct	Richmond	4	3	2541	\$353	\$898,000	02/24/26
4207 Markovich Ct	Richmond	4	3	2320	\$388	\$899,000	10/01/25
4208 Markovich Ct	Richmond	4	3	2541	\$356	\$905,000	11/18/25
4211 Markovich Ct	San Pablo	4	3	2541	\$370	\$940,000	12/22/25
4200 Markovich Ct	Richmond	4	3	2771	\$340	\$943,000	11/04/25
				AVERAGE:	\$419 PER SQ. FT.		

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PHOTOS



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SITE PLAN



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CONCEPTUAL PLAN



16500 SAN PABLO AVE
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LEFT



FRONT



RIGHT



REAR

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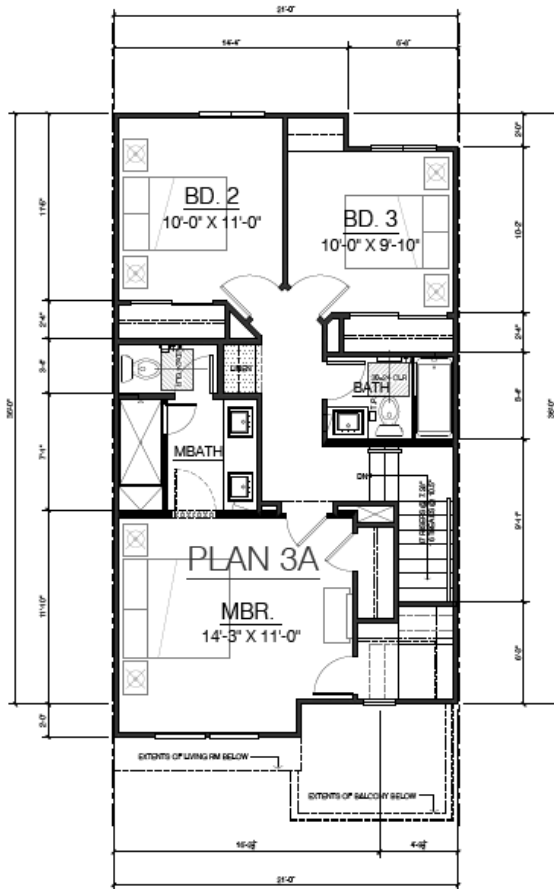


CONCEPTUAL PLAN



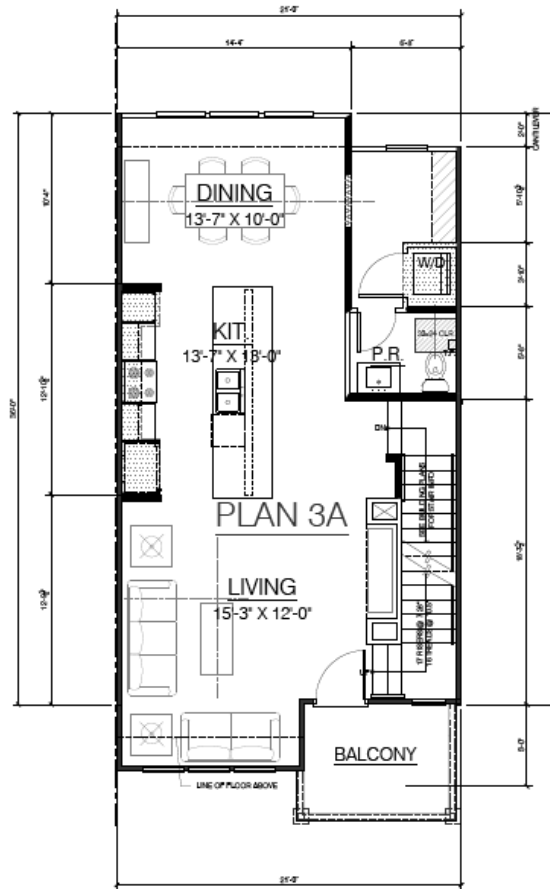
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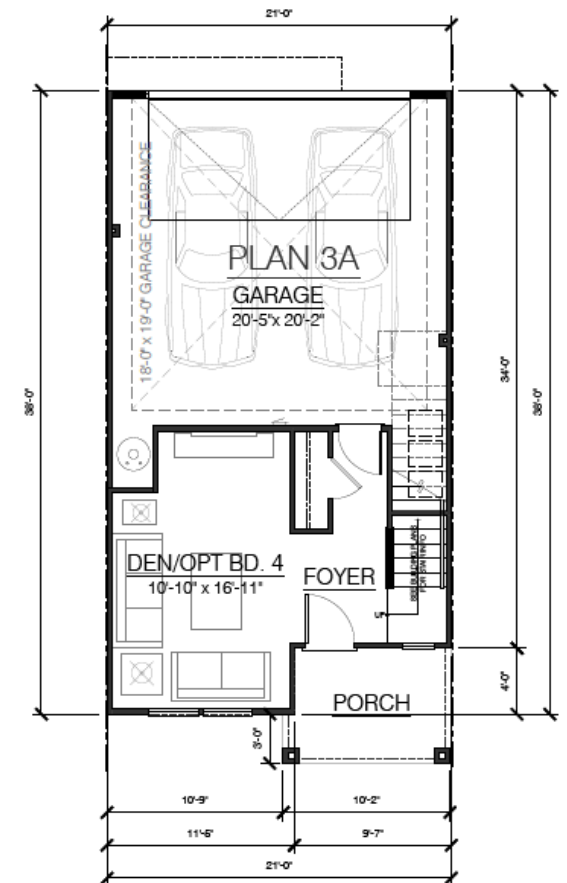
PLAN 3A INT
UPPER LIVING: 694 SQ. FT.

UPPER FLOOR



PLAN 3A INT
MAIN LIVING: 753 SQ. FT.
TOTAL LIVING: 1,726 SQ. FT.
DECK: 60 SQ. FT.

MAIN FLOOR



PLAN 3A INT
LOWER LIVING: 279 SQ. FT.
GARAGE: 435 SQ. FT.

LOWER FLOOR

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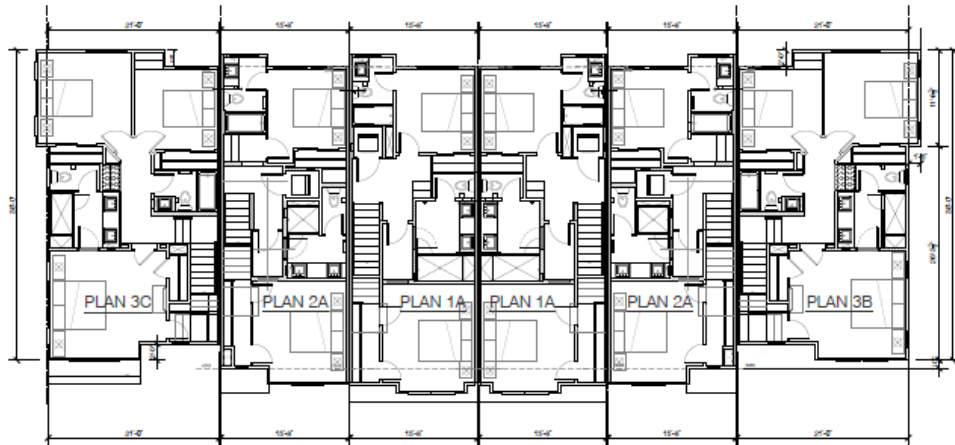


CONCEPTUAL PLAN



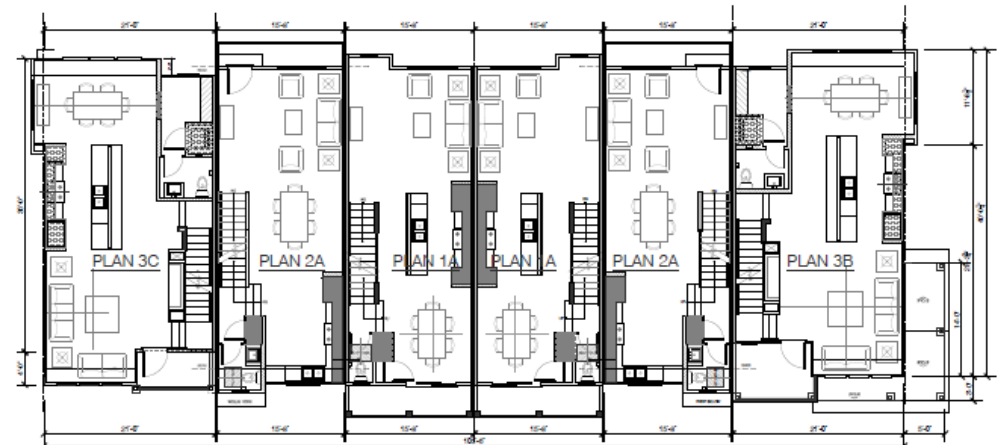
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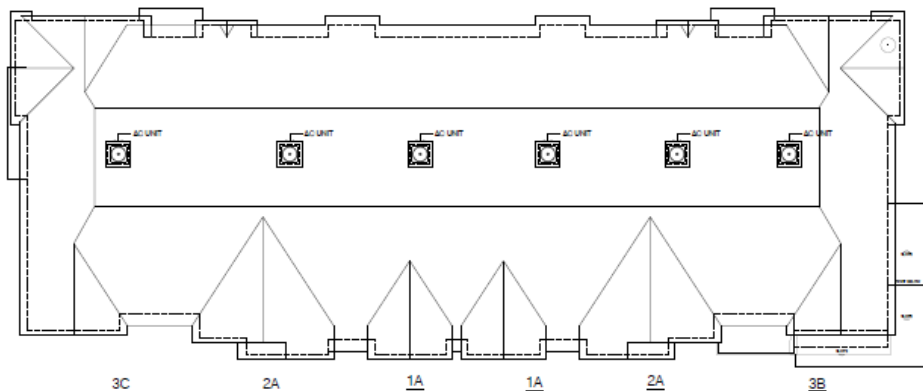
UPPER FLOOR

BUILDING 1



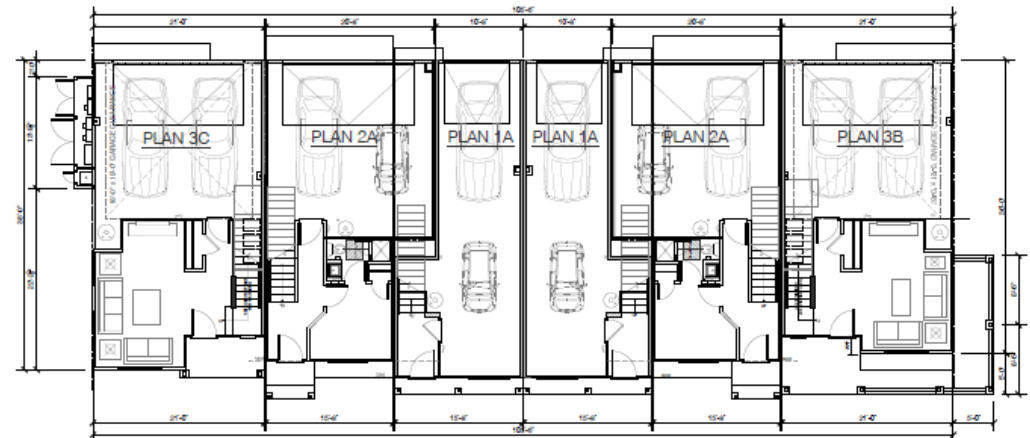
MAIN FLOOR

BUILDING 1



ROOF PLAN

BUILDING 1



GROUND FLOOR

BUILDING 1

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CONCEPTUAL PLAN



16500 SAN PABLO AVE
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3B

LEFT ELEVATION

BUILDING 1 (BUILDING 2 SIMILAR)



3C

RIGHT ELEVATION

BUILDING 1 (BUILDING 2 SIMILAR)

MATERIALS LEGEND:

1. COMPOSITION SHINGLE ROOF
2. LAP SIDING W/ 4" EXPOSURE
3. LAP SIDING W/ 7" EXPOSURE
4. BOARD AND BATTEN
5. DUAL GLAZED VINYL WINDOWS
6. PIER GLASS FRONT DOOR
7. UTILITY DOOR
8. METAL ROLL-UP GARAGE DOORS
9. FRENCH DOOR
10. WOOD GUARDRAIL
11. SLIDING GLASS DOOR
12. COLUMN
13. GABLE TREATMENT
14. SHED ROOF W/ CORBEL & KICKER



3B

2A

1A

1A

2A

3C

FRONT ELEVATION

BUILDING 1 (BUILDING 2 SIMILAR)



3C

2A

1A

1A

2A

3B

REAR ELEVATION

BUILDING 1 (BUILDING 2 SIMILAR)

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ABOUT US



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Your partner in commercial real estate in the North Bay & beyond since 1976.

Keegan & Coppin has served our communities in the North Bay for well over 40 years. But our unmatched local experience is only part of what makes us the area's most trusted name in commercial real estate. At Keegan & Coppin, we bring together a range of services that go beyond traditional brokerage. That depth of knowledge and diverse skillset allows us to clarify and streamline all aspects of your transaction, giving you the confidence of knowing that we can help with anything that comes up through all phases of a project.

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The above information, while not guaranteed, has been secured from sources we believe to be reliable. Submitted subject to error, change or withdrawal. An interested party should verify the status of the property and the information herein.



DISCLAIMER



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This property is being offered on an as-is basis. While the Broker believes the information in this brochure to be accurate, no warranty or representation is made as to its accuracy or completeness. Interested parties should conduct independent investigations and reach conclusions without reliance on materials contained in this brochure.

This property owner requests that you do not disturb the Tenants, as the property will only be shown in coordination with the Listing Agent.

This brochure is presented under the terms and conditions of the Confidentiality Agreement. As such, the material contained in this brochure is confidential and is provided solely for the purpose of considering the purchase of the property described herein. Offers should be presented to the agent for the property owner. Prospective buyers are encouraged to provide buyer's background, source of funds and any other information that would indicate their ability to complete the transaction smoothly.

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