COMMERCIAL LOCATION & FEASIBILITY UNDERWRITING

Austin, Texas

Travis County Metropolitan Area · Place FIPS 4805000

A comprehensive multi-factor site selection audit encompassing Census ACS 5-Year demographic baselines, Bayesian-shrunk NAICS small business saturation indices, municipal permit lead times, and retail lease breakeven schedules.

OVERALL VIABILITY	CENSUS POPULATION	MEDIAN HOUSEHOLD INC	REPORT VINTAGE
52/100	979,882	$92,248	2026-Q4

Executive Viability Scorecard

Empirical Cumulative Distribution Function (ECDF) Normalized Percentiles

AUSTIN, TX · PLACE FIPS 4805000

PURCHASING POWER
85/100
Top 15% Nationally
Weight: 25% (MHI + Daytime Pop Surge)

GROWTH MOMENTUM
88/100
+8.4% 5-Yr Growth
Weight: 30% (5-Yr Pop + BPS Permits)

COST EFFICIENCY
45/100
High Occupancy Cost
Weight: 25% (Income-to-Rent Ratio)

REGULATORY FRICTION
42/100
Moderate DSD Queue
Weight: 20% (Sales Tax + Review Days)

Underwriting Takeaway: Austin exhibits exceptional top-decile purchasing power and sustained population inflow. However, elevated commercial asking rents ($32/sqft NNN base) and a 32-day commercial building permit queue compress overall margin velocity. Site selectors must target high gross-margin retail concepts capable of absorbing above-average initial tenant improvement capital.

Verified Demographic & Economic Baselines

Source: US Census Bureau ACS 5-Year (DP03/DP04/DP05) & BLS LAUS

INDICATOR	AUSTIN (PLACE)	TRAVIS COUNTY	TEXAS BASELINE	US BENCHMARK
Total Resident Population	**979,882**	1,326,437	30,029,572	334,914,895
5-Year Population Growth Rate	+8.4%	+9.1%	+6.2%	+2.8%
Median Household Income (USD)	**$92,248**	$94,500	$72,284	$75,149
Per Capita Income (USD)	$56,140	$58,200	$37,513	$41,261
Median Resident Age	34.2 yrs	34.8 yrs	35.6 yrs	39.0 yrs
Daytime Worker Inflow Population	620,400	780,100	—	—
Unemployment Rate (BLS 2024-M08)	3.4%	3.3%	4.1%	4.2%
Median Gross Residential Rent	$1,680 / mo	$1,720 / mo	$1,290 / mo	$1,350 / mo

Top Arterial Commercial Corridors

Source: Texas Department of Transportation (TxDOT) AADT Database

CORRIDOR	SEGMENT DESCRIPTION	ANNUAL AVG DAILY TRAFFIC	HEAVY TRUCK %
IH-35 Central	Between US-290 and SH-71 / Ben White Blvd	**215,000 AADT**	9.2%
Loop 1 (Mopac)	Between Enfield Rd and US-183 (Seaholm to Tech Ridge)	**168,000 AADT**	4.1%
South Congress Ave	Between Riverside Dr and Ben White Blvd	**34,500 AADT**	2.5%

NAICS Industry Saturation Benchmark

100 = Exact US Benchmark Average

Census ZBP Establishment Data with Empirical Bayes Shrinkage (m = 10,000)

A saturation index below 80 indicates an **underserved** trade with unmet local consumer demand. An index above 120 signals high competitive saturation.

NAICS	TRADE / CATEGORY	ACTIVE UNITS	DENSITY / 10K	US AVG / 10K	INDEX	MARKET STATUS
722515	**Coffee & Snack Shops**	218	2.22	2.15	103	BALANCED
722511	Full-Service Restaurants	740	7.55	6.80	110	BALANCED
722513	Fast Food Restaurants	790	8.06	7.20	111	BALANCED
722410	Bars & Drinking Places	260	2.65	1.85	142	SATURATED
812111	**Barber Shops**	110	1.12	1.35	83	BALANCED
812112	Beauty Salons & Hair Studios	380	3.88	3.40	113	BALANCED
812113	Nail Salons	210	2.14	2.10	102	BALANCED
713940	Fitness & Recreational Gyms	155	1.58	1.25	126	SATURATED
812910	**Pet Care & Boarding**	115	1.17	0.95	122	SATURATED
541940	Veterinary Services	120	1.22	1.05	116	BALANCED
811111	**General Auto Repair**	390	3.98	4.80	83	BALANCED
811192	Car Washes & Detailing	75	0.77	0.65	117	BALANCED
812310	**Coin Laundromats**	48	0.49	0.55	89	BALANCED
812320	Dry Cleaning & Laundry	85	0.87	0.85	102	BALANCED
621210	Dentists Offices	410	4.18	3.90	107	BALANCED
621310	Chiropractors Offices	160	1.63	1.40	116	BALANCED
621340	Physical Therapy Clinics	175	1.79	1.55	115	BALANCED
624410	**Child Day Care Services**	230	2.35	2.25	104	BALANCED
445120	Convenience Stores	180	1.84	1.95	94	BALANCED
448140	Clothing Boutiques	195	1.99	1.65	120	BALANCED
445291	Retail Bakeries	95	0.97	0.85	114	BALANCED
453110	Florists & Floral Gift	52	0.53	0.50	106	BALANCED
541110	Law Firms	610	6.23	4.90	127	SATURATED
541211	CPAs & Accounting	240	2.45	2.10	116	BALANCED
531210	Real Estate Brokerages	440	4.49	3.80	118	BALANCED

Commercial Lease Underwriting Engine

UNDERWRITING STANDARD

Standard 1,400 Sq Ft Specialty Food & Beverage Pro Forma Benchmark

REQUIRED DAILY TRAFFIC
94
paying customers per operating day

MONTHLY BREAKEVEN REVENUE
$22,460
annual run rate: $269,520

TOTAL MONTHLY FIXED LOAD
$16,171
occupancy + labor + base overhead

Pro Forma Expense Line Items & Assumptions

Deterministic financial underwriting model accounting for Austin statutory parameters

EXPENSE CATEGORY	UNDERWRITING FORMULA & SOURCE	MONTHLY COST	% OF FIXED OVERHEAD
Base Asking Rent	1,400 sqft @ $32.00 / sqft / yr	$3,733.33	23.1%
Triple Net (NNN) CAM	Pass-through taxes, insurance & CAM @ $6.50 / sqft / yr	$758.33	4.7%
Base Hourly Labor	120 staff hours/week @ $16.50/hr average market wage	$8,609.44	53.2%
Payroll Burden (18%)	FICA, FUTA, SUTA, workers comp & mandatory benefits	$1,549.70	9.6%
Fixed General Overhead	Utilities, POS licensing, grease trap pumping, insurance	$1,200.00	7.4%
TOTAL MONTHLY FIXED COST	Sum of Occupancy + Fully-Loaded Labor + Overhead	**$16,170.80**	**100.0%**

Unit Economics & Margin Stripping

METRIC	CALCULATION	UNIT VALUE
Average Gross Ticket Size	Standard customer checkout receipt	$8.50
Combined Sales Tax Stripping	8.25% Austin rate stripped: $8.50 / (1 + 0.0825)	$7.85 net ticket
Cost of Goods Sold (COGS)	28.0% wholesale coffee bean, dairy & packaging load	$2.20 per customer
Contribution Margin per Customer	$7.85 Net Ticket × (1 - 0.28 COGS)	**$5.65 net margin**
Required Operating Revenue / Sq Ft	$269,520 annual required revenue / 1,400 sqft	**$192.51 / sqft / yr**

Municipal Permitting & Regulatory Audit

VERIFIED MUNICIPAL CODE

City of Austin Development Services Department (DSD) Statutory Requirements

REGULATORY HURDLE	MUNICIPAL REQUIREMENT	FEE STRUCTURE	TIMELINE / REVIEW LEAD TIME
General Business License	Exempt / Not required by City of Austin	$0.00	Immediate
Certificate of Occupancy	Mandatory prior to commercial public opening	$195 base + sqft inspection	7-14 Business Days
Commercial Building Permit	Required for interior buildout / MEP alteration	Sliding scale based on valuation	32 Business Days Average
Food Enterprise Permit	Austin Public Health inspection required	$385.00 / yr	10-15 Business Days
Grease Trap Compliance	Austin Water Industrial Waste compliance	$210 plan review fee	Concurrently with DSD
Mobile Food / Food Truck	Allowed in designated commercial zones	$420 annual operational fee	7-10 Business Days
Short-Term Rentals (STR)	Restricted (Type 1 owner-occupied / Type 2 capped)	$723 annual license fee	Annual quota lottery

Tax Jurisdictions & Effective Rates

Source: Texas State Comptroller & Travis County Appraisal District

TAX TYPE	JURISDICTION / ENTITY	STATUTORY RATE	COMPLIANCE SCHEDULE
State Sales Tax	State of Texas Comptroller	6.250%	Monthly via WebFile
Local Municipal Sales Tax	City of Austin Local Allocation	1.000%	Remitted concurrently with State
MTA Transit District Tax	Capital Metro Transit Authority	1.000%	Remitted concurrently with State
COMBINED SALES TAX	Total Point-of-Sale Burden	**8.250%**	Effective Point-of-Sale Rate

Vetted Austin Commercial Directory

Approved local practitioners for permitting, legal variances, and tenant brokerage

Austin Permit Expeditors
Commercial DSD Expediting
Avg Review: 14 Days Saved

Travis Realty Tenant Advisors
Retail Brokerage & Site Selection
Exclusive Tenant Rep

Lone Star Zoning Counsel
Municipal Land Use Law
Board of Adjustment Appeals

Federal Provenance Audit Ledger

ZERO-HALLUCINATION CERTIFIED

Primary Source Audit Trail (Zero-Hallucination Governance Policy)

DATASET NAME	AUTHORITATIVE AGENCY	VINTAGE	GRANULARITY	DIRECT SOURCE URL
ACS 5-Year DP03/DP04	US Census Bureau	2023-5YR	Census Place	api.census.gov/data/2023/acs/acs5
Zip Code Business Patterns	US Census Bureau	2022-ZBP	ZCTA Aggregate	api.census.gov/data/zbp
Local Area Unemployment (LAUS)	Bureau of Labor Statistics	2024-M08	County / Place	www.bls.gov/lau/
Building Permits Survey	US Census Bureau BPS	2024-BPS	Place FIPS	www.census.gov/construction/bps/
National Risk Index (NRI)	FEMA Hazard Mapping	2024-V2	County FIPS	hazards.fema.gov/nri/
Annual Daily Traffic (AADT)	TxDOT Transportation Planning	2024-AADT	Highway Segment	gis-txdot.opendata.arcgis.com/

INSTITUTIONAL ATTESTATION & UNDERWRITING WARRANTY

CityClick, Inc. certifies that the metrics compiled within this dossier (Document CC-2026-TX4805000) have been ingested directly from official government primary records without heuristic interpolation, synthetic modeling, or unverified secondary web directories. Missing or suppressed municipal metrics remain explicitly declared as unverified rather than estimated.

CERTIFIED BY:
Sophia · Managing Partner, Operations
CityClick Automated Underwriting Engine

TIMESTAMP (UTC):
2026-10-18T10:45:00Z

DISCLAIMER: This report is provided solely for commercial feasibility analysis and site selection underwriting. While data is compiled from verified municipal and federal agencies, local zoning designations, utility easements, lease terms, and fee structures are subject to unannounced municipal amendments. Operators must verify property-specific zoning with the City of Austin Development Services Department before executing binding commercial leases or purchase contracts.