



SECONDARY RETAIL TRADE AREA DEMOGRAPHIC PROFILE

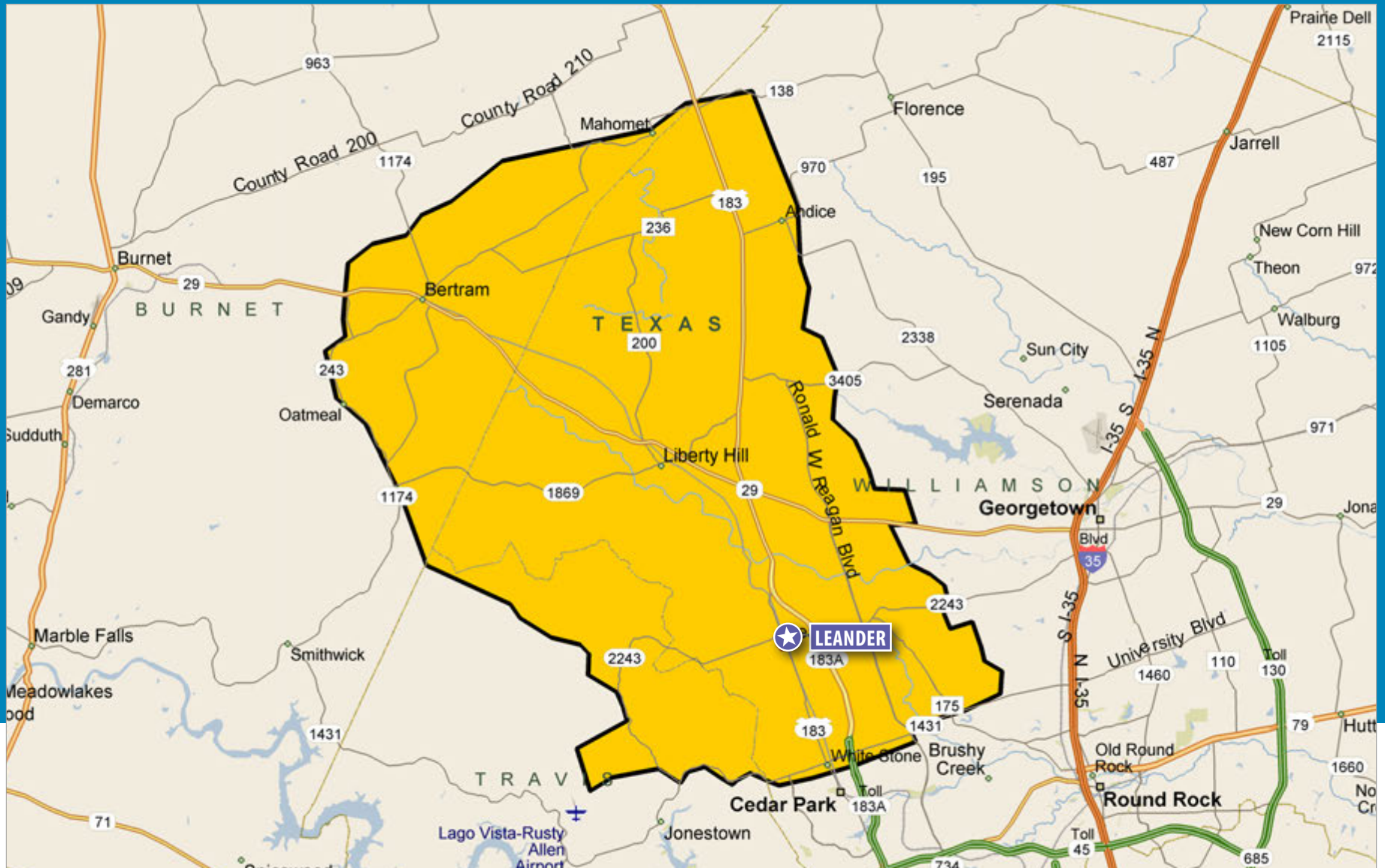
Leander, Texas



Prepared for
City of Leander
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Secondary Retail Trade Area Leander, Texas



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Secondary Retail Trade Area | Demographics

Leander, Texas

| DESCRIPTION | DATA | % |
|--|---------|-------|
| Population | | |
| 2020 Projection | 107,207 | |
| 2015 Estimate | 95,776 | |
| 2010 Census | 81,580 | |
| 2000 Census | 40,182 | |
| | | |
| Growth 2015-2020 | 11.93% | |
| Growth 2010-2015 | 17.40% | |
| Growth 2000-2010 | 103.03% | |
| | | |
| 2015 Est. Population by Single-Classification Race | 95,776 | |
| White Alone | 79,273 | 82.77 |
| Black or African American Alone | 3,640 | 3.80 |
| Amer. Indian and Alaska Native Alone | 587 | 0.61 |
| Asian Alone | 2,402 | 2.51 |
| Native Hawaiian and Other Pac. Isl. Alone | 95 | 0.10 |
| Some Other Race Alone | 6,564 | 6.85 |
| Two or More Races | 3,215 | 3.36 |
| | | |
| 2015 Est. Population by Hispanic or Latino Origin | 95,776 | |
| Not Hispanic or Latino | 75,513 | 78.84 |
| Hispanic or Latino: | 20,263 | 21.16 |
| Mexican | 16,729 | 82.56 |
| Puerto Rican | 656 | 3.24 |
| Cuban | 175 | 0.86 |
| All Other Hispanic or Latino | 2,702 | 13.33 |

| DESCRIPTION | DATA | % |
|---|--------|-------|
| 2015 Est. Hisp. or Latino Pop by Single-Class. Race | 20,263 | |
| White Alone | 11,999 | 59.22 |
| Black or African American Alone | 208 | 1.03 |
| American Indian and Alaska Native Alone | 230 | 1.14 |
| Asian Alone | 95 | 0.47 |
| Native Hawaiian and Other Pacific Islander Alone | 10 | 0.05 |
| Some Other Race Alone | 6,419 | 31.68 |
| Two or More Races | 1,302 | 6.43 |
| | | |
| 2015 Est. Pop by Race, Asian Alone, by Category | 2,402 | |
| Chinese, except Taiwanese | 241 | 10.03 |
| Filipino | 462 | 19.23 |
| Japanese | 183 | 7.62 |
| Asian Indian | 882 | 36.72 |
| Korean | 154 | 6.41 |
| Vietnamese | 270 | 11.24 |
| Cambodian | 9 | 0.37 |
| Hmong | 7 | 0.29 |
| Laotian | 21 | 0.87 |
| Thai | 40 | 1.67 |
| All Other Asian Races Including 2+ Category | 134 | 5.58 |
| | | |
| 2015 Est. Population by Ancestry | 95,776 | |
| Arab | 259 | 0.27 |
| Czech | 787 | 0.82 |
| Danish | 188 | 0.20 |
| Dutch | 463 | 0.48 |
| English | 6,505 | 6.79 |
| French (except Basque) | 1,959 | 2.05 |
| French Canadian | 711 | 0.74 |
| German | 15,169 | 15.84 |
| Greek | 191 | 0.20 |

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| DESCRIPTION | DATA | % |
|---|--------|-------|
| Hungarian | 216 | 0.23 |
| Irish | 5,496 | 5.74 |
| Italian | 2,059 | 2.15 |
| Lithuanian | 91 | 0.10 |
| United States or American | 6,751 | 7.05 |
| Norwegian | 962 | 1.00 |
| Polish | 1,054 | 1.10 |
| Portuguese | 61 | 0.06 |
| Russian | 139 | 0.15 |
| Scottish | 1,325 | 1.38 |
| Scotch-Irish | 1,489 | 1.55 |
| Slovak | 28 | 0.03 |
| Subsaharan African | 1,206 | 1.26 |
| Swedish | 683 | 0.71 |
| Swiss | 111 | 0.12 |
| Ukrainian | 65 | 0.07 |
| Welsh | 203 | 0.21 |
| West Indian (except Hisp. groups) | 323 | 0.34 |
| Other ancestries | 35,264 | 36.82 |
| Ancestry Unclassified | 12,018 | 12.55 |
| 2015 Est. Pop Age 5+ by Language Spoken at Home | 88,505 | |
| Speak Only English at Home | 75,307 | 85.09 |
| Speak Asian/Pac. Isl. Lang. at Home | 1,207 | 1.36 |
| Speak IndoEuropean Language at Home | 1,621 | 1.83 |
| Speak Spanish at Home | 10,036 | 11.34 |
| Speak Other Language at Home | 334 | 0.38 |
| 2015 Est. Population by Sex | 95,776 | |
| Male | 47,367 | 49.46 |
| Female | 48,409 | 50.54 |

| DESCRIPTION | DATA | % |
|-----------------------------|--------|-------|
| 2015 Est. Population by Age | 95,776 | |
| Age 0 - 4 | 7,271 | 7.59 |
| Age 5 - 9 | 7,863 | 8.21 |
| Age 10 - 14 | 8,452 | 8.82 |
| Age 15 - 17 | 4,701 | 4.91 |
| Age 18 - 20 | 3,952 | 4.13 |
| Age 21 - 24 | 4,463 | 4.66 |
| Age 25 - 34 | 10,372 | 10.83 |
| Age 35 - 44 | 16,192 | 16.91 |
| Age 45 - 54 | 14,207 | 14.83 |
| Age 55 - 64 | 9,926 | 10.36 |
| Age 65 - 74 | 5,505 | 5.75 |
| Age 75 - 84 | 2,153 | 2.25 |
| Age 85 and over | 720 | 0.75 |
| Age 16 and over | 70,644 | 73.76 |
| Age 18 and over | 67,489 | 70.47 |
| Age 21 and over | 63,537 | 66.34 |
| Age 65 and over | 8,378 | 8.75 |
| 2015 Est. Median Age | 35.5 | |
| 2015 Est. Average Age | 34.7 | |

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| DESCRIPTION | DATA | % |
|------------------------------------|--------|-------|
| 2015 Est. Male Population by Age | 47,367 | |
| Age 0 - 4 | 3,701 | 7.81 |
| Age 5 - 9 | 4,023 | 8.49 |
| Age 10 - 14 | 4,334 | 9.15 |
| Age 15 - 17 | 2,447 | 5.17 |
| Age 18 - 20 | 2,088 | 4.41 |
| Age 21 - 24 | 2,346 | 4.95 |
| Age 25 - 34 | 4,799 | 10.13 |
| Age 35 - 44 | 8,027 | 16.95 |
| Age 45 - 54 | 7,071 | 14.93 |
| Age 55 - 64 | 4,820 | 10.18 |
| Age 65 - 74 | 2,555 | 5.39 |
| Age 75 - 84 | 922 | 1.95 |
| Age 85 and over | 234 | 0.49 |
| 2015 Est. Median Age, Male | 34.9 | |
| 2015 Est. Average Age, Male | 33.9 | |
| 2015 Est. Female Population by Age | 48,409 | |
| Age 0 - 4 | 3,570 | 7.37 |
| Age 5 - 9 | 3,841 | 7.93 |
| Age 10 - 14 | 4,118 | 8.51 |
| Age 15 - 17 | 2,254 | 4.66 |
| Age 18 - 20 | 1,864 | 3.85 |
| Age 21 - 24 | 2,117 | 4.37 |
| Age 25 - 34 | 5,573 | 11.51 |
| Age 35 - 44 | 8,164 | 16.86 |
| Age 45 - 54 | 7,136 | 14.74 |
| Age 55 - 64 | 5,106 | 10.55 |
| Age 65 - 74 | 2,950 | 6.09 |
| Age 75 - 84 | 1,231 | 2.54 |
| Age 85 and over | 486 | 1.00 |

| DESCRIPTION | DATA | % |
|---|--------|-------|
| 2015 Est. Median Age, Female | 36.1 | |
| 2015 Est. Average Age, Female | 35.4 | |
| 2015 Est. Pop Age 15+ by Marital Status | 72,189 | |
| Total, Never Married | 17,518 | 24.27 |
| Males, Never Married | 9,163 | 12.69 |
| Females, Never Married | 8,354 | 11.57 |
| Married, Spouse present | 41,600 | 57.63 |
| Married, Spouse absent | 2,634 | 3.65 |
| Widowed | 1,918 | 2.66 |
| Males Widowed | 340 | 0.47 |
| Females Widowed | 1,578 | 2.19 |
| Divorced | 8,520 | 11.80 |
| Males Divorced | 3,555 | 4.92 |
| Females Divorced | 4,965 | 6.88 |
| 2015 Est. Pop Age 25+ by Edu. Attainment | 59,074 | |
| Less than 9th grade | 1,958 | 3.31 |
| Some High School, no diploma | 2,668 | 4.52 |
| High School Graduate (or GED) | 13,176 | 22.30 |
| Some College, no degree | 15,578 | 26.37 |
| Associate Degree | 5,579 | 9.44 |
| Bachelor's Degree | 14,727 | 24.93 |
| Master's Degree | 4,180 | 7.08 |
| Professional School Degree | 871 | 1.47 |
| Doctorate Degree | 338 | 0.57 |
| 2015 Est. Pop Age 25+ by Edu. Attain., Hisp./Lat. | 10,024 | |
| No High School Diploma | 2,276 | 22.71 |
| High School Graduate | 2,690 | 26.84 |
| Some College or Associate's Degree | 3,131 | 31.24 |
| Bachelor's Degree or Higher | 1,927 | 19.22 |

Secondary Retail Trade Area | Demographics

Leander, Texas

| DESCRIPTION | DATA | % |
|--|---------|-------|
| Households | | |
| 2020 Projection | 36,212 | |
| 2015 Estimate | 32,300 | |
| 2010 Census | 27,488 | |
| 2000 Census | 13,360 | |
| | | |
| Growth 2015-2020 | 12.11% | |
| Growth 2010-2015 | 17.50% | |
| Growth 2000-2010 | 105.74% | |
| | | |
| 2015 Est. Households by Household Type | 32,300 | |
| Family Households | 25,816 | 79.93 |
| Nonfamily Households | 6,483 | 20.07 |
| | | |
| 2015 Est. Group Quarters Population | 354 | |
| | | |
| 2015 HHs by Ethnicity, Hispanic/Latino | 5,004 | 15.49 |
| | | |
| 2015 Est. Households by HH Income | 32,300 | |
| Income < \$15,000 | 1,509 | 4.67 |
| Income \$15,000 - \$24,999 | 1,803 | 5.58 |
| Income \$25,000 - \$34,999 | 1,794 | 5.55 |
| Income \$35,000 - \$49,999 | 3,422 | 10.59 |
| Income \$50,000 - \$74,999 | 6,971 | 21.58 |
| Income \$75,000 - \$99,999 | 5,322 | 16.48 |
| Income \$100,000 - \$124,999 | 4,062 | 12.58 |
| Income \$125,000 - \$149,999 | 2,869 | 8.88 |
| Income \$150,000 - \$199,999 | 2,585 | 8.00 |
| Income \$200,000 - \$249,999 | 955 | 2.96 |
| Income \$250,000 - \$499,999 | 815 | 2.52 |
| Income \$500,000+ | 192 | 0.59 |

| DESCRIPTION | DATA | % |
|--|----------|-------|
| 2015 Est. Average Household Income | \$93,950 | |
| 2015 Est. Median Household Income | \$78,054 | |
| | | |
| 2015 Median HH Inc. by Single-Class. Race or Eth. | | |
| White Alone | 80,194 | |
| Black or African American Alone | 77,234 | |
| American Indian and Alaska Native Alone | 69,666 | |
| Asian Alone | 80,780 | |
| Native Hawaiian and Other Pacific Islander Alone | 55,939 | |
| Some Other Race Alone | 55,940 | |
| Two or More Races | 70,958 | |
| | | |
| Hispanic or Latino | 64,399 | |
| Not Hispanic or Latino | 81,375 | |
| | | |
| 2015 Est. Family HH Type by Presence of Own Child. | 25,816 | |
| Married-Couple Family, own children | 11,504 | 44.56 |
| Married-Couple Family, no own children | 9,459 | 36.64 |
| Male Householder, own children | 880 | 3.41 |
| Male Householder, no own children | 574 | 2.22 |
| Female Householder, own children | 2,132 | 8.26 |
| Female Householder, no own children | 1,266 | 4.90 |
| | | |
| 2015 Est. Households by Household Size | 32,300 | |
| 1-person | 5,268 | 16.31 |
| 2-person | 9,790 | 30.31 |
| 3-person | 6,387 | 19.77 |
| 4-person | 6,040 | 18.70 |
| 5-person | 2,930 | 9.07 |
| 6-person | 1,209 | 3.74 |
| 7-or-more-person | 675 | 2.09 |

Secondary Retail Trade Area | Demographics

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| DESCRIPTION | DATA | % |
|---|--------|-------|
| 2015 Est. Average Household Size | 2.95 | |
| 2015 Est. Households by Presence of People Under 18 | 32,300 | |
| Households with 1 or More People under Age 18: | 15,628 | 48.38 |
| Married-Couple Family | 12,055 | 77.14 |
| Other Family, Male Householder | 998 | 6.39 |
| Other Family, Female Householder | 2,462 | 15.75 |
| Nonfamily, Male Householder | 80 | 0.51 |
| Nonfamily, Female Householder | 34 | 0.22 |
| Households with No People under Age 18: | 16,671 | 51.61 |
| Married-Couple Family | 8,905 | 53.42 |
| Other Family, Male Householder | 451 | 2.71 |
| Other Family, Female Householder | 939 | 5.63 |
| Nonfamily, Male Householder | 3,055 | 18.33 |
| Nonfamily, Female Householder | 3,321 | 19.92 |
| 2015 Est. Households by Number of Vehicles | 32,300 | |
| No Vehicles | 806 | 2.50 |
| 1 Vehicle | 7,033 | 21.77 |
| 2 Vehicles | 17,012 | 52.67 |
| 3 Vehicles | 5,656 | 17.51 |
| 4 Vehicles | 1,248 | 3.86 |
| 5 or more Vehicles | 545 | 1.69 |
| 2015 Est. Average Number of Vehicles | 2.1 | |

| DESCRIPTION | DATA | % |
|--|--------|-------|
| Family Households | | |
| 2020 Projection | 28,961 | |
| 2015 Estimate | 25,816 | |
| 2010 Census | 21,941 | |
| 2000 Census | 11,022 | |
| Growth 2015-2020 | 12.18% | |
| Growth 2010-2015 | 17.66% | |
| Growth 2000-2010 | 99.07% | |
| 2015 Est. Families by Poverty Status | 25,816 | |
| 2015 Families at or Above Poverty | 24,480 | 94.82 |
| 2015 Families at or Above Poverty with Children | 14,506 | 56.19 |
| 2015 Families Below Poverty | 1,337 | 5.18 |
| 2015 Families Below Poverty with Children | 906 | 3.51 |
| 2015 Est. Pop Age 16+ by Employment Status | 70,644 | |
| In Armed Forces | 165 | 0.23 |
| Civilian - Employed | 47,489 | 67.22 |
| Civilian - Unemployed | 3,728 | 5.28 |
| Not in Labor Force | 19,261 | 27.26 |
| 2015 Est. Civ. Employed Pop 16+ by Class of Worker | 48,457 | |
| For-Profit Private Workers | 31,752 | 65.53 |
| Non-Profit Private Workers | 3,433 | 7.08 |
| Local Government Workers | 4,373 | 9.02 |
| State Government Workers | 3,401 | 7.02 |
| Federal Government Workers | 549 | 1.13 |
| Self-Employed Workers | 4,877 | 10.06 |
| Unpaid Family Workers | 71 | 0.15 |

Secondary Retail Trade Area | Demographics

Leander, Texas

| DESCRIPTION | DATA | % |
|--|--------|-------|
| 2015 Est. Civ. Employed Pop 16+ by Occupation | 48,457 | |
| Architect/Engineer | 1,260 | 2.60 |
| Arts/Entertainment/Sports | 1,029 | 2.12 |
| Building Grounds Maintenance | 1,101 | 2.27 |
| Business/Financial Operations | 3,191 | 6.59 |
| Community/Social Services | 654 | 1.35 |
| Computer/Mathematical | 2,292 | 4.73 |
| Construction/Extraction | 3,103 | 6.40 |
| Education/Training/Library | 3,261 | 6.73 |
| Farming/Fishing/Forestry | 139 | 0.29 |
| Food Prep/Serving | 2,321 | 4.79 |
| Health Practitioner/Technician | 2,622 | 5.41 |
| Healthcare Support | 955 | 1.97 |
| Maintenance Repair | 1,784 | 3.68 |
| Legal | 342 | 0.71 |
| Life/Physical/Social Science | 246 | 0.51 |
| Management | 6,653 | 13.73 |
| Office/Admin. Support | 5,543 | 11.44 |
| Production | 1,748 | 3.61 |
| Protective Services | 1,354 | 2.79 |
| Sales/Related | 6,187 | 12.77 |
| Personal Care/Service | 1,458 | 3.01 |
| Transportation/Moving | 1,213 | 2.50 |
| 2015 Est. Pop 16+ by Occupation Classification | 48,457 | |
| Blue Collar | 7,848 | 16.20 |
| White Collar | 33,280 | 68.68 |
| Service and Farm | 7,328 | 15.12 |

| DESCRIPTION | DATA | % |
|--|--------|-------|
| 2015 Est. Workers Age 16+ by Transp. to Work | 47,839 | |
| Drove Alone | 37,999 | 79.43 |
| Car Pooled | 4,994 | 10.44 |
| Public Transportation | 193 | 0.40 |
| Walked | 398 | 0.83 |
| Bicycle | 61 | 0.13 |
| Other Means | 519 | 1.08 |
| Worked at Home | 3,676 | 7.68 |
| 2015 Est. Workers Age 16+ by Travel Time to Work * | | |
| Less than 15 Minutes | 7,106 | |
| 15 - 29 Minutes | 13,252 | |
| 30 - 44 Minutes | 14,553 | |
| 45 - 59 Minutes | 5,224 | |
| 60 or more Minutes | 4,119 | |
| 2015 Est. Avg. Travel Time to Work in Minutes | 33.19 | |
| 2015 Est. Occupied Housing Units by Tenure | 32,300 | |
| Owner Occupied | 26,807 | 82.99 |
| Renter Occupied | 5,493 | 17.01 |
| 2015 Owner Occ. HUs: Avg. Length of Residence | 10.4 | |
| 2015 Renter Occ. HUs: Avg. Length of Residence | 6.4 | |

Secondary Retail Trade Area | Demographics

Leander, Texas

| DESCRIPTION | DATA | % |
|---|-----------|-------|
| 2015 Est. Owner-Occupied Housing Units by Value | 26,807 | |
| Value Less than \$20,000 | 307 | 1.15 |
| Value \$20,000 - \$39,999 | 370 | 1.38 |
| Value \$40,000 - \$59,999 | 546 | 2.04 |
| Value \$60,000 - \$79,999 | 477 | 1.78 |
| Value \$80,000 - \$99,999 | 660 | 2.46 |
| Value \$100,000 - \$149,999 | 4,538 | 16.93 |
| Value \$150,000 - \$199,999 | 7,651 | 28.54 |
| Value \$200,000 - \$299,999 | 6,270 | 23.39 |
| Value \$300,000 - \$399,999 | 2,902 | 10.83 |
| Value \$400,000 - \$499,999 | 1,459 | 5.44 |
| Value \$500,000 - \$749,999 | 1,073 | 4.00 |
| Value \$750,000 - \$999,999 | 344 | 1.28 |
| Value \$1,000,000 or more | 210 | 0.78 |
| 2015 Est. Median All Owner-Occupied Housing Value | \$192,514 | |
| 2015 Est. Housing Units by Units in Structure | 33,863 | |
| 1 Unit Attached | 236 | 0.70 |
| 1 Unit Detached | 29,211 | 86.26 |
| 2 Units | 186 | 0.55 |
| 3 or 4 Units | 331 | 0.98 |
| 5 to 19 Units | 369 | 1.09 |
| 20 to 49 Units | 231 | 0.68 |
| 50 or More Units | 239 | 0.71 |
| Mobile Home or Trailer | 3,022 | 8.92 |
| Boat, RV, Van, etc. | 37 | 0.11 |

| DESCRIPTION | DATA | % |
|---|--------|-------|
| 2015 Est. Housing Units by Year Structure Built | 33,863 | |
| Housing Units Built 2010 or later | 5,215 | 15.40 |
| Housing Units Built 2000 to 2009 | 14,361 | 42.41 |
| Housing Units Built 1990 to 1999 | 7,209 | 21.29 |
| Housing Units Built 1980 to 1989 | 3,582 | 10.58 |
| Housing Units Built 1970 to 1979 | 1,860 | 5.49 |
| Housing Units Built 1960 to 1969 | 436 | 1.29 |
| Housing Units Built 1950 to 1959 | 374 | 1.10 |
| Housing Units Built 1940 to 1949 | 309 | 0.91 |
| Housing Unit Built 1939 or Earlier | 516 | 1.52 |
| 2015 Est. Median Year Structure Built** | 2002 | |



C. Kelly Cofer
President & CEO
The Retail Coach, LLC

About The Retail Coach

The Retail Coach, LLC, is a national retail analytics and locational intelligence firm that specializes in all aspects of retail market analyses and recruitment, from “macro to micro” trade area assessment to actively recruiting retailers on behalf of our clients.

Through its unique Retail:360 process, The Retail Coach offers a dynamic system of products and services that better enable communities to maximize their retail development potential.

Retail:360 Process

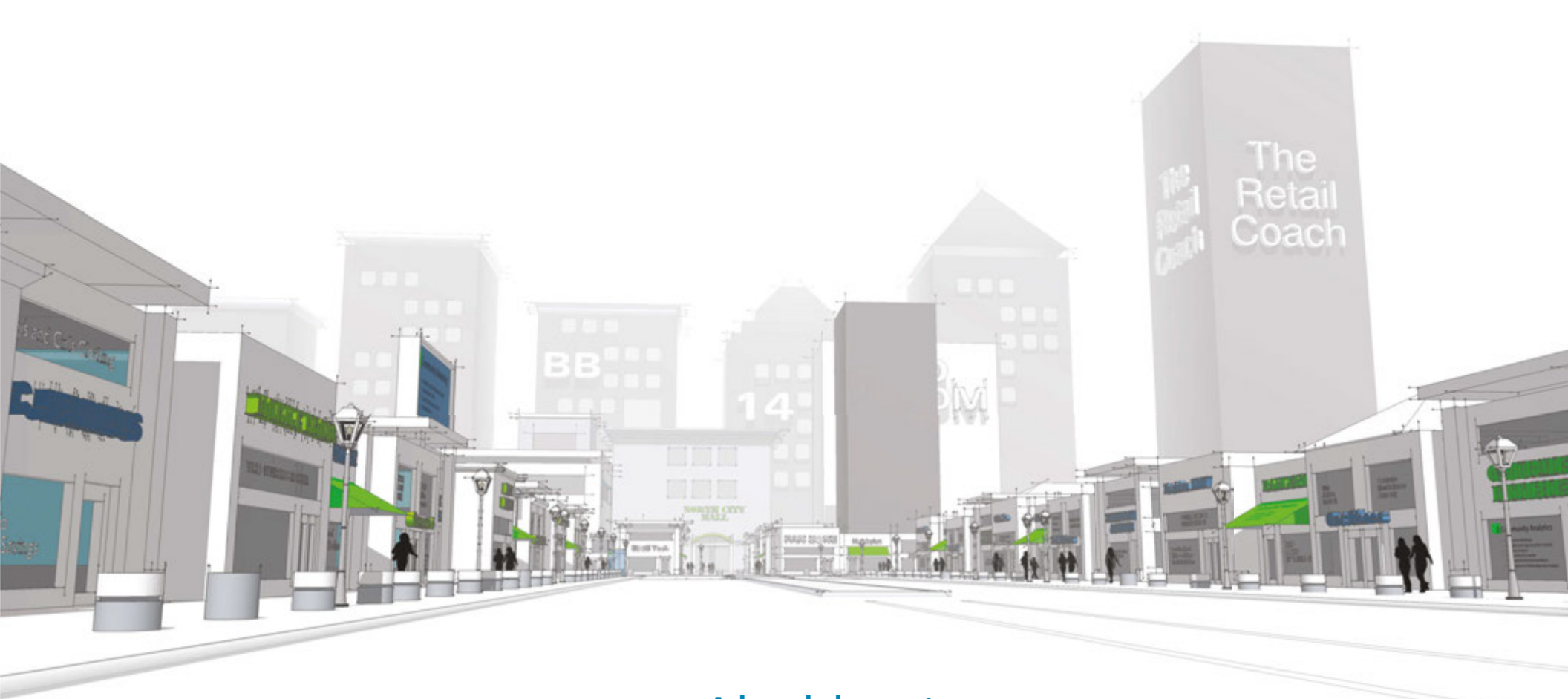
Providing more than simple data reports of psychographic and demographic trends, The Retail Coach goes well beyond other retail consulting and market research firms’ offerings by combining current national and statewide demographics and trend data with real-world, “on-the-ground” data gathered through extensive visits within our clients’ communities.

Every community is different, and there is no “one size fits all” retail recruitment solution. Compiling the gathered data into client-tailored information packets that are uniquely designed for, and targeted to, specific retailers and restaurants who meet the community’s needs helps assure our clients that they are receiving the latest and best information for their retail recruitment efforts — all with personal service and coaching guidance that continues beyond the initial project scope and timeline.

Our Retail:360 process assures that communities get timely, accurate and relevant information. Translating that data into the information that retailers need and seek assures our clients even better possibilities for tremendous retail growth and success.

**The Retail Coach -
It’s not about data. It’s about your success.**

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Acknowledgements

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Sources used in completing this study include: infoUSA™, Applied Geographic Solutions, Nielsen 2014/2015, ESRI 2014, U.S. Census Bureau, Economy.com, Spatial Insights Inc., Urban Land Institute, CensusViewer.com, International Council of Shopping Centers, and/or U.S. Bureau of Labor and Statistics.

To better represent current data, where applicable, portions of estimated actual sales may be calculated using an average sales per square foot model.

Mapping data is provided by MapInfo, Nielsen, ESRI and/or Microsoft Corporation.

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