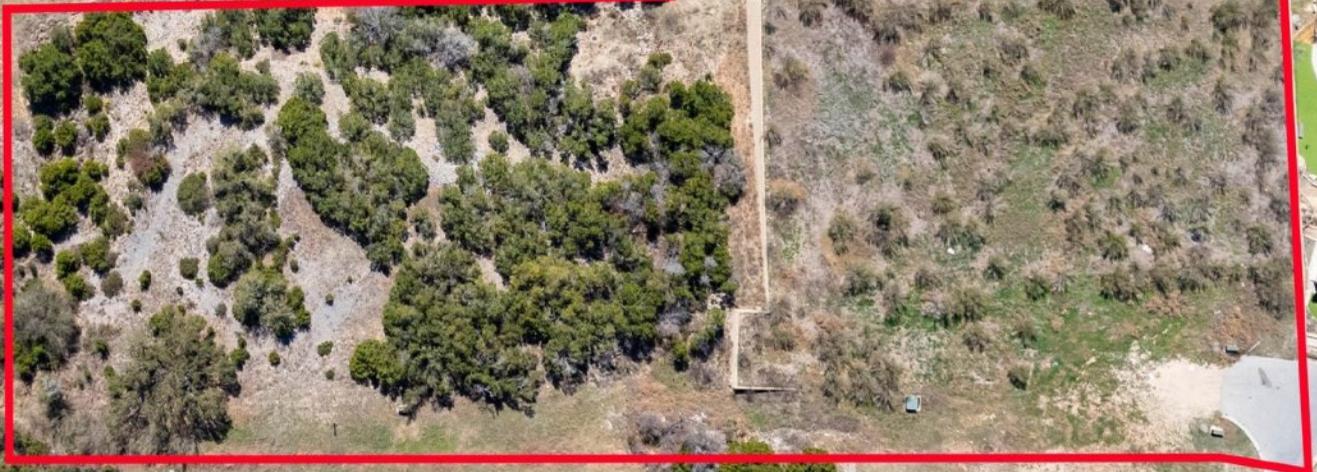


For Sale



18017 STATE HWY 71 | AUSTIN, TX 78738

Scan for Website:



PRIME HILL COUNTRY COMMERCIAL DEVELOPMENT OPPORTUNITY

Located along State Highway 71 in the highly desirable Bee Cave–Lake Travis corridor, this 4.26-acre commercial development opportunity has exceptional visibility and sits at the entrance to the Sweetwater master-planned community, which is one of the fastest-growing luxury residential areas west of Austin.

Positioned between Bee Cave and Spicewood, the property benefits from strong daily traffic counts, rapid population growth, and high household incomes in the surrounding communities. The site offers excellent accessibility from a signalized intersection with direct curb-cut access onto Highway 71, making it an ideal location for retail, restaurant, medical, or service-oriented commercial development.

With substantial site work already completed, including retaining walls and infrastructure improvements, the property presents a rare opportunity to develop in a high-barrier-to-entry market where demand for neighborhood retail and services continues to accelerate.

- 4.26 Acres total site area, with 2 acres of developable land
- Approximately 63,355 SF + 24,275 SF developable pads
- Located along State Highway 71 corridor
- Direct access from signalized intersection
- Adjacent to Sweetwater master-planned residential community (~1,800 homes)
- Utilities: all are onsite or to the property
- Significant site work completed
- Strong surrounding demographics
- Ideal for retail, restaurant, medical, or service uses

John Mallach, REALTOR®

(512) 799-9083 | John.Mallach@gmail.com | (512) 966-0392 | Madison@MallachandCompany.com

Madison Montgomery, REALTOR®

Property Overview

Total Land Area:

4.26 Acres with exceptional visibility and convenience

Developable Pads:

Pad 1: approx. 63,355 SF

Pad 2: approx. 24,275 SF

Zoning / Land Use:

Sweetwater Commercial (retail, restaurant, and service-oriented uses permitted)

Utilities:

All utilities are onsite or routed to the property.

Floodplain:

Property lies within FEMA Zone X, indicating the area is outside the 500-year floodplain.

Access:

Direct access via curb cut along State Highway 71.

Current Site Improvements:

Retaining wall installed along rear of property

Initial site work completed

Detention and drainage infrastructure planned

Pad A:

63,355 square feet of developable area.

Ideal for:

Retail center

Restaurant with patio

Medical office

Professional services

Pad B:

24,275 square feet of developable area.

Ideal for:

Boutique retail

Coffee shop

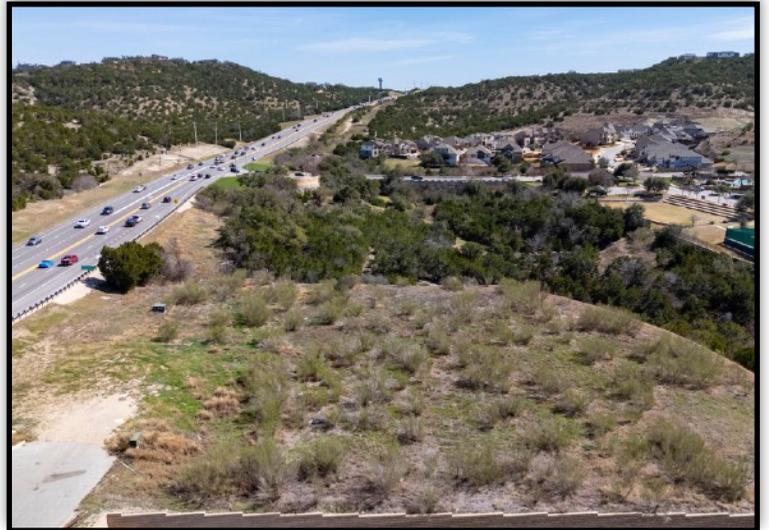
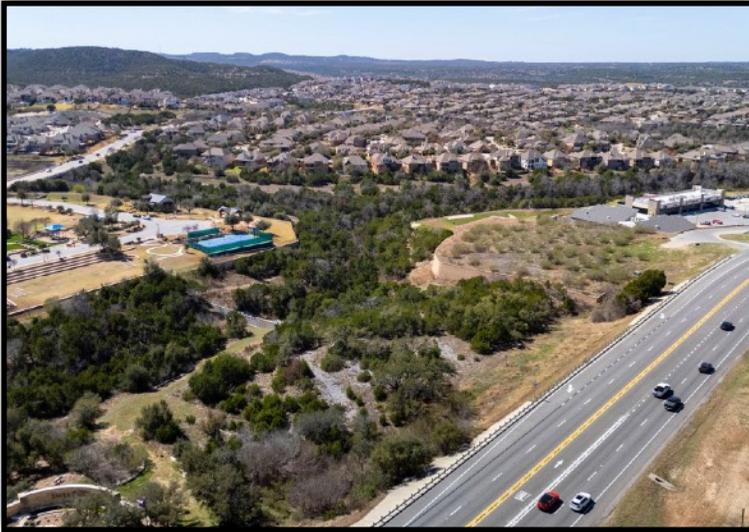
Quick-service restaurant

Medical or wellness office

Aerial Photos



Aerial Photos



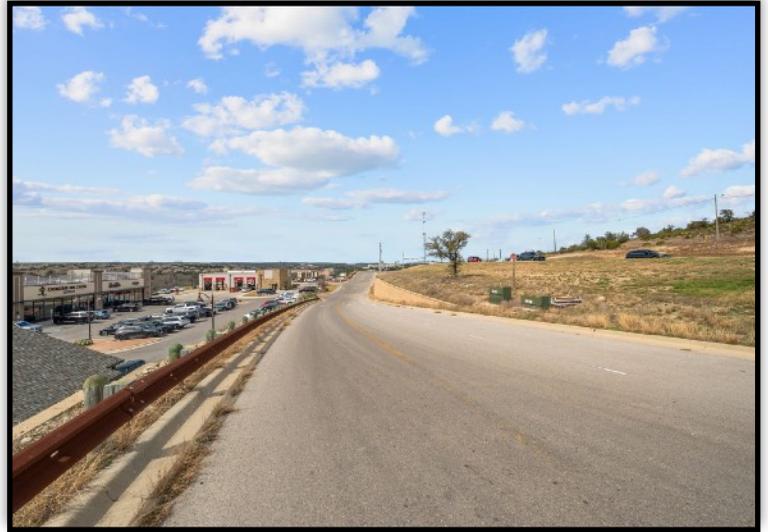
Photos



Photos



Photos



Micro- and Macro Location Details

Sweetwater Master-Planned Community

The property is located at the entrance to Sweetwater, one of the premier master-planned residential communities.

- Approximately 1,800 homes planned
- Resort-style amenities
- Highly rated Lake Travis ISD schools
- Extensive trail and park system
- Strong demand for neighborhood retail services

Nearby schools and amenities include:

- Lake Travis Middle School
- Bee Creek Sports Complex
- Spicewood Elementary School
- Hill Country Galleria (major regional retail)

The surrounding community features **high home values and strong household incomes**, creating a strong customer base for retail and service businesses.

Austin, Texas Market Overview

Austin is one of the most dynamic economic regions in the country, attracting both businesses and residents at record levels.

Major Economic Drivers

- Technology sector (Tesla, Apple, Google, Oracle, Dell)
- Life sciences and biotech
- University of Texas research ecosystem
- Film, entertainment, and tourism industries

Population Growth

Austin's population has grown more than 30% over the past decade, with continued expansion projected throughout Central Texas.

Quality of Life

- Scenic Hill Country landscape
- Lake recreation
- Highly ranked schools
- Proximity to Downtown Austin

These factors continue to drive **demand for residential development**, along with the retail services that support it.

Demographics and Market Strength

Strong Area Demographics

Within a short drive of the site, the area demonstrates significant purchasing power and sustained residential growth.

1-Mile Radius

Population: approx. 3,300+ residents

Households: approx. 2,100

Average Household Income: approx. \$245,000+

Key Market Drivers

Rapid Residential Growth

New residential communities continue to develop throughout Bee Cave, Spicewood, and Lake Travis.

High Household Incomes

The Lake Travis area ranks among the wealthiest suburban areas in Central Texas.

Limited Retail Supply

Neighborhood retail development has not kept pace with residential growth, creating strong demand for service-oriented commercial uses.

Austin Market Expansion

Austin continues to rank among the fastest-growing metro areas in the United States, driven by technology, corporate relocation, and lifestyle migration.

Strategic Location Along Austin's Western Growth Corridor

The property sits along State Highway 71, a major commuter and commercial corridor connecting Downtown Austin to the Lake Travis region and the Texas Hill Country.

The corridor serves residents from rapidly growing communities including:

- Bee Cave
- Lakeway
- Spicewood
- Dripping Springs
- Lake Travis communities

With daily traffic volumes approaching 60,000 vehicles in key segments of the corridor, SH 71 provides excellent visibility and accessibility for retail and service-oriented businesses.

Ongoing roadway improvements and continued residential growth throughout western Travis County are expected to further increase traffic and customer demand in the coming years.

Infrastructure Investments Supporting Long-Term Growth

The SH 71 corridor is currently undergoing transportation improvements to support the region's continued population expansion.

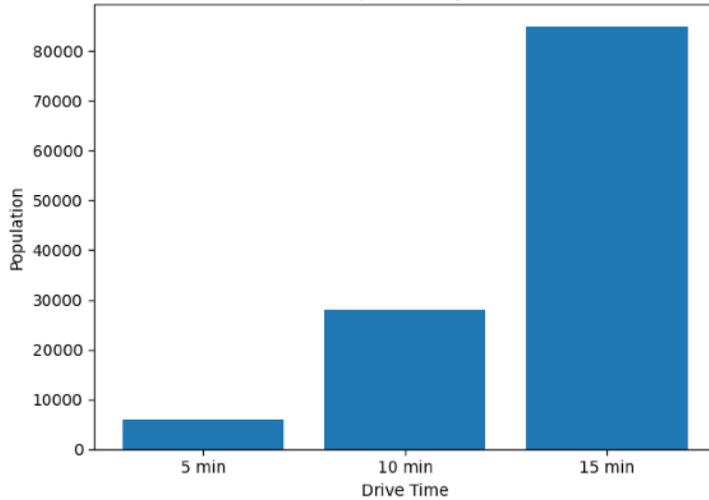
Planned improvements include:

- Median safety upgrades along a 6.4-mile stretch of SH 71
- Intersection improvements and access management
- Continued roadway enhancements to support traffic demand

These investments reinforce the long-term role of SH 71 as a primary retail and commuter corridor serving the Lake Travis region.

Additional Analytics

Estimated Population by Drive Time



Drive-Time Population Chart

Shows estimated population within 5, 10, and 15 minutes of the property, and it demonstrates that the customer base size is expanding outward from the site.

Retail Gap Analysis Chart

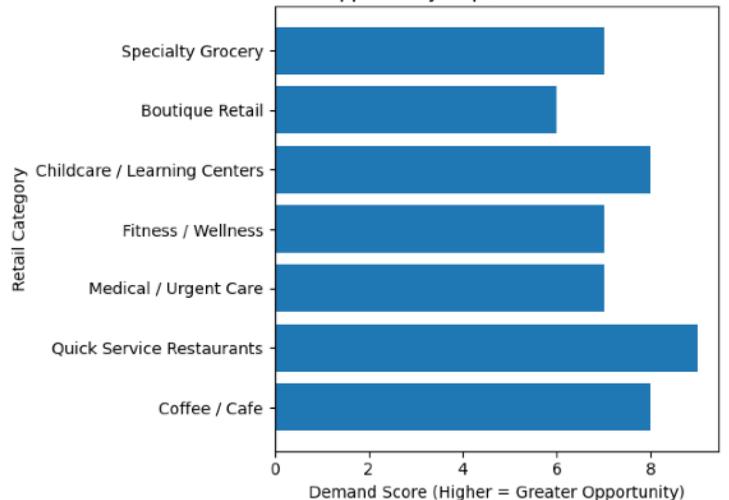
Highlights business categories with the strongest opportunity in the Lake Travis / Bee Cave corridor.

Strong opportunity categories include:

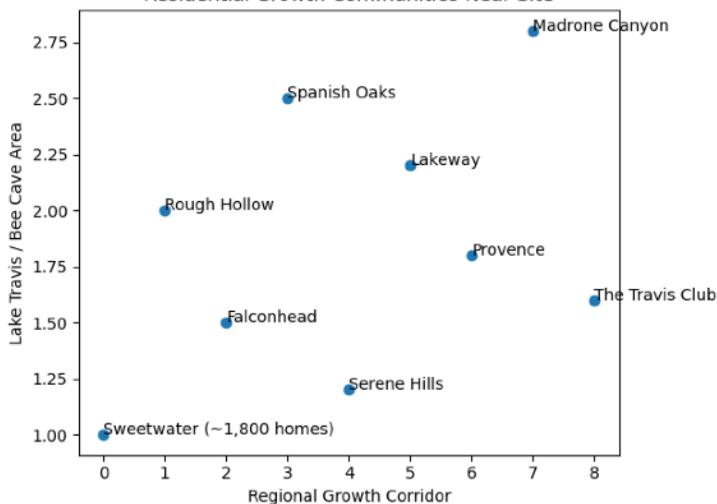
- Coffee / Café
- Quick-service restaurants
- Medical / urgent care
- Fitness / wellness studios
- Childcare / learning centers

Retail developers love seeing this because it shows what tenants are most likely to succeed in the trade area.

Retail Opportunity Gap (Relative Demand Score)



Residential Growth Communities Near Site



Residential Growth Map

Illustrates major residential communities driving demand near the site.

- Sweetwater (~1,800 homes)
- Rough Hollow
- Falconhead
- Spanish Oaks
- Serene Hills
- Lakeway
- Provence
- Madrone Canyon
- The Travis Club (ultra-luxury golf community under development)

Bee Cave/Lake Travis Growth Corridor

Why This Area Is the Ideal Location to Scale Your Business in 2026 and Beyond

1. One of the Fastest-Growing Corridors in Central Texas

Western Travis County continues to experience rapid residential growth as Austin expands toward the Hill Country. Communities throughout the Lake Travis and Bee Cave areas are attracting new residents seeking high-quality schools, outdoor recreation, and proximity to Downtown Austin. This steady influx of residents creates a growing customer base for retail, restaurants, medical services, and professional businesses.

2. High-Income Demographics Drive Strong Consumer Spending

The Lake Travis region consistently ranks among the most affluent areas in the Austin metropolitan area. Many residents are executives, entrepreneurs, and professionals working in Austin's technology, healthcare, and business sectors. Higher household incomes translate into stronger demand for premium dining, wellness services, specialty retail, and lifestyle-oriented businesses.

3. Strategic Highway Visibility Along State Highway 71

State Highway 71 is one of the primary commuter routes connecting Austin with Bee Cave, Lakeway, Spicewood, and the Texas Hill Country. Businesses located along this corridor benefit from excellent visibility and daily exposure to thousands of commuters traveling between residential communities and employment centers. Continued roadway improvements are further strengthening the corridor's long-term commercial viability.

4. Captive Customer Base from Surrounding Master-Planned Communities

The property sits at the entrance to Sweetwater, a master-planned community with approximately 1,800 homes, along with several other nearby residential developments. These communities create a built-in customer base for neighborhood retail and service businesses, allowing tenants to benefit from consistent daily traffic generated by nearby residents.

5. Limited Commercial Supply in a High-Demand Submarket

Despite rapid residential growth in the Lake Travis area, the supply of conveniently located neighborhood retail and service centers remains limited. This imbalance between population growth and retail availability creates strong opportunities for well-positioned businesses to capture unmet demand in categories such as dining, wellness, medical services, and specialty retail.

6. Part of the Expanding Austin Metropolitan Economy

Austin continues to rank among the most dynamic economies in the United States, driven by major technology employers, a strong entrepreneurial ecosystem, and continued corporate relocations. As the city grows westward, areas like Bee Cave and the Lake Travis corridor are becoming important commercial nodes that serve both local residents and regional visitors.

For Your Business...And Your Team

Located in the highly desirable Bee Cave and Lake Travis corridor, this area offers more than just strong business fundamentals...it provides an exceptional environment for companies and their teams to thrive. Surrounded by thriving master-planned communities, top-rated schools, scenic Hill Country landscapes, and convenient access to Austin's economic center, the Highway 71 corridor continues to attract both growing businesses and talented professionals. For companies seeking a location that supports long-term growth while offering employees an outstanding quality of life, this region presents a compelling opportunity.

1. Exceptional Quality of Life

The Lake Travis and Bee Cave area offers a unique blend of Hill Country scenery, outdoor recreation, and modern amenities. Employees enjoy access to hiking trails, parks, Lake Travis boating and water activities, and a relaxed lifestyle, all while remaining within commuting distance of Downtown Austin.

2. Top-Rated Schools and Family-Friendly Communities

The area is served by Lake Travis Independent School District, one of the highest-rated school districts in Central Texas. Surrounding master-planned communities like Sweetwater, Rough Hollow, and Serene Hills provide safe, well-designed neighborhoods that attract families and long-term residents.

3. Strong Economic Growth and Career Opportunities

Austin continues to rank among the fastest-growing economies in the United States, with major employers in technology, healthcare, and business services. Locating along the Highway 71 corridor places businesses within reach of this thriving workforce while offering employees a desirable place to live and work.

4. Convenient Access to Austin and the Hill Country

State Highway 71 provides direct connectivity between the Lake Travis region and Downtown Austin, Austin-Bergstrom International Airport, and surrounding Hill Country communities. This accessibility allows employees to commute easily while enjoying the benefits of a suburban lifestyle.

5. Vibrant Lifestyle and Amenities Nearby

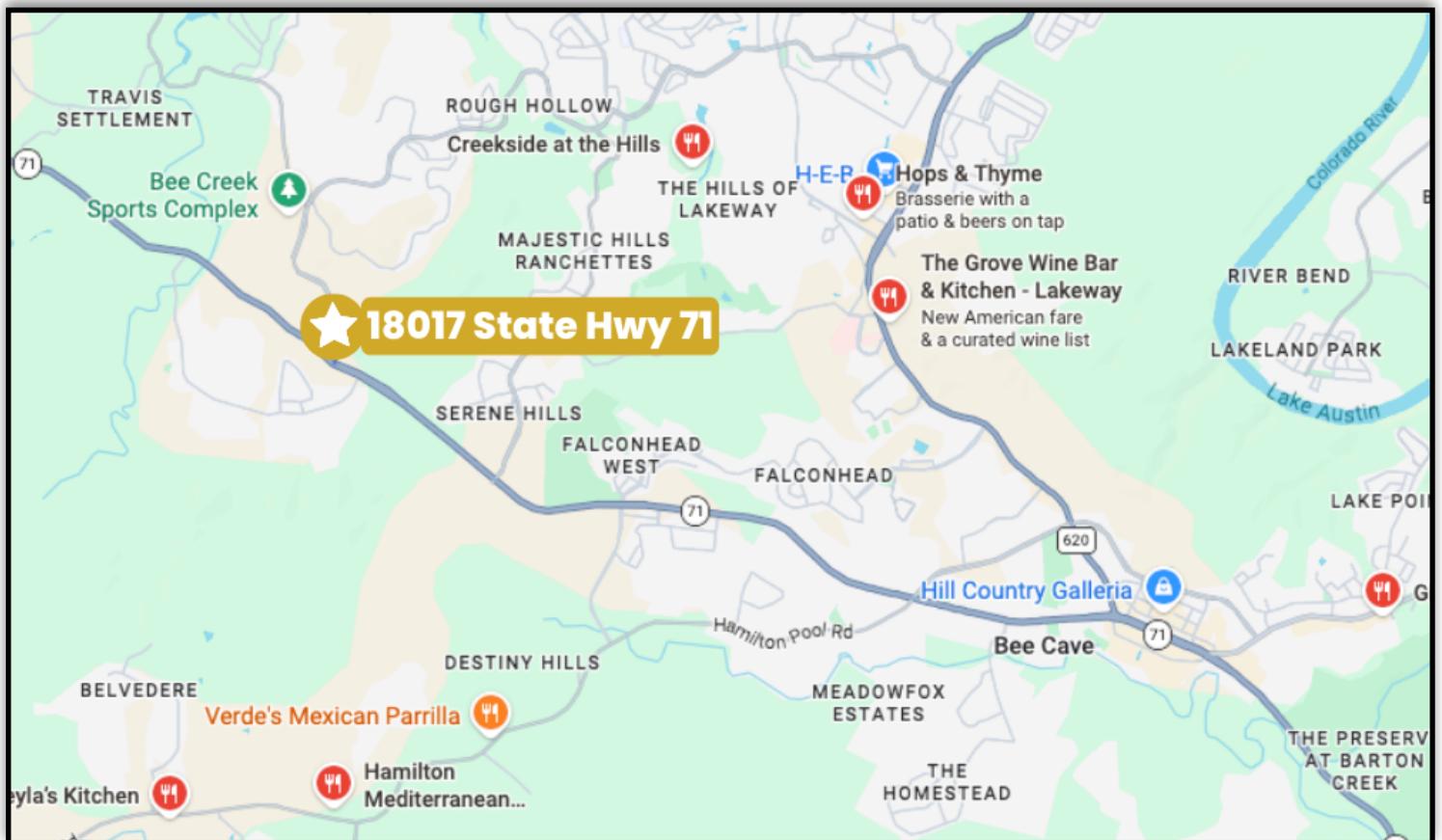
Employees have easy access to nearby shopping, dining, and entertainment destinations including the Hill Country Galleria, Lakeway Town Center, and local restaurants and wineries. The area offers a balanced lifestyle where work, recreation, and community come together.

Regional Map



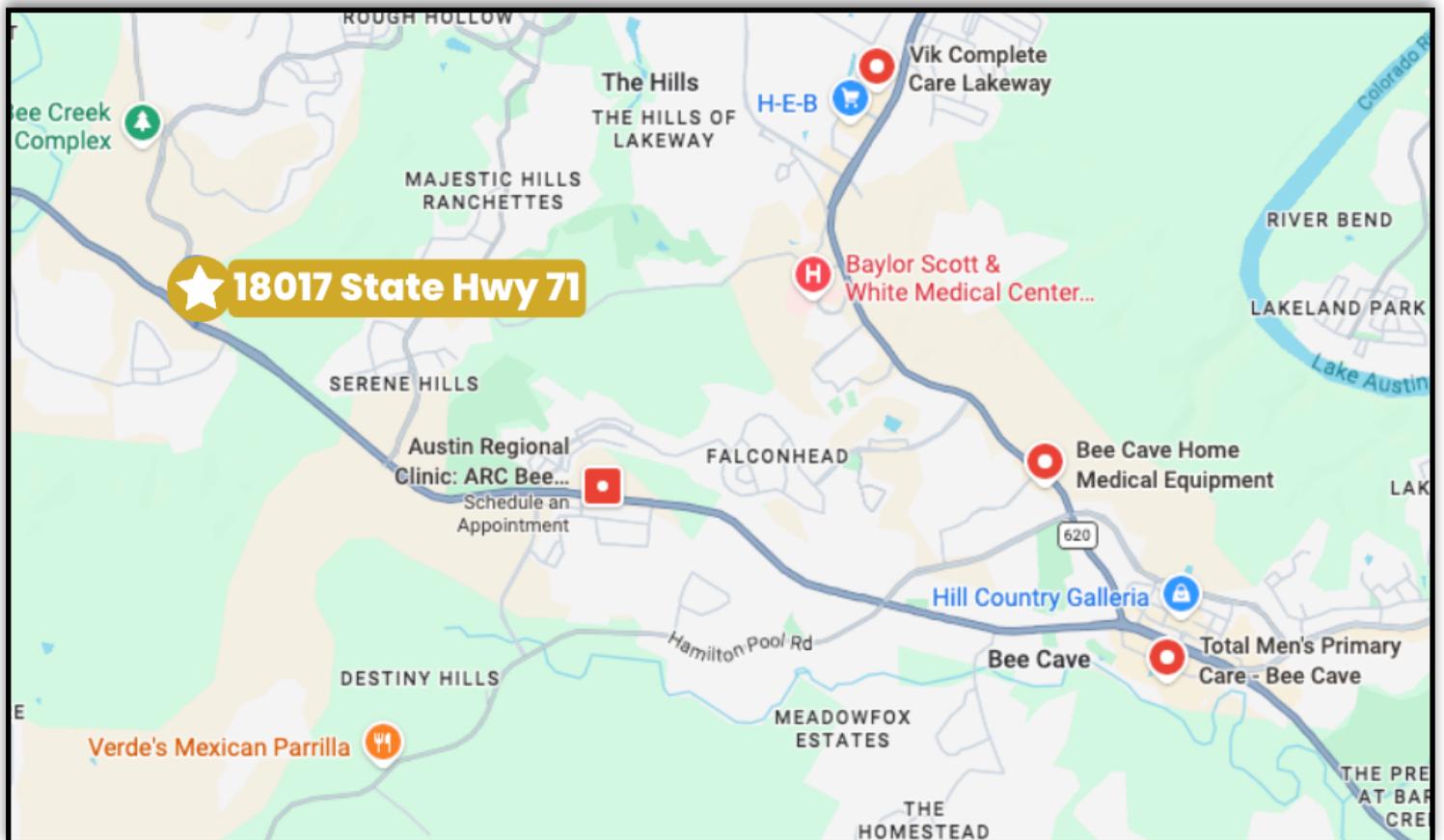
Restaurant Map

Positioned along the State Highway 71 corridor, this location sits within easy reach of a wide variety of popular dining destinations throughout the Bee Cave and Lake Travis area. From locally loved restaurants and wine bars in Lakeway to vibrant eateries near the Hill Country Galleria, the surrounding area offers a diverse mix of culinary experiences just minutes away. This strong concentration of nearby restaurants reflects the area's active lifestyle, growing population, and steady demand for dining and hospitality options, making it an ideal setting for new businesses looking to join an already thriving commercial community.



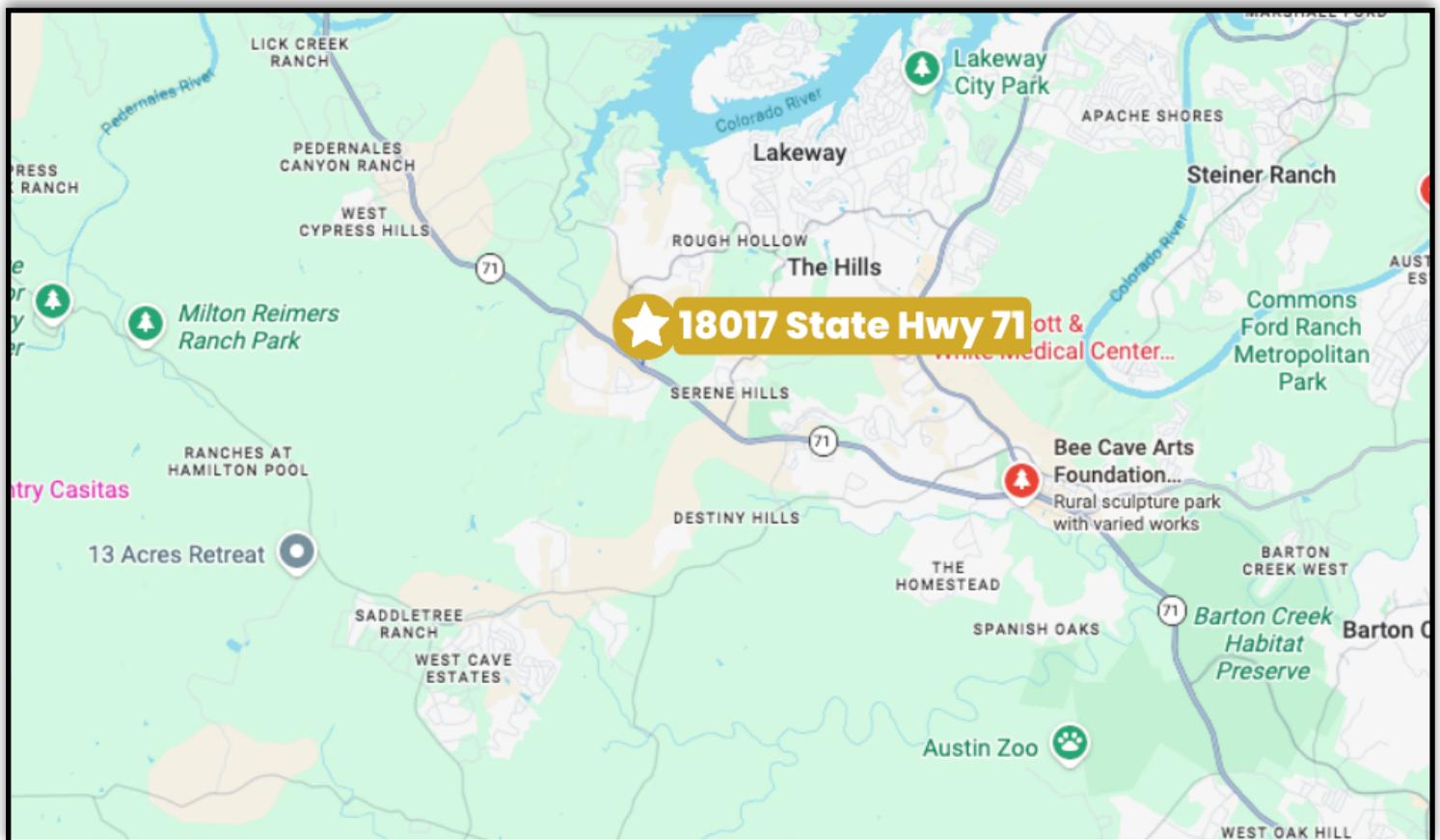
Medical Services Map

Located along the State Highway 71 corridor, this site is surrounded by a growing network of healthcare providers and medical services serving the Bee Cave and Lake Travis communities. Within a short drive, patients and residents have access to major healthcare resources including Baylor Scott & White Medical Center – Lakeway, specialty clinics, primary care providers, and regional medical facilities. This strong healthcare presence highlights both the rapid population growth in the area and the continued demand for convenient medical and wellness services, making this location well positioned for future healthcare, wellness, or medical office development.



Things To Do

Surrounded by the natural beauty of the Texas Hill Country, this location places visitors and residents within easy reach of a wide range of outdoor recreation, cultural attractions, and local destinations. From Lake Travis parks and scenic hiking trails to art venues, wineries, and family-friendly attractions, the Bee Cave and Lakeway area offers countless ways to relax, explore, and connect with the community. This vibrant mix of nearby experiences contributes to the area's strong appeal for residents and visitors alike, supporting a dynamic environment for businesses to thrive.



Local Demographics



Demographics: Leander, TX	1 Mile	3 Miles	5 Miles
Total Population	+/- 3,300	+/- 21,800	+/- 54,350
Median Age	38	40	41
Households	+/- 1,150	+/- 8,300	+/- 21,900
Median Household Income	\$205,000	\$178,000	\$171,700
Average Household Income	\$245,000	\$221,000	\$214,000



Information About Brokerage Services

Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Mallach Enterprises Inc	9001091	mallachandcompany@gmail.com	(512)699-9714
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
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Designated Broker of Firm	License No.	Email	Phone
Tina Mallach	504448	tinamallach@gmail.com	(512)699-9714
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
John Mallach	568197	john.mallach@gmail.com	(512)799-9083
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

IABS 1-0 Date

18017 STATE HIGHWAY 71 | AUSTIN, TX 78738

For Sale



Position Your Business in One of Austin's Fastest-Growing Corridors

Contact us today to learn more about this unique commercial opportunity and to explore how your business can become part of the area's continued growth.

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