MARKETBEAT
SAN ANTONIO
MULTIFAMILY Q3 2025

MARKET FUNDAMENTALS

	YOY Chg	12-Month Forecast
12.2% Stabilized Vacancy Rate	▲	—
5.4K YTD Net Absorption, units	▲	—
$1.41 Effective Rent, PSF	▼	—
$77,700 Median Household Income	▲	▲

ECONOMIC INDICATORS

	YOY Chg	12-Month Forecast
1.2M San Antonio Employment	▲	▲
3.7% San Antonio Unemployment Rate	▼	▲
1.8% San Antonio Household Growth Rate YOY	▲	▲
0.9% U.S. Household Growth Rate YOY	▲	▲

ECONOMY

San Antonio continued its steady growth despite lingering economic concerns. The region's unemployment rate remained stable compared to last year at 3.7% but remained below the national average of 4.3%. Over the past year, the region added over 27,000 jobs, an increase of 2.2%.

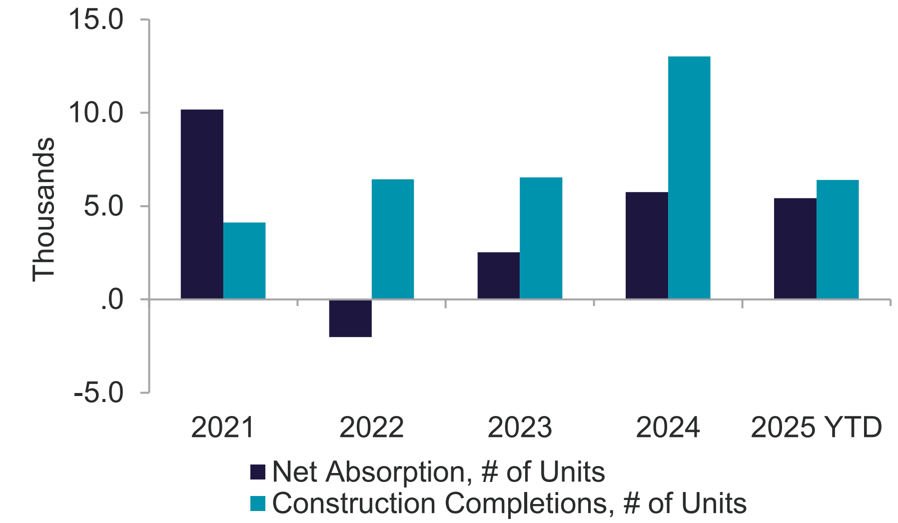
SUPPLY AND DEMAND

The San Antonio multifamily market continued to show signs of normalization in Q3 2025, with fundamentals reflecting a steady but cautious pace. Stabilized vacancy rose to 12.2%, up 50 basis points quarter-over-quarter (QOQ) and 150 basis points year-over-year (YOY), marking a new cyclical high. While vacancy remains elevated, the trend suggests a gradual path toward equilibrium as supply pressures ease. Net absorption reached 5,423 units year-to-date (YTD), a 32.8% increase from Q2 2025 and 11.2% higher than the same period last year, underscoring the market's resilience and consistent renter demand. Leasing activity remains strong despite the higher vacancy rate.

On the supply side, 6,397 units were delivered YTD, 38.2% below the same period in 2024. This shift reflects a more sustainable pace of development. The construction pipeline has contracted significantly, with 3,537 units under construction, down 43.6% from Q2 2025 and 64.4% lower than this time last year, reinforcing the trend toward normalized development activity.

Effective rents declined to $1,240 per unit, a 2.5% decrease QOQ and 3.1% lower YOY, indicating some pricing pressure amid elevated vacancy and shifting supply dynamics. Despite this, the market remains fundamentally stable, with rent levels still above pre-pandemic averages.

DEMAND / DELIVERIES



STABILIZED VACANCY & EFFECTIVE RENT

PRICING

San Antonio's multifamily investment market saw increased activity in Q3 2025, with 32 transactions totaling 6,036 units YTD. Total sales volume reached approximately $55M, translating to an average price of $94.3K per unit and $100 psf. While pricing has moderated compared to peak years, the uptick in transaction volume reflects renewed investor interest, particularly among private and regionally focused buyers. These groups continue to favor smaller, targeted acquisitions, aligning with broader market adjustments to current economic conditions.

Source: BLS, BOC, Moody's Analytics, CoStar, Cushman & Wakefield Research

MARKET STATISTICS

SUBMARKET	INVENTORY (UNITS)	YTD DELIVERIES (UNITS)	YTD % INVENTORY GROWTH	UNDER CNSTR (UNITS)	YTD NET ABSORPTION (UNITS)	STABILIZED VACANCY RATE	YOY VACANCY RATE CHANGE (BPS)	AVG EFFECTIVE RENT / UNIT	AVG EFFECTIVE RENT PSF	YOY % EFFECTIVE RENT GROWTH
Comal County	12,638	1,185	10.3%	517	1,221	12.2%	210	$1,387	$1.45	-6.2%
Downtown San Antonio	6,460	63	1.0%	290	80	12.6%	260	$1,521	$1.88	-1.5%
Far West San Antonio	31,217	1,730	5.9%	977	1,496	11.4%	120	$1,219	$1.38	-4.8%
Guadalupe County	4,203	318	8.2%	278	436	9.6%	180	$1,309	$1.44	-6.1%
Kendall County	1,870	214	12.9%	0	45	7.4%	-230	$1,442	$1.59	-2.5%
Midtown San Antonio	3,511	662	23.2%	0	505	11.7%	-780	$2,091	$2.39	-2.2%
North Central San Antonio	14,186	65	0.5%	0	-57	13.2%	110	$1,185	$1.40	-1.4%
North San Antonio	39,912	915	2.3%	0	498	12.2%	240	$1,281	$1.40	-3.1%
Northeast San Antonio	20,473	316	1.6%	248	-173	15.1%	260	$1,106	$1.32	-3.2%
Northwest San Antonio	62,241	556	0.9%	638	927	10.9%	80	$1,220	$1.39	-2.8%
Southeast San Antonio	13,509	373	2.8%	301	495	12.8%	160	$1,202	$1.37	-1.6%
Southwest San Antonio	4,537	0	0.0%	288	164	13.1%	-30	$1,042	$1.23	-0.7%
Westside San Antonio	7,098	0	0.0%	0	-212	16.9%	570	$939	$1.20	0.7%
TOTAL MARKET	221,855	6,397	3.0%	3,537	5,423	12.2%	150	$1,240	$1.41	-3.1%

KEY RECENT SALE TRANSACTIONS

PROPERTY	SUBMARKET	SELLER | BUYER	UNITS	YEAR BUILT
The Jax	Northwest San Antonio	FCP | Kairoi Residential	322	1997
Cortland Brackenridge	Midtown San Antonio	Cortland | Terrain Capital Partners	282	2014
The Allure	Far West San Antonio	DJE Texas Management | GroupPlatte Canyon Capital	268	1984
River House Apartments	Downtown San Antonio	Hixon Properties | Old Three Hundred Capital	261	2014

CONSTRUCTION PIPELINE HIGHLIGHTS

PROPERTY	SUBMARKET	OWNER/DEVELOPER	UNITS	EST DELIVERY
Altitude at Brooks	Southeast San Antonio	The Morgan Group	324	Q4 2025
West End Estates	Guadalupe County	WAN Bridge Group	278	Q4 2025
The Continental	Downtown San Antonio	Weston Urban	290	Q1 2026
Equinox Townhomes	Comal County	Grocapitus Investments	127	Q1 2026

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