NOVEMBER 2025

SAN ANTONIO

MULTIFAMILY

RENTAL TRENDS
SUPPLY/DEMAND
EMPLOYMENT ANALYTICS

OVERVIEW

San Antonio posted negative 1.3% rent growth in November 2025, ranking 131st nationally and declining three positions from the previous period. With 252,617 completed units across 1,151 properties, the market faced supply pressure from elevated development activity while employment expanded 1.9% with 23,100 new jobs, ranking 11th nationally and improving significantly from prior reporting. Lifestyle properties declined 2.5% while RBN assets held steady at negative 0.3%, indicating concentrated pressure in the upper tier as new Lifestyle inventory delivered across multiple submarkets.

Submarket performance varied considerably, with Southwest Bexar County leading at 16.6% growth, followed by City South at 9.7% and East Side at 2.6%. These outer-ring and emerging submarkets benefited from limited new supply and proximity to expanding employment centers. Conversely, Schertz declined 5.1%, Universal City fell 5.3%, and New Braunfels dropped 5.4%, reflecting oversupply conditions in rapidly developing northern corridors where substantial Lifestyle inventory absorbed demand.

The construction pipeline of 14,153 units ranks 21st nationally, up one position, representing 4.3% of Lifestyle inventory and 2.9% of RBN inventory. This concentration in upper-tier development reflects developers' continued focus on premium product despite recent rent deterioration. The 12-month forward completion forecast projects 9,106 units, representing 3.6% inventory growth.

With employment adding 23,100 jobs across diverse sectors, demand should gradually absorb this supply over the next 12 to 18 months as completions moderate from current elevated levels.

RENTAL PERFORMANCE AND SUBMARKET DYNAMICS

Southwest Bexar County emerged as the standout performer with 16.6% rent growth, well ahead of second-place City South at 9.7%. The Southwest Bexar County submarket encompasses three properties with 751 units posting average rents of $1,675 and maintaining 87.8% occupancy. These outer-ring locations attracted renters seeking value relative to core submarkets while maintaining employment proximity.

University of Texas at San Antonio added 2.3% growth, while West Alamo Heights gained 2.1%, demonstrating steady demand in established neighborhoods with limited development activity. Northern suburban submarkets experienced significant pressure, with Schertz declining 5.1%, Universal City falling 5.3%, and New Braunfels dropping 5.4%. These areas absorbed substantial Lifestyle inventory over the past 18 months while competing for the same demographic base.

Southside/Columbia Heights declined 5.7%, and Castle Hills fell 5.8%, indicating broader challenges across multiple geographic corridors. The weak performance concentrated in areas with heavy supply delivery, directly explaining the rent deterioration in previously strong-performing locations. The Lifestyle segment's strongest performers included East Side at 4.4% growth, University of Texas at San Antonio at 4.3%, and West Alamo Heights at 4.2%, reflecting demand for premium amenities in established locations.

However, New Braunfels Lifestyle properties declined 5.7%, Hill Country Village fell 6.2%, and Southwest Research Institute dropped 9.8%, showing severe pressure in oversupplied premium markets. The RBN segment demonstrated more resilience, with West Side leading at 5.2% growth and Helotes gaining 2.3%, while Far North Central and Universal City each declined 5.5%, indicating workforce housing demand remained relatively stable except in the most oversupplied areas.

DEVELOPMENT AND SUPPLY

San Antonio's construction pipeline of 14,153 units ranks 21st nationally, up one position, representing 4.3% of Lifestyle inventory and 2.9% of RBN inventory. This substantial concentration in upper-tier development reflects developers' continued focus on premium product capturing migration from expensive markets and targeting affluent household demand. The 12-month forward completion forecast projects 9,106 units, representing 3.6% inventory growth.

This elevated supply growth creates near-term pressure but aligns with the market's employment expansion and demographic trends supporting long-term absorption. Submarket-level development reveals concentrated supply pressure in specific northern corridors. Outlying Comal County faces the most significant near-term supply influx, with projected completions representing 49.9% of existing inventory, followed by Schertz at 44.8% and Southwest Bexar County at 18.4%.

Southside/Columbia Heights will see additions of 17.7%, while Selma faces 16.9% growth. These elevated completion ratios directly explain the rent deterioration in Schertz, Universal City, and New Braunfels, while suggesting continued pressure in Comal County and other heavily supplied areas. The northern suburban corridor concentration indicates developers' belief in long-term growth potential despite near-term absorption challenges.

The development landscape features diverse players betting on the market's growth trajectory. Palladium USA leads with 880 units across three properties, followed by Lincoln Avenue Capital with 784 units and Alliance Residential Company with 774 units. The largest single project under construction is Los Cielos at Brooks, a 488-unit Preston Hollow Capital development at 7722 Calle Coyote San Antonio, followed by Us 1604 with 444 units.

The geographic distribution of these projects indicates suburban expansion focus, particularly in northern and eastern corridors, with institutional capital entering previously underserved markets and established local developers maintaining significant activity.

ECONOMY SNAPSHOT

Employment grew 1.9% with 23,100 new jobs, ranking 11th nationally and improving substantially from prior periods. Education and Health Services led employment growth with 9,800 new positions representing 5.4% expansion, followed by Trade, Transportation, and Utilities with 4,600 jobs at 2.2% growth, and Leisure and Hospitality adding 3,400 positions at 2.3% growth. These service sectors provide broad-based support for housing demand across price points, with healthcare employment particularly supporting workforce housing demand near medical centers and educational institutions.

Government added 3,300 jobs at 1.8% growth, providing stable institutional employment that anchors rental demand. The employment losses came from Professional and Business Services, which shed 500 positions, declining 0.3%, reflecting corporate cost-cutting and efficiency measures rather than fundamental economic weakness. Information sector lost 700 jobs at 3.5% decline, indicating technology sector adjustment and remote work transformation affecting office-based employment.

These losses, concentrated in higher-wage sectors, create some challenges for Lifestyle property demand but have limited impact on overall market fundamentals given the strength in service sectors. The job losses represent normal business cycle fluctuation rather than structural economic contraction. The employment composition increasingly centers on service sectors providing moderate wages, with Education and Health Services representing 15.7% of total employment, Trade at 17.7%, and Government at 15.7%.

This diversified base across wage tiers supports demand at all price points while providing stability across economic cycles. Wage growth has accelerated in recent quarters, with both hourly and weekly compensation rising faster than national averages, supporting rent-paying ability even as rents moderate. This employment composition and wage growth pattern supports continued rent growth potential, particularly in the RBN segment, while creating mixed implications for Lifestyle properties as supply absorption continues.
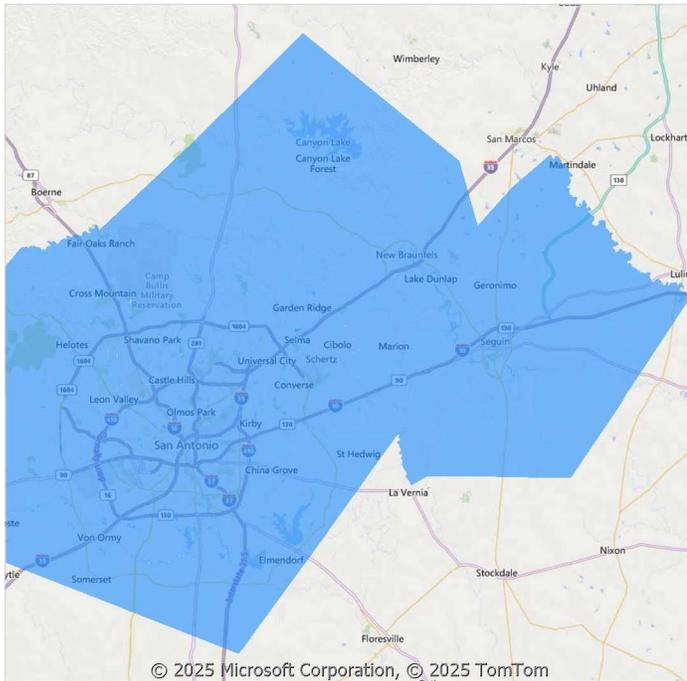
INVESTMENT ACTIVITY

Transaction volume reached $581 million across 45 properties in the trailing 12 months, ranking 45th nationally for volume. The average price per unit of $131,146 ranks 92nd nationally, down five positions, reflecting investor caution amid supply pressure and rent growth challenges. Sale velocity of approximately four properties per month indicates moderate transaction activity despite fundamental headwinds.

The Lifestyle segment dominated transaction activity with eight properties trading for $315 million at an average of $149,853 per unit, while RBN assets saw 14 sales totaling $266 million at $114,285 per unit. This pricing differential of approximately 31% reflects different risk-return profiles, with the compressed spread indicating strong RBN asset demand from investors seeking workforce housing exposure. Hill Country Village led submarket activity with two transactions totaling $89.3 million, followed by Terrell Hills with two sales for $87.7 million, and USAA Area with two transactions worth $67.4 million.

This concentration reflects investor focus on established, supply-constrained submarkets rather than heavily developed northern corridors. MGiz Group emerged as the most active buyer with three acquisitions totaling $115.6 million, followed by Zidan, Omar with three purchases for $26.7 million. DJE Texas Management Group led sellers with four dispositions worth $107.5 million, followed by Bimpong, Tonny with two sales for $18.1 million.
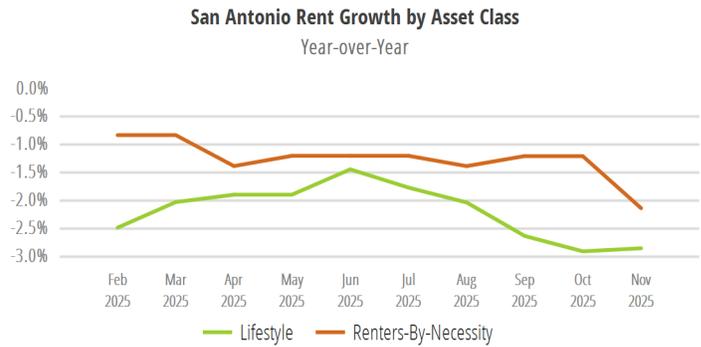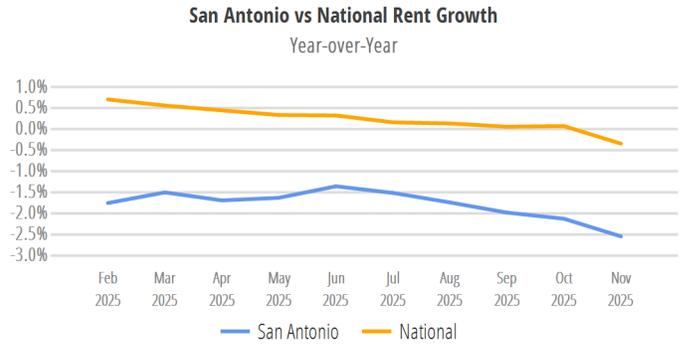
The buyer composition includes both institutional investors and private operators seeking value-add opportunities in a supply-pressured market. The transaction pricing reflects disconnect from current fundamental performance, with stable pricing despite rent declines and supply pressure indicating investor conviction about future improvement as completions moderate. Current pricing levels suggest investors recognize the temporary nature of supply-demand imbalance and expect stabilization as employment growth continues and development activity slows.

As supply-demand balance improves over the next 12 to 18 months, transaction activity should increase as fundamentals align with investor expectations and pricing reflects the market's underlying employment strength and demographic growth potential.
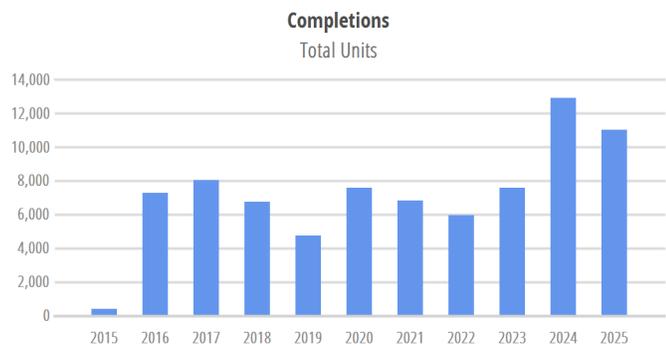
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National Ranking	**131** Rent	**11** Employment	**31** Completions
Out of 140 Markets	Growth [-3]	Growth	[-2]

RENTAL TRENDS

San Antonio vs National Rent Growth
Year-over-Year

San Antonio Rent Growth by Asset Class
Year-over-Year

SUPPLY

Inventory by Property Status
of Properties

1,151 Completed	**54** Under Construction	**31** Planned	**117** Prospective
252,017 Units	14,153 Units	8,521 Units	26,731 Units

Completions
% of Existing Supply

12-month period - November - October

Completions
Total Units

DEMAND

Employment Percentage Change
Year-over-Year
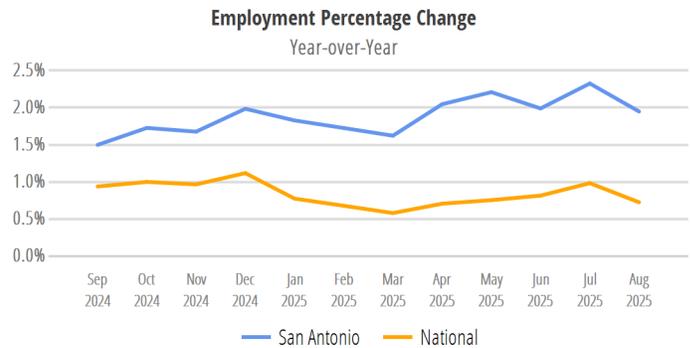
Employment Sector	Current Share	YOY Change	
Education and Health Services	15.7%	9,800	5.4%
Trade, Transportation, and Utilities	17.7%	4,600	2.2%
Leisure and Hospitality	12.5%	3,400	2.3%
Government	15.7%	3,300	1.8%
Mining, Logging and Construction	6.5%	1,800	2.3%
Financial Activities	8.4%	1,000	1.0%
Manufacturing	5.2%	500	0.8%
Other Services	3.5%	-100	-0.2%
Professional and Business Services	13.1%	-500	-0.3%
Information	1.6%	-700	-3.5%

SUBMARKETS YEAR-OVER-YEAR RENT GROWTH

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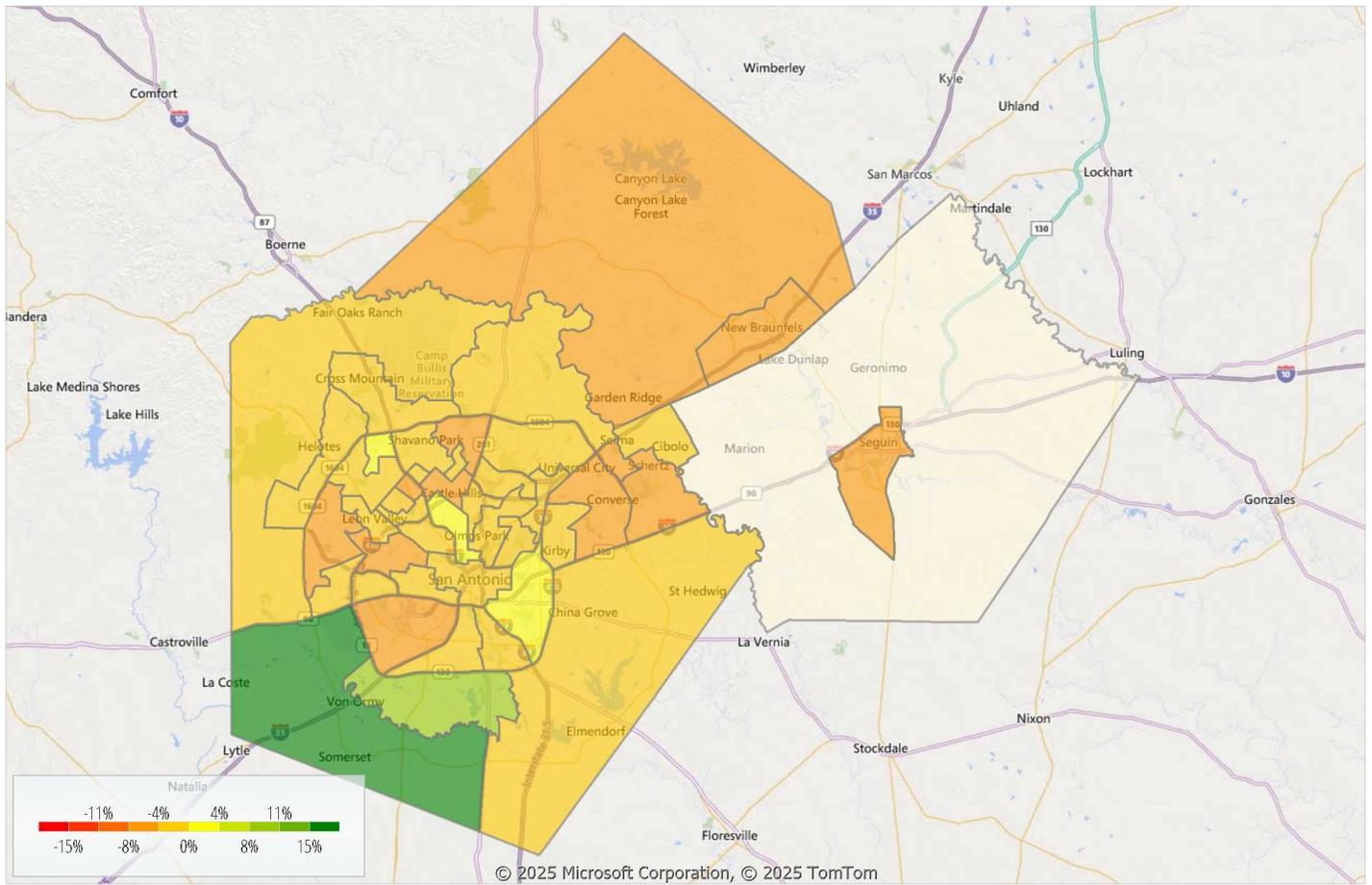
HIGHEST OVERALL PERFORMING SUBMARKETS

Submarket	Rent	Occupancy	YOY Change	
Southwest Bexar County	$1,675	87.8%	16.6%	
City South	$1,556	89.6%	9.7%	
East Side	$1,053	85.9%	2.6%	
University of Texas at San Antonio	$1,700	92.1%	2.3%	
West Alamo Heights	$1,145	90%	2.1%	

LOWEST OVERALL PERFORMING SUBMARKETS

Submarket	Rent	Occupancy	YOY Change	
Schertz	$1,135	89.7%	-5.1%	
Universal City	$1,060	93%	-5.3%	
New Braunfels	$1,438	90.6%	-5.4%	
Southside/Columbia Heights	$931	87.2%	-5.7%	
Castle Hills	$1,017	85.7%	-5.8%	

HIGHEST PERFORMING SUBMARKET - SOUTHWEST BEXAR COUNTY

Properties	3
Units	751
Average Rent/Unit	$1,675
Effective YOY Chg	16.6%

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Submarket vs Overall Market
Year-over-Year

■ Submarket ― San Antonio
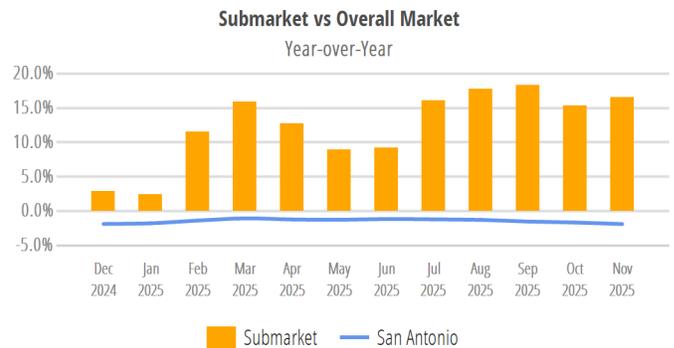
LIFESTYLE APARTMENTS - YEAR-OVER-YEAR RENT GROWTH
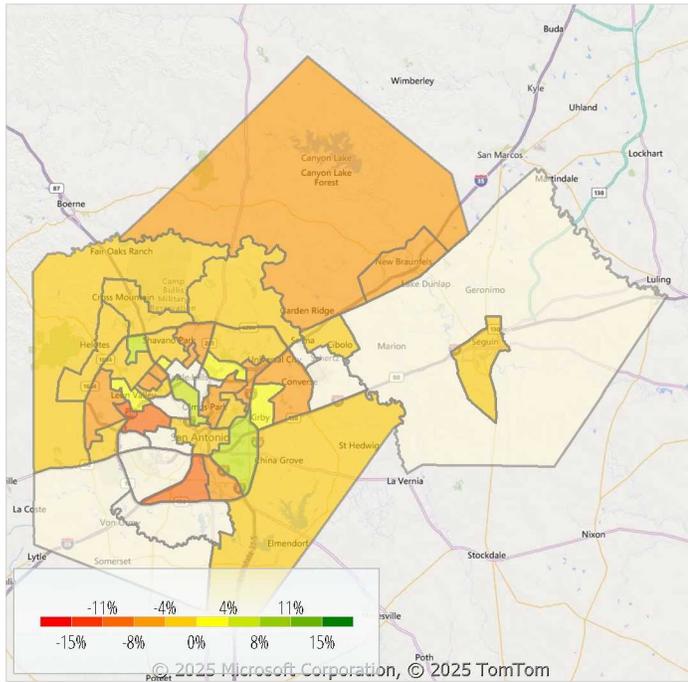
RENTERS-BY-NECESSITY APARTMENTS - YEAR-OVER-YEAR RENT GROWTH
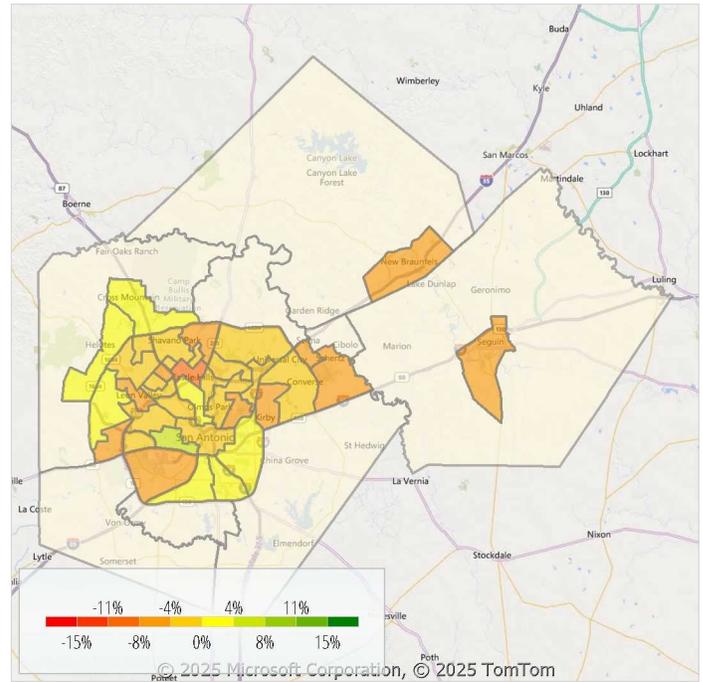
HIGHEST PERFORMING SUBMARKETS - LIFESTYLE

Submarket	Rent	Occupancy	YOY Change	
East Side	$1,340	90.2%	4.4%	
University of Texas at San Antonio	$1,796	93.2%	4.3%	
West Alamo Heights	$1,945	93.7%	4.2%	
Windcrest	$1,216	91.9%	3.5%	
North Loop	$1,008	84.4%	1.0%	

HIGHEST PERFORMING SUBMARKETS - RBN

Submarket	Rent	Occupancy	YOY Change	
West Side	$947	87.6%	5.2%	
Helotes	$1,316	91.9%	2.3%	
Southeast Side	$988	86.4%	2.0%	
East Side	$935	84%	1.6%	
West Alamo Heights	$1,000	89.3%	1.5%	

EAST SIDE

	Lifestyle	RBN	Overall
Properties	6	16	22
Units	1,236	3,021	4,257
Avg Rent/Unit	$1,340	$935	$1,053
Effective YOY Chg	4.4%	1.6%	2.6%

WEST SIDE

	RBN	Lifestyle	Overall
Properties	4	N/A	5
Units	318	N/A	478
Avg Rent/Unit	$947	N/A	$967
Effective YOY Chg	5.2%	N/A	-2.5%

LOWEST PERFORMING SUBMARKETS - LIFESTYLE

Submarket	Rent	Occupancy	YOY Change	
New Braunfels	$1,451	90%	-5.7%	
Hill Country Village	$1,259	92.3%	-6.2%	
Longhorn	$1,383	95.9%	-6.4%	
Terrell Wells	$1,298	76.4%	-9.8%	
Southwest Research Institute	$1,220	88.1%	-9.8%	

LOWEST PERFORMING SUBMARKETS - RBN

Submarket	Rent	Occupancy	YOY Change	
Far North Central	$1,302	86.4%	-5.5%	
Universal City	$1,008	92.8%	-5.5%	
Seguin	$1,148	90.7%	-5.6%	
Schertz	$1,002	95.1%	-7.1%	
Castle Hills	$977	85.7%	-8.4%	

OVERALL DEVELOPMENT ACTIVITY

Composition
# of Units

14,153
26,731
8,521

- Planned
- Prospective
- Under Construction

National Ranking
Out of 140 Markets

21
Overall [+1]
14,153 Units

28
Lifestyle
8,257 Units
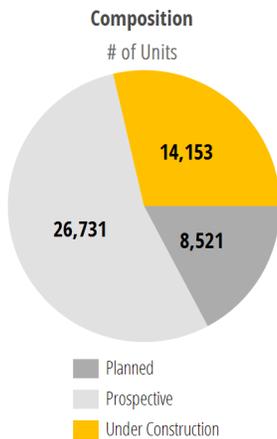
4
Renters-by-Necessity [+1]
5,896 Units
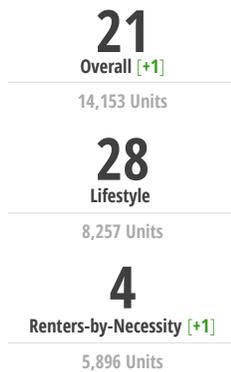
Unit Completions by Quarter
Historic and Projected

- Completed
- Under Construction

PROJECTED COMPLETIONS AS % OF PRIOR INVENTORY - 12 MONTHS ENDING OCTOBER 2026

Submarket	Growth	# Units
Outlying Comal County	49.9%	390
Schertz	44.8%	300
Southwest Bexar County	18.4%	264
Southside/Columbia Heights	17.7%	833
Selma	16.9%	318
Southeast Side	15.1%	891
City South	12.2%	336
Helotes	8.4%	595
Southtown/King William	8.2%	1,099
Northwest Bexar County	7.4%	514
East Side	7.3%	553
+ 10 More Submarkets		3,013

Market Overall	**3.6%** 9,106 Units

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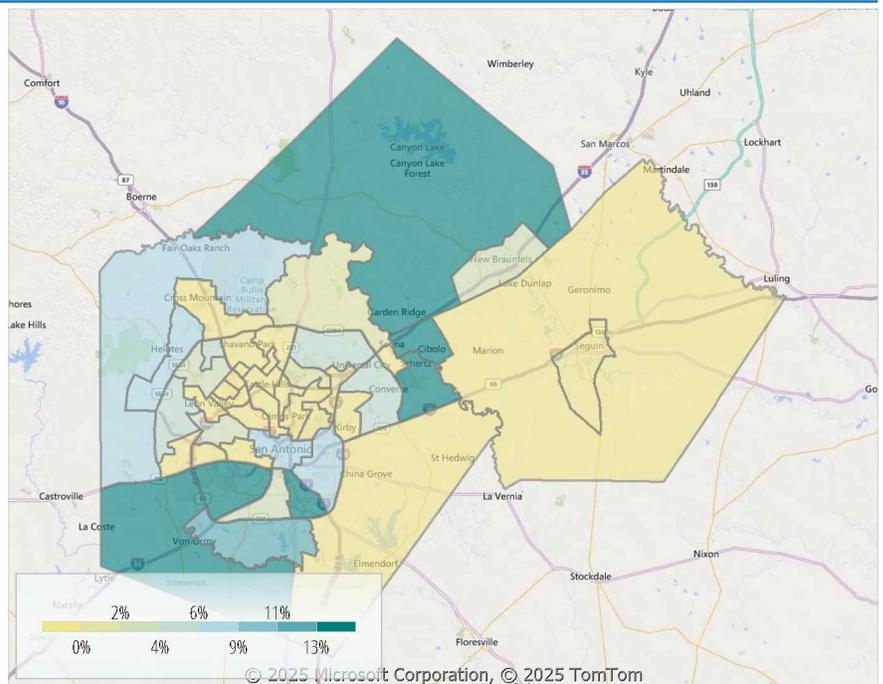
LARGEST COMMUNITIES UNDER CONSTRUCTION

Project	Address	# Units	Developer
Los Cielos at Brooks	7722 Calle Coyote San Antonio, TX 78235	488	Preston Hollow Capital
Us 1604	4710 North Loop 1604 East San Antonio, TX 78247	444	Us Living
New Braunfels Heights	128 Lonesome Quail New Braunfels, TX 78130	390	Alliance Residential Company
Prose on the Range	10835 West Loop 1604 North San Antonio, TX 78254	384	Alliance Residential Company
Atlantica at Alamo	5415 Alamo Pkwy San Antonio, TX 78253	375	Sovereign Properties

TOP DEVELOPERS BY UNITS UNDER CONSTRUCTION

Developer	# Units	# Props
Palladium USA	880	3
Lincoln Avenue Capital	784	3
Alliance Residential Company	774	2
Kittle Property Group	727	3
Morgan Group	697	2
NRP Group	649	2
Preston Hollow Capital	488	1
Us Living	444	1
San Antonio Housing Trust	418	2
Weston Urban	390	2

LIFESTYLE DEVELOPMENT ACTIVITY

Unit Completions
Lifestyle Category

■ Total Units ■ Lifestyle Units
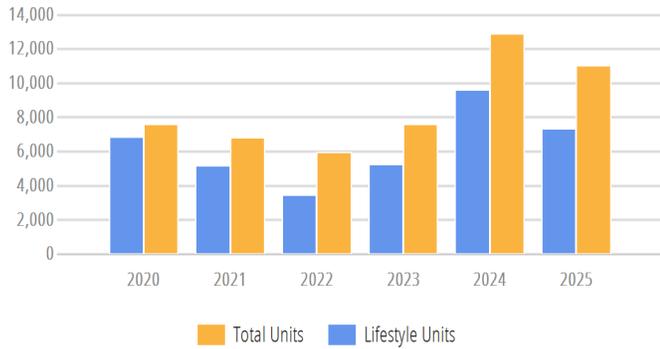
RENTERS-BY-NECESSITY DEVELOPMENT ACTIVITY

Unit Completions
Renters-by-Necessity Category

■ Total Units ■ RBN Units
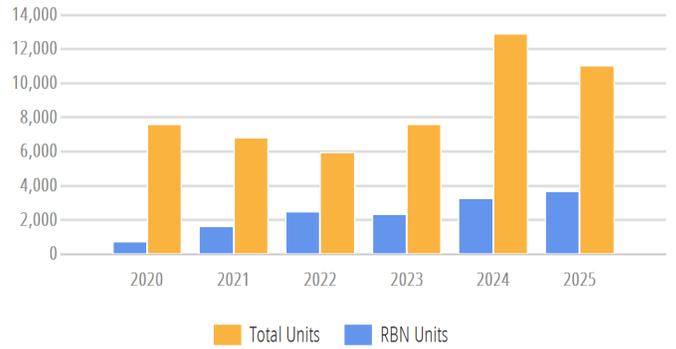
PROJECTED LIFESTYLE COMPLETIONS AS % OF INVENTORY

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Submarket	Growth	# Units
Outlying Comal County	63.7%	390
Selma	21.6%	318
East Side	19.5%	301
Southeast Side	18.1%	373
Terrell Wells	17.0%	96
Southtown/King William	14.1%	1,019
Helotes	10.4%	595
University of Texas at San Antonio	9.9%	293
Hollywood Park/Welmore	9.0%	444
Leon Valley - west	5.5%	390
Northwest Bexar County	4.4%	288
+ 2 More Submarkets		791

Market Overall	**4.3%**
	5,298 Units

PROJECTED RBN COMPLETIONS AS % OF INVENTORY

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Submarket	Growth	# Units
Southwest Bexar County	29.7%	264
Southside/Columbia Heights	18.3%	833
City South	14.8%	336
Southeast Side	13.5%	518
Northwest Side	11.0%	385
Northeast Side	7.3%	271
East Side	4.2%	252
Southwest Research Institute	3.4%	199
North Loop	2.8%	92
New Braunfels	2.0%	52
Southtown/King William	1.3%	80
+ 2 More Submarkets		526

Market Overall	**2.9%**
	3,808 Units

EMPLOYMENT COMPOSITION BY INDUSTRY SECTOR

Employment Composition by Industry
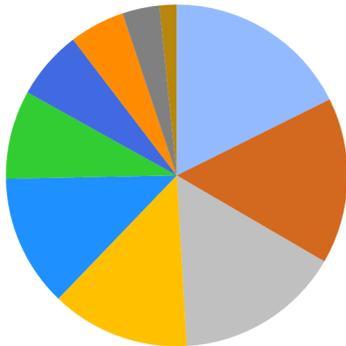
Employment Sector	Employment Jobs	% Share	National Rank	YOY Change Jobs	Pct.	5-Year Change Jobs	Pct.
Trade, Transportation, and Utilities	213K	17.7%	43	4.6K	2.2%	33.1K	18.4%
Education and Health Services	190K	15.7%	41	9.8K	5.4%	31.4K	19.8%
Government	190K	15.7%	33	3.3K	1.8%	18.7K	10.9%
Professional and Business Services	159K	13.1%	47	-0.5K	-0.3%	21.6K	15.8%
Leisure and Hospitality	151K	12.5%	34	3.4K	2.3%	43.5K	40.4%
Financial Activities	101K	8.4%	26	1.0K	1.0%	8.8K	9.5%
Mining, Logging and Construction	79K	6.5%	36	1.8K	2.3%	17.0K	27.4%
Manufacturing	63K	5.2%	53	0.5K	0.8%	14.0K	28.5%
Other Services	43K	3.5%	44	-0.1K	-0.2%	8.6K	25.3%
Information	19K	1.6%	40	-0.7K	-3.5%	1.3K	7.2%
Total Non-Farm	**1208K**	**100.0%**	**40**	**23.1K**	**1.9%**	**198.0K**	**19.6%**

EMPLOYMENT GROWTH TREND FOR TOTAL NON-FARM AND TWO LARGEST INDUSTRY SECTORS
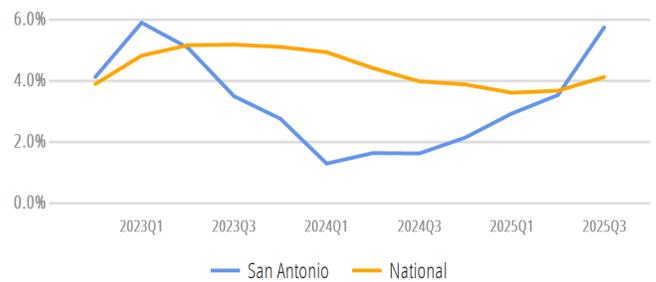
Total Non-farm Employment
% Growth Year-over-Year
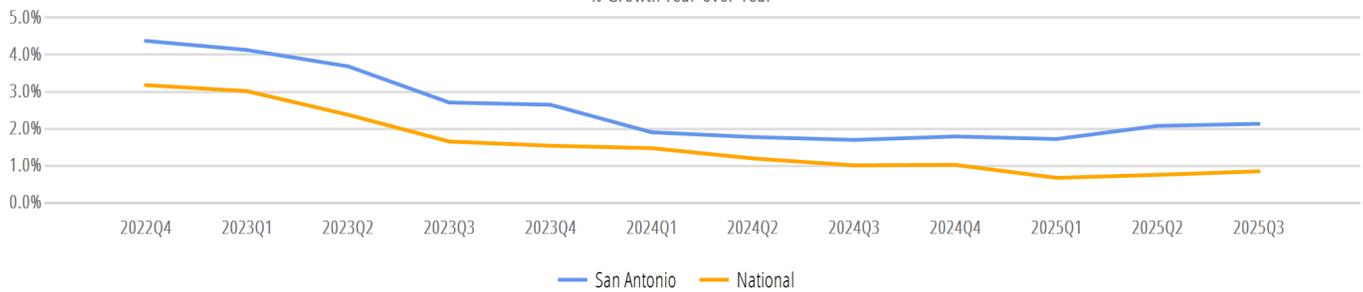
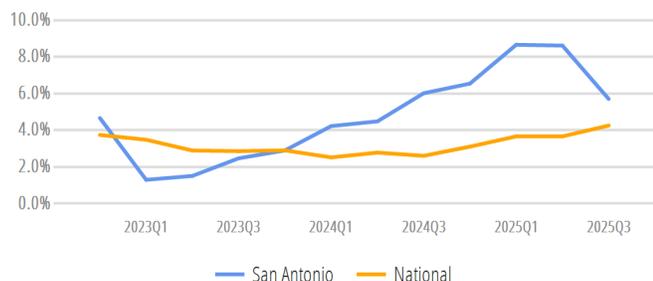### Trade, Transportation, and Utilities
% Growth Year-over-Year
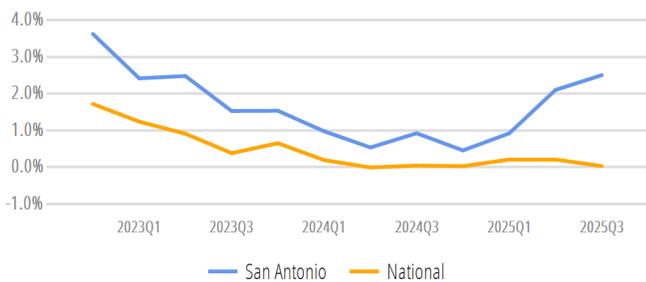
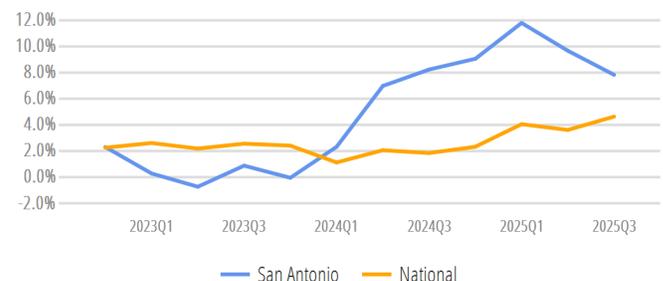### Education and Health Services
% Growth Year-over-Year

EARNINGS GROWTH TREND VS NATIONAL

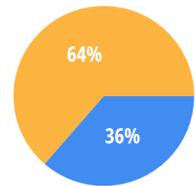### Average Hourly Wages
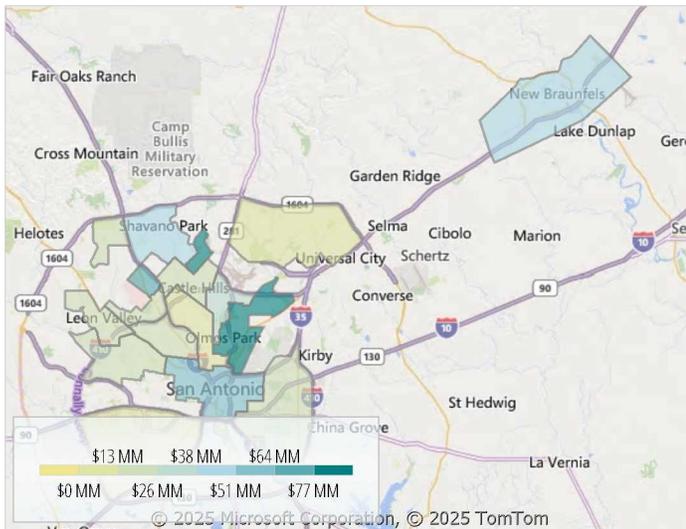% Growth Year-over-Year

Average Weekly Salary
% Growth Year-over-Year

Prior 12 Months

National Ranking Out of 140 Markets	**92** Sale Price [-5] **$131,146** Average Price/Unit	**23** Sale Velocity [+3] **22** Properties Sold

45
Sale Volume [+4]
$581MM
Total Sales

	Lifestyle	RBN
# Properties	8	14
Total $MM	$315	$266
Avg $/Unit	$149,853	$114,285

64%
36%

MOST ACTIVE SUBMARKETS BY TRANSACTION VOLUME

$13 MM $38 MM $64 MM
$0 MM $26 MM $51 MM $77 MM
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Submarket	#	Units	$MM
Hill Country Village	2	532	$89.3
Terrell Hills	2	512	$87.7
USAA Area	2	499	$67.4
Southtown/King William	2	325	$62.9
New Braunfels	1	280	$43.1
Shavano Park	1	322	$43.1
Alamo Heights - Central	2	222	$31.6
University of Texas at San Antonio	1	246	$25.0
Southwest Research Institute	1	268	$24.3
East Side	1	200	$19.3
+ 7 More Submarkets	7	1,026	$87.6
Total	**22**	**4,432**	**$581.2**

HIGHEST PRICED PREV. 3 MONTHS

River House

$55,533,333
261 Units

Buyer:	Avita PM
Sale Date:	09/02/2025

MOST ACTIVE BUYERS BY # PROPERTIES PURCHASED

Company	#	Units	$MM
Klotz Group, The	3	751	$115.6
Zidan, Omar	3	220	$26.7
Terrain Capital Partners	1	282	$45.3
Westlake Housing	1	280	$15.7
TriVest McNeil Real Estate	1	280	$43.1
Avita PM	1	261	$55.5
Bay Heights Capital	1	224	$17.3
Wogan Group	1	152	$23.1

MOST ACTIVE SELLERS BY # PROPERTIES SOLD

Company	#	Units	$MM
DJE Texas Management Group	4	894	$107.5
Bimpong, Tonny	2	150	$18.1
On Track Ministries	1	280	$15.7
Sun Equity Partners	1	252	$42.5
Franklin BSP Realty Trust	1	224	$17.3
Mermelstein, Mark	1	152	$23.1
FLW Capital	1	140	$14.6
Arbor Realty Trust - REO	1	117	$13.5

SALE TRENDS

Sales Volume
#Properties and Dollar Volume ($MM)

Dollar Volume (MM)　Properties

*partial year, ending November 2025

Sale Price (Average Per Unit)
San Antonio vs National

San Antonio　National

*partial year, ending November 2025
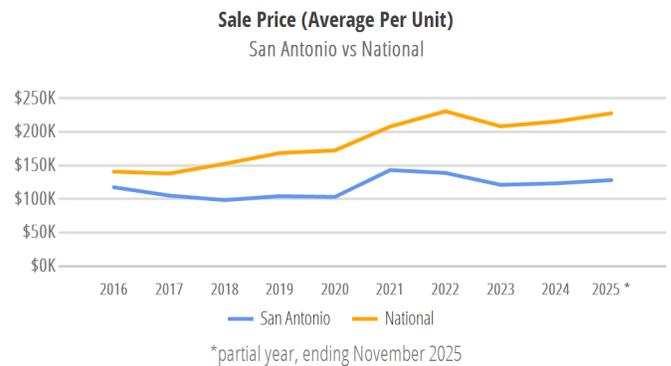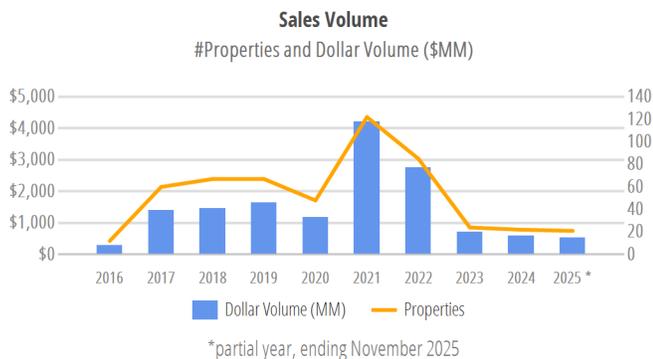
COVERAGE

Yardi® Matrix reports on multi-family properties of 50+ units in size.

This report for the San Antonio metro area covers Counties: Bexar, Comal and Guadalupe

Rental rate coverage is for Market Rate properties only. Fully Affordable properties are not included in our rental surveys and are not reported in rental rate averages.

GENERAL DEFINITIONS

Asset Class – refers to a generalized category of properties grouped by their Yardi® Matrix improvements rating

Lifestyle Asset Class – a grouping of all of the highest rated market rate properties A+, A, A- and B+

Renters-by-Necessity (RBN) Asset Class – a grouping of all of the lowest rated properties B, B-, C+, C, C- and D

COMMONLY USED CALCULATIONS

Year-over-Year Change – percentage growth from last year, for several months or quarters in a time-series. This analysis will highlight an overall direction of movement for a metro.

An upward slope means an accelerating growth. A downward slope means a slowing growth. Above the line (zero) for increases, below the line for loss.

Rankings – this metro is ranked nationally among other Yardi Matrix reported metros based on a single measure. For details on any specific ranking, see section descriptions below

DATA SOURCES

Rental Rates – are collected by Yardi® Matrix phone surveyors three times annually for 95%+ of property and unit configurations. Additionally, a representative sample of the market (between 10% and 20%) are surveyed monthly.

Occupancy Rates – are derived from U.S. Postal Service data and Yardi® Matrix phone surveys

Development Activity – information is tracked by Yardi® Matrix researchers. Construction projects are discovered through various publications and local government sources. Projects are tracked on a monthly basis. Completion dates and lease-up information are confirmed by phone calls to properties under construction.

Employment – data is sourced from the U.S. Bureau of Labor Statistics. Reported employment is generally two months behind the current date for this report.

Transaction Activity – information is tracked by Yardi® Matrix researchers. Sales are discovered through various publications and local government sources, and updates are made continuously.

MARKET OVERVIEW

Rent Growth Ranking – based on rent growth over the past year, current month.

Employment Growth Ranking – based on employment growth over the past year, latest employment month.

Completions Ranking – based on inventory growth over the past year, current month.

EMPLOYMENT AND EARNINGS

Calculations – total employment size (jobs) is expressed as a sum of employment in areas overlapping the reported market: San Antonio-New Braunfels, TX

Industry Sectors – are defined by the NAICS Supersector designations. For more information visit: http://www.bls.gov/sae/saesuper.htm

Sector National Ranking – is based on the absolute size of the industry sector within this metro, when compared to the same industry in other metro areas nationally.

Earnings weekly vs hourly – differentiates hourly wage workers, from weekly salaried workers.

DEVELOPMENT ACTIVITY

Prospective Properties – announced construction projects, with no specific documents or government filings

Planned Properties – are in the planning stages of construction, with documents having been filed with the county or city

Under Construction Properties – have received permits for construction and broken ground.

Rankings – are based on the number of units currently under construction: Overall, Lifestyle and Renters-by-Necessity Asset Classifications

Projected Completions – Projected completions reported by Yardi® Matrix are limited to a year out and are based on properties currently under construction and their expected completion date.

Projected Completions as a % of Prior Inventory – This forward-looking metric uses projected unit completions to calculate a relative growth over the next year for a particular area. Submarkets with a total share of market inventory below 1% are assigned an N/A value, to avoid over-stating their significance in rankings and color-coded map displays.

Construction and Completion Counts – are reported based on property status as of the start of the month.

TRANSACTION ACTIVITY

Price – is expressed as Price/Unit as a standard measure. This is also used for national ranking

Velocity – is measured by the number of properties sold per year. This is also used for national ranking

Volume – measures the total amount of money spent in multi-family sale transactions in the prior year, expressed as millions of U.S. Dollars ($MM). This is also used for national ranking