



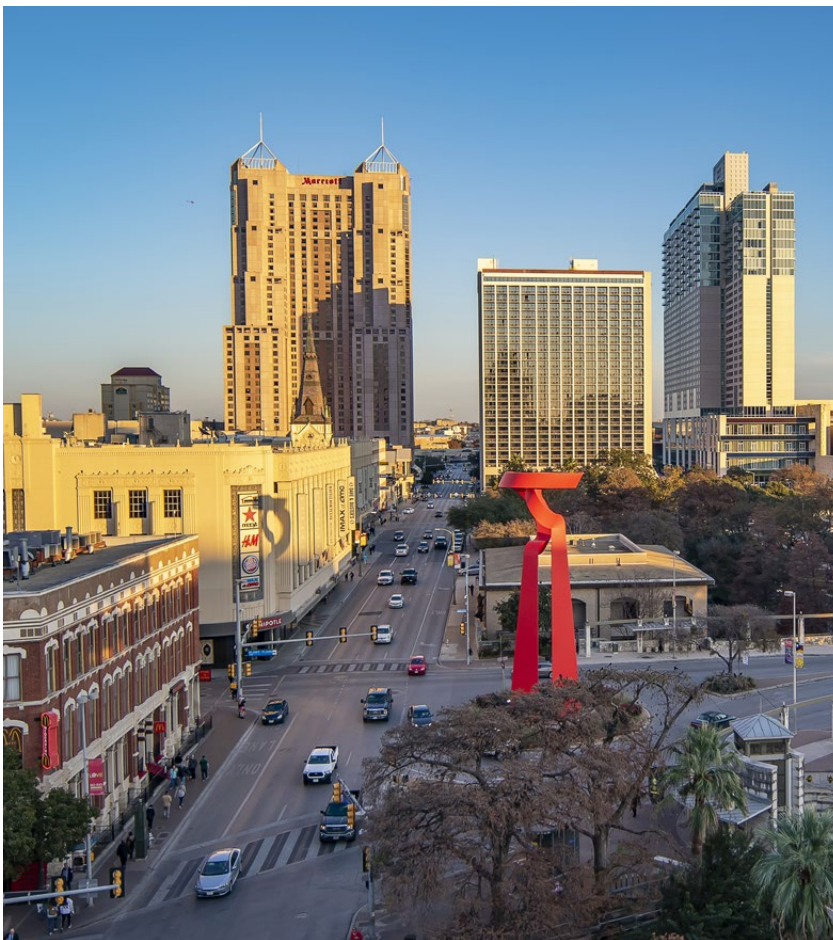
CAPITAL MARKETS

# 3Q22 San Antonio Multifamily Market Update

**NEWMARK**

# Market Snapshot

San Antonio remains one of the most desirable markets for both renters and investors due to its steady economic growth trajectory.



## 3Q22 SAN ANTONIO MSA MULTIFAMILY STATS

92.5%

average occupancy

\$1,233

average effective rent

\$1.44

average effective rent psf

\$154,197

average sales price per unit

1,364

new units added

-76

new units absorbed

Source: CoStar

## 3Q22 ECONOMIC SNAPSHOT

	Current Level		12-Month Change	
	MSA	U.S.	MSA	U.S.
<b>Median Household Income</b>	70,024	74,773	8.9%	8.9%
<b>Unemployment</b>	3.7%	3.6%	-1.0%	-1.5%
<b>Labor Force</b>	1,234,173	165,113,484	2.3%	2.2%
<b>Population</b>	2,628,105	332,602,094	1.0%	0.2%

Source: Oxford Economics

# Rent Growth

Effective rental rates continued to reach new heights throughout San Antonio, increasing 3.8% year-to-date.

In the last 24 months, San Antonio's average effective rent has increased 18.7% while occupancy rates remain stabilized over 90%.

Demand is the primary driver, fueled by the migration of renters from higher-priced metro areas to more affordable Sunbelt cities. Per CoStar, San Antonio's average asking rents are 32% below the national average, contributing to the demand for more affordable housing.

**5%**

YOY rent growth 3Q22

**4%**

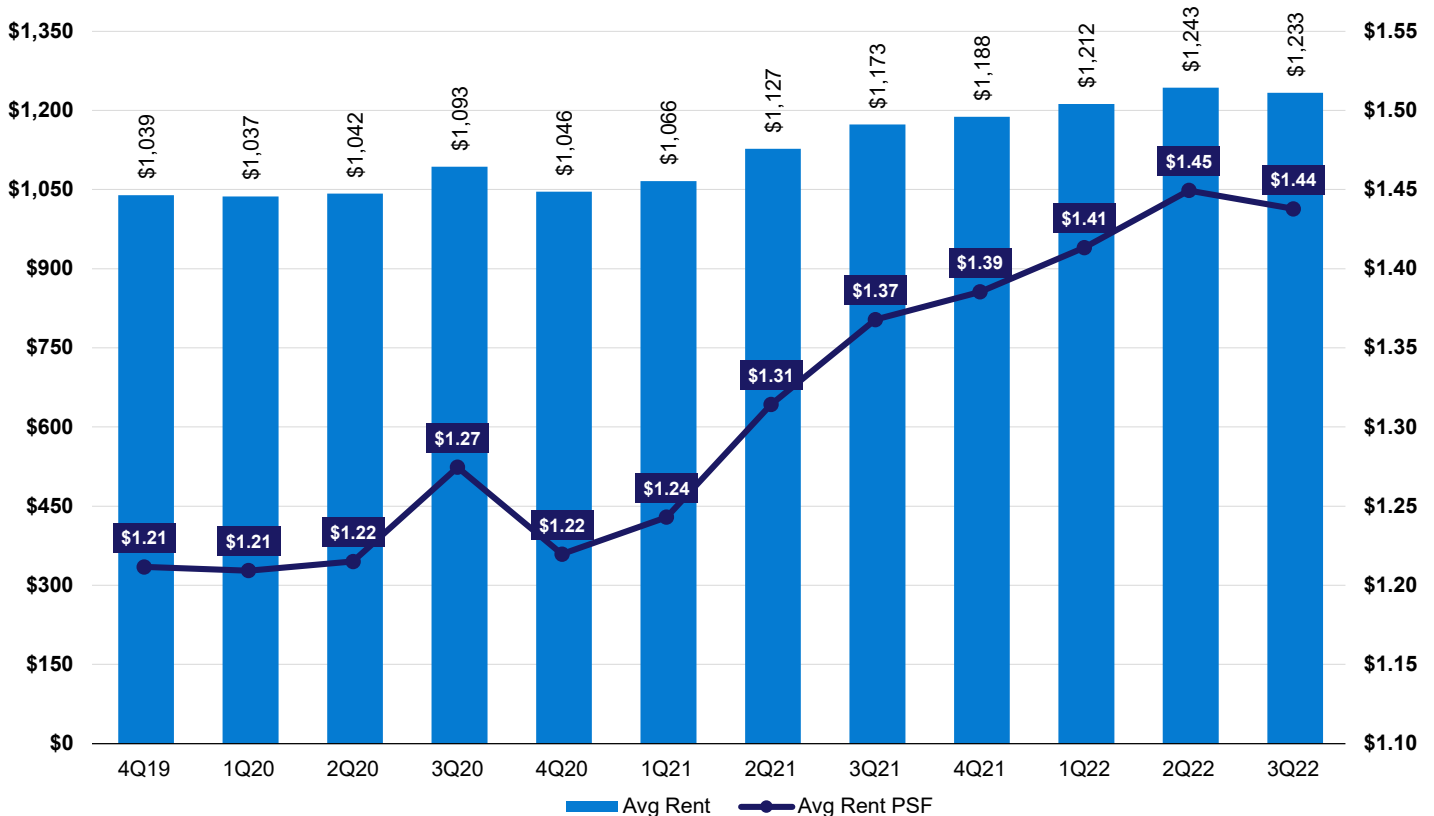
YTD rent growth 3Q22



Sunbelt markets continue to be more affordable than coastal cities at about 23.5% versus 26% rent to income ratios.

MARKERR

## HISTORICAL RENTS, QUARTERLY



Source: CoStar

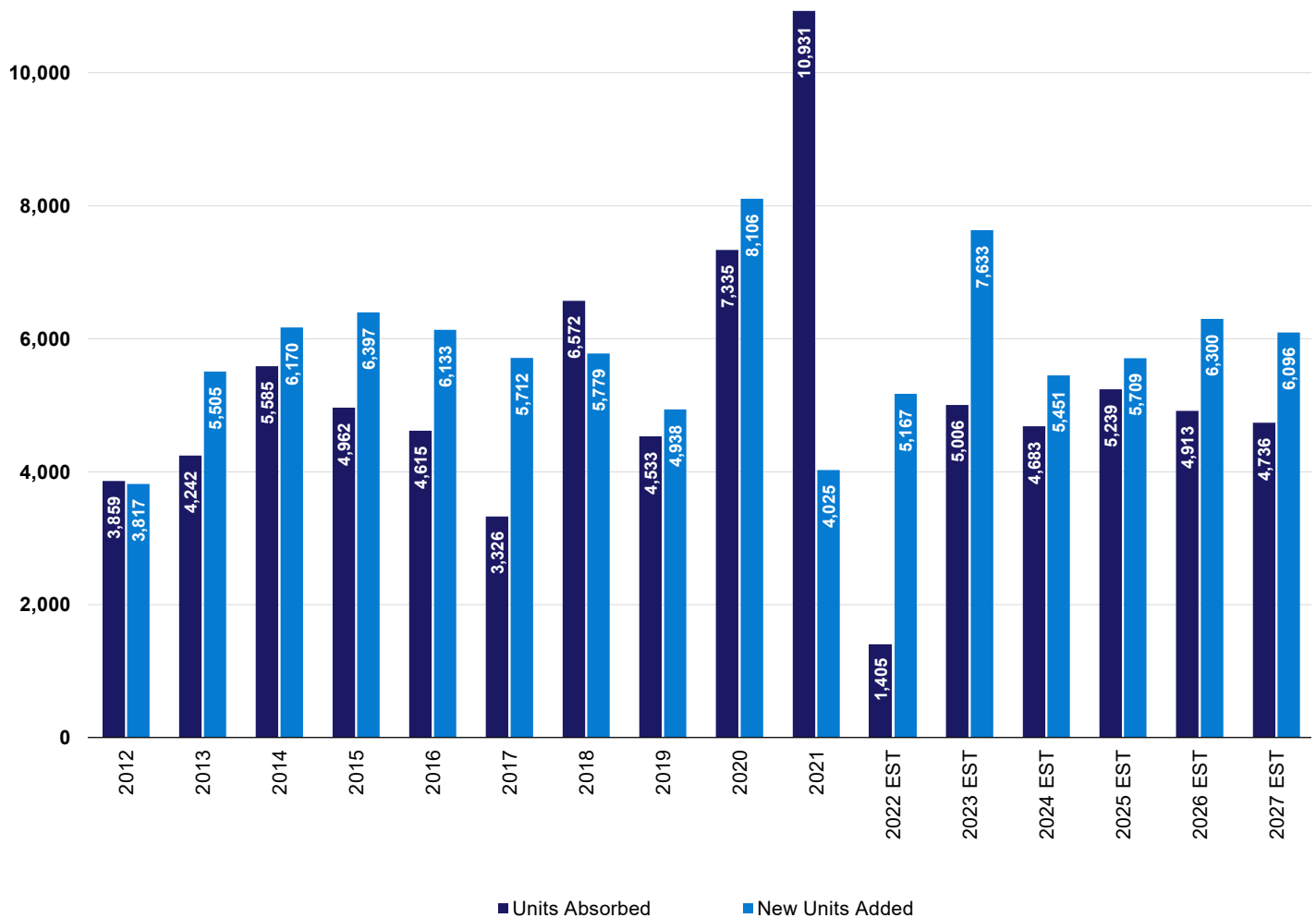
# Supply and Demand

1,364 new units were added to San Antonio’s inventory during the third quarter, while year-end estimates project 1,405 units to be absorbed.

Despite record numbers for apartments under construction in San Antonio, permitting, supply chain and labor issues have dragged out construction timelines, keeping annual deliveries more measured.

Even as the national picture depicts a slowdown in population growth compared to decades past, San Antonio was ranked as the fastest-growing U.S. city in terms of numeric population growth between 2021 and 2022, according to population estimates released by the U.S. Census Bureau earlier this year.

## SUPPLY AND DEMAND, ANNUALIZED + PROJECTION

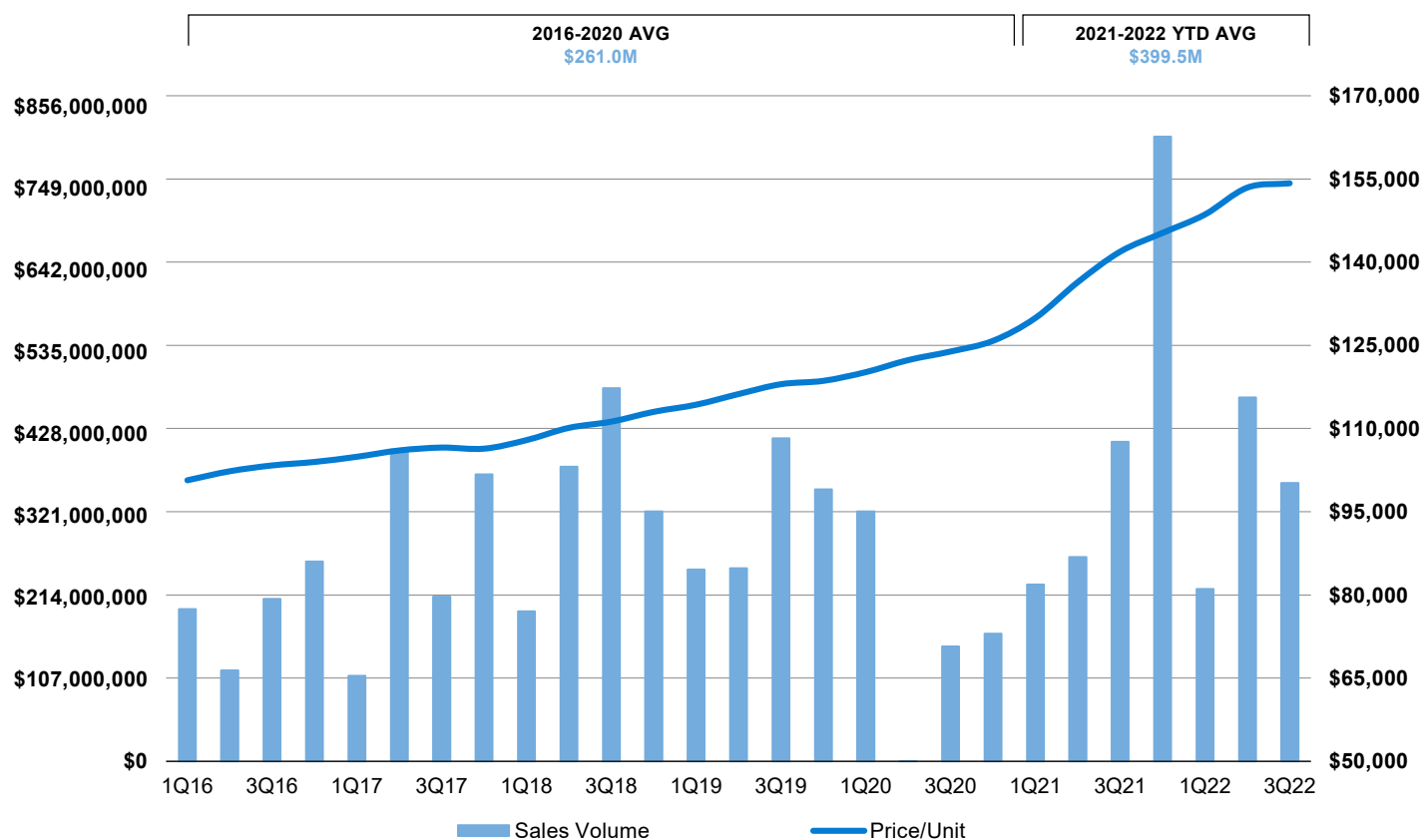


Source: CoStar

# Sales Volume

San Antonio’s average sales price per unit increased to \$154,197 in 3Q22, representing an 8.69% year-over-year change.

## SALES VOLUME, QUARTERLY



Source: CoStar

## TRAILING 12 MONTH

	Low	Median	High
<b>Sales Price</b>	\$685,000	\$28,965,701	\$96,050,000
<b>Price/Unit</b>	\$80,000	\$123,376	\$250,130
<b>Cap Rate</b>	3.3%	5.2%	7.3%

Source: CoStar

San Antonio ranks as the 10th most popular migration destination, with movers citing affordability as the main reason.

REDFIN

---

**NORTH AMERICA**

Canada  
United States

**LATIN AMERICA**

Argentina  
Brazil  
Chile  
Colombia  
Costa Rica  
Mexico  
Peru  
Puerto Rico

**EUROPE**

Austria  
Belgium  
Czech Republic  
France  
Germany  
Ireland  
Italy  
Netherlands  
Poland  
Portugal  
Romania  
Russia  
Spain  
Switzerland  
United Kingdom

**ASIA PACIFIC**

Australia  
Cambodia  
China  
Indonesia  
Japan  
Malaysia  
New Zealand  
Philippines  
Singapore  
South Korea  
Taiwan  
Thailand

**AFRICA**

Botswana  
Kenya  
Malawi  
Nigeria  
South Africa  
Tanzania  
Uganda  
Zambia  
Zimbabwe

**MIDDLE EAST**

Saudi Arabia  
United Arab Emirates

---

*Central Texas Multifamily Capital Markets***Central Texas**

2530 Walsh Tarlton Ln.  
Suite 200  
Austin, TX 78746  
t 512-342-8100

**nmrk.com**

**Investment Sales**

**Patton Jones**  
*Vice Chairman*

t 512-637-1213  
patton.jones@nmrk.com

**Matt Michelson**  
*Senior Managing Director*

t 210-529-7266  
matt.michelson@nmrk.com

**Jim Young**  
*Senior Managing Director*

t 512-637-1265  
jim.young@nmrk.com

**Andrew Dickson**  
*Managing Director*

t 512-637-1237  
andrew.dickson@nmrk.com

**Chase Easley**  
*Director*

t 512-676-5529  
chase.easley@nmrk.com

**Andrew Childers**  
*Senior Managing Director*

t 512-637-1269  
andrew.childers@nmrk.com

**Steven Boice**  
*Director*

t 512-637-1215  
steven.boice@nmrk.com

**Debt & Structured Finance**

**Matt Greer**  
*Vice Chairman*

t 512-637-1236  
matt.greer@nmrk.com

**Andrew Wilson**  
*Vice President*

t 512-637-1268  
andrew.wilson@nmrk.com

All information contained in this publication is derived from sources that are deemed to be reliable. However, Newmark has not verified any such information, and the same constitutes the statements and representations only of the source thereof, and not of Newmark. Any recipient of this publication should independently verify such information and all other information that may be material to any decision that recipient may make in response to this publication, and should consult with professionals of the recipient's choice with regard to all aspects of that decision, including its legal, financial and tax aspects and implications. Any recipient of this publication may not, without the prior written approval of Newmark, distribute, disseminate, publish, transmit, copy, broadcast, upload, download or in any other way reproduce this publication or any of the information it contains. This document is intended for informational purposes only and none of the content is intended to advise or otherwise recommend a specific strategy. It is not to be relied upon in any way to predict market movement, investment in securities, transactions, investment strategies or any other matter.

# NEWMARK