

Metro Housing Outlook:

San Antonio – Q3 2024

Overview:

- San Antonio's robust economic growth prospects were interrupted by COVID, but the metro has returned to being a growth market, albeit currently at a slower pace than its recent history. The metro's economy previously experiencing a long-term expansion, and it likely has returned to that growth path, as it will have to contend with a weaker economy's countervailing forces, which are a bit more pronounced than in the typical market. Those forces include the stabilizing impact of the metro's large military and health care engines, countered by volatile energy and sluggish and unreliable tourism segments.
- While San Antonio has one of the most attractive demographic and economic forecasts in the nation over the next five years, its apartment market is not quite as exceptional, though conditions remain favorable for an expansion of multifamily rental demand once the nation enters a sustained expansion. The volume of apartments underway, coupled with available land and lower-than-average incomes, will likely result in a healthy apartment market, though not a blockbuster.

Market Strengths:

- San Antonio's job and population growth trends are favorable for the rental market. In-migration has averaged more than 26,000 residents per year for the past five years. Population is forecasted to grow at twice the national rate, and even faster in the 20–34-year-old prime renting cohort.
- San Antonio's military and health care sectors are both large and stabilizing segments of its economy. Aside from being a regional medical center for residents, the metro's Army base is the primary training center for all U.S. Army medics.

Market Weaknesses:

- San Antonio has had a high level of rental units come online, which were poorly timed given the easing of job growth rates in the metro. Future development is also high and will hold the market back from better performance.
- An important potential negative in the San Antonio picture is the profile of demand. Per capita income in the metro is 21% below the national average, which means that demand is primarily for affordable product and there is limited potential for exceptional price appreciation in the metro.
- Although it has diminished somewhat with higher interest rates, single family housing remains comparatively affordable in San Antonio, relative to other major Texas metros, and is often a competitive substitute to the multifamily market for residents. There is also significant new inventory, with around 10,200 single-family permits issued in 2022, 9,000 in 2023, and 9,600 more expected for 2024.

Development:

- Condos are not a significant concern in San Antonio. The remarkably low level of condo development in the area has been focused on niche markets. Fewer than 2,800 units have been delivered since the start of 2006, and fewer than 50 are underway and due to be completed by Q4 2025.
- For-rent development in the metro has been active to meet the needs of the growing metro. Nearly 55,000 units have been delivered since the start of 2017, and another 10,000 units are currently underway. While this housing will almost certainly be necessary, the level of development will not allow for a significant tightening of rental conditions in the metro over the forecast horizon.

Outlook:

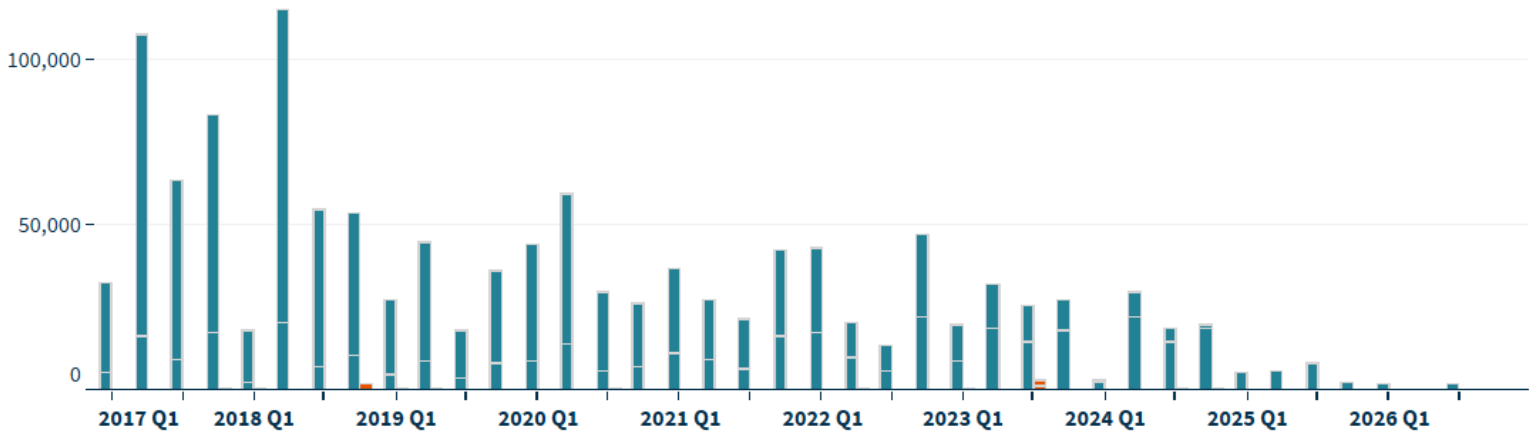
- San Antonio's apartment rental market weathered the 2020 economic shocks admirably well, and it should continue to be a steady performer once the nation resumes steady growth. The metro saw many new units delivered during the same period in which job growth also slightly eased, but near-term prospects appear to be supportive of the rental market. Upcoming supply will likely result in some easing of rent growth and vacancy rates, with modestly negative trends in the near-term possible, but the underlying strength of the area's economy and demographics should prevent larger problems in the longer term.
- Over the next several years, San Antonio will expand economically, which will likely result in higher levels of housing demand. The metro's exceptional demographic and economic growth prospects will support significant additions to inventory. In addition to job growth, which is forecasted to be twice the national rate, is the metro's exceptional young cohort: the age 20-34 cohort is forecast to grow 1.0% per year over the next five years, while the rest of the nation is expected to see this group contract 0.4% each year. Given the large military presence and growing regional health care sector, a return to the metro's long-term economic expansion is highly likely once the U.S. is in a sustained expansion.



Multifamily Apartment Pipeline

Apartments & Condos/Townhomes: Units Completed and Underway

Apartments | Condos



Source: Dodge Data & Analytics SupplyTrack Pipeline

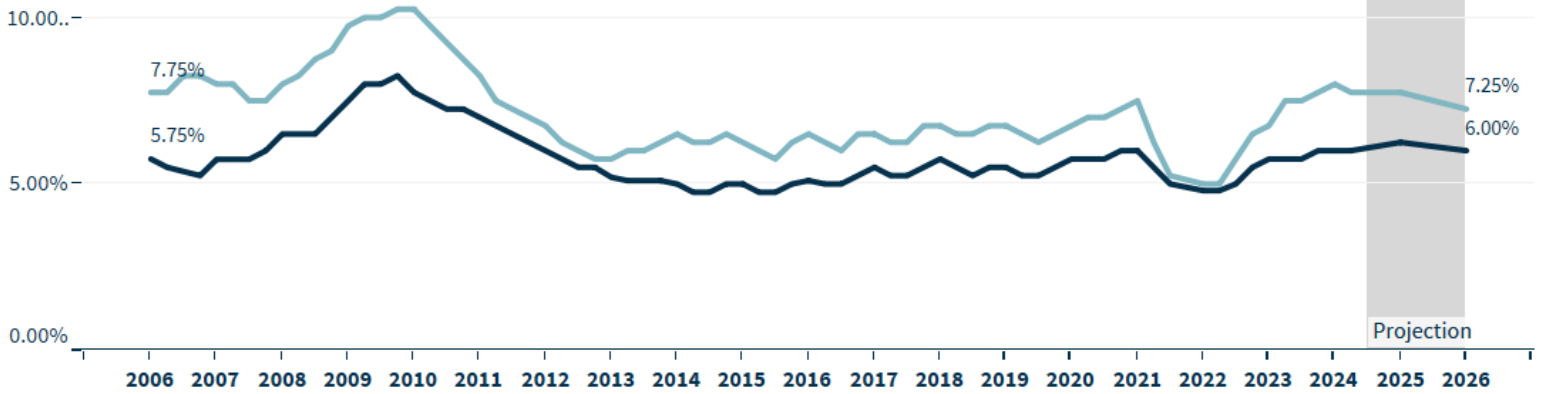
Multifamily Vacancy & Rent Estimates

Vacancy Rates

San Antonio | National

Q3 2024 Vacancy Rate:

8.00%



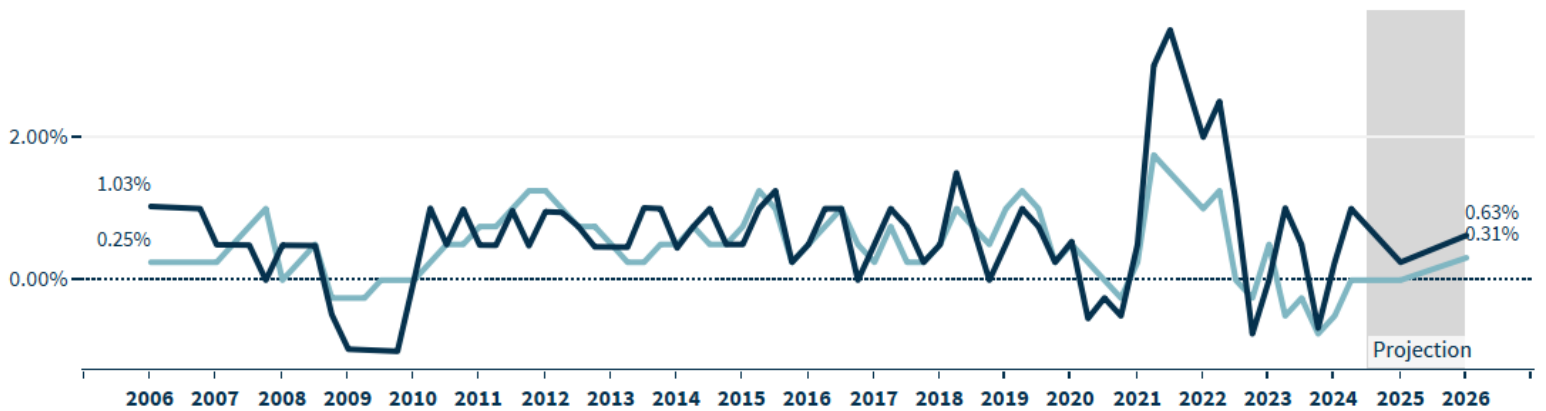
Projection

Asking Rent Growth

San Antonio | National

Q3 2024 Asking Rent:

\$1,040

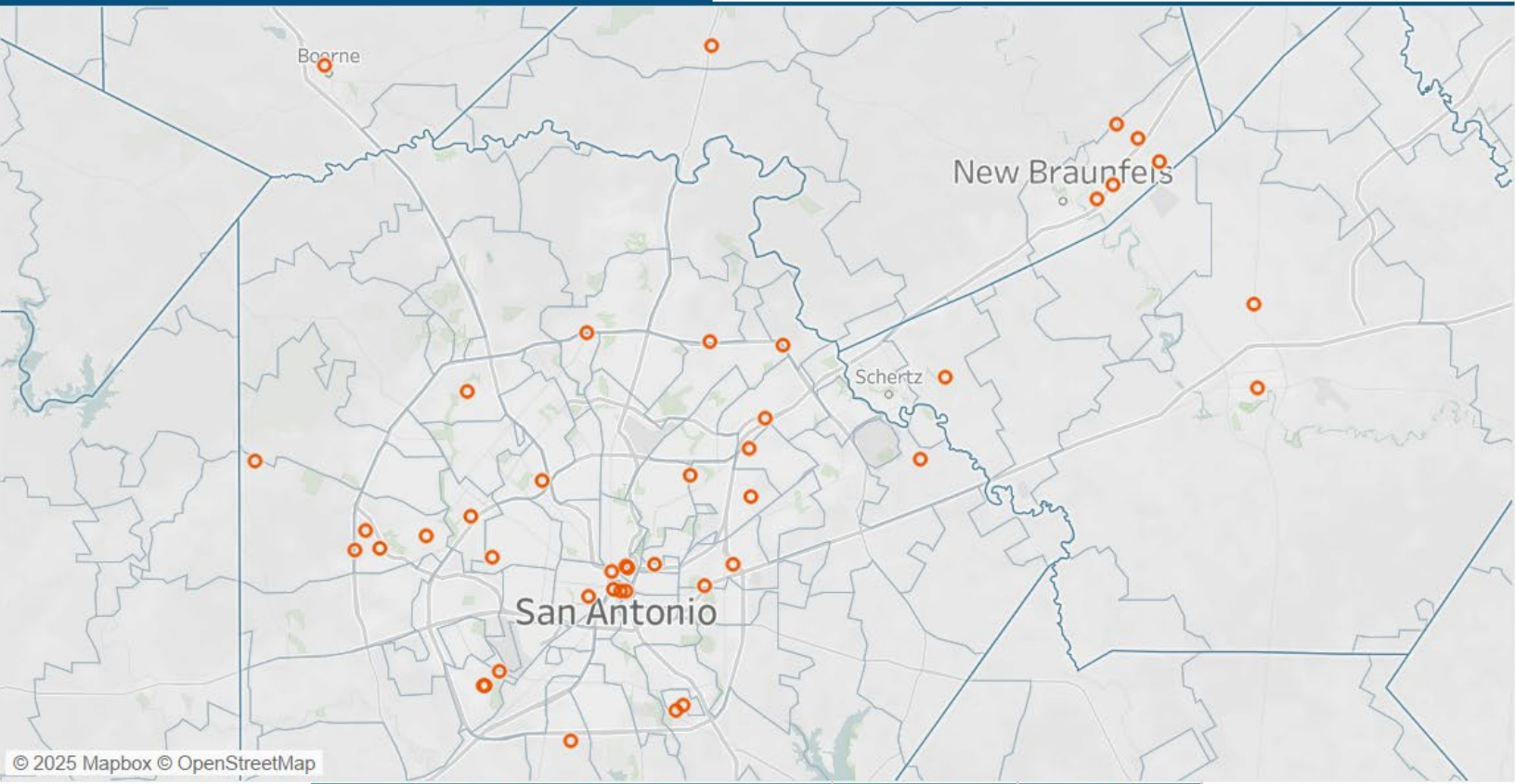


Projection

Source: Fannie Mae Multifamily Economics and Research



Multifamily Construction: Bidding & Underway



<i>MultiHousingSubmarketName</i>	<i>Apartments</i>	<i>Units</i>
Central San Antonio	8	1,081
Far North Central San Antonio	2	370
Far Northwest San Antonio	2	485
Far West San Antonio	5	978
Medical Center	1	270
New Braunfels/Schertz/Universal City	10	2,963
North Central San Antonio	1	291
Northeast San Antonio	4	916
South San Antonio	5	1,282
Southwest San Antonio	3	833
West San Antonio	2	523
Grand Total	43	9,992

Source: Dodge Data & Analytics SupplyTrack Pipeline



Multifamily: ESR Team

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Multifamily Economics and Market Research Team

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Sources Used

- Moody's Economy.com
- Moody's CRE/REIS
- CoStar
- Real Capital Analytics
- RealPage
- Greenstreet
- Dodge Data and Analytics Real Estate Analyzer
- CBRE-Econometric Advisors
- Yardi

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