



COMMERCIAL REAL ESTATE

San Antonio Texas

MARKET OVERVIEW

Topics



❖ San Antonio Market Overview

- Highlights
- Population
- Job Growth
- Economic Base
- Major Industries
- Rental Market
- New Development

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**STRONG MARKET
FUNDAMENTALS**



**POSITIVE JOB
GROWTH**



**CHEAPER COST
OF LIVING**



**STRATEGIC
LOCATION**



**BALANCED
WORKFORCE**



**ENTERTAINMENT
CITY**



San Antonio is the second largest city in the state, enjoys a diverse economy with continued growth in the fields of healthcare, biotechnology, telecommunications, higher education and an expanding tourism market, a developing oil/gas industry and continued job growth.

The location of San Antonio at the crossroads of three interstate highways and its proximity to Mexico are expected to increase San Antonio's role in international trade in the future because of the North American Free Trade Agreement (NAFTA).

The economic outlook for San Antonio is for continued above-average growth due to low business costs, a young bilingual workforce, and proximity to Mexico.

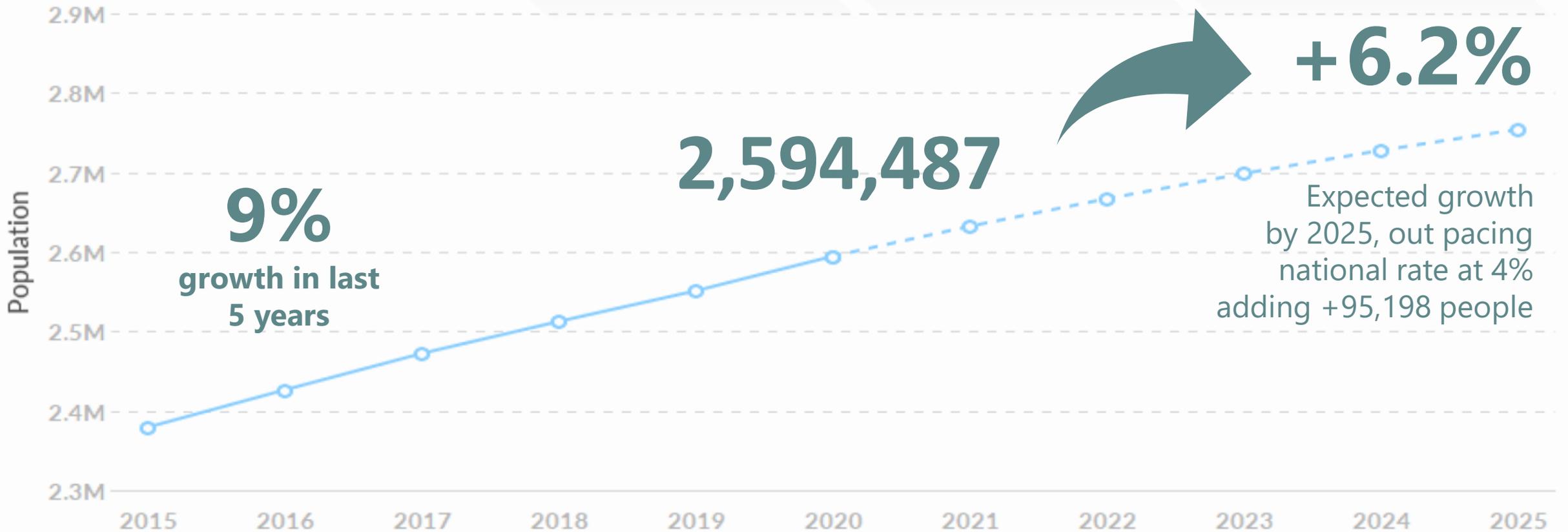


Population

2nd
Most Populated
City in Texas

7th
Largest City
in the nation

3rd
Largest Population
Growth in Texas



**Median
Household
Income
\$58.2K**

Oct-2020

**Jobs
Increased by
9.5%**

from 2015, outpaced
the national growth
rate of 6.2%

**Cost of Living
\$89.70**

Compared to \$119.30
in Austin, TX
US Average = \$100

**Jobs
Expect to
growth
+ 8%**

Until 2025

**Unemployment
Rate**

6.4%

Dec-2020



Economic Base

CORPORATE

Large number of corporations such as USAA, Valero, H-E-B, Frost Bank, Rackspace etc. have headquartered in San Antonio.

Amazon has recently announced expansion of a \$200 million fulfillment center.



INSURANCE

Several major insurance companies have operations located in San Antonio - including USAA.

USAA is primary employer in the city and 5th largest insurer of auto and 4th largest homeowner insurer.



HEALTHCARE

The estimated annual economic impact of the city's medical community exceeds \$6 billion.

There are several major research organizations located in the city, including Southwest Research, The University of Texas and others.



MILITARY

San Antonio is "home" to three major military bases, including Randolph Air Force Base, Fort Sam Houston and Lackland Air Force Base, however, several major functions of the base are used for privatization.



TOURISM

~34.4 million people visits San Antonio annually;

\$13.6 billion in revenue and employs 130,000 people;

Raises \$375 million in taxes and fees;

New construction hotels;





Amazon

Amazon to open 3 new delivery stations in San Antonio, Schertz

Delivery stations to create hundreds of new jobs starting at \$15 per hour



Amazon associate wearing PPE. Courtesy: Amazon (KSAI)

SAN ANTONIO - Amazon plans to open three new delivery stations in the San Antonio area, company officials said. **April-2021**

Amazon announces plans for 3 new facilities, 1,500 jobs in San Antonio

2 new fulfillment centers and a delivery station



FILE - This Nov. 30, 2014, file photo shows an Amazon's distribution center in Tracy, Calif. (AP Photo/Brandon Bailey, File) (Copyright 2020 The Associated Press. All rights reserved.)

SAN ANTONIO - Amazon announced plans on Tuesday to open two new fulfillment centers and a delivery station in San Antonio that will bring more than 1,500 new full-time jobs to the area. **Dec-2020**



Amazon
New delivery stations

Amazon's growing presence in San Antonio reaffirms the city's economic strength and region as a premier location for business.





400+ Companies Headquartered in San Antonio

| Top Companies | # of Employees |
|--------------------------------|----------------|
| Fort Sam Houston (U.S Army) | 32,000 |
| H-E-B | 20,000 |
| USAA | 17,000 |
| Methodist Healthcare System | 9,851 |
| Baptist Health System | 6,371 |
| JPMorgan Chase & Co. | 5,000 |
| Wells Fargo | 4,357 |
| Cullen / Frost Bankers | 4,270 |
| Christus Santa Rosa Healthcare | 3,336 |
| Rackspace | 3,300 |
| CPS Energy | 3,022 |
| Clear Channel Communications | 2,800 |
| NuStar Energy | 1,694 |
| Valero Energy | 1,653 |
| Marathon Petroleum Corporation | 1,300 |

Source: EMSI Q1 2020



Rental Market

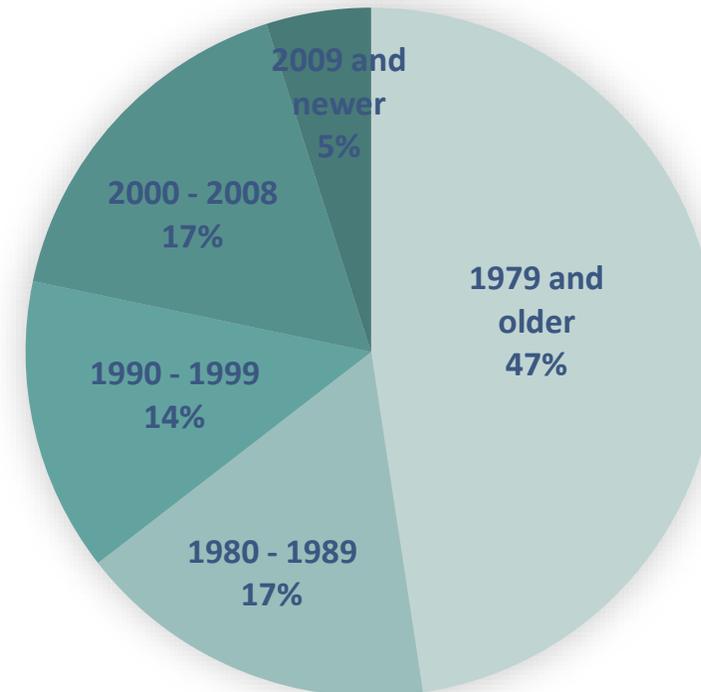
Renters make up
40.9%
of the population

Rental Vacancy
3.5%
of all houses
and apartments

MEDIAN MONTHLY RENT BY NUMBER OF BEDROOMS



HOUSING BY YEAR BUILT

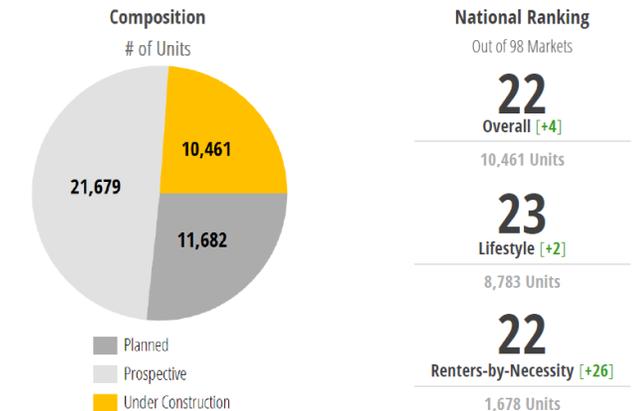
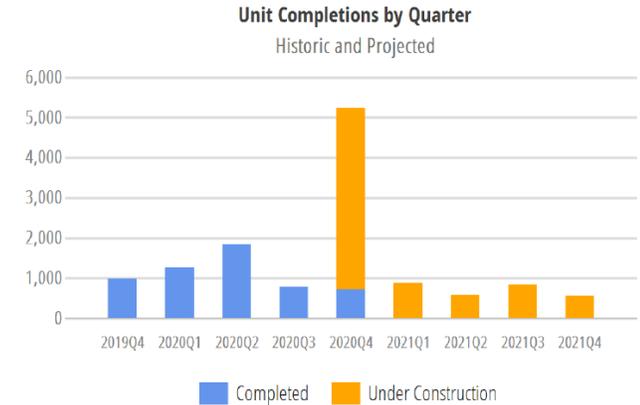
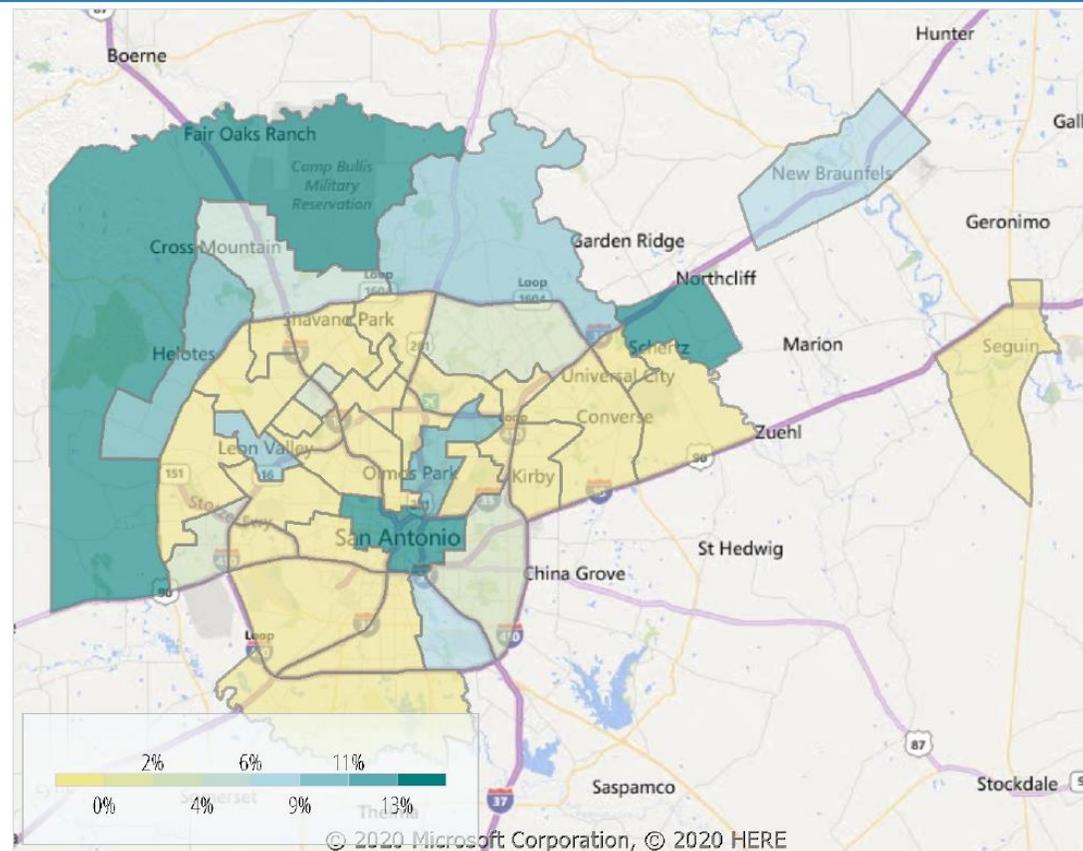




New Development

PROJECTED COMPLETIONS AS % OF PRIOR INVENTORY - 12 MONTHS ENDING SEPTEMBER 2021

| Submarket | Growth | # Units |
|------------------------|-------------|--------------------|
| Selma | 32.8% | 312 |
| Southtown/King William | 15.0% | 1,524 |
| Northwest Bexar County | 14.6% | 244 |
| Terrell Hills | 11.4% | 651 |
| Helotes | 11.2% | 522 |
| Far North Side | 10.2% | 1,308 |
| Leon Valley - East | 9.0% | 296 |
| Southeast Side | 8.4% | 411 |
| New Braunfels | 6.9% | 381 |
| Beckmann | 4.8% | 500 |
| USAA Area | 3.9% | 328 |
| + 5 More Submarkets | | 1,073 |
| Market Overall | 3.7% | 7,550 Units |





THANK YOU



Tom Mix Petreca

Principal & Co-Founder

Tom@mixcre.com

San Antonio, Texas

mixcre.com

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