

LAS VEGAS SOUTHERN UTAH NORTHERN UTAH AUSTIN SAN ANTONIO

# 2025 MIDYEAR

SAN ANTONIO

MARKET REPORT

VOLUME 36

**NAIExcel**  
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

C O M M E R C I A L   R E A L   E S T A T E



# 2025 Mid-year Outlook

Commercial real estate markets are adapting to the new political economy in 2025. Interest rates maintain upward pressure on capitalization rates, and projects that commenced years ago continue to deliver inventory into the marketplace, elevating vacancy in some areas where demand has eased. Business owner and investor sentiment is mixed as growth and innovation are met with more expensive debt financing and changing world policy.

## **Cash and Tax Incentives**

Significant cash and strong business performance continue to drive investment activity. Tariffs and Presidential policy have negotiated hundreds of billions of dollars in future foreign investment in the United States. The Presidents “One Big Beautiful Bill” is now law, bringing favorable tax treatment for many business owners and real estate investors including 100% bonus depreciation.

## **Facility Costs**

Building operating costs continue to increase, creating financial pressure on both landlords and tenants. Insurance and property tax costs can remain mostly flat for years, then increase shockingly with little notice. Changes in interest rates, property taxes, and building operating expenses are giving owners greater cause to reevaluate their investments.

## **Real Estate is Local**

The market for commercial real estate is local and each building and buyer requirement can be highly unique. While availability is increasing generally, it is still not uncommon for buyers and tenants to experience a lack of inventory in some market locations and property types. While less favorable properties can be slow to absorb, quality real estate at reasonable prices continues to move quickly.

Overall, the former market conditions of hyper demand and extremely limited inventory have moved to a more balanced marketplace. In 2025, buyers and tenants can expect to see more product availability, and sellers and landlords should expect more typical market conditions.

Jon Walter  
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*Principal Broker, Nevada*

Neil Walter  
*Chief Executive Officer*

Tom DeWine  
*Principal Broker, Texas*



# SAN ANTONIO



# Office

## SAN ANTONIO

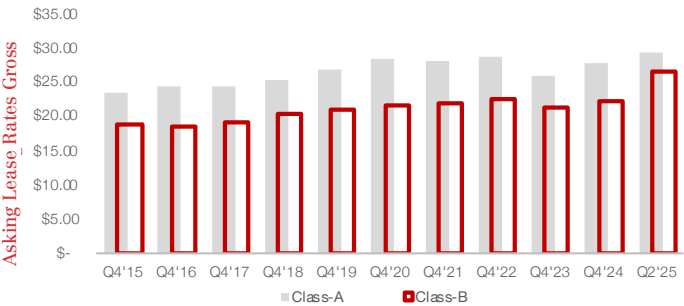
The San Antonio office market readjusted through the first six months of 2025 with increased vacancy, higher lease rates, and minimal construction. The average asking lease rate for all office classes increased 14.3% from year-end 2024 to \$27.48 at mid-year 2025. The average vacancy rate rose to 11.7% during the same period.

Over 480,000 square feet of net space was vacated in the first six months of 2025 and only 77,000 square feet of new construction was delivered during the same period. Approximately 750,000 square feet of space is under construction, signaling more moderate levels of construction in the near future.

▲ **11.7%**  
VACANCY

▲ **\$27.48**  
ASKING RENT

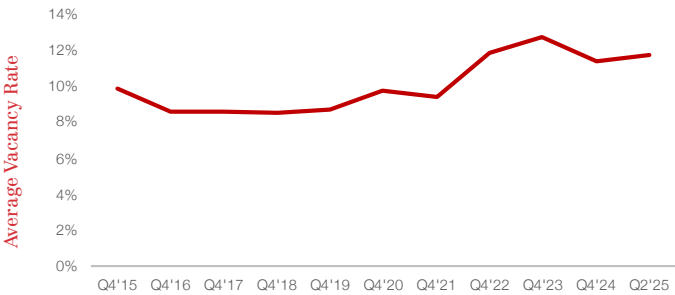
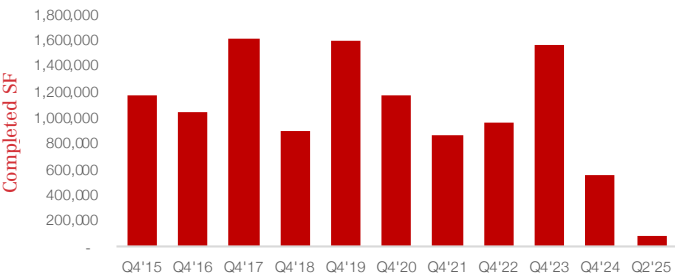
▲ **6.5-8%**  
CAP RATE



7227 S New Braunfels Ave

Office 20,000 ✓ Completed 2025

Market	Total Inventory	% Vacant	YTD Net Absorption	SF Under Construction	Built YTD	Asking Gross Rent
Class A	27,805,411	16.4%	(313,568)	304,148	-	\$29.33
Class B	45,603,245	11.0%	(77,352)	442,245	66,171	\$26.38
Class C	17,589,850	6.1%	(70,951)	9,982	5,019	\$22.59
Atascosa / Wilson County	632,207	2.0%	7,362	-	-	\$24.46
Bandera / Medina County	412,678	0.6%	968	-	-	\$24.43
CBD	10,732,147	17.6%	122,395	-	-	\$26.97
Comal County	3,448,108	5.0%	22,329	130,000	-	\$30.83
Guadalupe County	1,434,281	4.9%	(16,088)	38,000	-	\$25.08
Kendall County	1,477,148	5.3%	(1,111)	170,236	-	\$31.59
North Central	24,308,009	12.2%	(150,048)	97,674	21,100	\$28.32
Northeast	7,304,550	12.7%	62,029	5,084	4,711	\$23.43
Northwest	37,579,988	11.2%	(539,575)	230,381	31,379	\$27.01
South	4,057,150	8.6%	9,885	85,000	20,000	\$20.37
Totals	91,386,266	11.7%	(481,854)	756,375	77,190	\$27.48

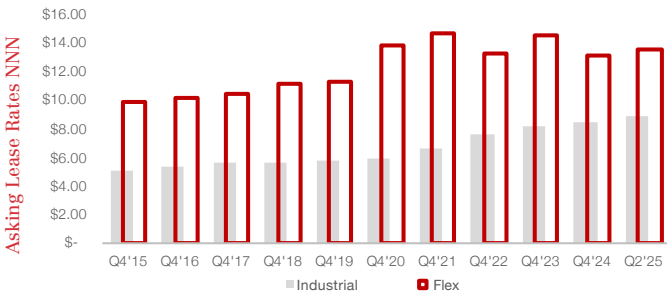


# Industrial

## SAN ANTONIO

New construction continues to increase total availability in the San Antonio Industrial market. The average vacancy rate rose from 8.5% at year-end 2024 to 10.5% at mid-year 2025, representing a 23.5% increase. More than 3.9 million square feet were completed in the first six months of the year, with absorption reported at 98,000 square feet.

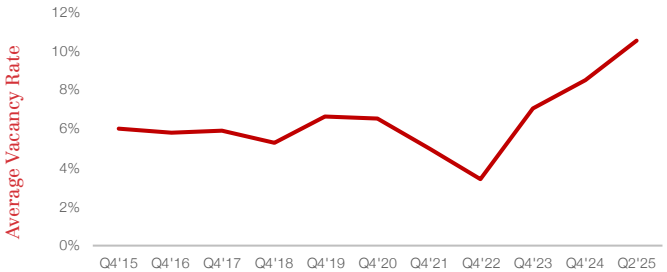
Some 4.5 million square feet is under construction, indicating that delivery of new buildings will continue into 2026. The average asking lease rate rose slightly from year-end 2024 to \$9.47 per square foot NNN for industrial and flex space combined.



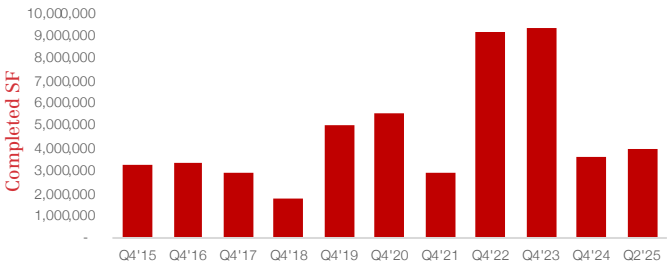
Market	Total Inventory	% Vacant	YTD Net Absorption	SF Under Construction	Built YTD	Asking NNN Rent
Industrial	170,242,756	10.8%	(533,520)	4,392,504	3,208,593	\$8.85
Flex	18,766,997	7.1%	631,785	138,370	746,483	\$13.56
Atascosa / Wilson County	3,196,716	8.7%	26,383	9,460	-	\$12.98
Bandera / Medina County	2,134,675	0.1%	-	625,000	-	\$14.00
CBD	3,683,536	5.7%	(50,907)	-	-	\$11.14
Comal County	21,403,890	13.5%	96,402	154,270	804,087	\$9.81
Guadalupe County	15,955,662	4.4%	105,590	214,360	31,000	\$9.84
Kendall County	2,457,175	8.1%	(32,868)	22,598	6,000	\$13.59
North Central	18,536,589	7.7%	(51,020)	-	47,035	\$11.30
Northeast	51,909,197	15.3%	(1,167,337)	985,657	1,938,770	\$8.54
Northwest	26,264,974	5.3%	548,480	1,200,692	717,184	\$11.90
South	43,467,339	10.9%	623,542	1,318,837	411,000	\$7.49
Totals	189,009,753	10.5%	98,265	4,530,874	3,955,076	\$9.47

### 10260 Viewpoint Rdg

Industrial 536,000 ✓ Completed 2025



10.5% VACANCY    \$9.47 ASKING RENT    6-7.5% CAP RATE

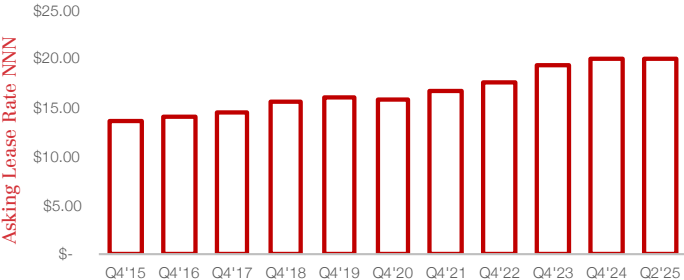


# Retail

## SAN ANTONIO

The San Antonio retail market continued a trend of moderate growth. The average lease rate rose 0.6% from year-end 2024 to \$20.04 NNN at mid-year 2025. The average vacancy rate held mostly flat, adjusted from 3.6% at year-end 2024 to 3.7% at mid-year 2025.

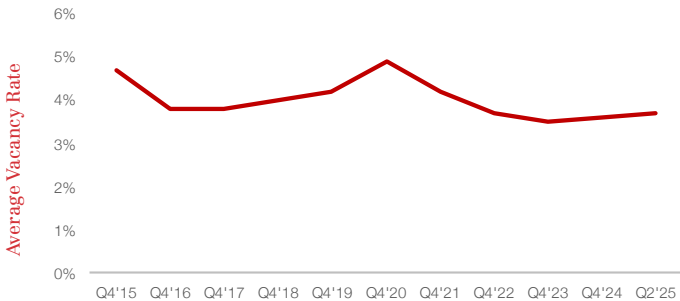
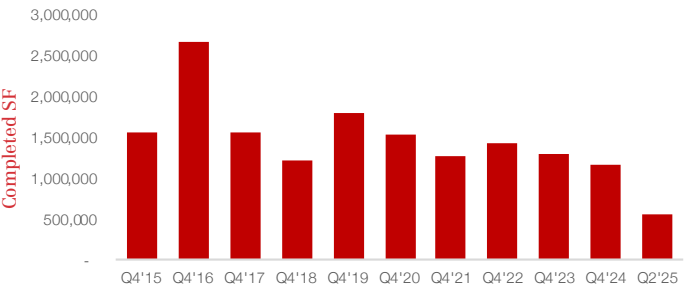
Net absorption of more than 369,000 square feet, combined with more than 539,000 square feet of new space to market, are indicators of a balanced market. Just over 1.6 million square feet of space was under construction at mid-year 2025.



9955 Braun Rd

Retail 34,000 Completed 2025

Market	Total Inventory	% Vacant	YTD Net Absorption	SF Under Construction	Built YTD	Asking NNN Rent
General Retail	84,787,127	3.5%	443,507	909,979	416,310	\$20.75
Mall	12,707,159	3.6%	(143,625)	-	-	\$29.28
Power Center	10,814,642	4.2%	18,862	235,255	-	\$32.68
Shopping Center	45,779,816	6.8%	47,524	268,655	122,900	\$17.09
Specialty Center	599,335	5.2%	3,237	256,649	-	\$35.95
Atascosa / Wilson County	3,990,680	1.9%	2,875	-	-	\$15.11
Bandera / Medina County	2,459,075	0.9%	16,796	17,335	4,500	\$32.93
CBD	4,919,529	2.9%	(22,677)	500	-	\$27.28
Comal County	10,348,587	1.6%	154,128	546,786	148,500	\$29.60
Guadalupe County	7,177,039	1.9%	15,665	198,444	-	\$20.11
Kendall County	2,515,991	2.9%	(32,902)	38,660	-	\$22.46
North Central	30,326,597	4.7%	(9,553)	118,079	38,165	\$24.14
Northeast	19,608,176	4.6%	(7,346)	231,437	12,143	\$16.44
Northwest	53,090,972	3.9%	267,801	496,493	333,434	\$17.89
South	20,251,433	3.3%	(15,282)	22,804	2,468	\$16.46
Totals	154,688,079	3.7%	369,505	1,670,538	539,210	\$20.04



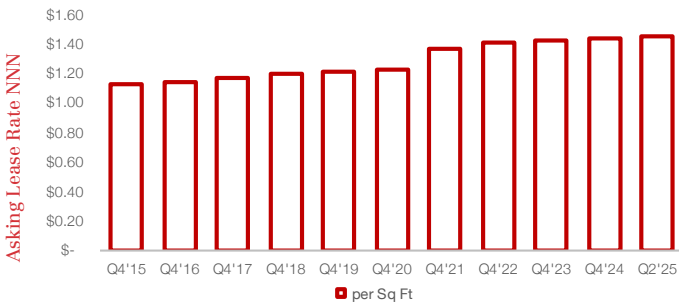


# Multifamily

## SAN ANTONIO

The multifamily market in San Antonio continued a trend of strong construction and high vacancy through the first half of 2025. The average lease rate nudged up from \$1.43 per square foot per month at the end of 2024 to \$1.45 at mid-year 2025. The vacancy rate rose from 13.5% at year-end 2024 to 14.0% at mid-year 2025.

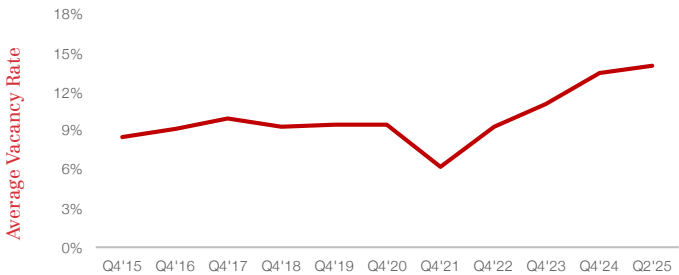
Construction for multifamily development continues strong in 2025 with 5,404 units completed and another 7,865 units under construction. Absorption of 4,231 units through the first six months of 2025 indicates that demand is continuing to drive growth in the multifamily sector.



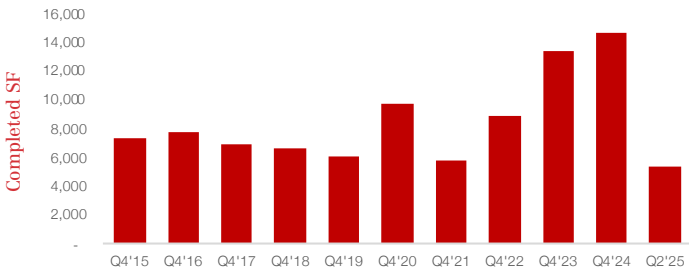
Market	Units	% Vacant	YTD Net Absorption	Units UC	Built YTD	Asking Rent/SF	Asking Studio	Asking 1 Bed	Asking 2 Bed	Asking 3 Bed
Class A	72,339	11.3%	1,949	1,538	1,258	\$1.59	\$1,142	\$1,289	\$1,640	\$1,988
Class B	122,028	16.3%	3,009	6,282	4,137	\$1.45	\$1,074	\$1,128	\$1,414	\$1,664
Class C	96,486	13.1%	(725)	45	9	\$1.27	\$766	\$880	\$1,112	\$1,304
Atascosa / Wilson County	1,328	10.9%	(11)	-	-	\$1.13	\$850	\$842	\$1,048	\$1,408
Bandera / Medina County	1,027	9.8%	(7)	-	-	\$1.11	\$604	\$797	\$951	\$1,102
Downtown / Midtown	14,586	16.4%	507	674	983	\$2.00	\$1,046	\$1,445	\$2,131	\$2,903
Comal County	15,330	17.6%	1,113	1,300	676	\$1.54	\$784	\$1,233	\$1,581	\$2,002
Far West / Westside	52,931	14.5%	975	1,829	1,152	\$1.36	\$849	\$1,027	\$1,278	\$1,501
Guadalupe County	6,158	12.4%	274	596	-	\$1.39	\$1,258	\$1,191	\$1,431	\$1,472
Kendall County	2,600	8.9%	20	480	-	\$1.51	\$2,277	\$1,191	\$1,475	\$1,683
North	41,197	12.5%	531	350	565	\$1.48	\$935	\$1,155	\$1,479	\$2,038
North Central	19,387	13.0%	(88)	-	69	\$1.43	\$793	\$1,042	\$1,376	\$1,661
Northeast	27,810	14.9%	(101)	640	591	\$1.32	\$1,102	\$1,002	\$1,216	\$1,458
Northwest	71,419	12.7%	248	351	263	\$1.50	\$1,000	\$1,104	\$1,435	\$1,860
Southeast / Southwest	37,640	15.5%	770	1,645	1,105	\$1.29	\$745	\$989	\$1,166	\$1,320
Totals	291,413	14.0%	4,231	7,865	5,404	\$1.45	\$927	\$1,103	\$1,384	\$1,640

4462 Wurzbach Rd

Multifamily 324 Units Completed 2025



14.0% VACANCY \$1.45 ASKING RENT 5-7% CAP RATE



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± 269,000 SF / 57 ACRES  
AGENT: Meeja McAllister



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**LEASED | INDUSTRIAL**

± 188,950 SF

AGENTS: Eric Larkin, Mike Kenny,  
Leslie Houston



**SOLD | RETAIL**

**\$10,222,900**

± 15.11 ACRES

AGENTS: Zach Hatch & Jay Blacker



**Intersection**

**SOLD | INDUSTRIAL**

**\$8,750,000**

± 46,860 SF

AGENT: Erik Sexton



**LEASED | INDUSTRIAL**

± 161,463 SF

AGENTS: Eric Larkin, Mike Kenny,  
Leslie Houston

3970 PARADISE RD

**LEASED | HOSPITALITY**

**\$8,910,000**

251 UNITS

AGENT: Anders Graciano

789 & 791 MIDDLEGATE

**SOLD | INDUSTRIAL**

**\$3,250,00**

± 13,400 SF

AGENTS: Bryan Houser &  
Asim Mehmood

1420 KATY FORT BEND

**SOLD | RETAIL**

**\$6,450,000**

± 2.161 ACRES | 19,971 SF

AGENTS: Jorge Rodriguez, Ernest  
Brown & Juan Carlos Flores



**SOLD | INDUSTRIAL**

**\$4,125,000**

± 13,500 SF

AGENT: Neil Walter










**THE DWELLINGS**

**SOLD | HOSPITALITY**

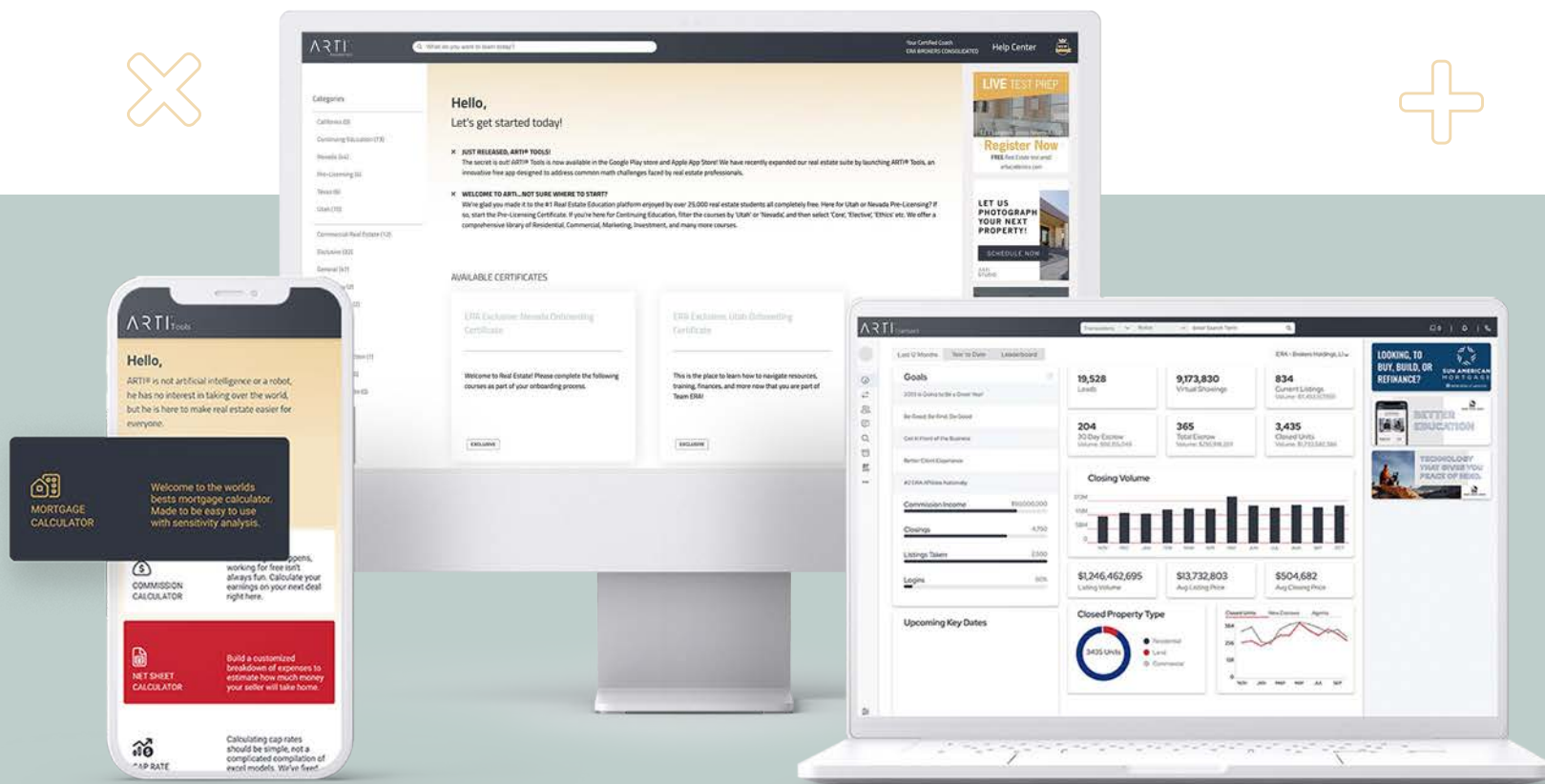
**\$5,000,000**

AGENTS: Kevin O'Brien & Jon Walter



<p>QUAIL CREEK INDUSTRIAL PARK Multiple Transactions</p> <p><b>SOLD   INDUSTRIAL</b></p> <p><b>\$11,760,000</b> ± 8.26 ACRES / 38,713 SF AGENT: Curren Christensen</p>	<p>421 N MEDINA</p> <p><b>SOLD   INDUSTRIAL</b></p> <p><b>\$4,200,000</b> ± 2.27 ACRES AGENT: Tom Rohde</p>	<p>8903 W MILITARY DR</p> <p><b>SOLD   RETAIL</b></p> <p><b>\$2,300,000</b> ± 3,785 SF AGENT: Scott Cummings</p>	<p>RED WATERS Multiple Transactions</p> <p><b>SOLD   INDUSTRIAL</b></p> <p><b>\$3,674,000</b> ± 11.96 ACRES AGENT: Wes Davis</p>
<p> <b>CASCADE</b> COLLISION REPAIR</p> <p><b>SOLD   INDUSTRIAL</b></p> <p><b>\$3,276,900</b> ± 11,388 SF AGENT: Jason Griffith</p>	<p>RIVER RIDGE PARKWAY</p> <p><b>SOLD   LAND</b></p> <p><b>\$1,500,000</b> ± 7.05 ACRES AGENT: Tom DeWine</p>	<p>3503 S SAM HOUSTON PARKWAY</p> <p><b>SOLD   RETAIL</b></p> <p><b>\$4,800,000</b> ± 2.18 ACRES   16,017 SF AGENTS: Jorge Rodriguez, Ernest Brown &amp; Juan Carlos Flores</p>	<p>7830 ELDORADO</p> <p><b>LEASED   INDUSTRIAL</b></p> <p>± 6,890 SF AGENT: Maria Herman</p>
<p>3625 WEST AVENUE</p> <p><b>LEASED   RETAIL</b></p> <p><b>\$1,898,987</b> ± 14,077 SF AGENT: Carla Villarreal</p>	<p> <b>Parkland</b> FUEL CORPORATION Multiple Transactions</p> <p><b>SOLD   RETAIL/C-STORES</b></p> <p><b>\$5,945,000</b> AGENT: Rina Fonua</p>	<p>7150 W GATES AVE</p> <p><b>SOLD   INDUSTRIAL</b></p> <p>± 7,875 SF AGENT: Jaden Malan</p>	<p>SIENNA HILLS AUTO MALL</p> <p><b>SOLD   LAND</b></p> <p><b>\$2,178,000</b> ± 8.14 ACRES AGENTS: Greg Whitehead &amp; Gregg McArthur</p>
<p>3370 PALM PARKWAY</p> <p><b>SOLD   INDUSTRIAL</b></p> <p><b>\$2,875,000</b> ± 10,280 SF AGENT: Erik Sexton</p>	<p>125 W ST GEORGE BLVD Multiple Transactions</p> <p><b>SOLD   MULTIFAMILY</b></p> <p><b>\$4,000,000</b> ± 12,766 SF AGENTS: Jon Walter &amp; Kevin O'Brien</p>	<p> <b>TCB</b> GLOBAL</p> <p><b>LEASED   INDUSTRIAL</b></p> <p>± 49,250 AGENT: Bryan Houser</p>	<p> <b>W</b> WAUSAU COATED</p> <p><b>LEASED   INDUSTRIAL</b></p> <p>± 46,800 SF AGENTS: Eric Larkin, Mike Kenny, Leslie Houston</p>
<p>3857, 3859 &amp; 3875 EAST SOUTHCROSS</p> <p><b>SOLD   OFFICE</b></p> <p><b>\$2,465,000</b> ± 43,156 SF AGENTS: Jorge Rodriguez, Ernest Brown &amp; Juan Carlos Flores</p>	<p> <b>NAIExcel</b> TEXAS HQ 1390 BITTERS</p> <p><b>SOLD   OFFICE</b></p> <p><b>\$4,580,000</b> ± 14,740 SF   2.9 ACRES</p>	<p> <b>Shipdudes</b></p> <p><b>LEASED   INDUSTRIAL</b></p> <p>± 22,990 SF AGENT: Bryan Houser</p>	<p> <b>Las Vegas</b> DC Warehousing</p> <p><b>LEASED   INDUSTRIAL</b></p> <p>± 82,240 SF AGENTS: Eric Larkin, Mike Kenny, Leslie Houston</p>

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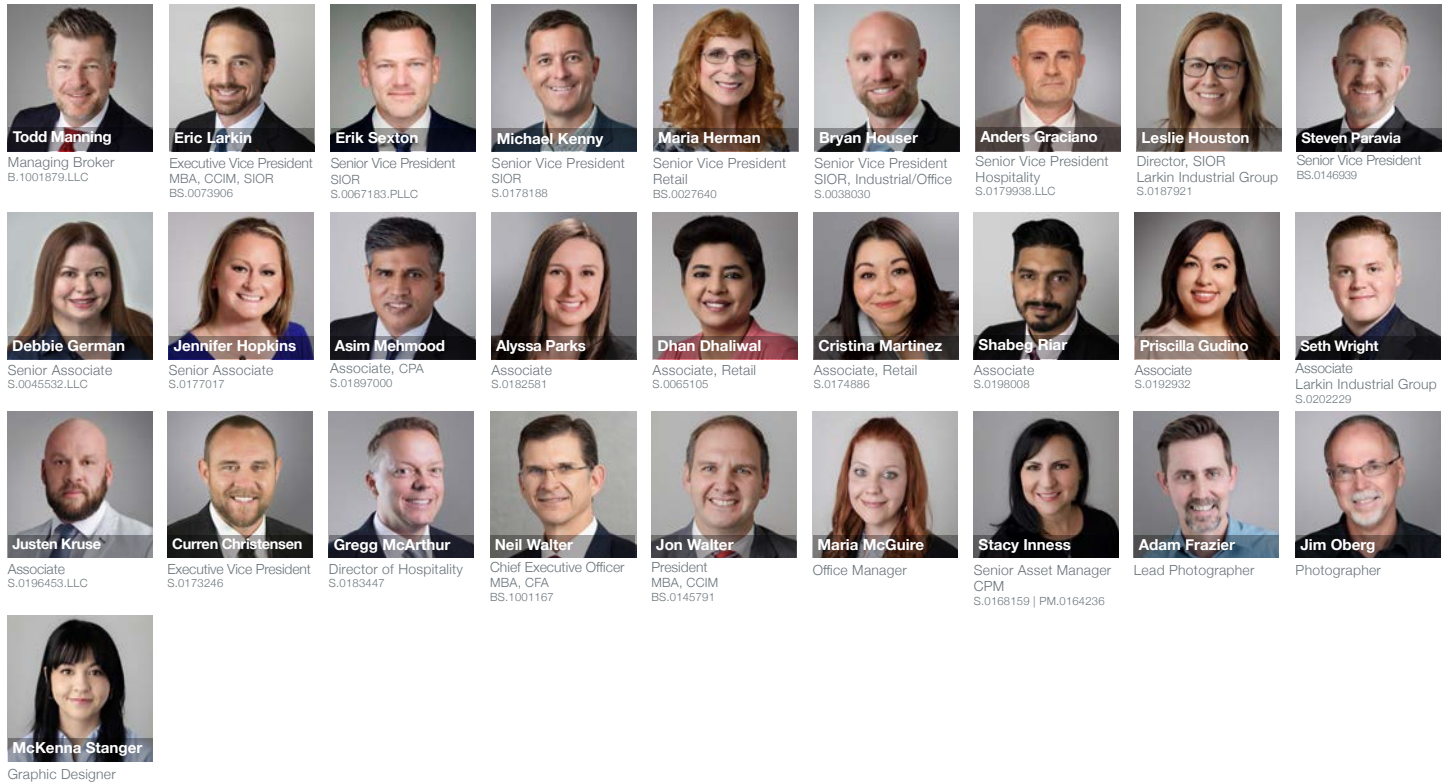
# NEW TEXAS HQ

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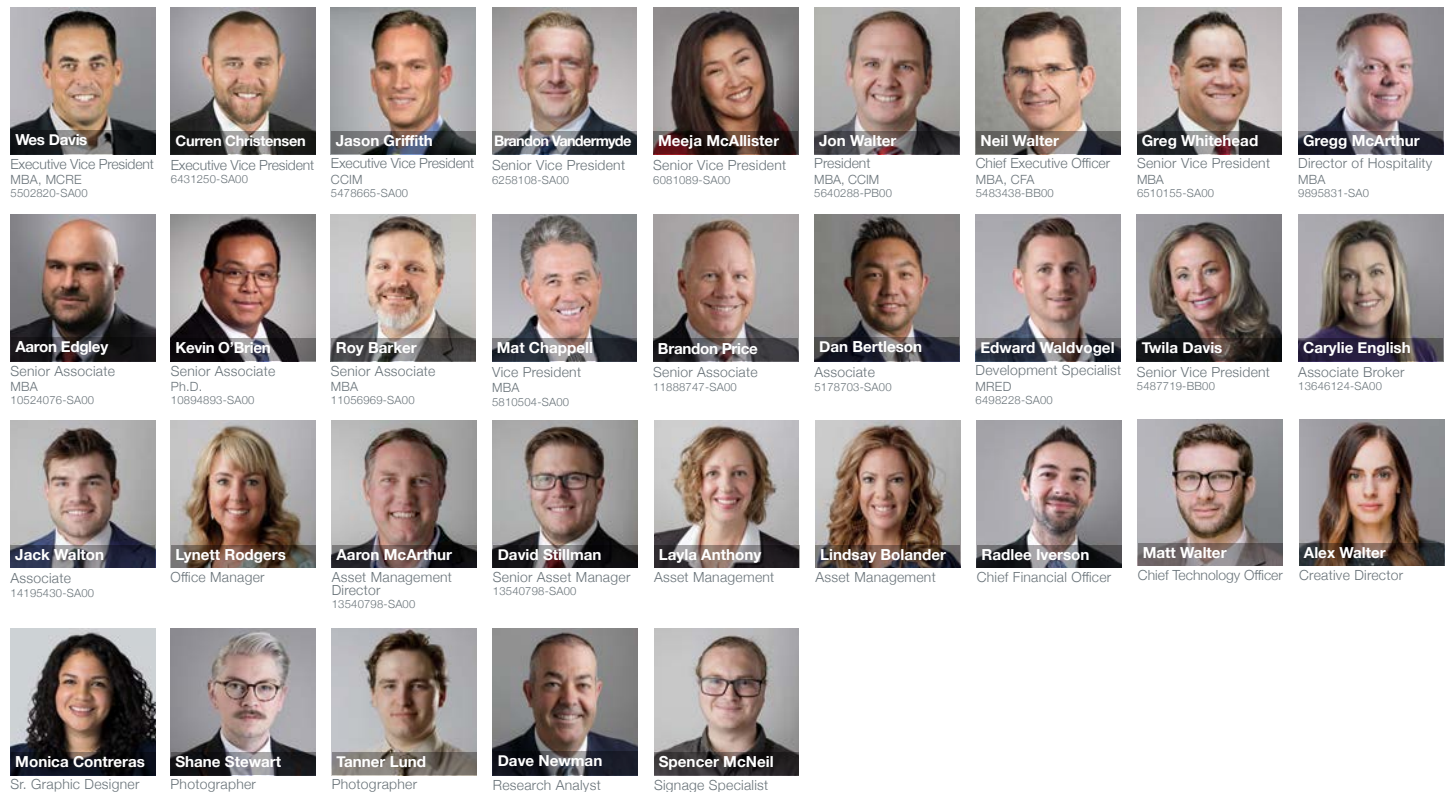
1390 E Bitters Rd  
San Antonio, TX 78216

# Our Team

## Las Vegas

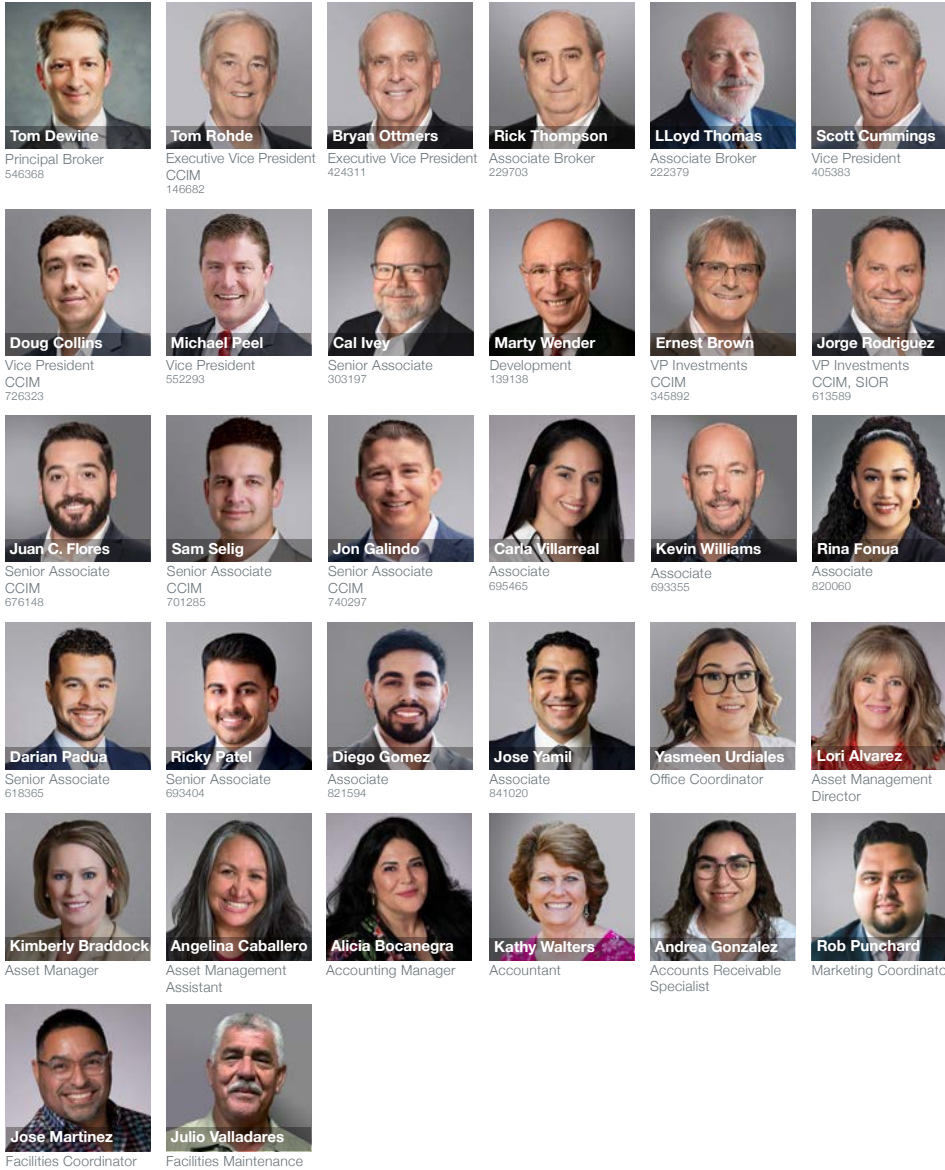


## Southern Utah

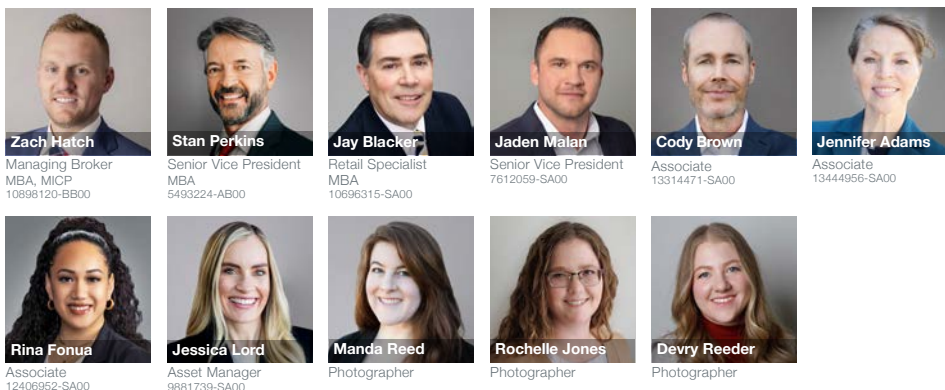




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