



# San Antonio Texas

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## Market Report





# 2 | About Real Consultants Mortgage and Real Estate

Real Consultants Mortgage and Real Estate Services was founded in 2005 by Devlin Duarte. We have grown from two desks in a bedroom with only one other agent, to four offices with over 65 Loan and Real Estate professionals throughout California. We put our Agents and Loan Officers first by helping them with resources and training that will help grow their book of business. With that same mentality, we believe clients should be educated on the Real Estate they purchase or the loan they end up getting. The reason behind creating this Real Estate market report is to give the client a snapshot of the area they are looking to purchase in before they make that decision.



Sam has nearly 20 years of experience in the financial, mortgage and real estate industries. A 2001 graduate from the United States Military Academy, West Point with a BS in Economics and Systems Engineering, Sam served as a Field Artillery Officer in the Army before beginning his career in financial services and real estate. He holds Series 7 and 66 securities licenses as well as California Real Estate Broker license.

**Sam Escobar**  
**CTO**  
**Real Consultants**  
**Mortgage and Real Estate**  
**Services Inc.**



President and Founder of Real Consultants Mortgage and Real Estate Services, Inc., brings over two decades of experience to the Mortgage and Real Estate industry. Established in 2005, his company has become a trusted name in the field under his leadership. Devlin graduated with a B.S. in Business Administration with a focus on Marketing from California State University Los Angeles in 2002. His dedication to excellence and deep understanding of the industry have been instrumental in shaping Real Consultants. Devlin Duarte continues to lead the company with a commitment to innovation and client satisfaction.

**Devlin Duarte President**  
**Real Consultants**  
**Mortgage and Real Estate**  
**Services Inc.**

# 3 | How We Select Markets We Do Business In

Ask a real estate agent in any city in the U.S. where the best place to buy investment property is, and the answer is the city they sell in. A bit biased, no? Obviously not every property, in every city, in every state in the country actually makes sense to buy as an investment property. So what criteria makes a particular town ideal for real estate investing?

We Select Markets Based on Statistics, Data and Financial Calculations:

- » **Job Market**  
Must have a trend of continued job growth and a business friendly environment with nationally recognized employers regularly adding jobs
- » **Vacancy Rate**  
The lower the unemployment rate, the lower the vacancy rate
- » **Economic Diversity**  
We only select Metropolitan Statistical Areas (MSA's) that are robust with many different industries creating economic stability
- » **Housing Affordability**  
With high affordability comes higher Cash-on-Cash Returns, increased demand, and more bang for your buck
- » **Landlord-Friendly State Laws**  
The state in which the city lies must have landlord friendly eviction and rent laws
- » **Strong Education**  
There must be a wide array of prestigious colleges and universities which attract employers and help stimulate job and population growth
- » **Property Management**  
Without this, nothing else matters. We provide a unique concierge-experience with regular and open lines of communication. We strive to give the best service possible for the best value

# 4 | Attractions, Culture, and Recreation

A city with a strong heritage, San Antonio is located in the stunning south-central Texas hill country with a population of 1.5 million. The blend of Mexican and Texan cultures makes it a truly unique place to live. Nicknamed the Alamo City because of the iconic Alamo Mission, the city played a role in some of the most important parts of Texas history.

From the River Walk to the Schlitterbahn Waterpark, World Heritage Sites to sporting events, there is always something to do in the city. Visit a city rich in history and booming with modern attractions. San Antonio invites you to be inspired, be curious and be hungry.



## River Walk

The River Walk is a network of walkways and bridges that wind along the San Antonio River, one story below the street level. Lined with lush landscaping, colorful flowers, and towering cypress trees, it's a peaceful oasis in the midst of the city's hustle and bustle.

Visitors can stroll along the River Walk's cobblestone paths and enjoy a variety of attractions, including numerous restaurants, cafes, bars, and shops. The area is known for its vibrant culinary scene, offering a wide range of cuisines to suit all tastes.

The River Walk is also a hub for cultural events and festivals, with its charming bridges and water taxis adding to the scenic charm. It's a popular destination for locals and tourists alike, providing a unique blend of natural beauty, culture, and entertainment in the heart of San Antonio.



## Military City USA

San Antonio has been home to a consistent military presence for hundreds of years. This is why it's called Military City USA. Today the city has one of the nation's largest active and retired military populations. It is also home to the Department of Defense's largest medical center at Joint Base San Antonio Fort Sam Houston. The many military installations at San Antonio have been a source of strength for our country since Texas became a state.



## Natural Bridge Caverns

Natural Bridge Caverns is a system of underground caves, featuring breathtaking rock formations that have been forming over thousands of years. It's known for being one of the largest and most accessible commercial caverns in the United States.

Visitors to the caverns can explore a series of chambers and passages, each adorned with stunning stalactites and stalagmites, some of which are quite massive. The caves are illuminated to highlight their beauty, creating a surreal and otherworldly atmosphere.

Natural Bridge Caverns offers guided tours that provide insights into the geological history, formation, and discovery of the caverns. These tours cater to a range of interests and physical abilities, making it an accessible adventure for all.

Outside the caves, the park also offers various above-ground attractions, including zip lines, a maze, a canopy challenge, and a wildlife park. Natural Bridge Caverns is a popular destination for tourists and nature enthusiasts seeking to explore the wonders of the underground world in San Antonio.



# 5 | Attractions, Culture, and Recreation

The US Armed Forces have numerous facilities in San Antonio: Fort Sam Houston, Lackland Air Force Base, Randolph Air Force Base, and Lackland AFB/Kelly Field Annex, with Camp Bullis and Camp Stanley located outside the city.

It's a popular tourist destination known for famous locations like the Alamo, Sea World, and The San Antonio Botanical Garden. The city is also home to barbeque, the San Antonio Spurs, and its bustling business district.

The city is located in the American Southwest, the south-central part of Texas, and the southwestern corner of an urban region known as the Texas Triangle.



## The Alamo

The Alamo Mission in San Antonio, commonly called the Alamo, is a UNESCO World Heritage Site. Founded in the eighteenth century as a Roman Catholic mission and fortress compound, it was the site of the Battle of the Alamo in 1836. The Alamo is now a museum in the Alamo Plaza Historic District.

The Alamo welcomes over four million visitors each year, making it one of the most popular historic sites in the United States.



## The Witte Museum

Nature, science, and culture meet at The Witte Museum. Massive exhibits of dinosaurs, People of the Pecos and Texas Wild, and other rotating exhibits fill the recently renovated space with history, storytelling, and interactive, family-friendly fun.

Located on the banks of the San Antonio River, the museum's backdrop is picturesque and ideal for small and large events alike.



## Six Flags Fiesta Texas

Rides. Food. Family...and FUN. Don't miss San Antonio's largest, most popular theme park on the city's Northwest side, Six Flags Fiesta Texas. Nestled in the center of a booming retail, restaurant and entertainment district, Six Flags Fiesta Texas offers guests thrilling coasters, exhilarating park rides, splash zones and wave pools, live entertainment (don't miss everyone's favorite evening firework shows!), fair food, adult beverages and so much more.

# 6 | Economic and Business Climate

## “San Antonio’s Economy Projected to Grow Faster than Most Cities’ in 2023, report says” By Michael Karlis at San Antonio Current

San Antonio’s GDP is forecasted to grow 1.4% in 2023, according to a report by the Kenan Institute of Private Enterprises.

Despite recession concerns, San Antonio’s economy is projected to outperform that of most cities in 2023, according to a new forecast by a North Carolina-based think tank.

Indeed, the report by the Kenan Institute of Private Enterprises predicts the Alamo City’s economy will be among the 10 fastest-growing in the nation. SA’s gross domestic product is projected to grow 1.4% this year, the fifth-highest expected urban economic growth rate in the nation.

Two other Texas cities made the top 10 for economic growth in 2023. Austin took the No. 2 spot with a projected GDP growth rate of 2.8%, while Dallas came in at No. 7 at 1.3%.

San Antonio’s projected GDP growth rate for 2023 is lower than the city’s 2.6% expansion last year, according to the report. Still, the projected drop-off isn’t so bad, considering the the Kenan Institute expects the U.S. economy to drop into a recession later this year or early 2024.

“The economic pain caused by this downturn will be felt unevenly across the country,” the report said.

The Kenan Institute looked at the economic prospects of the nation’s 50 largest cities. Of those cities, 30% are expected to have economies that contract in 2023.

The most significant shrinkage is expected in Memphis, Detroit and Virginia Beach, all of which are expected to drop at least 1%, according to the report.

Source: [expressnews](#)





# 7 | Economic and Business Climate

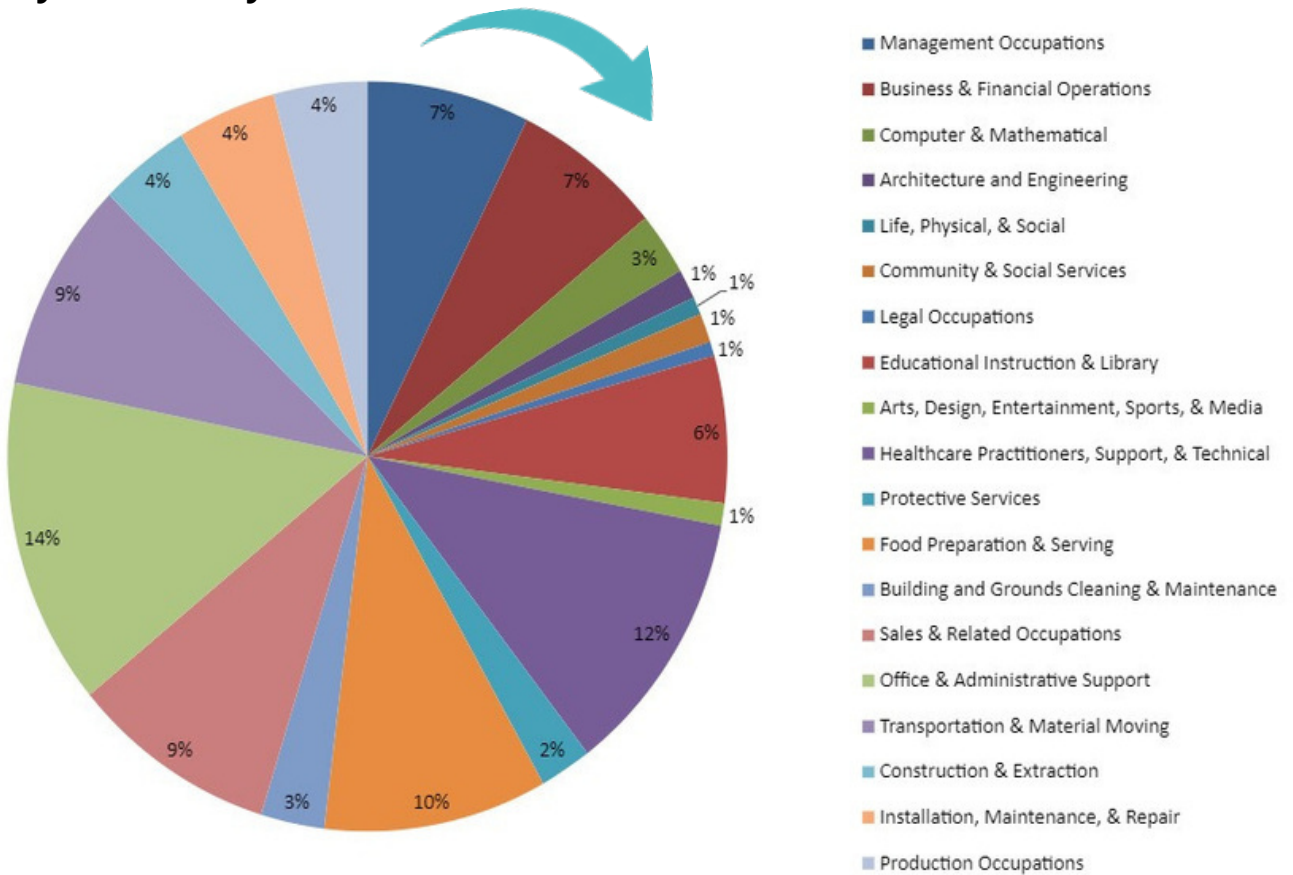
- Year after year, San Antonio has been named one of the fastest-growing cities largely due to its business-friendly environment, economic diversity, housing affordability, low cost of living, and abundance of community gatherings and festivals.

San Antonio saw the job market increase by 2.9% in 2022. Almost every job sector experienced growth. Future job growth over the next ten years is predicted to be 39.6%, which is higher than the US average of 33.5%.

- To better serve the business community, the City of San Antonio has a partnership with greater SATX to create a dynamic public and private partnership to recruit companies to San Antonio, retain and expand existing local companies and foster economic prosperity in the area.

Source: Sanantonio.gov

## Industry Diversity



Source: U.S. Bureau of Labor Statistics, 2022

# 8

## Economic and Business Climate



- Over 1.25 million people active in the labor force
- Greater San Antonio has three Fortune 500 companies in its city
- The MSA has a GDP of \$144.3 Billion
- In the past year, San Antonio's wages have increased 1.6 percent
- Payrolls increased an annualized 9.5 percent from April to May 2023
- San Antonio's economy is focused primarily within military, health care, government civil service, financial services, oil and gas, and tourism sectors

Source: [dallastied.org](https://dallastied.org)

### 2021-2022 Unemployment Rate of San Antonio-New Braunfels, TX MSA



Source: [fred.stlouisfed.org](https://fred.stlouisfed.org)



# 9 | Industry

## Healthcare and Bioscience Industry

Local operations represent nationally-recognized healthcare facilities, cutting-edge biotech companies, and well-respected global enterprises like 3M, Medtronic, and Becton Dickinson, in addition to medical device, biologic, and pharmaceutical manufacturing companies. The South Texas Medical Center is the epicenter of an industry that produced more than \$42 billion in regional economic impact year over year.

- 17% of people in San Antonio are in the Bioscience and Health Care industries
- 10% projected job growth (2022-2026)
- 187k employees in the industry
- 55k new jobs added since 2012

## Information Technology and Cybersecurity

San Antonio's open environment attracts bright minds who want to explore ideas in entrepreneurship and technology, develop their talents, and connect to a community of like-minded people. The local IT sector reflects that through Cloud Computing and Cybersecurity.

Local companies have helped pioneer cloud computing with a mindset that reflects the city's penchant for open collaboration. Local incubators like Geekdom and TechStars Cloud are working with San Antonio's young and driven IT startups to share ideas, winning business practices, and foster a culture of rewarding entrepreneurship.

San Antonio's talented, strategic, and innovative minds are focused on building businesses, technology, and cool ideas that will shape the future, including workforce initiatives such as codeup and Rackspace Open Cloud Academy.

Source: [sanantonio.gov](http://sanantonio.gov)



# 10 | Education

Education in San Antonio, Texas, is supported by a diverse array of institutions and resources. The city is home to numerous school districts, with the San Antonio Independent School District being one of the largest. Additionally, it boasts a range of private and charter schools, providing parents and students with various educational options. Higher education plays a significant role in the city, with respected institutions like the University of Texas at San Antonio (UTSA), Trinity University, and others offering a wide array of academic programs. San Antonio's educational landscape is enriched by its cultural diversity, and the city places a strong emphasis on community engagement and partnerships, contributing to a vibrant and inclusive learning environment.

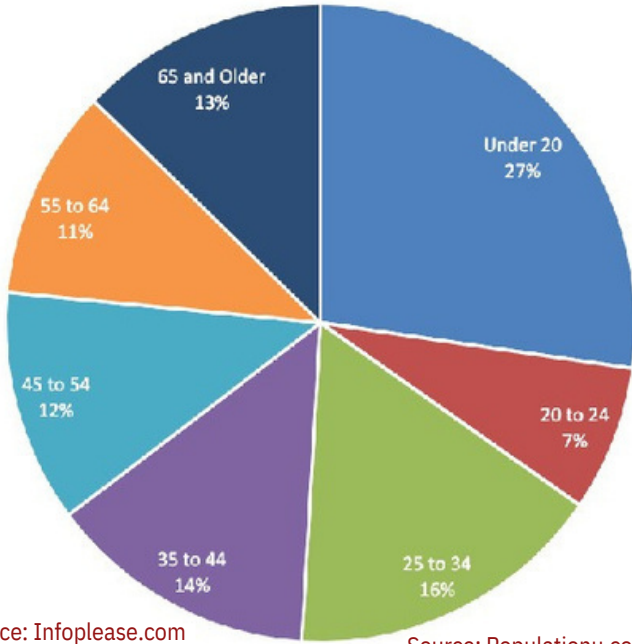
| Index                        | San Antonio | Texas | National |
|------------------------------|-------------|-------|----------|
| Average Test Scores          | 42%         | 47%   | 48%      |
| Student/Teacher ratio        | 15:1        | 14:1  | 16:1     |
| Total public schools         | 445         | 7,418 | 79,221   |
| Total private schools        | 92          | 1,267 | 24,874   |
| Total post-secondary schools | 32          | 463   | 7,963    |

Source: areavibes.com



# 11 | Demographics

## Percentage of Population by Age



Source: Infoplease.com

Source: Populationu.com

## Cost of Living in San Antonio, TX Compared to the U.S.

| Cost of Living | San Antonio | Texas | United States |
|----------------|-------------|-------|---------------|
| Overall        | 89.8        | 93.9  | 100           |
| Grocery        | 91.4        | 93.7  | 100           |
| Health         | 95.7        | 95.4  | 100           |
| Housing        | 75.9        | 84.3  | 100           |
| Utilities      | 94.9        | 99.2  | 100           |
| Transportation | 99.3        | 100.3 | 100           |
| Miscellaneous  | 96.3        | 96.4  | 100           |

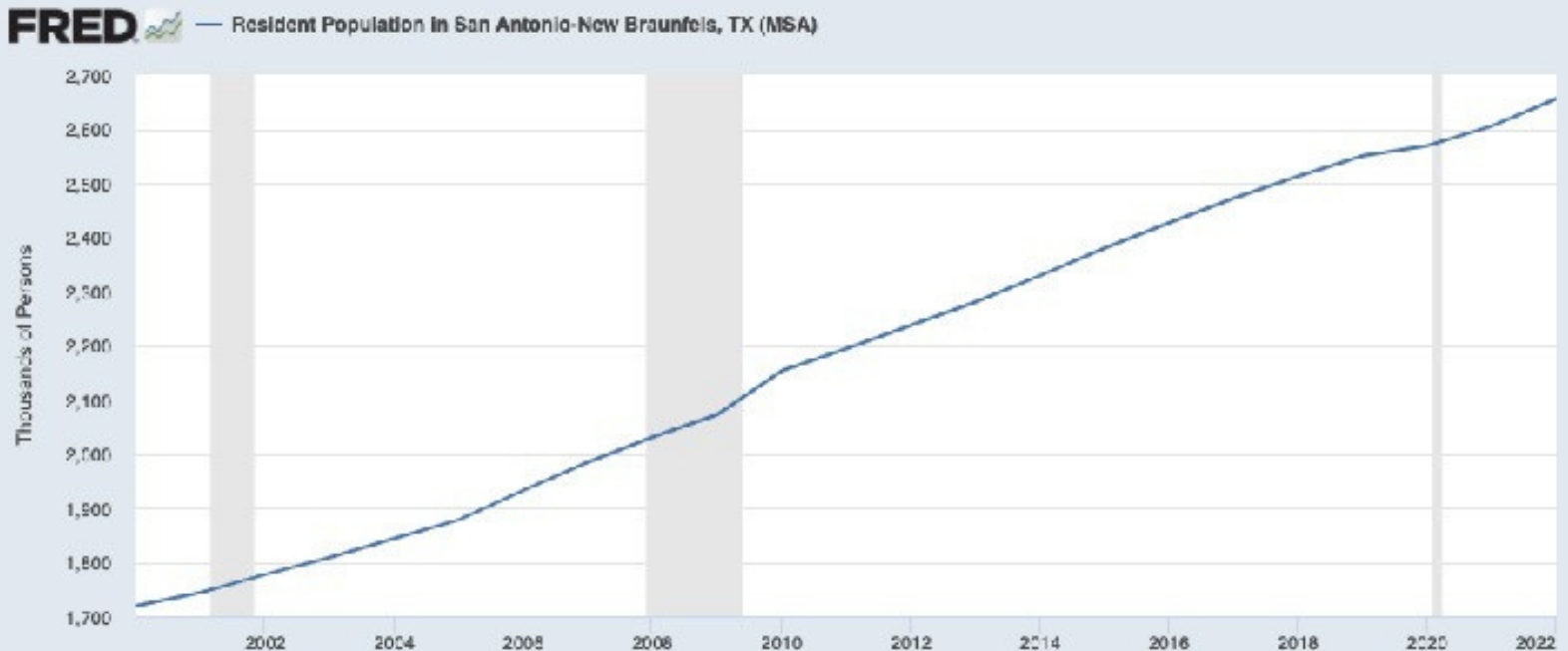
Source: Bestplaces.net

### San Antonio, TX MSA

- Population: 2.66M
- Median Household Income: \$67K
- Median Age: 35.7
- The San Antonio MSA population has grown by 1.7% since 2022

Source: Censusreporter.org

## San Antonio-New Braunfels MSA Estimated Population



Source: Fred.StLouis.Org

# 12 | Real Estate Market

## San Antonio Housing Market: Prices, Trends, Forecast 2023 by Marco Santarelli at [noradarealestate.com](http://noradarealestate.com)

### Average Home Values and Value Change

The average home value in the San Antonio-New Braunfels area currently stands at \$294,967. Over the past year, there has been a slight decrease of 0.6% in average home values. This indicates a relatively stable market with minimal fluctuations in property values.

### Market Forecast

Looking at the market forecast, the San Antonio housing market shows a positive outlook. The 1-year market forecast, as of June 30, 2023, projects a 5.1% increase in the housing market. This forecast suggests that the market is expected to experience growth, which can present opportunities for both buyers and sellers.

### Sales Performance

The median sale to list ratio, as of May 31, 2023, is 0.994, indicating that homes are typically selling very close to their listed prices. Additionally, 22.1% of sales in May 2023 were recorded as over the list price, while 53.1% of sales were under the list price. These figures suggest a market with potential opportunities for negotiation and potential bargains for buyers.

### Speed of Transactions

In terms of the speed of transactions, homes in the San Antonio-New Braunfels area go pending in approximately 18 days. This median time to pending indicates a market where properties are selling relatively quickly, but with a slightly longer timeframe compared to other areas. This can be attributed to factors such as inventory levels and buyer demand.

The San Antonio housing market, specifically the San Antonio-New Braunfels area, is anticipated to experience positive growth based on the market forecast. Although there has been a slight decrease in average home values over the past year, the forecasted 5.1% increase indicates a rebound in the market. With a balanced market, potential negotiation opportunities, and reasonable timeframes to pending, both buyers and sellers can find opportunities in the dynamic real estate landscape of San Antonio.

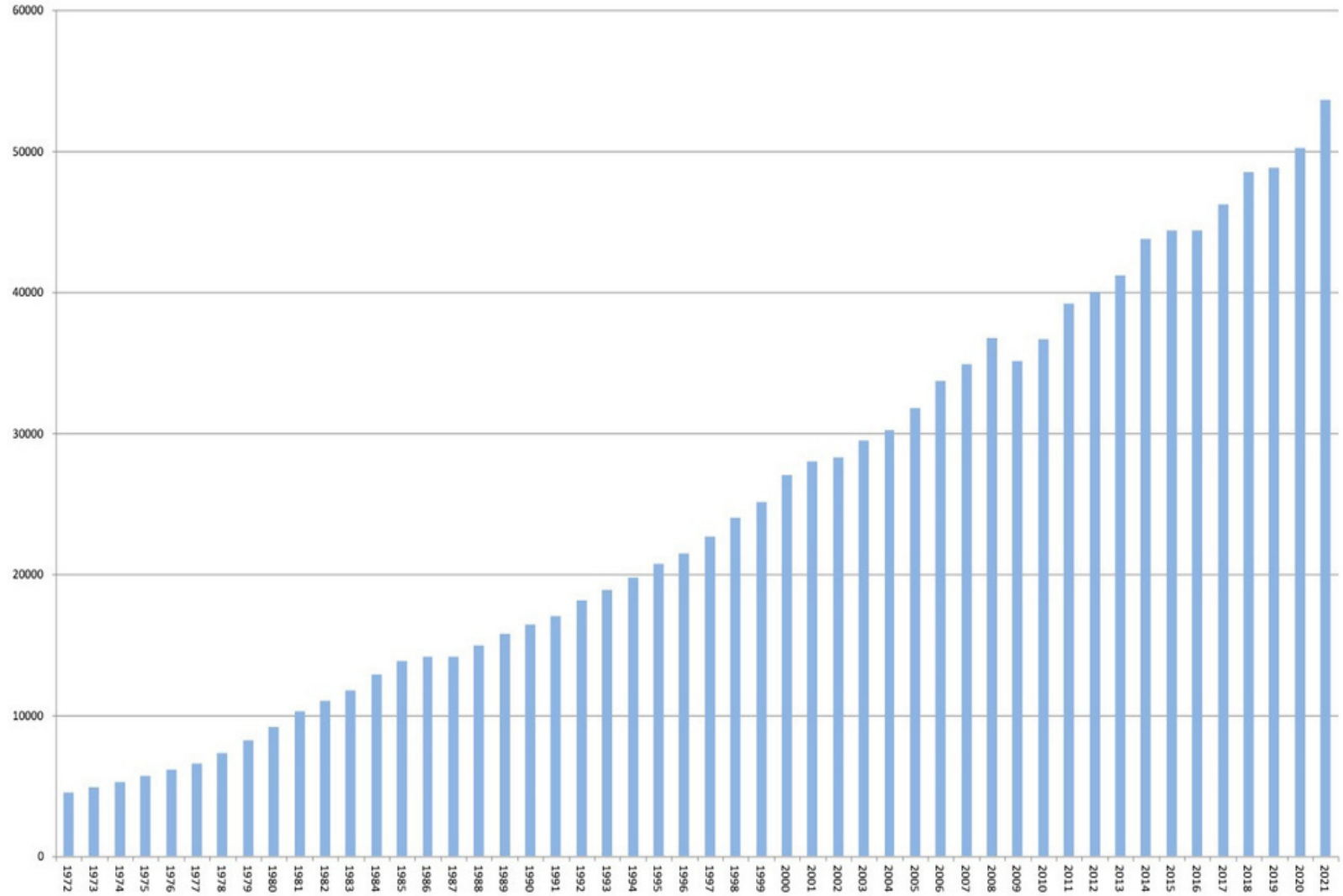
Source: [Noradarealestate.com](http://Noradarealestate.com)





# 13 | Demographics

## San Antonio, TX Metro Per Capita Personal Income Trend in Past 50 Years

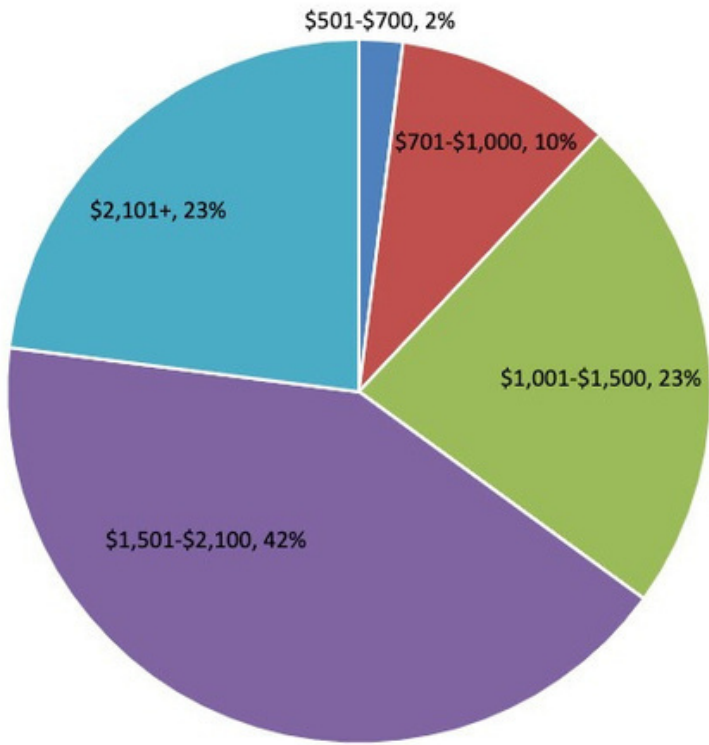


Source: FRED Economic Data

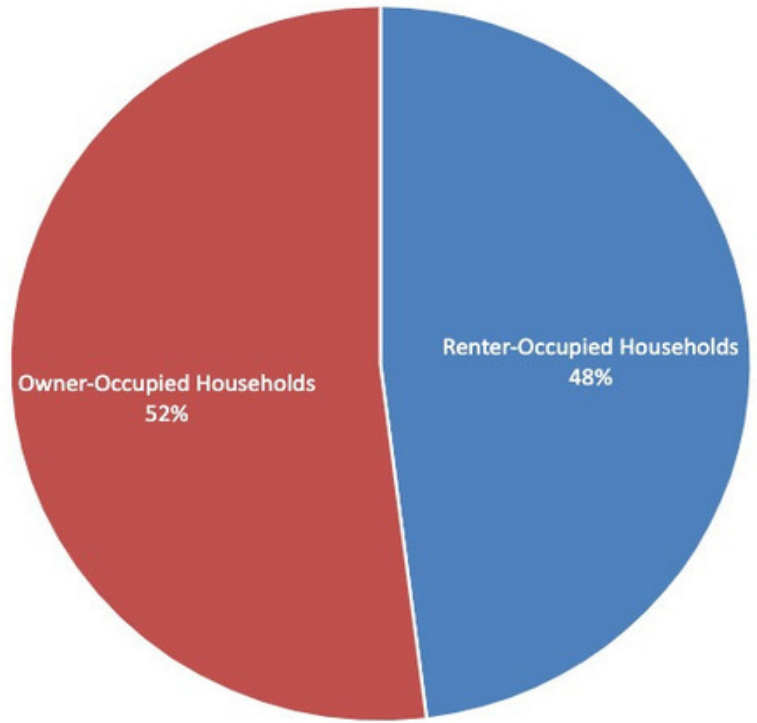


# 14 | Housing Market

San Antonio, TX Apartment Rent Ranges

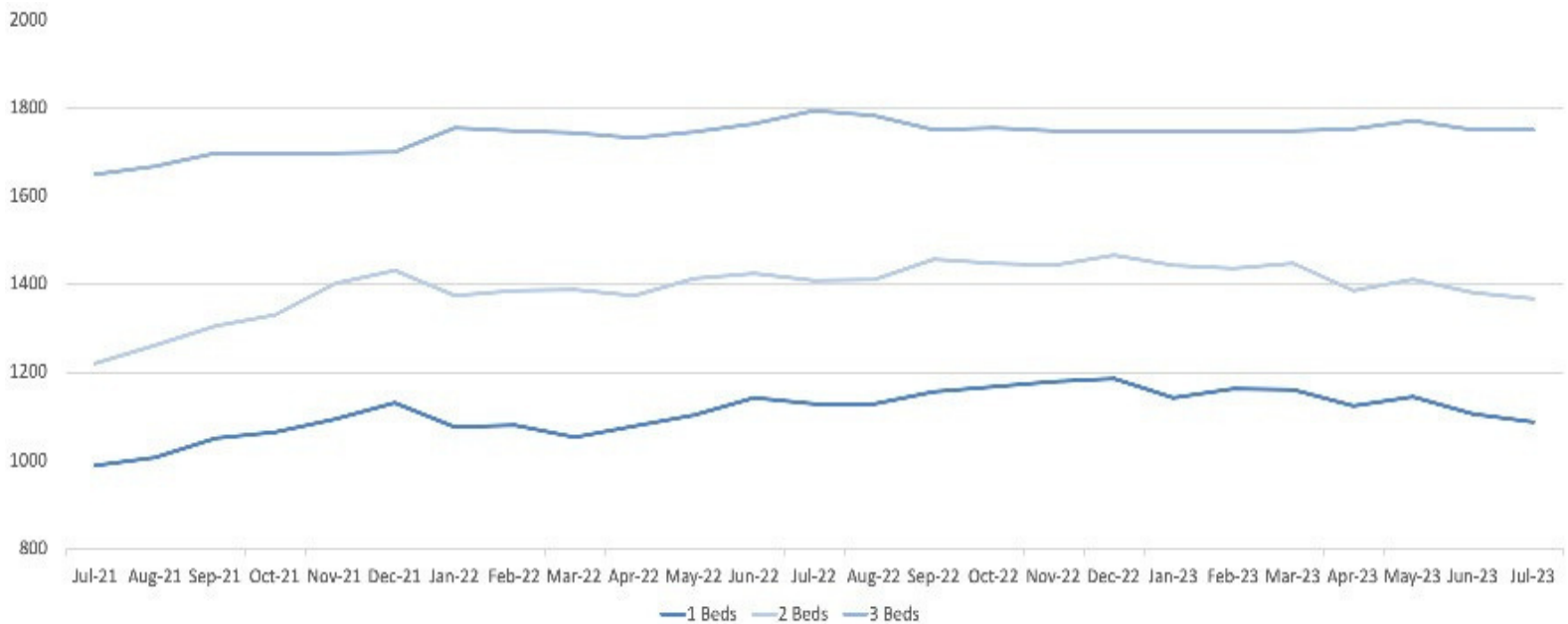


San Antonio, TX Occupied Housing Units



Source: Rent.com

San Antonio, TX Rent Trends (2021 - 2023)



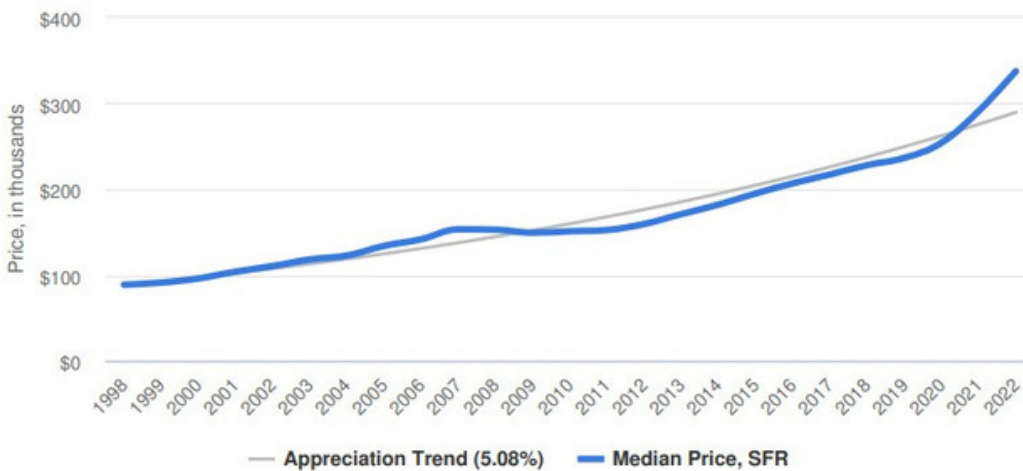
Source: Zumper.com



# 15 | Housing Market



## San Antonio, TX Metro Historical Appreciation Trend



| Year | Price     | Appreciation |
|------|-----------|--------------|
| 1998 | \$88,700  | -            |
| 1999 | \$91,100  | 2.71%        |
| 2000 | \$96,000  | 5.38%        |
| 2001 | \$103,800 | 8.13%        |
| 2002 | \$110,400 | 6.36%        |
| 2003 | \$118,100 | 6.97%        |
| 2004 | \$122,700 | 3.90%        |
| 2005 | \$133,900 | 9.13%        |
| 2006 | \$141,700 | 5.83%        |
| 2007 | \$153,200 | 8.12%        |
| 2008 | \$152,800 | -0.26%       |
| 2009 | \$149,300 | -2.29%       |
| 2010 | \$151,000 | 1.14%        |
| 2011 | \$152,500 | 0.99%        |
| 2012 | \$159,500 | 4.59%        |
| 2013 | \$171,000 | 7.21%        |
| 2014 | \$182,100 | 6.49%        |
| 2015 | \$195,000 | 7.08%        |
| 2016 | \$206,900 | 6.10%        |
| 2017 | \$217,200 | 4.98%        |
| 2018 | \$228,100 | 5.02%        |
| 2019 | \$236,600 | 3.73%        |
| 2020 | \$254,300 | 7.48%        |
| 2021 | \$291,200 | 14.51%       |
| 2022 | \$337,700 | 15.97%       |

For more details on the median sales price and historical appreciation data, go to:  
<https://www.realtor.com/resources/>

# 16 | Housing Market

## San Antonio Metro -

Single-Family Residence:



Per Unit:



TM

% = Percentage of MSA's Median SFR Sales Price





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