INDUSTRIAL MARKET BRIEF | Q3 2026

San Antonio Industrial Market Brief

Data: CBRE Q3 2026, published October 9, 2026 | Prepared by Jana Edwards

San Antonio industrial vacancy fell to **10.3%** in Q3 2026, and asking rents rose **5.0%** over the past year.

The market is tightening, but vacancy is still well above its 4.1% low of Q3 2022.

10.3%	796,000	2.91M	$8.81
OVERALL VACANCY	SF NET ABSORPTION	SF LEASED IN Q3	ASKING RENT PER SF
Down 10 bps from Q2	Up from 233,000 SF in Q2	Up from 2.71M SF in Q2	Up 5.0% year over year

The Snapshot

MEASURE	Q3 2026	CHANGE
Overall vacancy	**10.3%**	Down 10 bps from Q2; peak was 11.1% in Q1 2025
Direct vacancy	**9.7%**	Down 20 bps from Q2
Availability	**10.2%**	Down 110 bps from Q2
Net absorption	**796,000 SF**	Up from 233,000 SF in Q2
Leasing activity	**2.91 million SF**	Up from 2.71 million SF in Q2
Asking rent	**$8.81 per SF**	Up 3.4% from Q2; up 5.0% year over year

What Is Moving the Market

Demand is rising while new supply is easing, which is why vacancy is falling.

- **Demand:** Leasing activity reached 2.91 million SF in Q3, and absorption came from both tenants and owner-users.
- **Supply:** Construction underway eased to 2.44 million SF from 2.86 million SF, and Q3 deliveries were limited to 698,000 SF.
- **Toyota:** A $3.6 billion expansion will add 2.5 million SF and 2,000 jobs, roughly doubling Toyota Texas by 2030. JCB's 1 million SF plant and Toyota's 500,000 SF rear axle plant are under construction in the South submarket.
- **Sublease space:** Sublease vacancy rose to 0.5%. It is small, but it is growing.

Where the Space Is

Options are thinnest in the South and most plentiful in the Northeast, so where you search changes your leverage.

SUBMARKET	OVERALL VACANCY		WHAT IT MEANS FOR A TENANT
South		**5.0%**	Tightest in the market; expect fewer choices and faster decisions
CBD		**6.5%**	Limited availability
San Antonio overall		**10.3%**	Mixed by submarket
Northeast		**12.6%**	Most availability; absorbed 606,000 SF in Q3, so it is filling

What This Means for Tenants

Tenants still have leverage, but the window is narrowing.

- **You can still compare.** At 10.3% vacancy, most submarkets give tenants room to weigh several buildings and negotiate terms. The South and CBD are the exceptions.
- **Waiting has a cost.** Asking rents are up 5.0% over the year and availability fell 110 bps in one quarter. If that trend holds, a later deal is likely to cost more.
- **Start early.** A search, negotiation, and build-out take months, so the time to plan is well before your notice date.
- **Representation is typically landlord-paid.** A tenant representative works for you and is typically compensated from the landlord's commission, not by the tenant.

Five Questions to Answer Before Your Lease Expires

If you can answer these five, you are ready to negotiate from strength.

1. When does your lease expire, and what is the deadline to exercise a renewal option?
2. How much space will you need in three to five years, not just today?
3. What do you pay all in, including base rent, NNN charges, and utilities?
4. What must the building have: clear height, dock doors, power, trailer parking?
5. What would a move cost you in downtime, and what would a renewal cost you in leverage?

Sources and scope. Figures are CBRE's Q3 2026 data, published October 9, 2026. Other research firms define the market differently and report different numbers. This brief is general information, not advice on a specific lease. Sources: CBRE, San Antonio Industrial Figures, Q3 2026; TenantBase, San Antonio Commercial Real Estate Market Report, Q3 2026, for submarket absorption, the Toyota and JCB projects, and the $8.81 NNN asking rent.

Want a free review of your lease and your options?

Jana Edwards | Licensed Texas Real Estate Broker | TREC License 478610
210.771.4779 | jana@jmec.co | jmec.co | Schedule a 30-minute call