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Commercial Real Estate

New Worth and Associates VP talks Rackspace as a tenant, plans to scale

'I feel like right now we're going through an overhaul of our processes in order to scale what we want to do in the future.'



Image: San Antonio Business Journal

Elisabeth Rose-Torres is Worth & Associates' newest VP of property management.

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By [Ramzi Abou Ghalioum](#) – Reporter, San Antonio Business Journal
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Worth and Associates, a San Antonio commercial real estate firm, promoted a new executive to its property management team ahead of plans to grow its market footprint.

Elisabeth Rose-Torres joined Worth in 2019 as an assistant property manager before moving through the company's ranks and into her new role as vice president of property management. She is responsible for ensuring that properties under her care are well-maintained and moving smoothly, especially as construction and material costs have come up.

"Primarily on the development side, there was a lot of pre-purchasing and bulk orders of materials in anticipation of rising construction costs," Rose-Torres said.



Elisabeth Rose-Torres has been promoted to vice president of property management for Worth and Associates.

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On the property management side, she said that it wasn't rising construction costs so much as lead times that prompted the firm to stock up on materials.

"It was sometimes taking six months for a (commercial rooftop unit) to come in," Torres said about the rooftop-mounted heating and the cooling units used by commercial properties. "It used to take two weeks."

That kind of foresight allowed the firm to avoid prolonged periods of system down times, she said.

A large portion of her day-to-day currently involves implementing new back-end systems in order to set Worth up for future growth.

"Our company has operated a certain way for about 30 years, and I feel like right now we're going through an overhaul of our processes in order to scale what we want to do in the future," Rose-Torres said.

The firm is investing heavily in the North Side. It is currently readying 20 acres in the Sonterra area for development once interest rates begin to come down and commercial real estate pulls itself out of its current mire.

With dwindling tenancies nationwide forcing office landlords to compete for tenants, Rose-Torres said that Worth's strategy of holding its properties long term and keeping the same property managers on-site is one of its fundamental marketing tools.

"We basically make the pitch that 'this is turnkey, we have everything in house,'" she said. "And you don't have to worry in two years of us selling the building and then a new

management company coming in."

The firm is still bullish on one- and two-story offices that cater to companies shedding larger footprints in favor of highly amenitized spaces.



San Antonio-based cloud computing giant Rackspace relocated its corporate headquarters to Ridgewood Plaza II, a Worth and Associates office complex on the North Side completed last year.

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In fact, Rose-Torres herself is in temporary Worth offices at Ridgewood Plaza on the North Side, while her permanent digs at nearby [Ridgewood Plaza II](#) are finished out. The new office complex, which Worth completed last year, is also the new home of Rackspace Technology (NASDAQ: RXT), which recently [moved out of its longtime HQ](#) at Windsor Park Mall in Windcrest.

"There's huge excitement in the air to say that you have the corporate headquarters for a tenant like Rackspace. I think for a property management professional, being able to work with a tenant at their caliber, with their reputation, being a San Antonio staple, is why we're in this business," Rose-Torres said. "It pushes your level of management beyond whatever you've ever done in the past."

She said that the cloud computing giant is a "very heavily amenity-focused tenant ... which makes it fun for us."

T H E L I S T

Commercial Property Management Firms

Total commercial sq. ft. managed

Rank	Prior Rank	Business name
1	1	Stream Realty Partners, Central Texas, L.P.
2	2	DH Realty Management Inc. (DHRM)
3	3	Patrinely Group LLC

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