



SHAPING TEXAS  1920-2020

TEXAS SMALL LAND SALES REPORT

2020 Edition

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ABOUT THE TEXAS SMALL LAND SALES REPORT

The 2020 edition of the **Texas Small Land Sales Report** analyzes small land sales data and trends across seven regions of Texas utilizing survey data aggregated by the Real Estate Center at Texas A&M University. Texas REALTORS® distributes insights about the Texas real estate market each month, including quarterly market statistics, trends among homebuyers and sellers, luxury home sales, international trends, and more. To view the *Texas Small Land Sales Report* in its entirety, visit texasrealestate.com.

ABOUT TEXAS REALTORS®

With more than 125,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. In 2020, Texas REALTORS® is celebrating a century of shaping Texas by being the advocate for private property rights, maintaining the highest standards of professionalism, and providing its members with the tools to achieve success. Visit texasrealestate.com to learn more.

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EXECUTIVE SUMMARY

After six years of growth, Texas small land sales volume declined in 2019, while median price increased, according to the 2020 edition of the *Texas Small Land Sales Report* released today by Texas REALTORS®.

The number of small land sales declined 2.8%, with 7,813 tracts sold across the state. The average price per acre grew 7.32% to \$6,232 an acre.

This comparison of 2018 to 2019 would have been an invaluable trending tool just a few months ago but given the potential market shifts caused by COVID-19 and its response, it will instead be used more as a benchmark to gauge impact.

The number of small land sales declined in many regions across the state, including the Panhandle and South Plains, Far West Texas, Northeast Texas, Gulf Coast-Brazos Bottom and Austin/Waco/Hill Country. West Texas experienced a double-digit percentage increase while South Texas experienced a moderate increase.

The report also revealed the average tract size for small land sales in Texas decreased 3% to 32 acres. Far West Texas, Northeast Texas and South Texas all experienced increases in average tract size. The average tract size of Austin/Waco/Hill Country remained unchanged year over year.

Property movement statewide was pretty comparable from 2018 to 2019 with the exception of the Panhandle. The significant increase in prices is most likely attributed to the large amount of activity from the oil and gas industry. However, the 2020 picture for small land sales in Texas will be significantly different due to the COVID-19 pandemic.

The definition of a “small” land sale varies by region.

TEXAS LAND REGIONS

REGION LIST

Region 1: Panhandle & South Plains

Region 2: Far West Texas

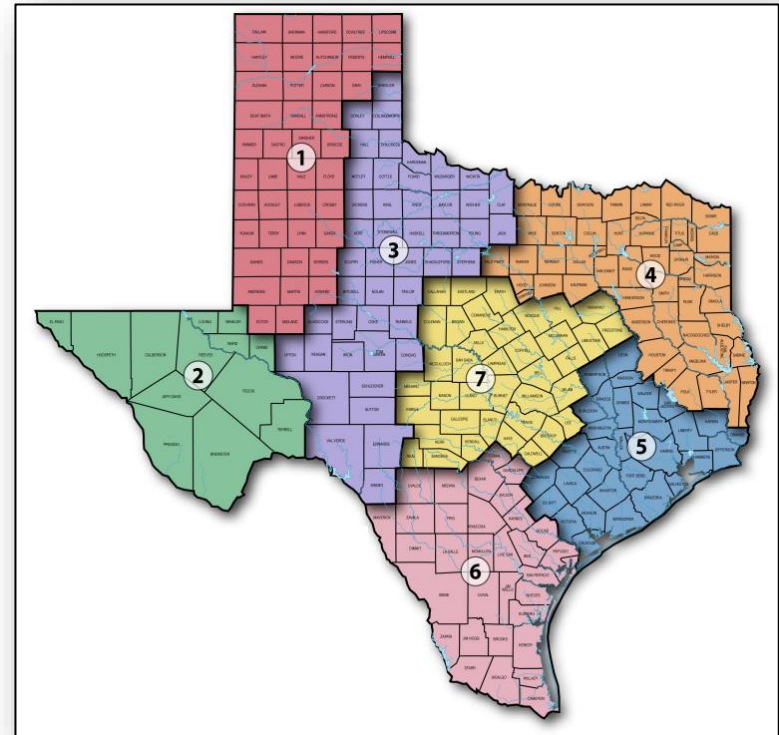
Region 3: West Texas

Region 4: Northeast Texas

Region 5: Gulf Coast - Brazos Bottom

Region 6: South Texas

Region 7: Austin - Waco - Hill Country



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2020 Texas Small Land Sales Report



SALES VOLUME

7,813

small land sales parcels were sold in 2019, a 2.8% decrease from 2018.



PRICE PER ACRE

\$6,232

for small land purchases in 2019, a 7.32% increase from 2018.

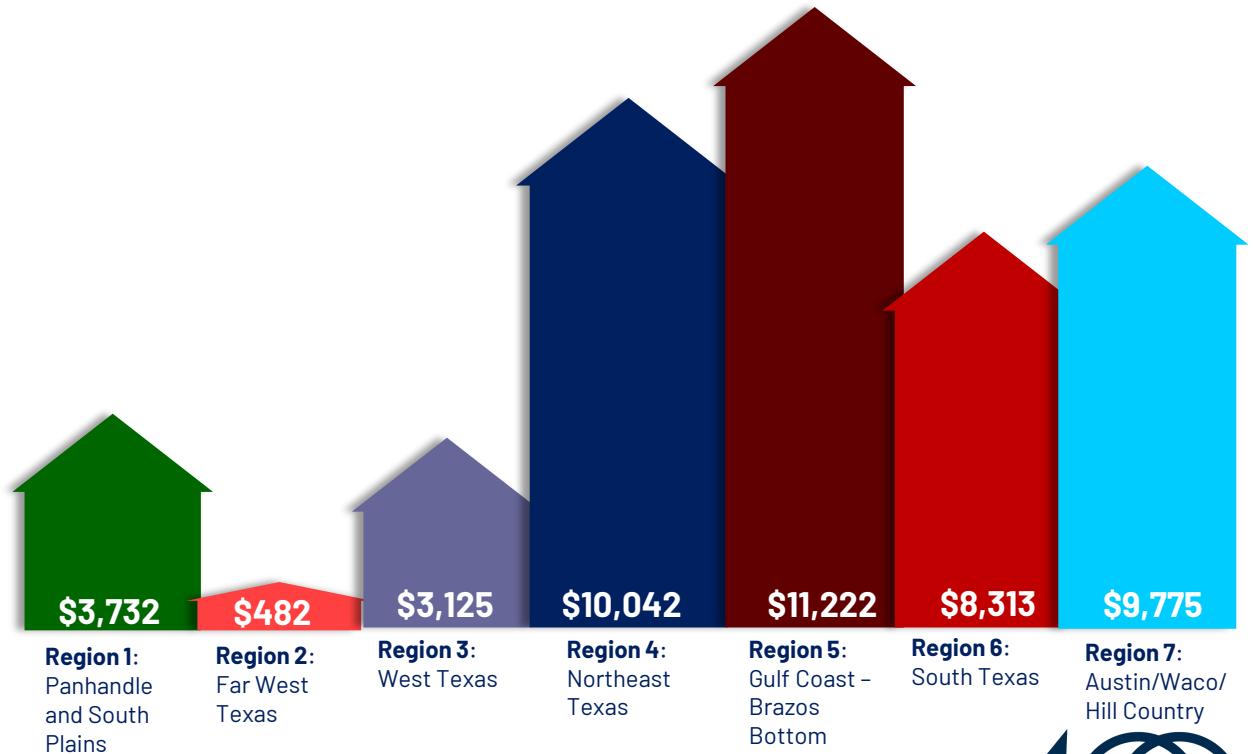


AVERAGE TRACT SIZE

32 ACRES

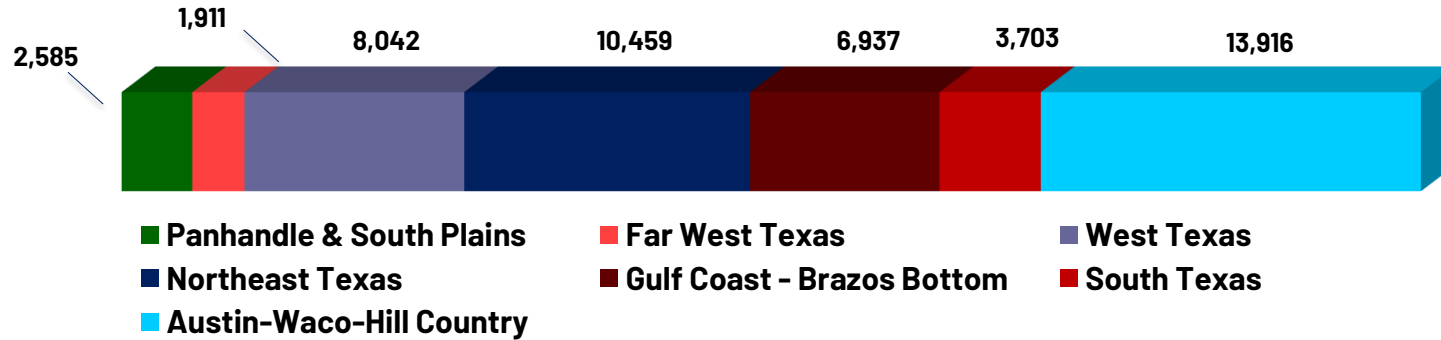
in 2019, a 3% decline from 2018.

Average Price Per Acre for Small Land Purchases in 2019 by Region

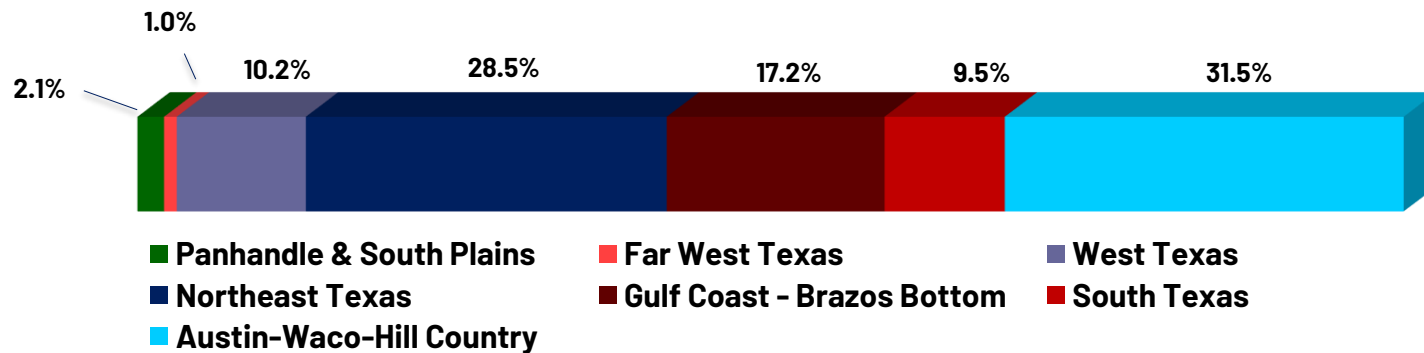


STATEWIDE OVERVIEW

Total Acreage Sold by Region: 2019



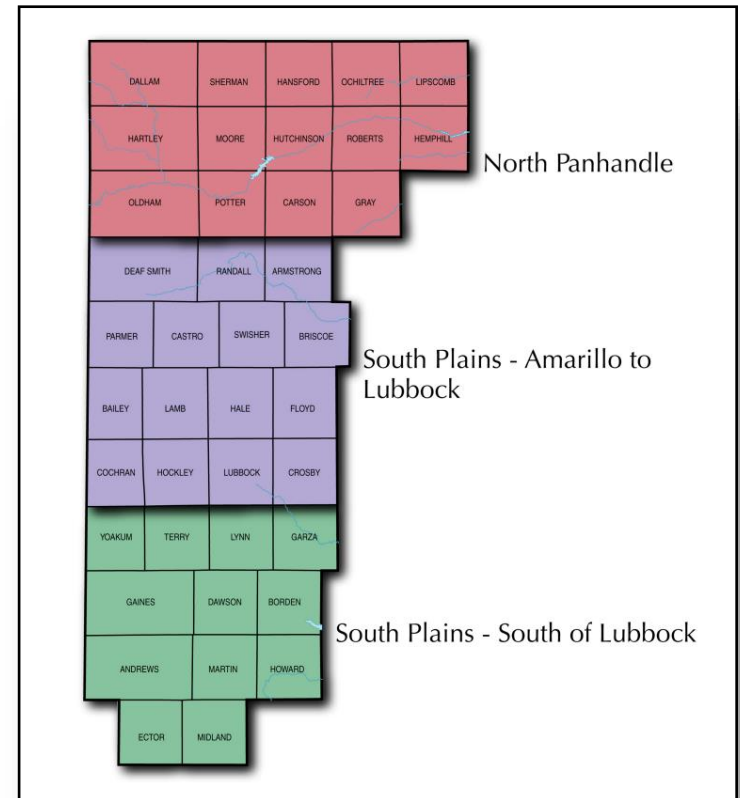
Texas Small Land Sales Volume by Region: 2019



REGION ONE: PANHANDLE & SOUTH PLAINS

CHARACTERISTICS

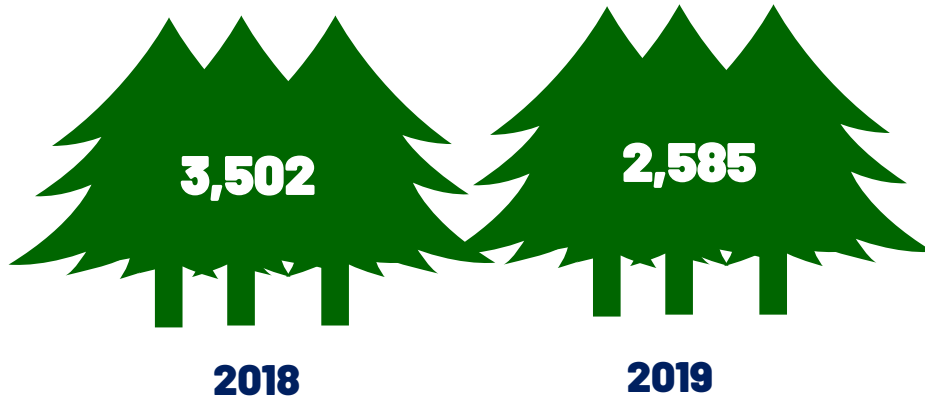
- Encompasses the northernmost regions in the state as well as the Amarillo, Lubbock, Odessa and Midland areas.
- Small land sales in this region consist of land parcels of 159 acres or less.
- Includes the following Texas counties: Andrews, Armstrong, Bailey, Borden, Briscoe, Carson, Castro, Cochran, Crosby, Dallam, Dawson, Deaf Smith, Ector, Floyd, Gaines, Garza, Gray, Hale, Hansford, Hartley, Hemphill, Hockley, Howard, Hutchinson, Lamb, Lipscomb, Lubbock, Lynn, Martin, Midland, Moore, Ochiltree, Oldham, Parmer, Potter, Randall, Roberts, Sherman, Swisher, Terry, and Yoakum.



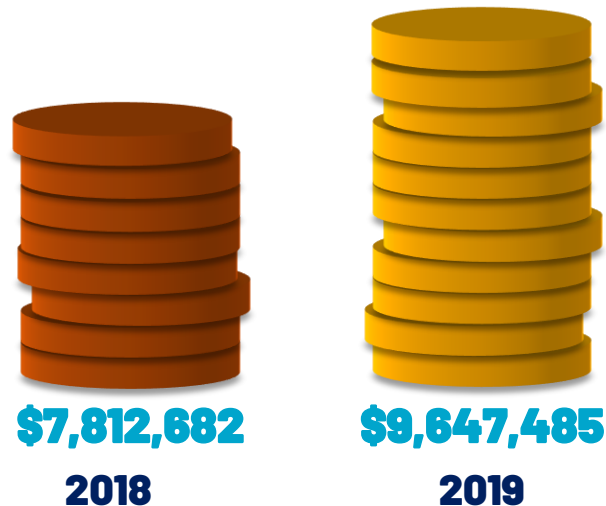
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Region One: Panhandle and South Plains

Total Acres Sold



Total Sales Dollar Volume



Small Land Sales Volume



Average Tract Size



71 Acres in 2018 | 50 Acres in 2019



-29.58% Decrease from 2018 to 2019

Average Price Per Acre



\$2,231 in 2018 | \$3,732 in 2019



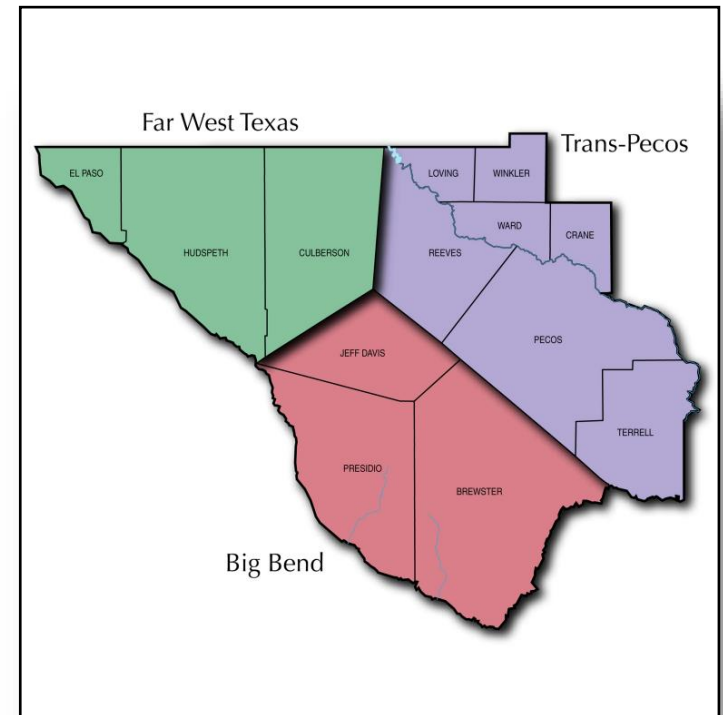
67.28% Increase from 2018 to 2019



REGION TWO: FAR WEST TEXAS

CHARACTERISTICS

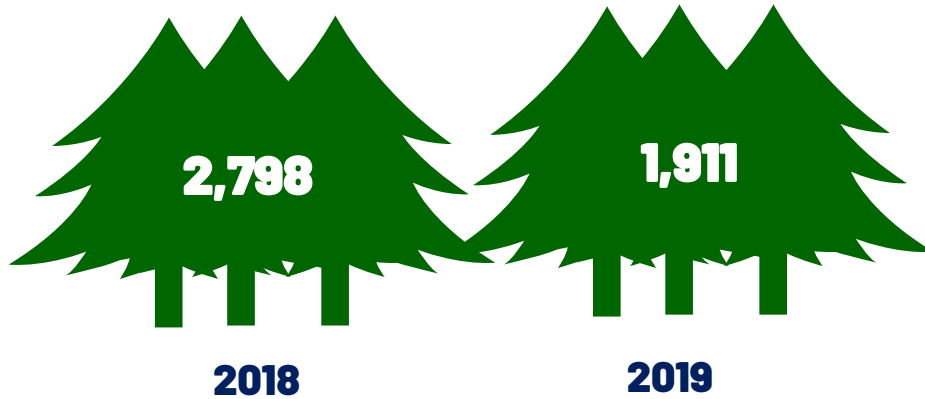
- Encompasses the westernmost regions in the state as well as the El Paso area.
- Small land sales in this region consists of land parcels of up to 8,000 acres.
- Includes the following Texas counties: Brewster, Crane, Culberson, El Paso, Hudspeth, Jeff Davis, Loving, Pecos, Presidio, Reeves, Terrell, Ward and Winkler.



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Region Two: Far West Texas

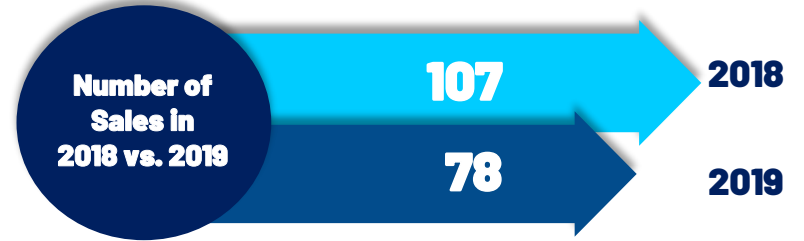
Total Acres Sold



Total Sales Dollar Volume



Small Land Sales Volume



Average Tract Size



39 Acres in 2018 | 64 Acres in 2019



64% Increase from 2018 to 2019

Average Price Per Acre



\$554 in 2018 | \$482 in 2019

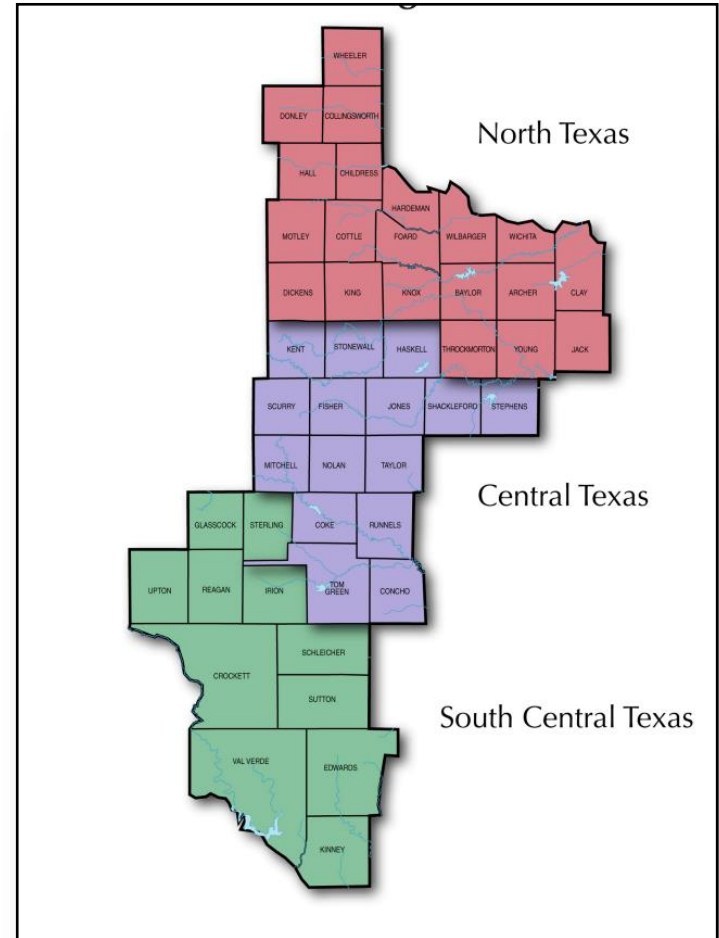


-13% Decrease from 2018 to 2019

REGION THREE: WEST TEXAS

CHARACTERISTICS

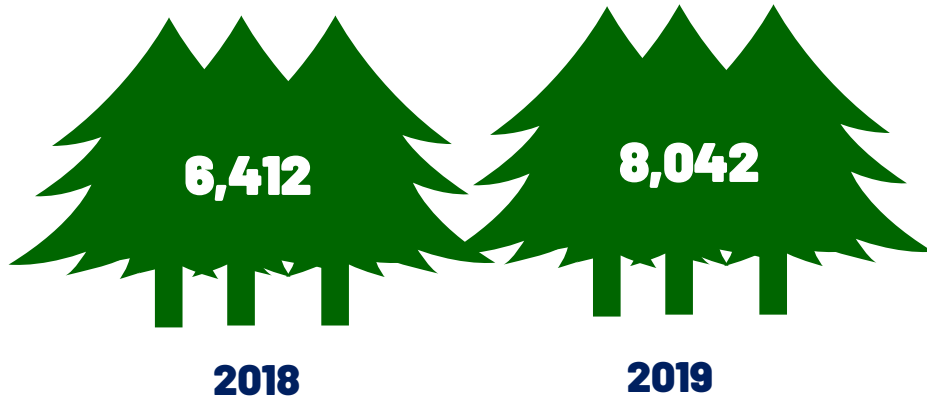
- Encompasses cross-sections of North, Central and South Central Texas, stretching from the Oklahoma border all the way down to the Mexican border. Region Three includes the San Angelo and Abilene areas.
- Small land sales in this region consist of land parcels of 94 acres or less.
- Includes the following Texas counties: Archer, Baylor, Childress, Clay, Coke, Collingsworth, Concho, Cottle, Crockett, Dickens, Donley, Edwards, Fisher, Foard, Glasscock, Hall, Hardeman, Haskell, Jones, Kent, King, Kinney, Knox, Love, Mitchell, Motley, Nolan, Reagan, Runnels, Schleicher, Scurry, Shackelford, Stephens, Sterling, Stonewall, Sutton, Taylor, Throckmorton, Tom Green, Upton, Val Verde, Wheeler, Wichita, Wilbarger and Young.



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Region Three: West Texas

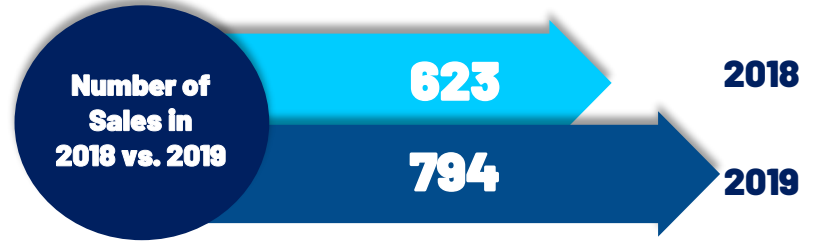
Total Acres Sold



Total Sales Dollar Volume



Small Land Sales Volume



Average Tract Size



35 Acres in 2018 | 34 Acres in 2019



-2.9% Decrease from 2018 to 2019

Average Price Per Acre



\$3,126 in 2018 | \$3,125 in 2019

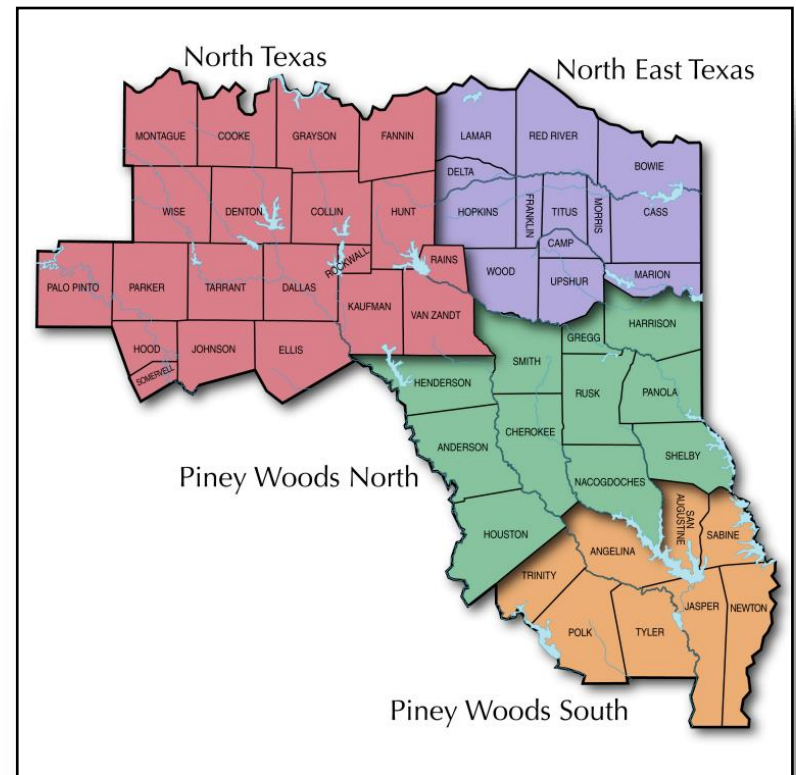


-0.03% Decrease from 2018 to 2019

REGION FOUR: NORTHEAST TEXAS

CHARACTERISTICS

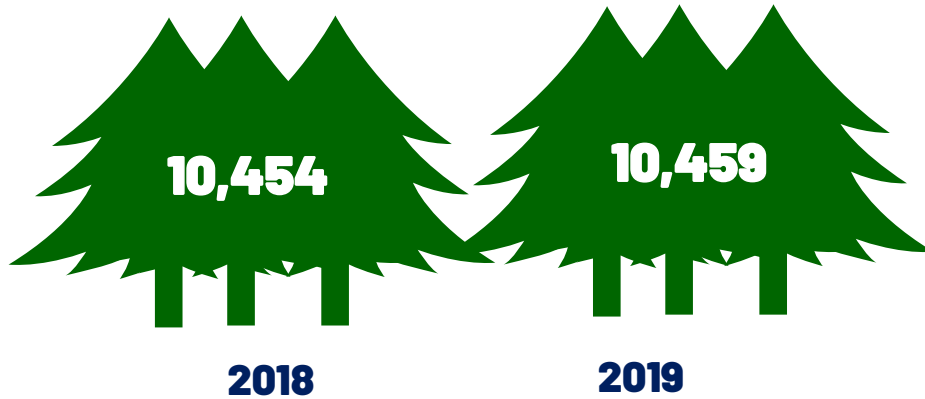
- Encompasses the Dallas-Fort Worth-Arlington, Longview, Sherman-Denison, Texarkana, Tyler and Wichita Falls areas.
- Small land sales in this region consist of land parcels of 33 acres or fewer.
- Includes the following Texas counties: Anderson, Angelina, Bowie, Camp, Cass, Cherokee, Collin, Cooke, Dallas, Delta, Denton, Ellis, Fannin, Franklin, Grayson, Gregg, Harrison, Henderson, Hood, Hopkins, Houston, Hunt, Jasper, Johnson, Kaufman, Lamar, Marion, Montague, Morris, Nacogdoches, Newton, Palo, Pinto, Panola, Parker, Polk, Rains, Red River, Rockwall, Rusk, Sabine, San Augustine, Shelby, Smith, Somervell, Tarrant, Titus, Trinity, Tyler, Upshur, Van Zandt, Wise and Wood.



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Region Four: Northeast Texas

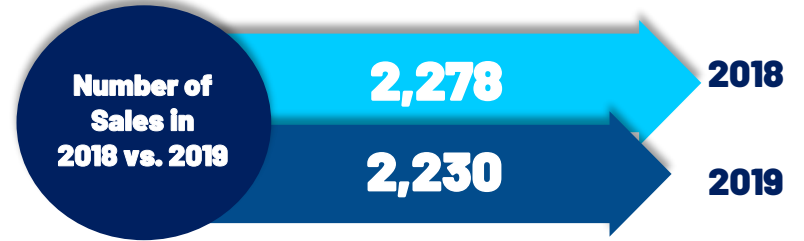
Total Acres Sold



Total Sales Dollar Volume



Small Land Sales Volume



Average Tract Size



17 Acres in 2018 | 18 Acres in 2019

5.8% Increase from 2018 to 2019

Average Price Per Acre



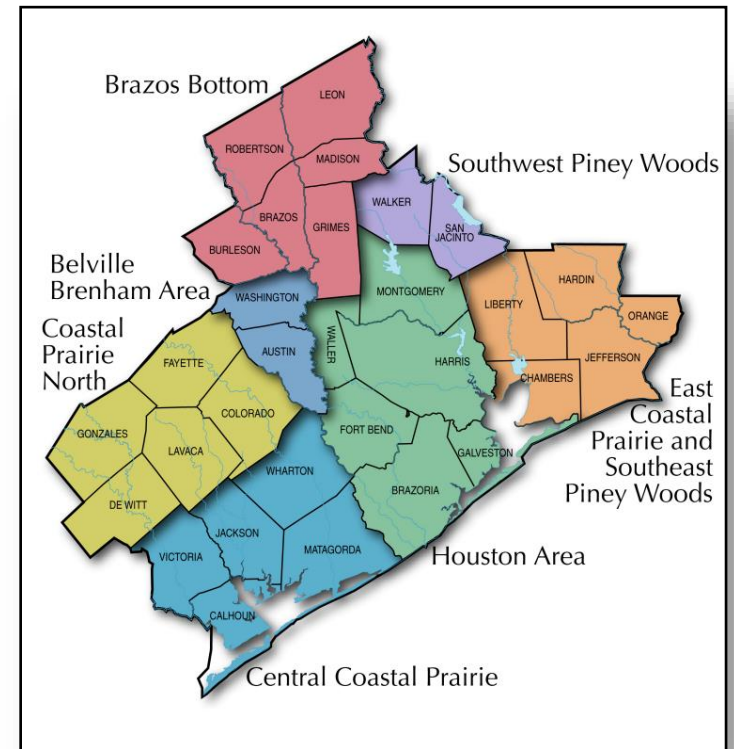
\$9,674 in 2018 | \$10,042 in 2019

3.8% Increase from 2018 to 2019

REGION FIVE: GULF COAST – BRAZOS BOTTOM

CHARACTERISTICS

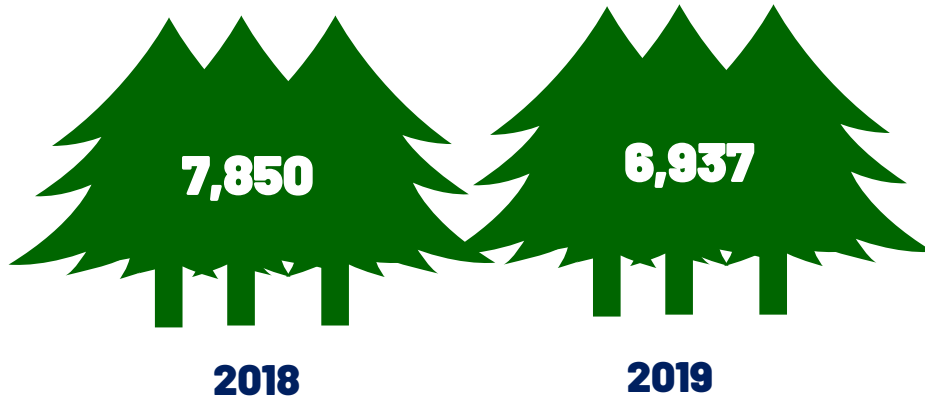
- Encompasses the Beaumont-Port Arthur, Bryan-College Station, Houston-The Woodlands-Sugarland and Victoria areas.
- Small land sales in this region consist of land parcels of 42 acres or less.
- Includes the following Texas counties: Austin, Brazoria, Brazos, Burleson, Calhoun, Chambers, Colorado, De Witt, Fayette, Fort Bend, Galveston, Gonzales, Grimes, Hardin, Harris, Jackson, Jefferson, Lavaca, Leon, Liberty, Madison, Matagorda, Montgomery, Orange, Robertson, San Jacinto, Victoria, Walker, Waller, Washington and Wharton.



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Region Five: Gulf Coast-Brazos Bottom

Total Acres Sold



Total Sales Dollar Volume



Small Land Sales Volume



Average Tract Size



19 Acres in 2018 | 18 Acres in 2019



5.3% Decrease from 2018 to 2019

Average Price Per Acre



\$10,937 in 2018 | \$11,222 in 2019



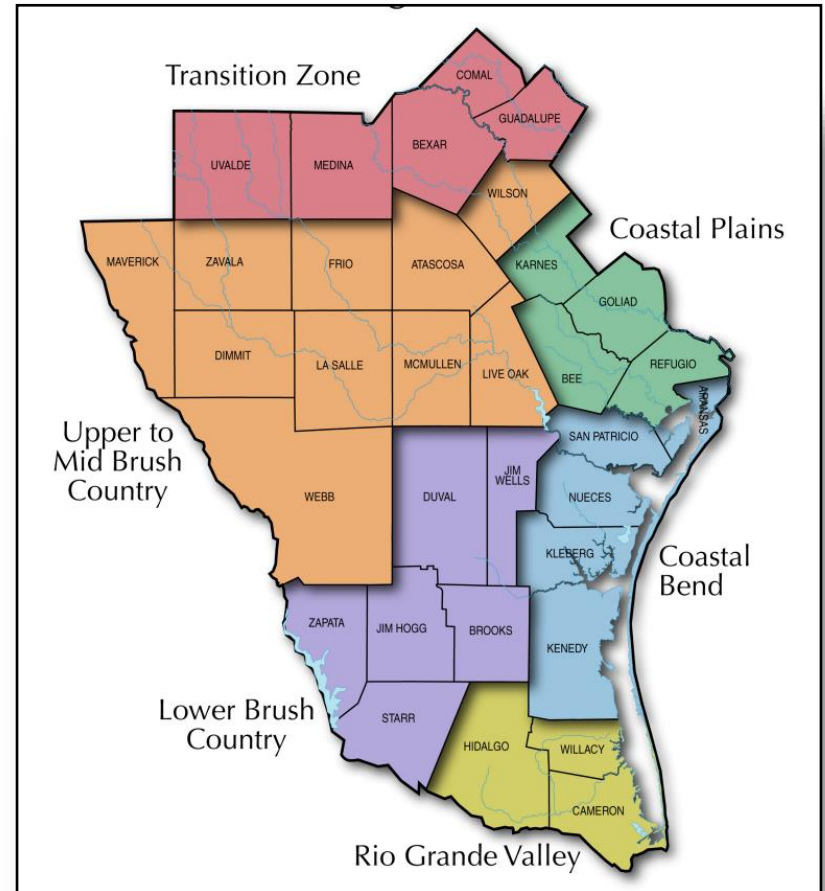
2.6% Increase from 2018 to 2019



REGION SIX: SOUTH TEXAS

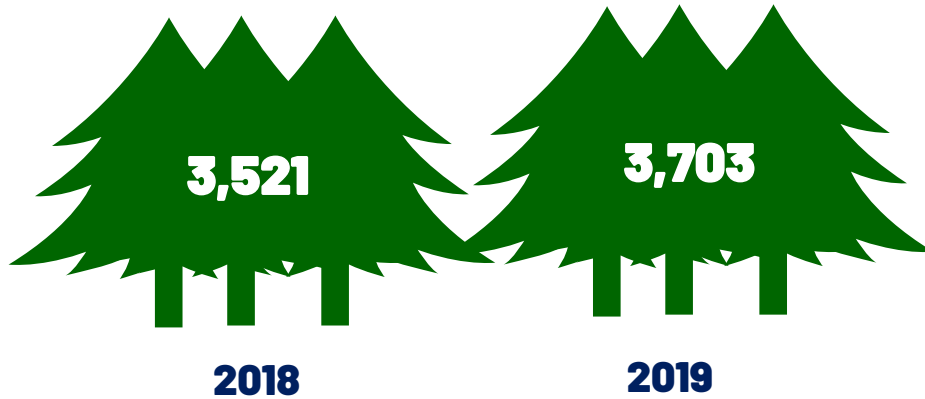
CHARACTERISTICS

- Encompasses the Brownville-Harlingen, Corpus Christi Laredo, McAllen-Edinburg-Mission and San Antonio-New Braunfels areas.
- Small land sales in this region consist of land parcels of 44 acres or less.
- Includes the following Texas counties: Aransas, Atascosa, Bee, Bexar, Brooks, Cameron, Comal, Dimmit, Duval, Frio, Goliad, Guadalupe, Hidalgo, Jim Hogg, Jim Wells, Karnes, Kenedy, Kleberg, La Salle, Live Oak, Maverick, McMullen, Medina, Nueces, Refugio, San Patricio, Starr, Uvalde, Webb, Willacy, Wilson and Zavala.



Region Six: South Texas

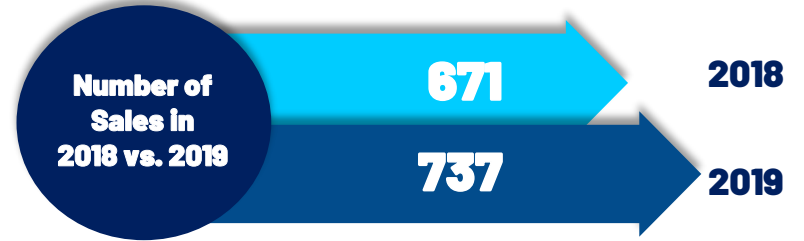
Total Acres Sold



Total Sales Dollar Volume



Small Land Sales Volume



Average Tract Size



18 Acres in 2018 | 19 Acres in 2019

5.6% Decrease from 2018 to 2019

Average Price Per Acre



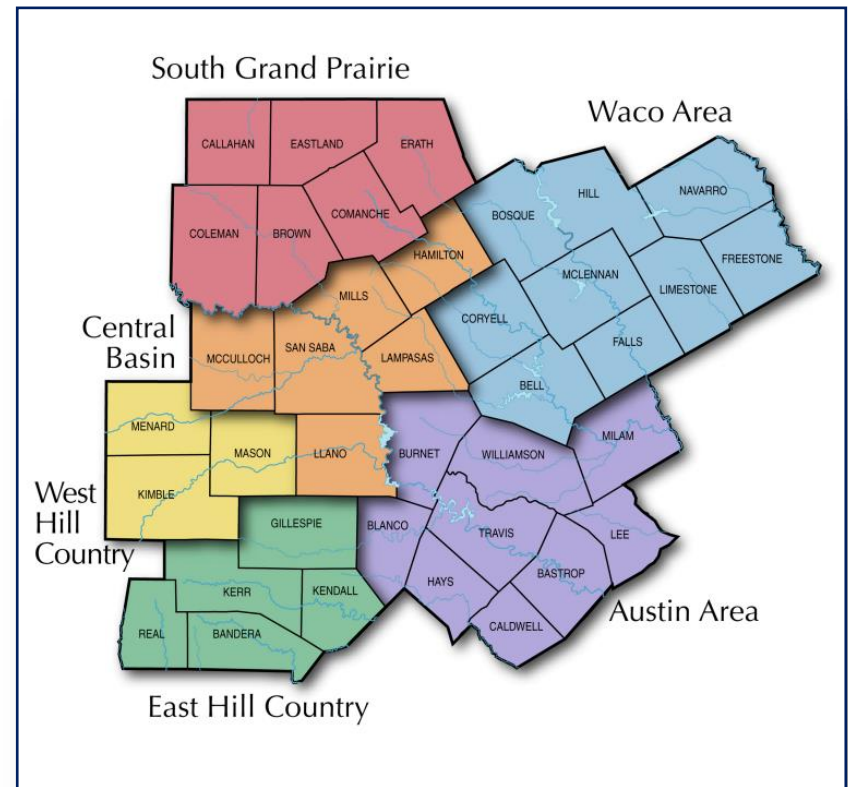
\$8,087 in 2018 | \$8,313 in 2019

2.8% Increase from 2018 to 2019

REGION SEVEN: AUSTIN – WACO – HILL COUNTRY

CHARACTERISTICS

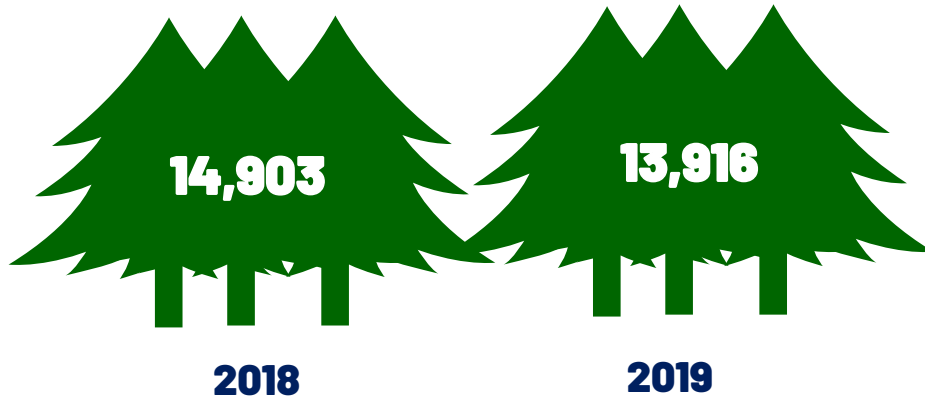
- Encompasses the Austin-Round Rock, Killeen-Temple-Fort Hood and Waco areas.
- Small land sales in this region consist of land parcels 49 of acres or less.
- Includes the following Texas counties: Bandera, Bastrop, Bell, Blanco, Bosque, Brown, Burnet, Caldwell, Callahan, Coleman, Comanche, Coryell, Eastland, Erath, Falls, Freestone, Gillespie, Hamilton, Hays, Hill, Kendall, Kerr, Kimble, Lampasas, Lee, Limestone, Llano, Mason, McCulloch, McLennan, Menard, Milam, Mills, Navarro, Real, San Saba, Travis and Williamson.



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Region Seven: Austin-Waco-Hill Country

Total Acres Sold



Total Sales Dollar Volume



Small Land Sales Volume



Average Tract Size



20 Acres in 2018 | 20 Acres in 2019

Unchanged from 2018 to 2019

Average Price Per Acre



\$9,219 in 2018 | \$9,775 in 2019

6% Increase from 2018 to 2019