



TEXAS ASSOCIATION OF REALTORS®

TEXAS SMALL LAND SALES REPORT

2018 Edition

TEXAS SMALL LAND SALES REPORT

ABOUT THE TEXAS SMALL LAND SALES REPORT

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. The Texas Association of REALTORS® distributes insights about the Texas housing market each month, including quarterly market statistics, trends among homebuyers and sellers, luxury home sales, international trends, and more.

ABOUT THE TEXAS ASSOCIATION OF REALTORS®

With more than 114,000 members, the Texas Association of REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We are the advocate for REALTORS® and private property rights in Texas. Visit texasrealestate.com to learn more.

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TEXAS SMALL LAND SALES REPORT

REPORT SUMMARY

The latest edition of the Texas Small Land Sales Report shows that demand for land in Texas was strong in 2017, while sales volume topped \$1 billion.

In recent years, small land sales have been a strong indicator of the overall health of the Texas housing market. The number of land sales increased as the price per acre declined slightly, indicating a healthy market for small land purchases for a wide range of uses, including recreation, residential, investment, commercial development, and farm land.

Texas small land sales volume grew 8.5 percent in 2017 to 7,588 small land tracts sold. This is the fifth straight year Texas saw small land sales volume increase. During the same time frame, the average price per acre declined 2.2 percent from the previous year to \$5,521 an acre. This marks the first time total dollar volume topped \$1 billion.

The definition of a “small” land sale varies from region to region but generally is considered to be a land sale of 200 acres or less. The exception is Far West Texas, where 500 to 8,000 acres qualifies as a small land sale.

Strong small land sales growth was evident in all regions of the state, with small land purchases in Far West Texas and West Texas experiencing annual gains of more than 50 percent. Small land sales in the Austin-Waco-Hill Country area experienced the smallest gains at 0.12 percent.

As demand for small land tracts continued to increase, the average tract size for small land sales in Texas for 2017 remained the same as in 2016 at 36 acres. Northeast Texas and the Gulf Coast-Brazos Bottom areas were the only regions that experienced increases in average price per acre, increasing 5 percent and 3.4 percent, respectively.

TEXAS LAND REGIONS

REGION LIST

Region 1: Panhandle & South Plains

Region 2: Far West Texas

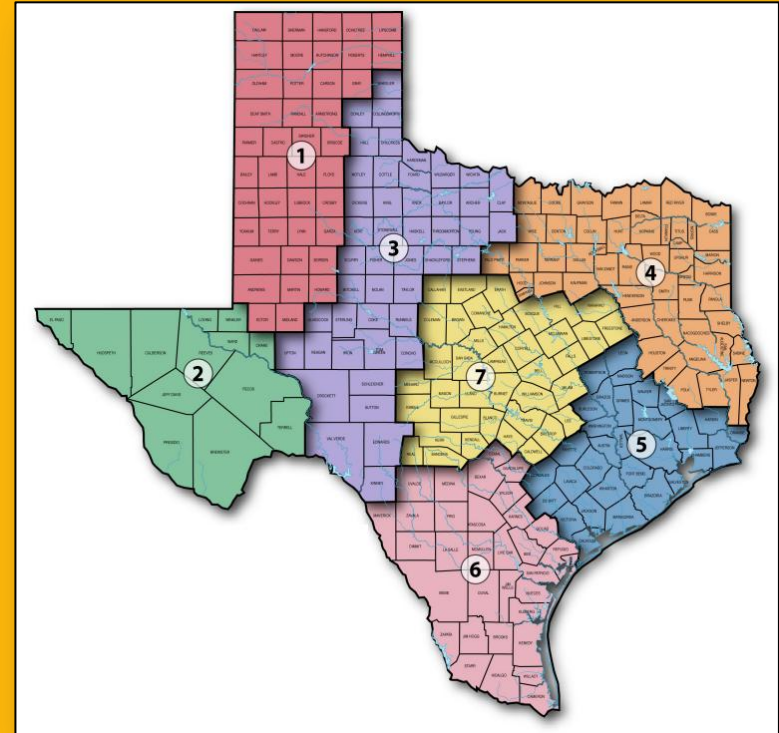
Region 3: West Texas

Region 4: Northeast Texas

Region 5: Gulf Coast – Brazos
Bottom

Region 6: South Texas

Region 7: Austin – Waco – Hill
Country



What Defines a “Small Land Sale”?

The definition of a small land sale varies from region to region. The Real Estate Center at Texas A&M University generally defines a small land sale as a land sale of 200 acres or less. The exception is Far West Texas, where 500 to 8,000 acres qualifies as a small land sale.

TEXAS SMALL LAND SALES REPORT

STATEWIDE OVERVIEW

2018 Texas Small Land Sales Report



SALES VOLUME

7,588

small land sales parcels were sold in 2017,
an 8.5 percent increase from 2016.



PRICE PER ACRE

\$5,521

for small land purchases in 2017, a 2.2
percent decrease from 2016.

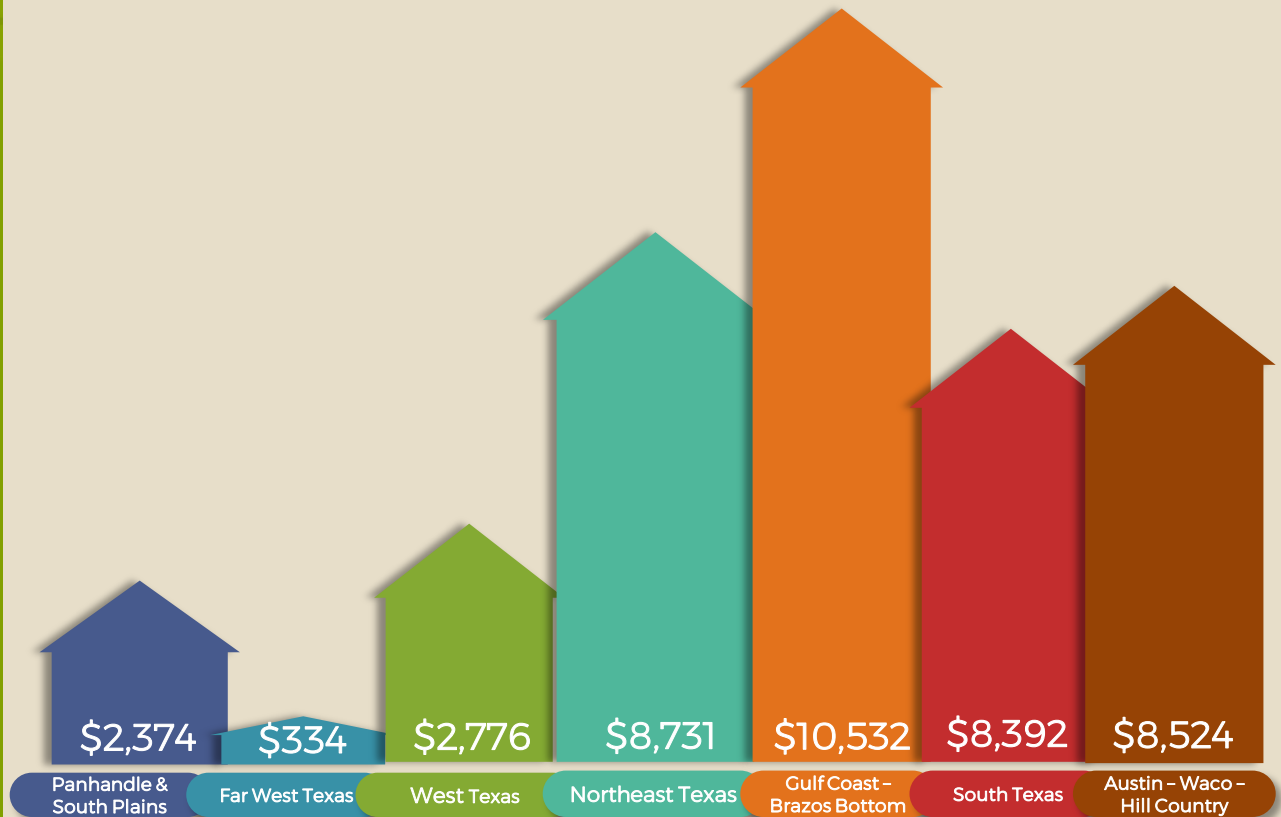


AVERAGE TRACT SIZE

36 ACRES

in 2017. Unchanged from 2016.

Average Price Per Acre for Small Land Purchases in 2017 by Region

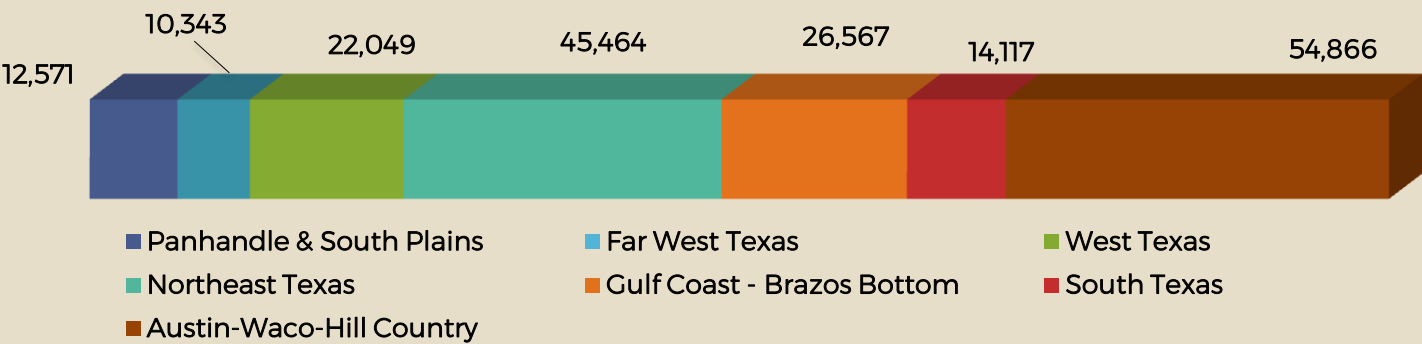


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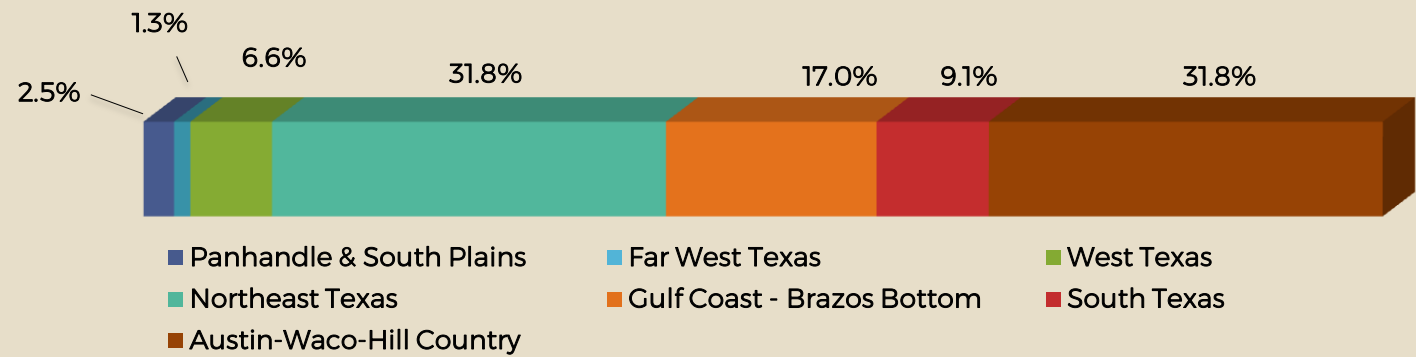
TEXAS SMALL LAND SALES REPORT

STATEWIDE OVERVIEW

Total Acreage Sold by Region: 2017



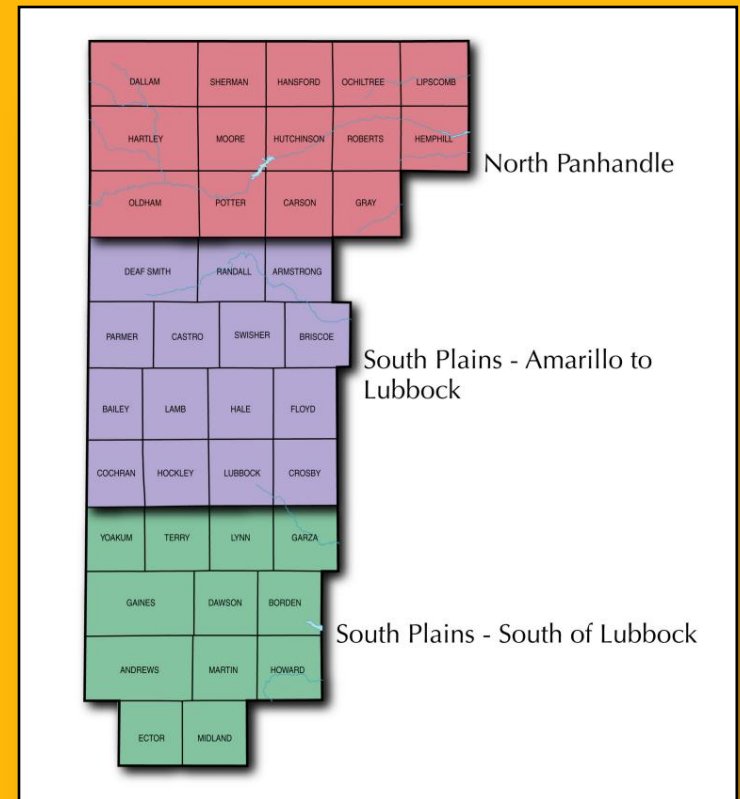
Texas Small Land Sales by Region: 2017



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 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.



TEXAS SMALL LAND SALES REPORT

Region One: Panhandle and South Plains

Total Acres Sold



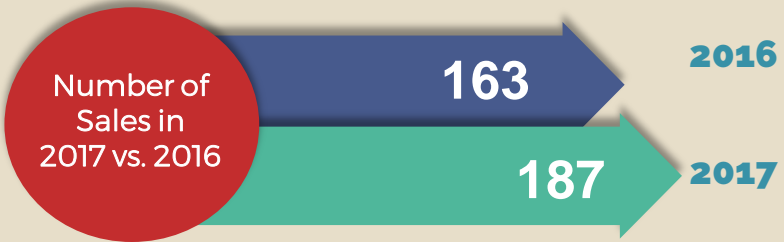
Total Sales Dollar Volume

2016

2017



Small Land Sales Volume



Average Tract Size



2016



2017

Average Price Per Acre



2016

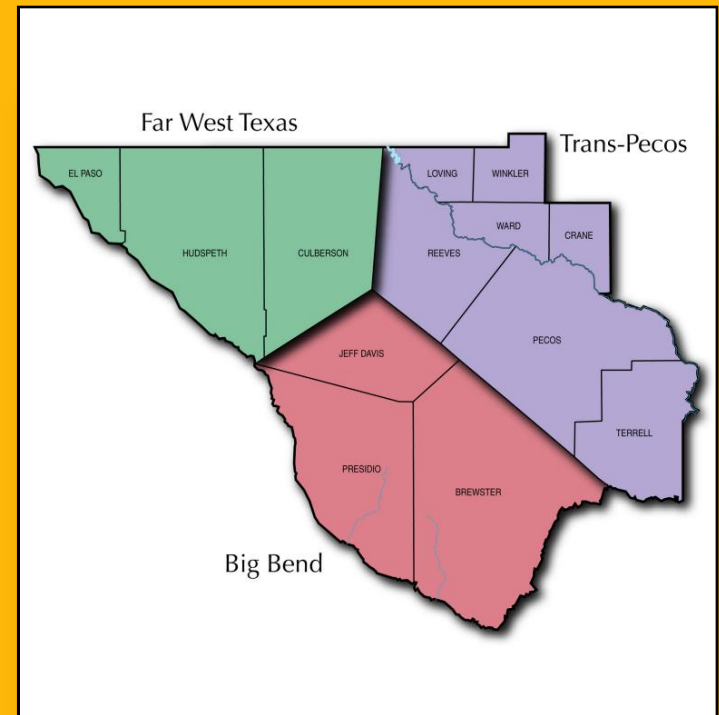


2017

REGION TWO: FAR WEST TEXAS

CHARACTERISTICS

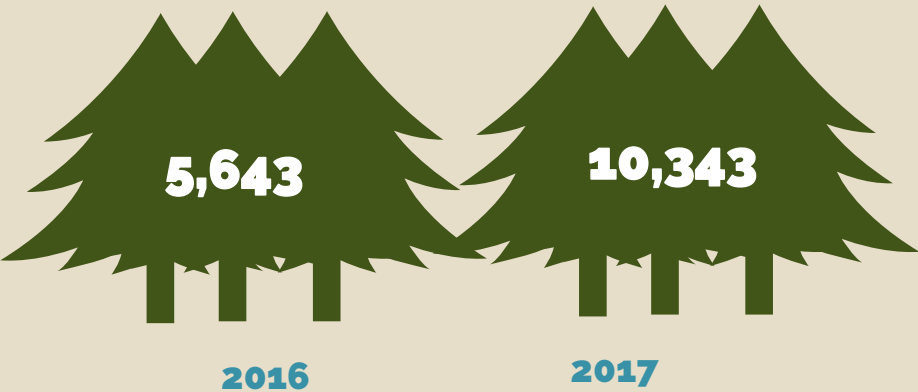
- Encompasses the westernmost regions in the state as well as the El Paso area.
- Small land sales typically consist of land parcels of 500 to 8,000 acres, although small land sales of less than 500 acres are included within report data as well.
- Includes the following Texas counties: Brewster, Crane, Culberson, El Paso, Hudspeth, Jeff Davis, Loving, Pecos, Presidio, Reeves, Terrell, Ward and Winkler.



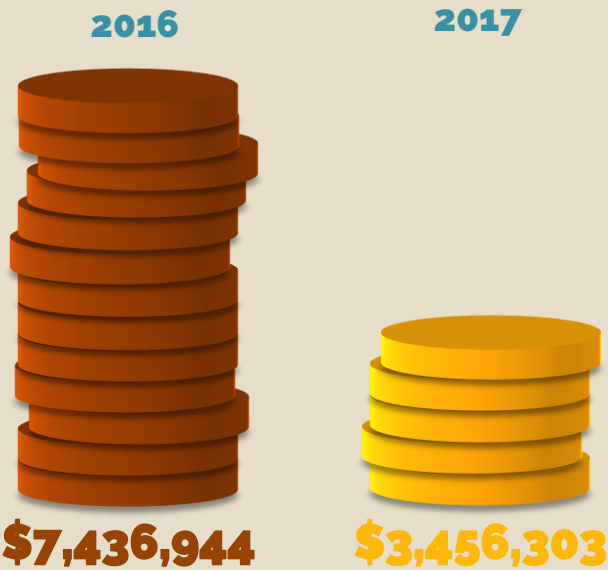
TEXAS SMALL LAND SALES REPORT

Region Two: Far West Texas

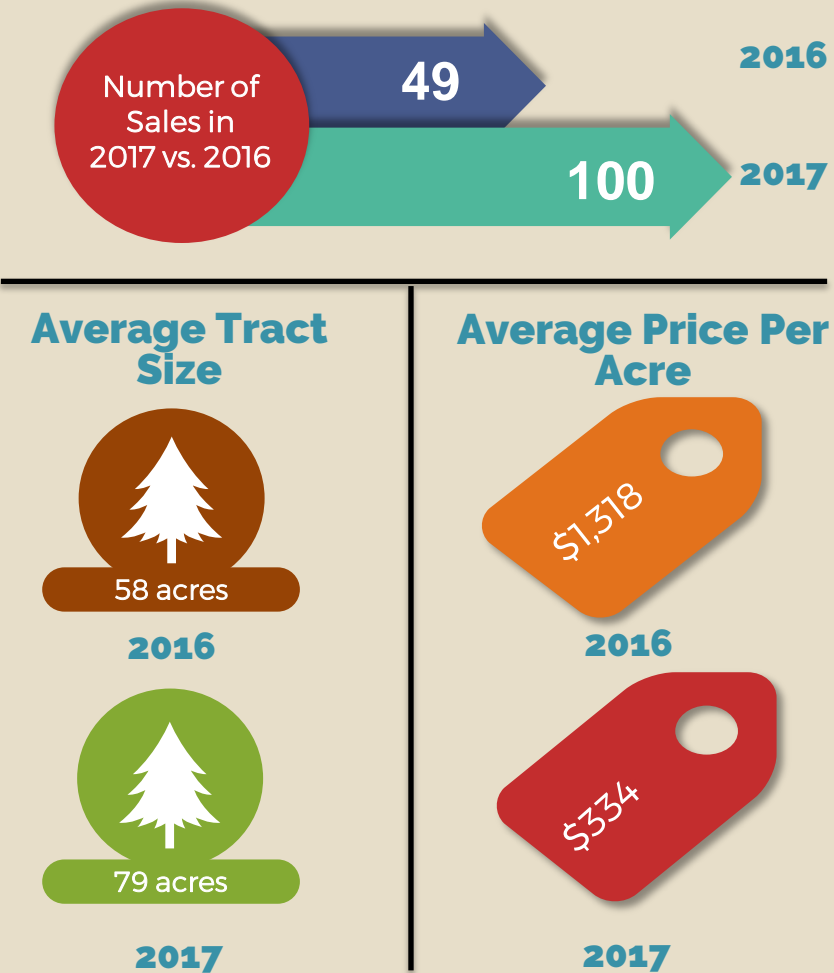
Total Acres Sold



Total Sales Dollar Volume



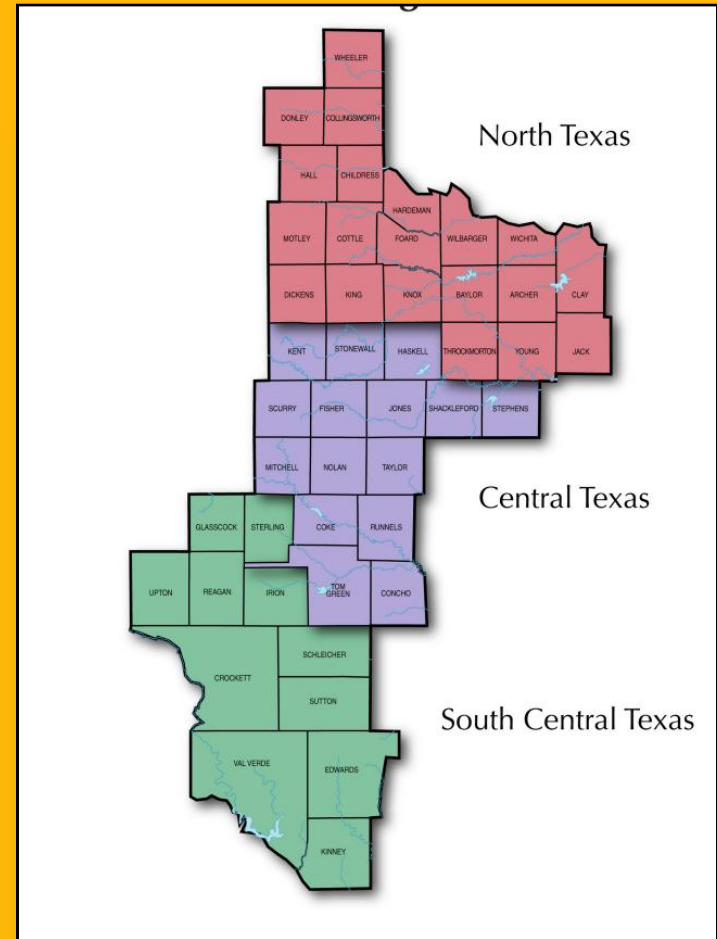
Small Land Sales Volume



REGION THREE: WEST TEXAS

CHARACTERISTICS

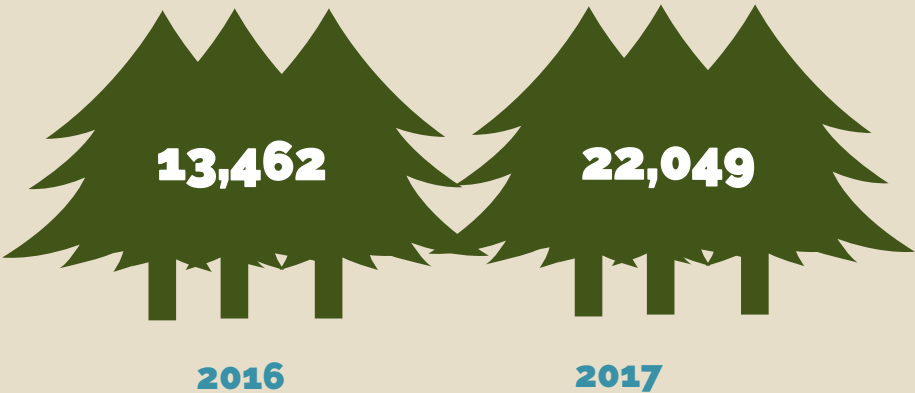
- Encompasses cross-sections of North, Central and South Central Texas, stretching from the Oklahoma border all the way down to the Mexican border. Region Three includes the San Angelo and Abilene areas.
- Small land sales consist of land parcels of 94 acres or less.
- Includes the following Texas counties: 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.



TEXAS SMALL LAND SALES REPORT

Region Three: West Texas

Total Acres Sold



Total Sales Dollar Volume

2016

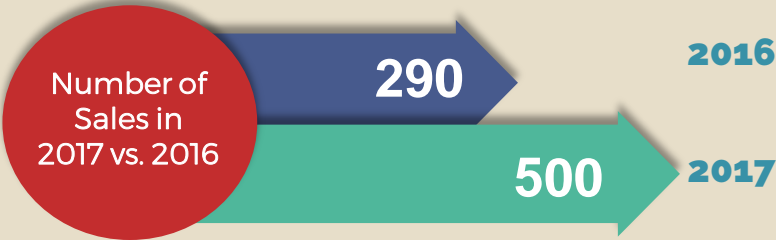
2017



\$42,070,227

\$61,196,921

Small Land Sales Volume



Average Tract Size



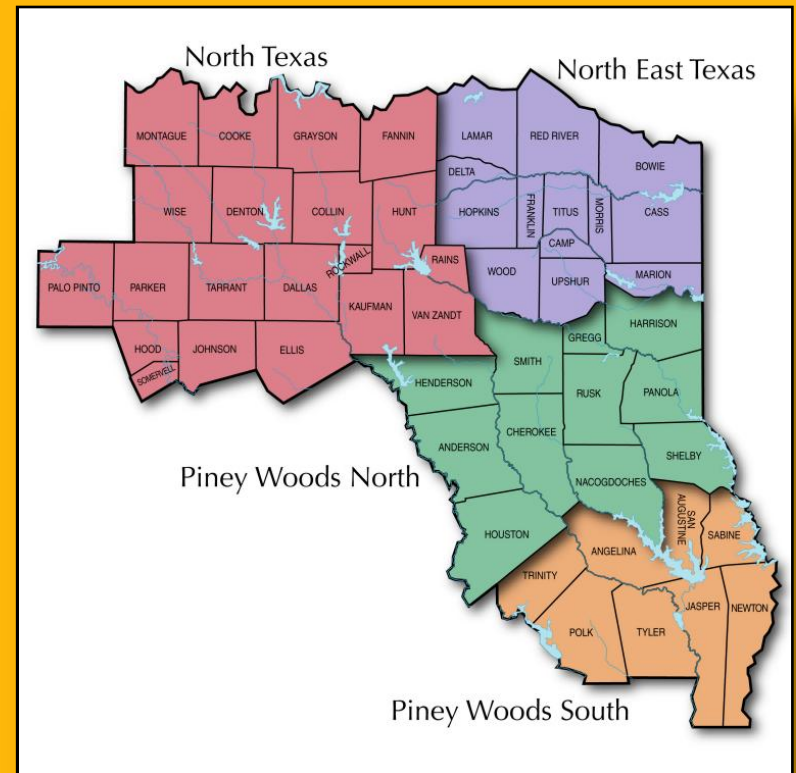
Average Price Per Acre



REGION FOUR: NORTHEAST TEXAS

CHARACTERISTICS

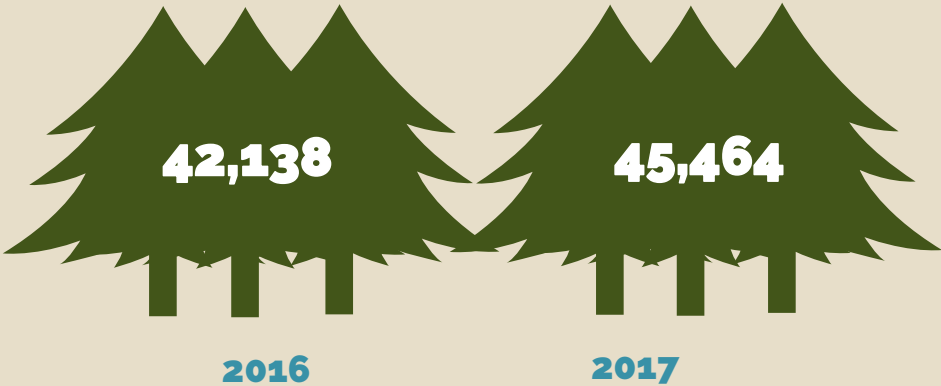
- Encompasses the Dallas-Fort Worth-Arlington, Longview, Sherman-Denison, Texarkana, Tyler and Wichita Falls areas.
- Small land sales consist of land parcels of 33 acres or fewer.
- Includes the following Texas counties: Anderson, Angelina, Bowie, Camp, Cass, Cherokee, Collin, Cooke, Dallas, Delta, 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

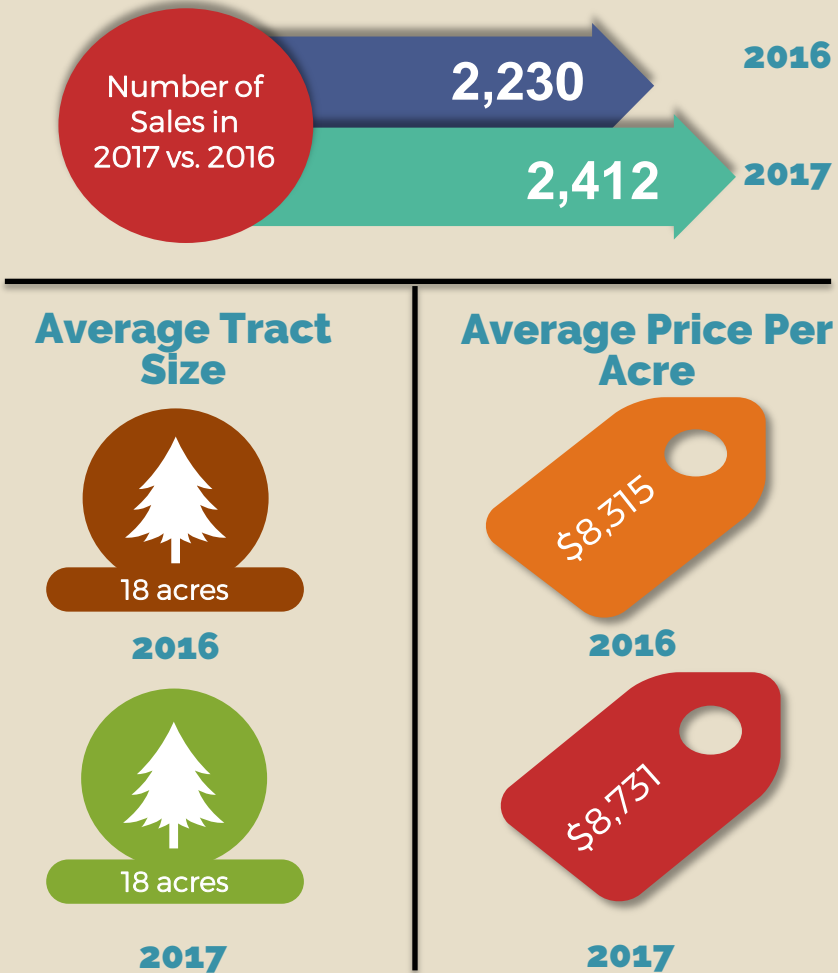
Total Acres Sold



Total Sales Dollar Volume



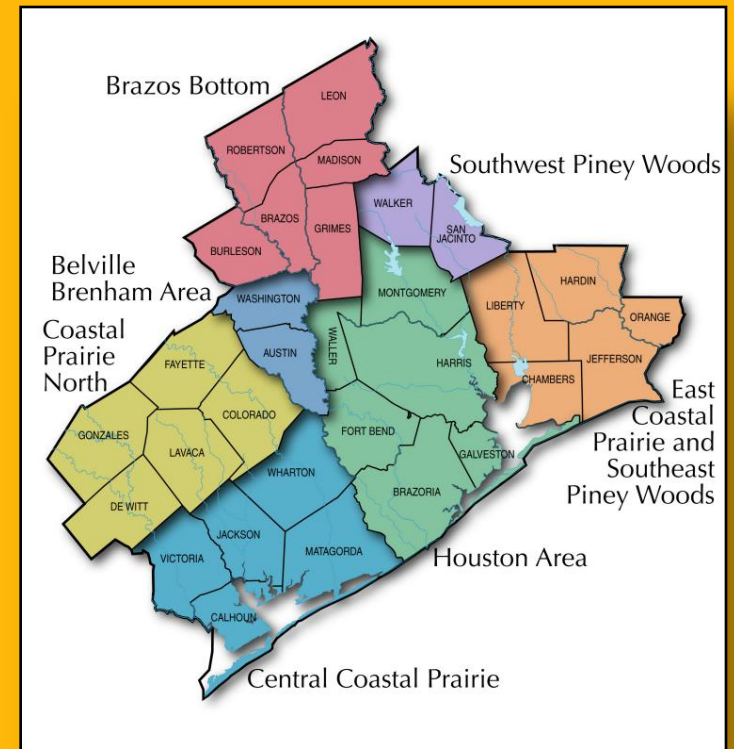
Small Land Sales Volume



REGION FIVE: GULF COAST – BRAZOS BOTTOM

CHARACTERISTICS

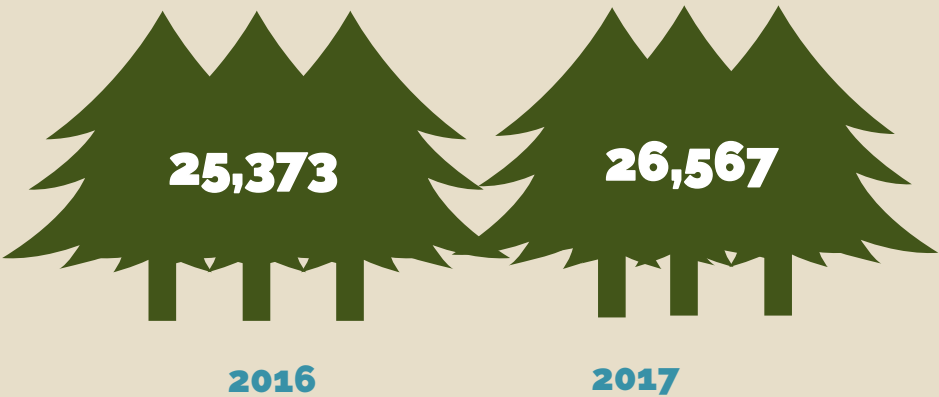
- Encompasses the Beaumont-Port Arthur, Bryan-College Station, Houston-The Woodlands-Sugarland and Victoria areas.
- Small land sales consist of land parcels of 42 acres or less.
- Includes the following Texas counties: Austin, Brazoria, Brazos, Burleson, Calhoun, Chambers, Colorado, De Witt, Fayette, 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

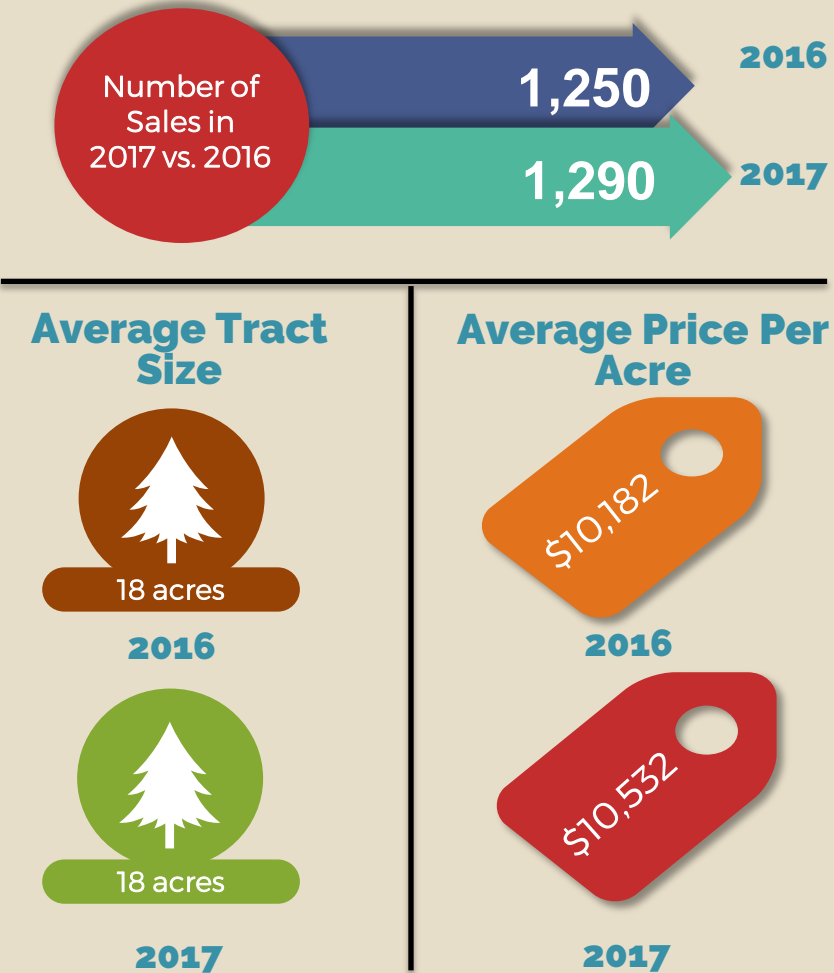
Total Acres Sold



Total Sales Dollar Volume



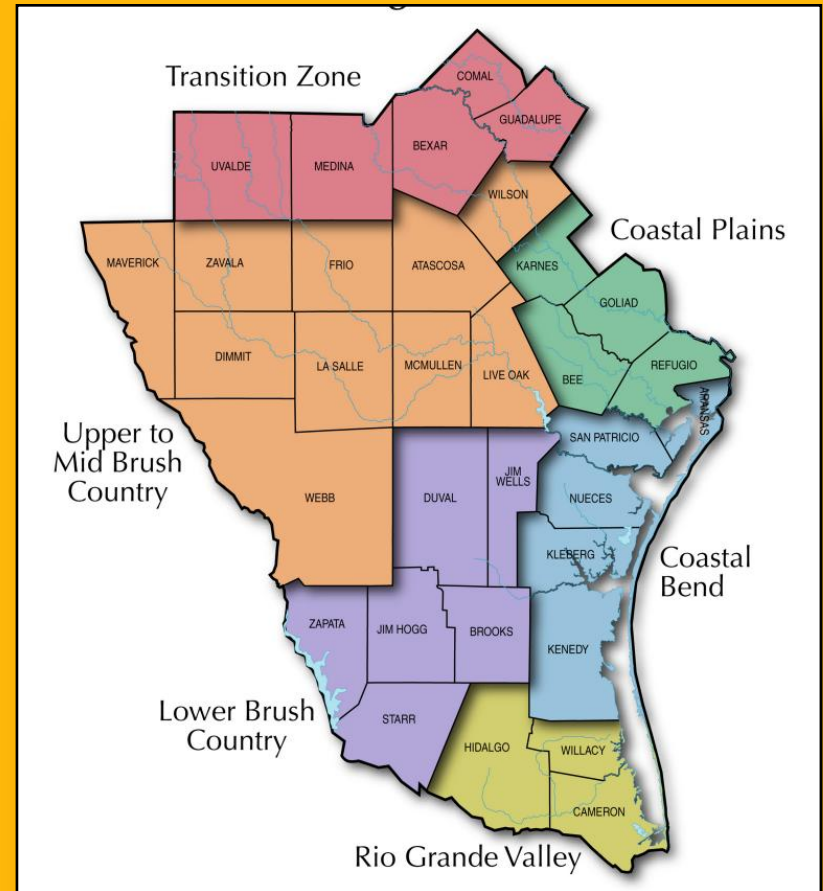
Small Land Sales Volume



REGION SIX: SOUTH TEXAS

CHARACTERISTICS

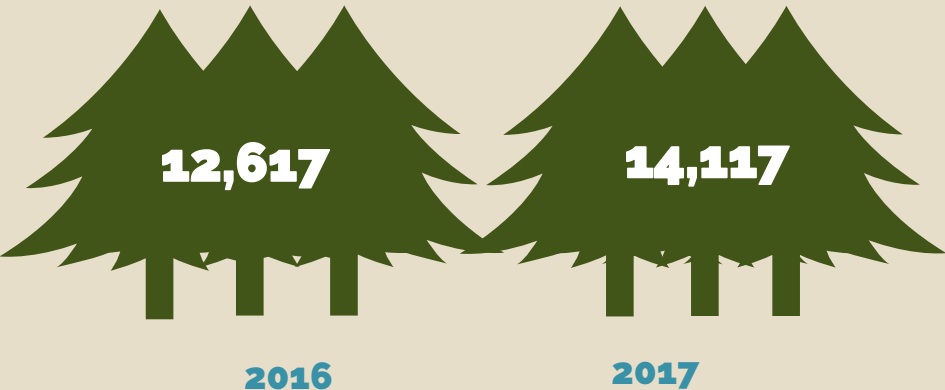
- Encompasses the Brownville-Harlingen, Corpus Christi Laredo, McAllen-Edinburg-Mission and San Antonio-New Braunfels areas.
- Small land sales consist of land parcels of 44 acres or less.
- Includes the following Texas counties: Aransas, Atascosa, Bee, Bexar, Brooks, Cameron, Comal, Dimmit, Duval, Frio, 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.



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Region Six: South Texas

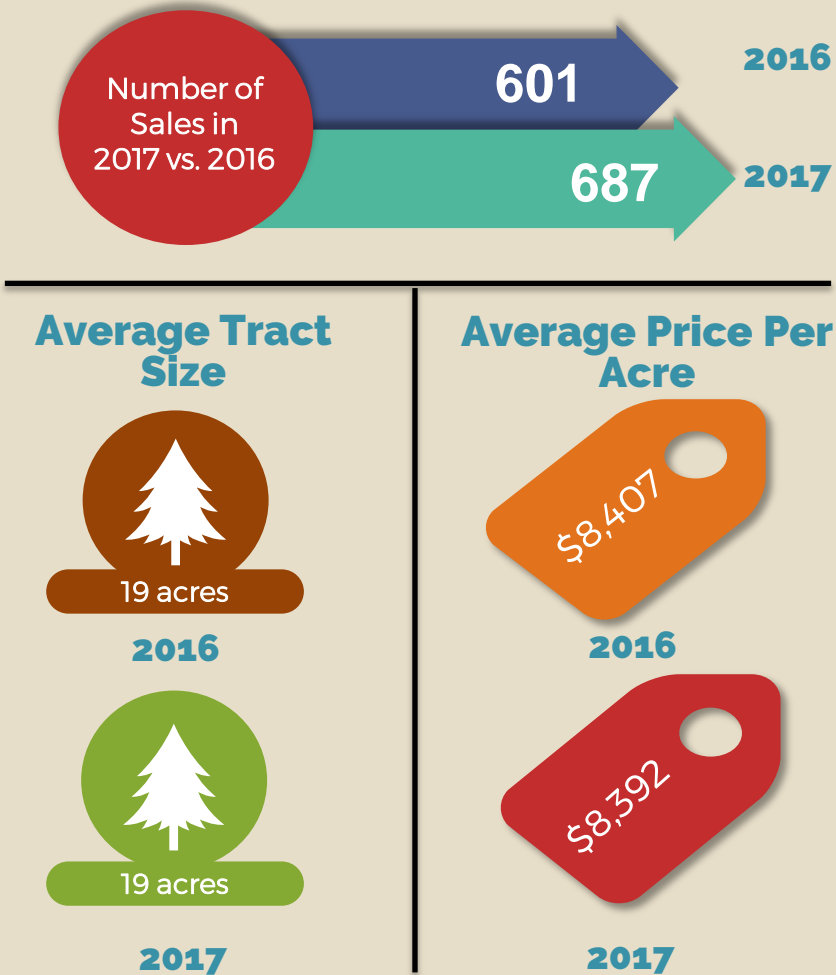
Total Acres Sold



Total Sales Dollar Volume



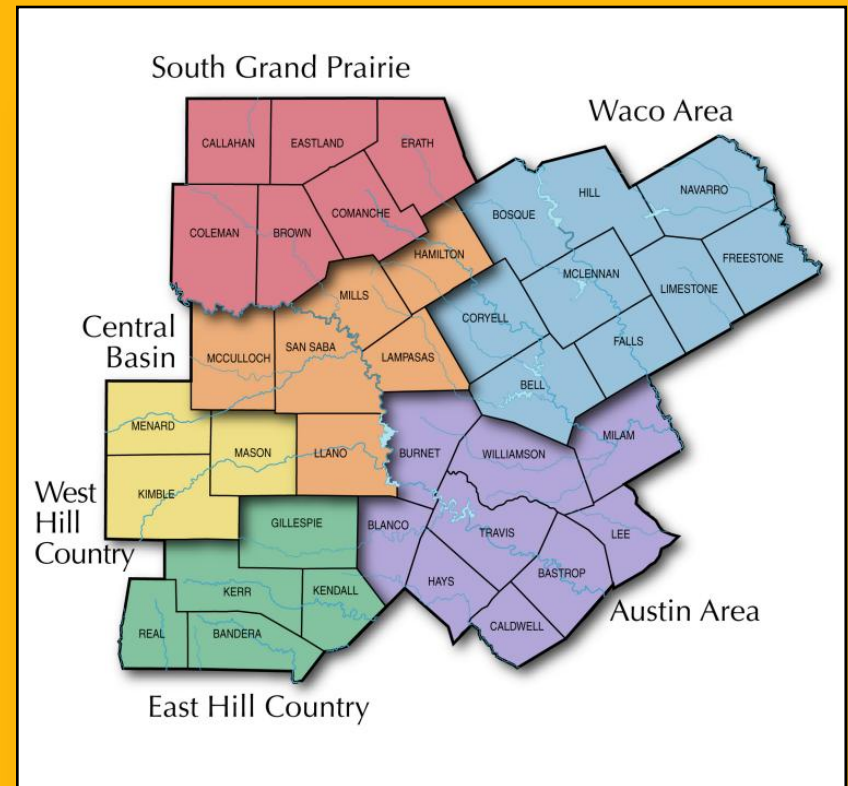
Small Land Sales Volume



REGION SEVEN: AUSTIN – WACO – HILL COUNTRY

CHARACTERISTICS

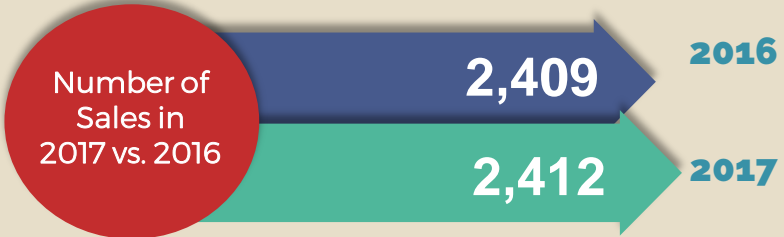
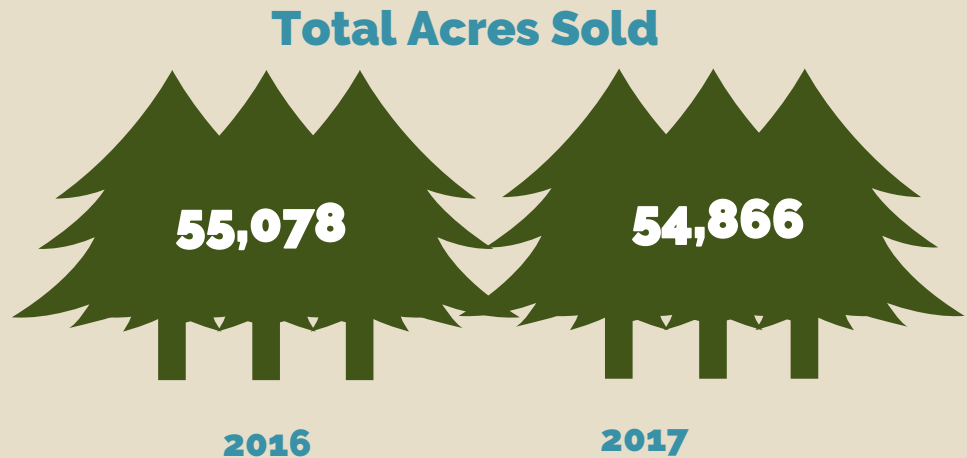
- Encompasses the Austin-Round Rock, Killeen-Temple-Fort Hood and Waco areas.
- Small land sales consist of land parcels 49 of acres or less.
- Includes the following Texas counties: Bandera, Bastrop, Bell, Blanco, Bosque, Brown, Burnet, Caldwell, Callahan, Coleman, Comanche, Coryell, Eastland, Erath, 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.



TEXAS SMALL LAND SALES REPORT

Region Seven: Austin – Waco – Hill Country

Small Land Sales Volume



Total Sales Dollar Volume

2016 2017



Average Tract Size



Average Price Per Acre

