



**TEXAS**  
**SMALL LAND SALES**  
**REPORT**

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**2021 Edition**

# TEXAS SMALL LAND SALES REPORT | 2021 EDITION

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## ABOUT THE TEXAS SMALL LAND SALES REPORT

The 2021 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 Texas Real Estate Research 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.

## ABOUT TEXAS REALTORS®

With more than 140,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We are the advocates for REALTORS® and private property rights in Texas. Visit [texasrealestate.com](https://texasrealestate.com) to learn more.

### MEDIA CONTACT

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## EXECUTIVE SUMMARY

The number of small land sales in Texas increased significantly in 2020, while price per acre hit an all-time high, according to the 2021 edition of the *Texas Small Land Sales Report* released today by Texas REALTORS®.

The total number of small land sales across Texas increased 34%, with 10,465 tracts sold. The average price per acre grew 3.8% year-over-year to \$6,471 an acre.

The number of small land sales increased in all seven regions across the state. Far West Texas experienced the strongest increase at 53%, followed by Austin-Waco-Hill Country with a 33% increase over last year.

The report also revealed the average tract size for small land sales in Texas decreased from 32 acres in 2019 to 30 acres in 2020. Most regions across Texas saw a decrease in average tract size except for the West Texas and Gulf Coast-Brazos Bottom regions.

The market for land has become as competitive as the market for single-family homes. Last year, land sales activity gained steam in the third and fourth quarter; this momentum has continued into 2021. Although the price per acre increased slightly in 2020, it is anticipated that there are stronger price increases ahead in the remainder of 2021.

The definition of a “small” land sale varies by region but is generally 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 LAND REGIONS

## REGION LIST

Region 1: Panhandle & South Plains

Region 2: Far West Texas

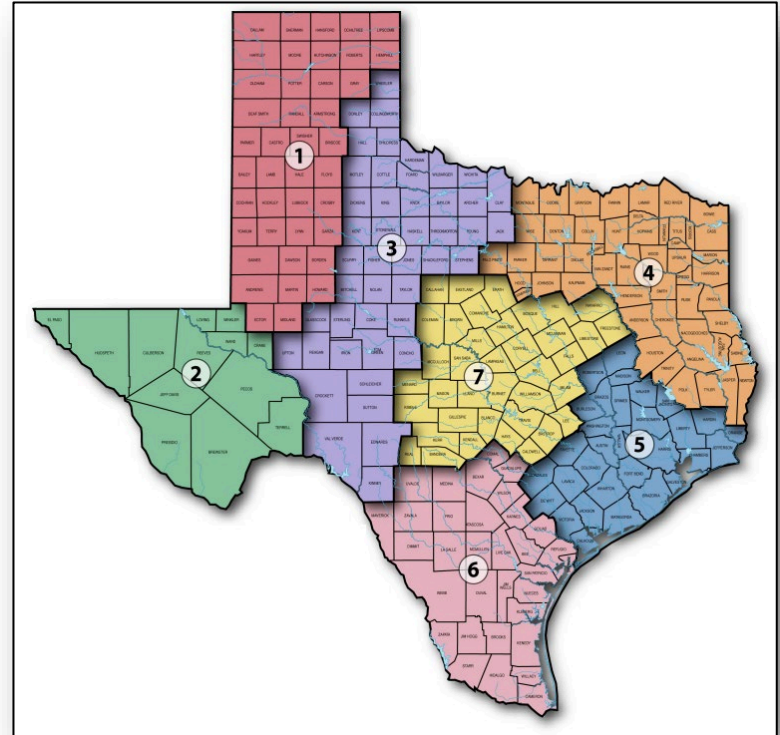
Region 3: West Texas

Region 4: Northeast Texas

Region 5: Gulf Coast – Brazos Bottom

Region 6: South Texas

Region 7: Austin – Waco – Hill Country



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## 2021 Texas Small Land Sales Report



### SALES VOLUME

**10,465**

small land sales parcels were sold in 2020, a 34% increase from 2019.



### PRICE PER ACRE

**\$6,471**

for small land purchases in 2020, a 3.84% increase from 2019.

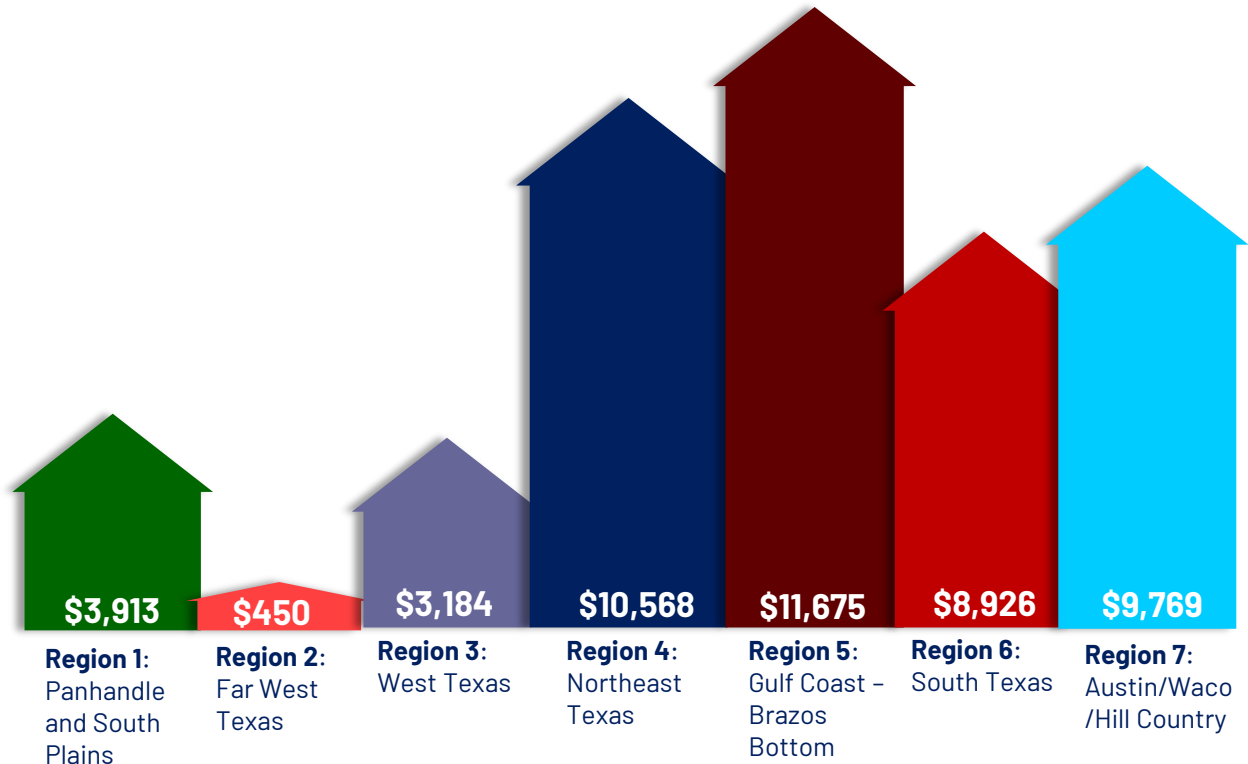


### AVERAGE TRACT SIZE

**30 ACRES**

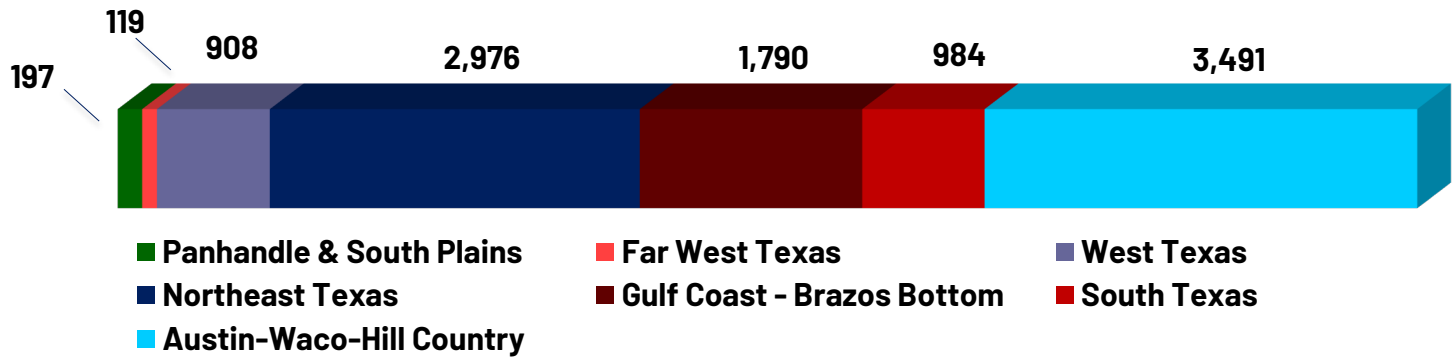
in 2020, a 6% decrease from 2019.

## Average Price Per Acre for Small Land Purchases in 2020 by Region

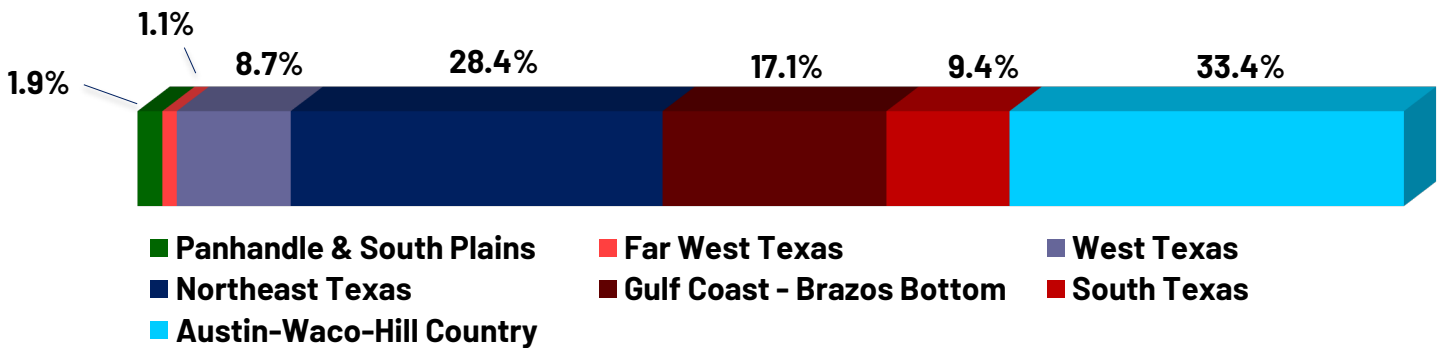


# STATEWIDE OVERVIEW

Total Acreage Sold by Region: 2020



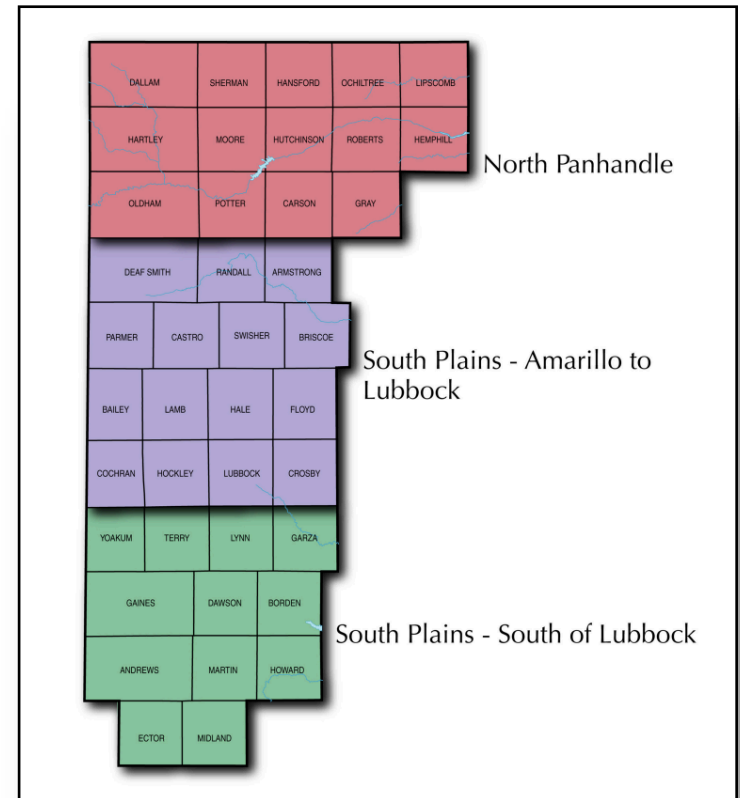
Percentage of Total Sales by Region: 2020



# 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



**2,585**  
In 2019

**3,024**  
In 2020

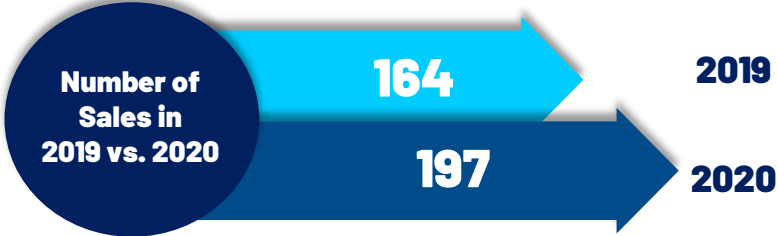
### Total Sales Dollar Volume



**\$9,647,485**  
2019

**\$11,832,702**  
2020

### Small Land Sales Volume



### Average Tract Size



**50 Acres** in 2019 | **46 Acres** in 2020

**-8% Decrease** from  
2019 to 2020

### Average Price Per Acre



**\$3,732** in 2019 | **\$3,913** in 2020

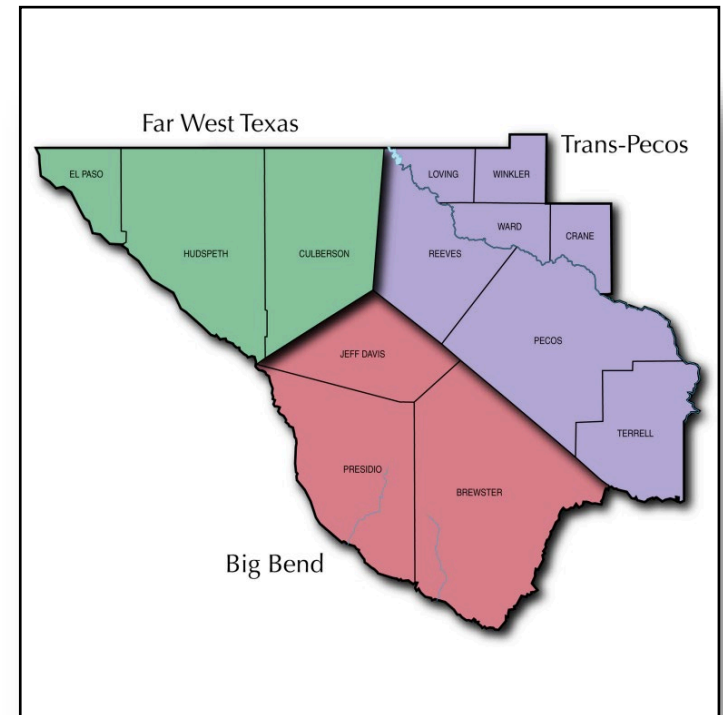
**4.8% Increase**  
from 2019 to 2020



# 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



**1,911**  
In 2019

**2,815**  
In 2020

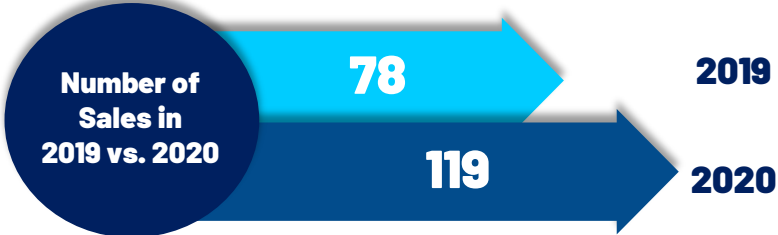
### Total Sales Dollar Volume



**\$920,908**  
2019

**\$1,266,839**  
2020

### Small Land Sales Volume



### Average Tract Size



**64 Acres** | **43 Acres**  
in 2019 | in 2020



**32.8% Decrease**  
from 2019 to 2020

### Average Price Per Acre



**\$482** | **\$450**  
in 2019 | in 2020

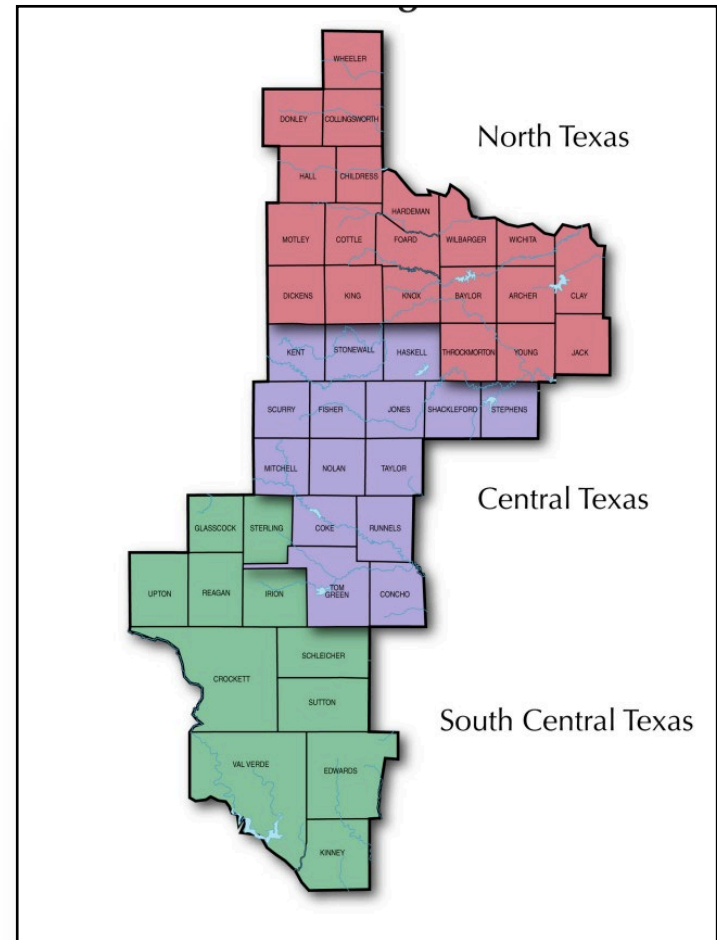


**-6.6% Decrease**  
from 2019 to 2020

# 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



**8,042**  
In 2019

**9,632**  
In 2020

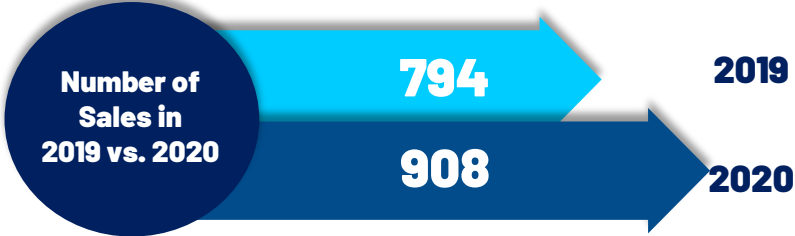
### Total Sales Dollar Volume



**\$25,129,837**  
2019

**\$30,667,031**  
2020

### Small Land Sales Volume



### Average Tract Size



**34 Acres** in 2019 | **37 Acres** in 2020

**8.8% Increase** from 2019 to 2020

### Average Price Per Acre



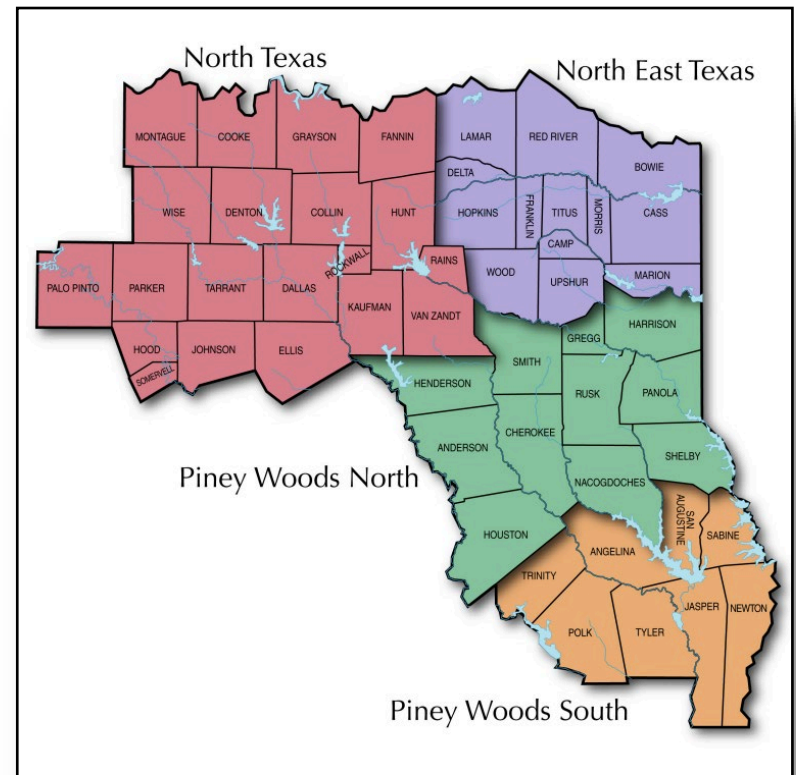
**\$3,125** in 2019 | **\$3,184** in 2020

**1.8% Increase** from 2019 to 2020

# 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



**10,459**  
In 2019

**13,700**  
In 2020

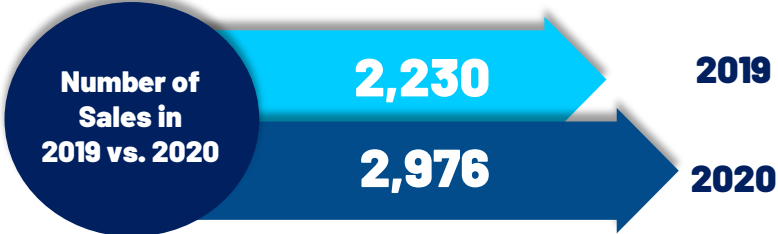
### Total Sales Dollar Volume



**\$105,032,086**  
2019

**\$144,777,312**  
2020

### Small Land Sales Volume



### Average Tract Size



**18 Acres** | **17 Acres**  
in 2019 | in 2020



**5.5% Decrease**  
from 2019 to 2020

### Average Price Per Acre



**\$10,042** | **\$10,568**  
in 2019 | in 2020



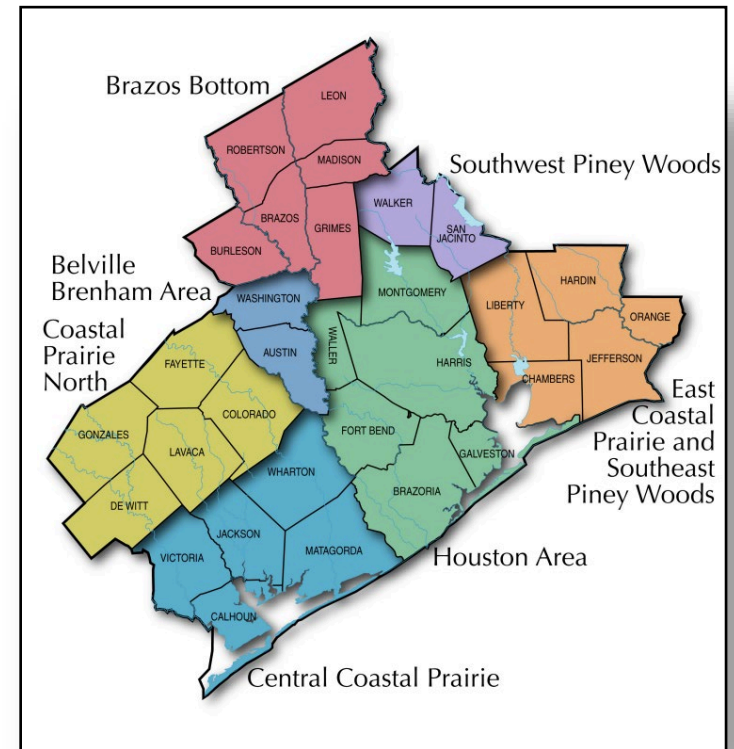
**5.2% Increase**  
from 2019 to 2020



# 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



**6,937**  
In 2019

**9,215**  
In 2020

### Total Sales Dollar Volume



**\$77,849,290**  
2019

**\$107,582,279**  
2020

### Small Land Sales Volume



### Average Tract Size



**18 Acres**  
in 2019

**19 Acres**  
in 2020

**5.5% Increase**  
from 2019 to 2020

### Average Price Per Acre



**\$11,222**  
in 2019

**\$11,675**  
in 2020

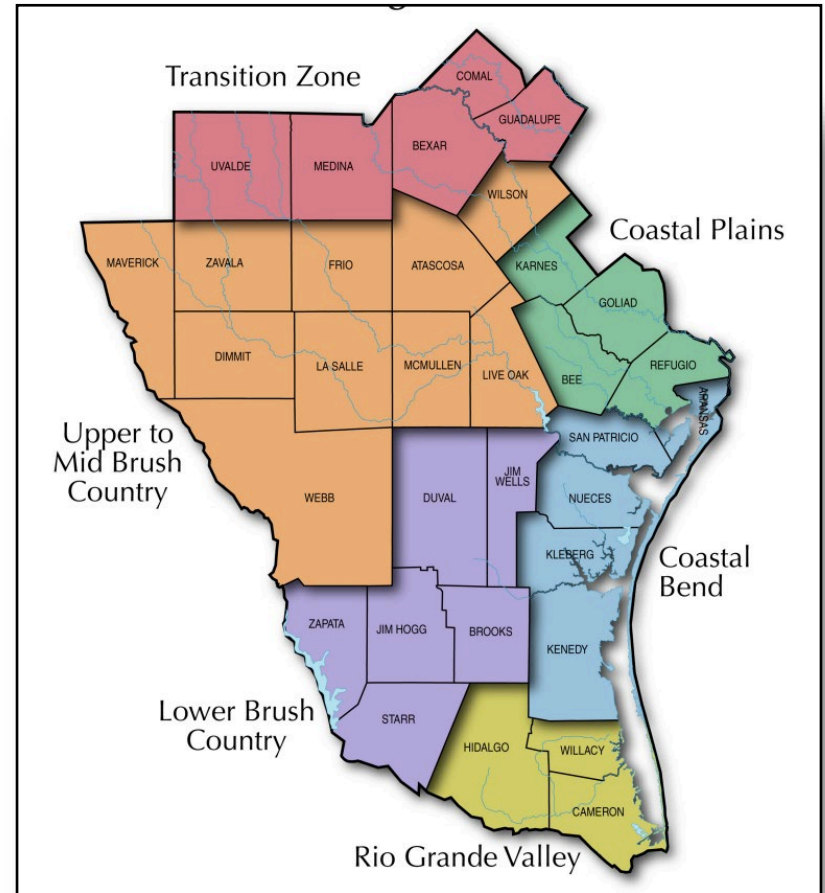
**4% Increase**  
from 2019 to 2020



# 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.



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## Region Six: South Texas

### Total Acres Sold



**3,703**  
In 2019

**4,992**  
In 2020

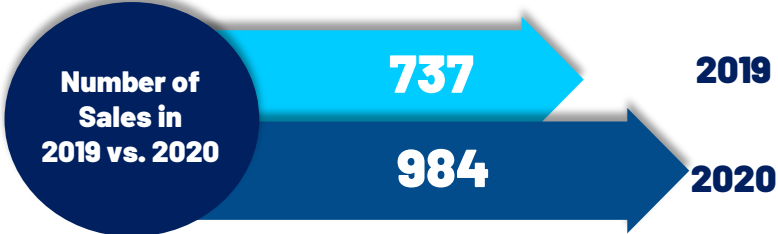
### Total Sales Dollar Volume



**\$30,782,652**  
2019

**\$44,558,577**  
2020

### Small Land Sales Volume



### Average Tract Size



**19 Acres** in 2019 | **18 Acres** in 2020



**5.3% Decrease**  
from 2019 to 2020

### Average Price Per Acre



**\$8,313** in 2019 | **\$8,926** in 2020

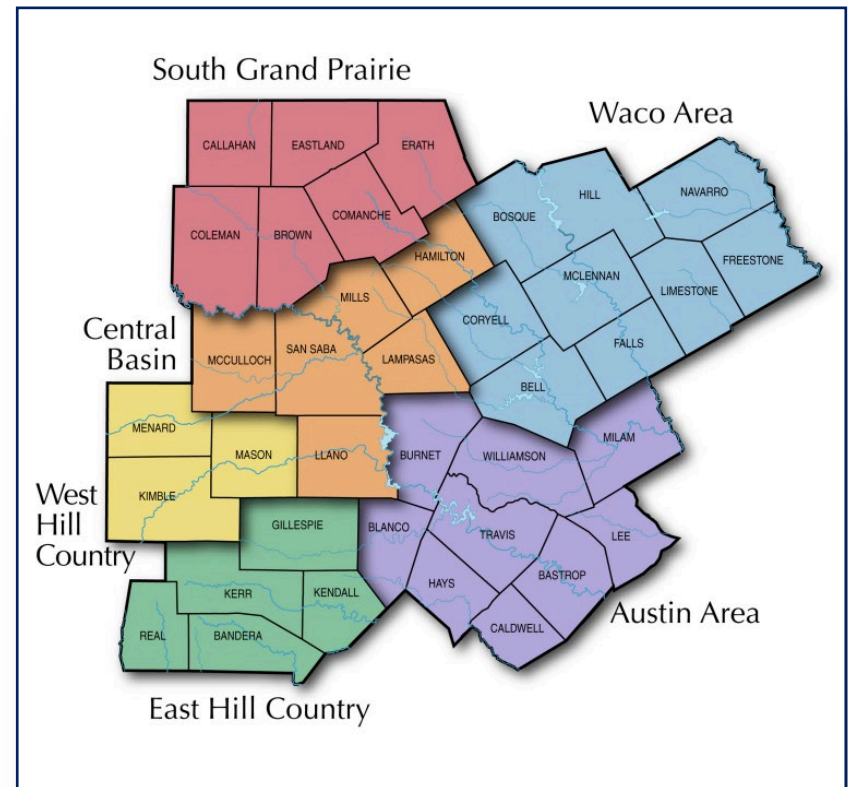


**7.4% Increase**  
from 2019 to 2020

# 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



**13,916**  
In 2019

**18,767**  
In 2020

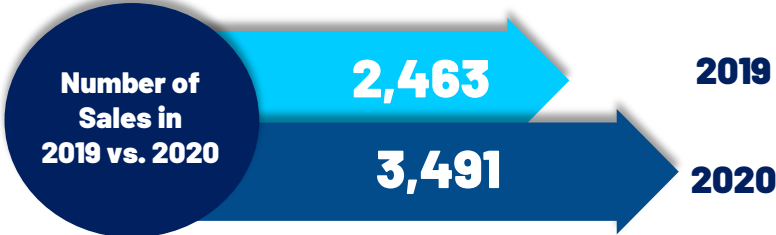
### Total Sales Dollar Volume



**\$136,026,563**  
2019

**\$183,333,508**  
2020

### Small Land Sales Volume



### Average Tract Size



**20 Acres** in 2019 | **19 Acres** in 2020



**5% Decrease**  
from 2019 to 2020

### Average Price Per Acre



**\$9,775** in 2019 | **\$9,769** in 2020



**0.06% Decrease**  
from 2019 to 2020