

# Characteristics of Texas Land Markets

## A Regional Analysis

Revised September 2020

(updated from the 2008 report)

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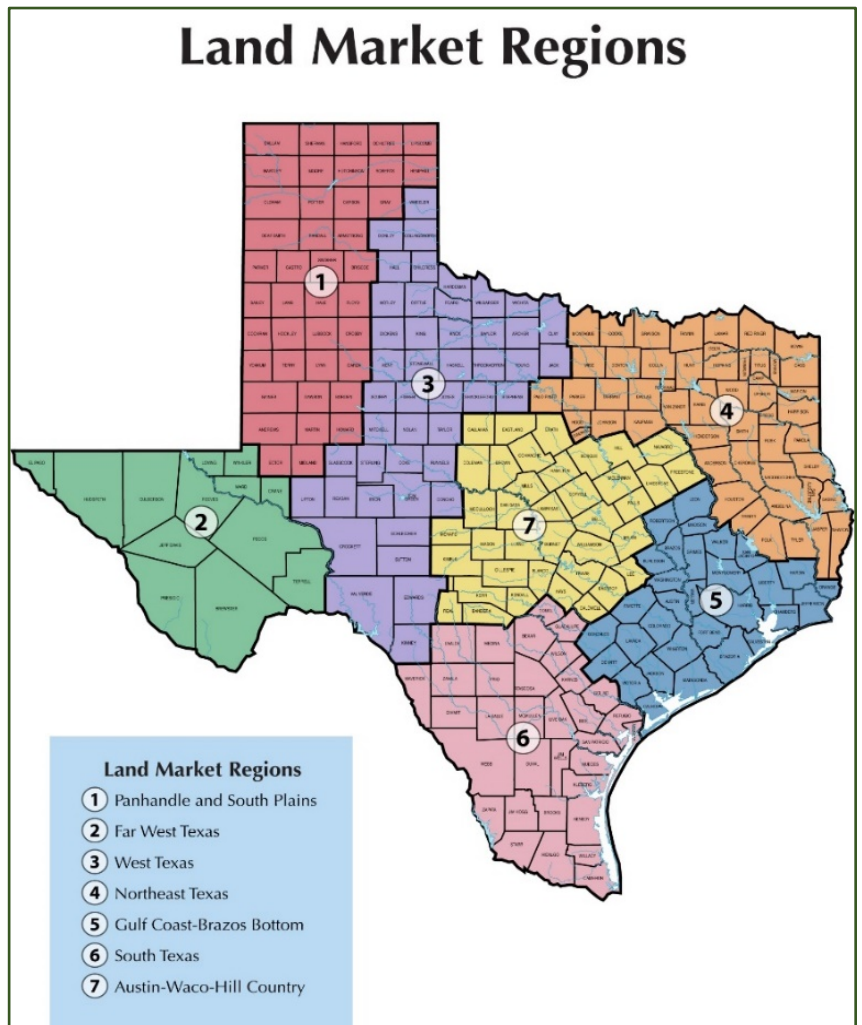
Graphics by Robert Beals II

Texas agricultural land, including buildings, is valued at \$255 billion, 10 percent of the nation's total agricultural real estate value. In 2016, the Real Estate Center at Texas A&M University (REC) recorded 5,545 sales transactions across the state, a 50 percent increase from 2008, when this report was first published. The state leads the country in the amount of farm and ranch land as well as the number of farms and ranches.

Texas' diverse landscapes set the state's land markets apart from the agriculturally dominated markets in the rest of the United States. Land includes deserts in the far west, timber in the east, cropland in the Panhandle, and coastal climates in the south. The diversity in land and climate results in varied motivations for market transactions. The

characteristics of the transactions are, therefore, largely a function of the location.

This report highlights the uniqueness of each region's land, production, and market transactions. Information will be presented for the state and each of the seven regions delineated by the REC. The data presented in the report fall into three categories—land use, production and demand, and market transaction characteristics. Unless otherwise specified, all data are from 2016.



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# Texas Overview

In 2016, the Texas Comptroller's office reported 141.9 million acres of state land operated as agricultural use. The United States Department of Agriculture (USDA) reported 241,500 farms operated in Texas with the average size being 537 acres. The USDA also reported the average age of a Texas farm operator was 60.1 years old. Texas' agricultural land is divided almost evenly among the REC's seven regions with the largest amount, 21 percent, in Region 3—West Texas and the least, 8 percent, in Region 5—Gulf Coast-Brazos Bottom. Agricultural land use in Texas is dominated by native pasture at 62.8 percent. The next largest use is dry cropland at 13.5 percent. Both land-use types have decreased since this report was published in 2008. Texas is ranked eighth in the nation for land dedicated to organic production. About 146,800 acres are dedicated to organic production, 85 percent of which is organic crop production, ranking Texas fifth in the nation.

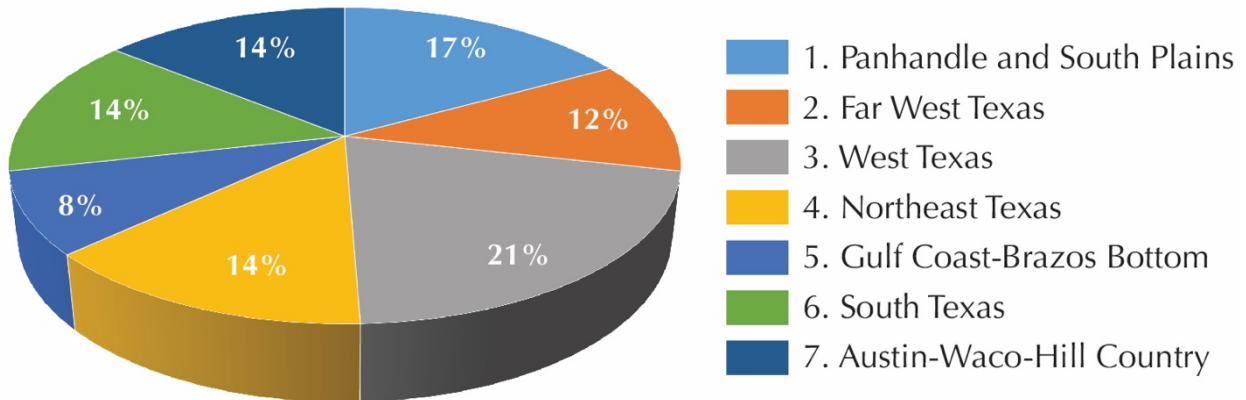
The USDA 2012 census ranked Texas number one in livestock, poultry, and their products in value of production, totaling \$18 billion. Texas also ranks first in cattle on feed inventory for 1,000+ capacity feedlots. In August 2016, Texas had 2.5 million head of cattle in inventory. In 2016, Texas had 475,000 head of milk cows with 10.8 trillion pounds of production representing about 5 percent of both the total head of cattle and milk production in the United States. The majority of milk production takes place in Region 1—Panhandle-South Plains. Texas ranks number one in sales value for the commodity groups: cotton and cottonseed (\$1.6 billion); cattle and calves (\$13 billion); and sheep, goats, wool, mohair, and milk (\$122 million). In 2016, Texas' top three products by production value were cattle and calves (\$7.2 billion), cotton and cottonseed (\$3.1 billion), and milk (\$1.9 billion). In terms of the number of acres dedicated to a crop, cotton (10.2 million), wheat (9.5 million), sorghum (4.5 million), and corn (4.3 million) made up 95 percent of the total crop production in the state.

In 2016, the state had 408 active gins with 68 percent in Region 1—Panhandle-South Plains. The state had 450 grain-storage facilities, the number remaining relatively unchanged over the last decade. The state also has four major ports—Houston, Corpus Christi, Galveston, and Beaumont—exporting \$6.5 billion worth of agricultural goods (2012 USDA census). The state ranked sixth in the nation for agriculture exports. The majority of agricultural exports from these four ports are bulk grains. The top three exports are cotton and cottonseed (\$1.6 billion), wheat (\$286 million), and seed for planting (\$244 million). Houston ranked sixth in the nation with 7.4 million metric tons of agricultural exports. Corpus Christi and Galveston ranked 13<sup>th</sup> and 15<sup>th</sup>, respectively, with four and 3.3 million metric tons of agriculture exports.

Texas is also heavily invested in oil production. As a result, many land transactions tend to be affected by the presence of minerals and oil and natural gas production on the land. The number of rigs in Texas averaged 236 weekly and ranged from 173 to 323 rigs in 2016. It should be noted that oil prices were in retreat in 2016. The average rig count for 2017 was 430 and ranged from 324 to 466 rigs throughout the state.

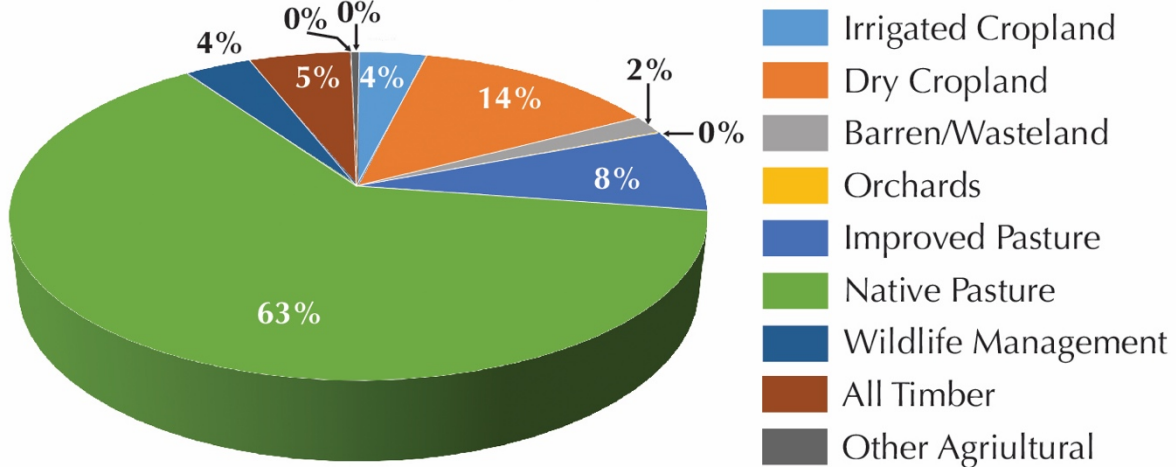
<b>Land Type</b>	<b>Acres</b>	<b>Percentage of State's Rural Land Use</b>	<b>Percentage Change Since 2008</b>
Irrigated Cropland	5,281,400	3.7	-0.2
Dry Cropland	19,155,797	13.5	-6
Barren/ Wasteland	2,652,419	1.9	+25
Orchards (includes cultivation of trees or grapevines that produce nuts or fruit)	145,804	0.1	+9
Improved Pasture	11,665,817	8.2	+3
Native Pasture	89,015,754	62.8	-4
Wildlife Management	5,288,929	3.7	+110
Timber	7,980,034	5.6	+5
Other Agricultural	667,899	0.5	-45
<b>Total</b>	141,853,853 acres, down 1 percent from 2008.		

### Texas Land Acreage by Region, 2016



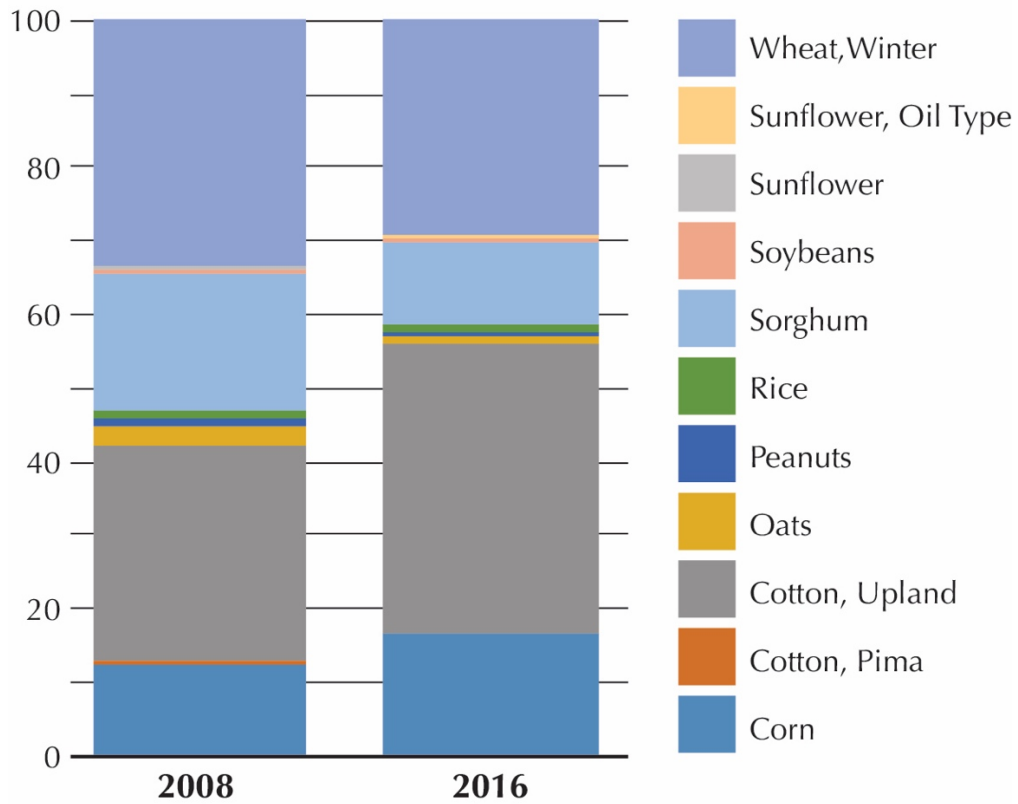
Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

### Texas Statewide Rural Land by Use, 2016



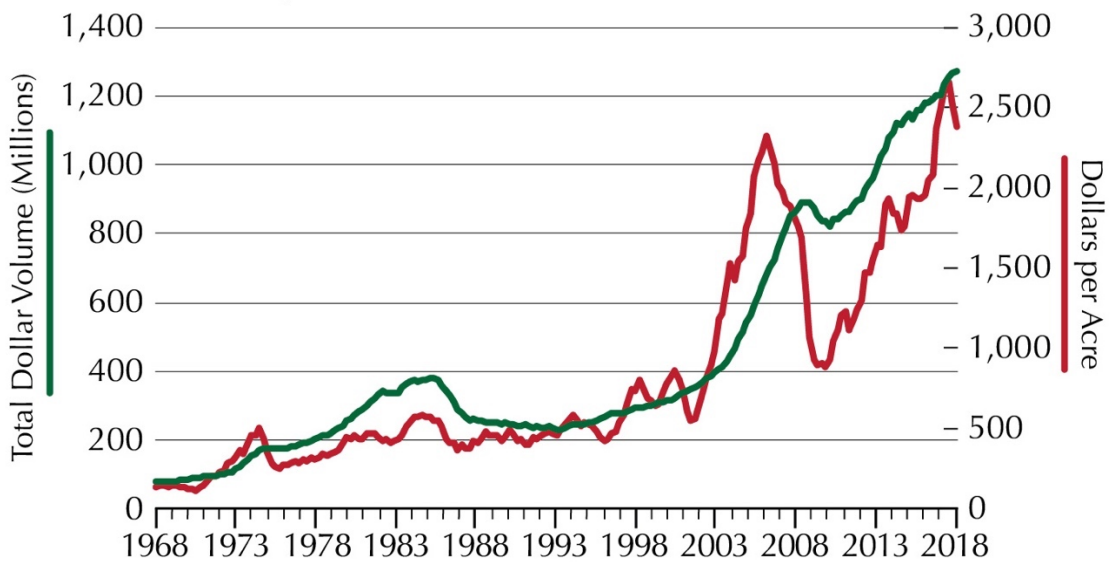
Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

### Texas Crop Production, 2008 & 2016



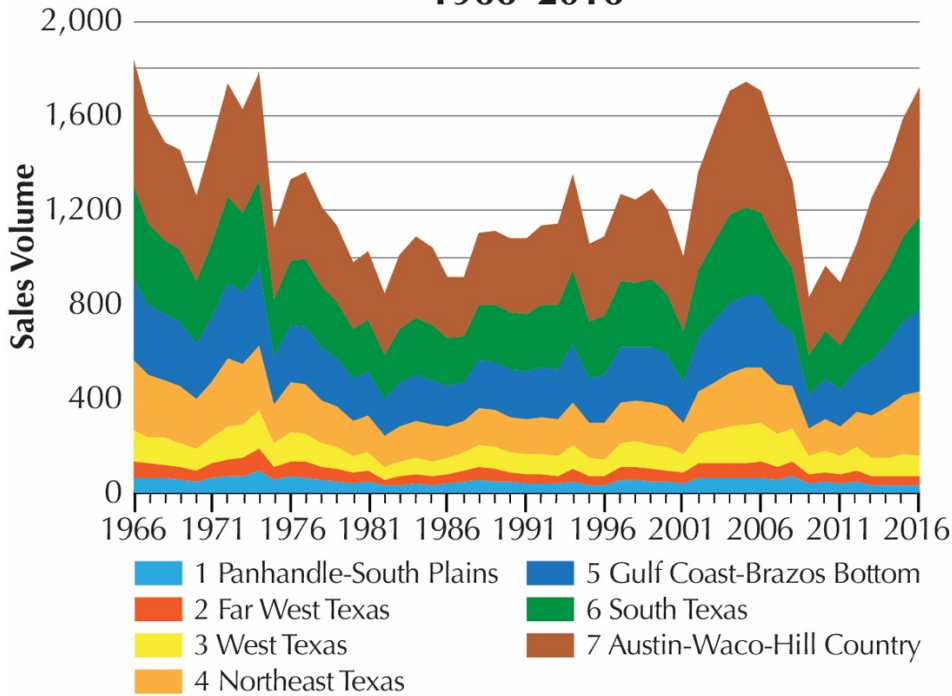
Sources: USDA's National Agricultural Statistics Service and Real Estate Center at Texas A&M University

### Texas Statewide Quarterly Total Dollar Volume and Price, 1968-2018



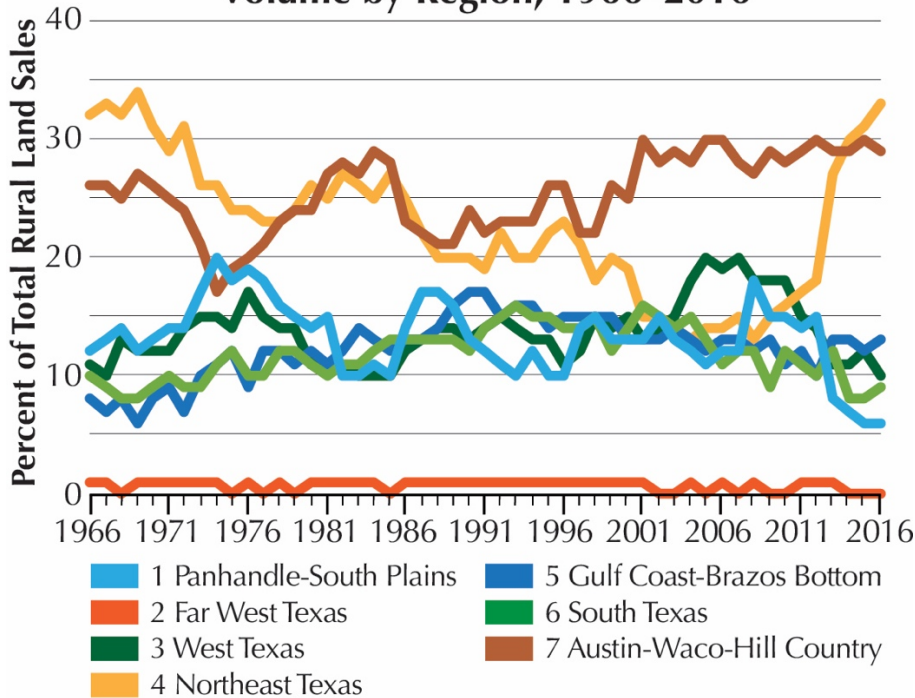
Source: Real Estate Center at Texas A&M University

### Rural Land Sales Volume by Region, 1966–2016



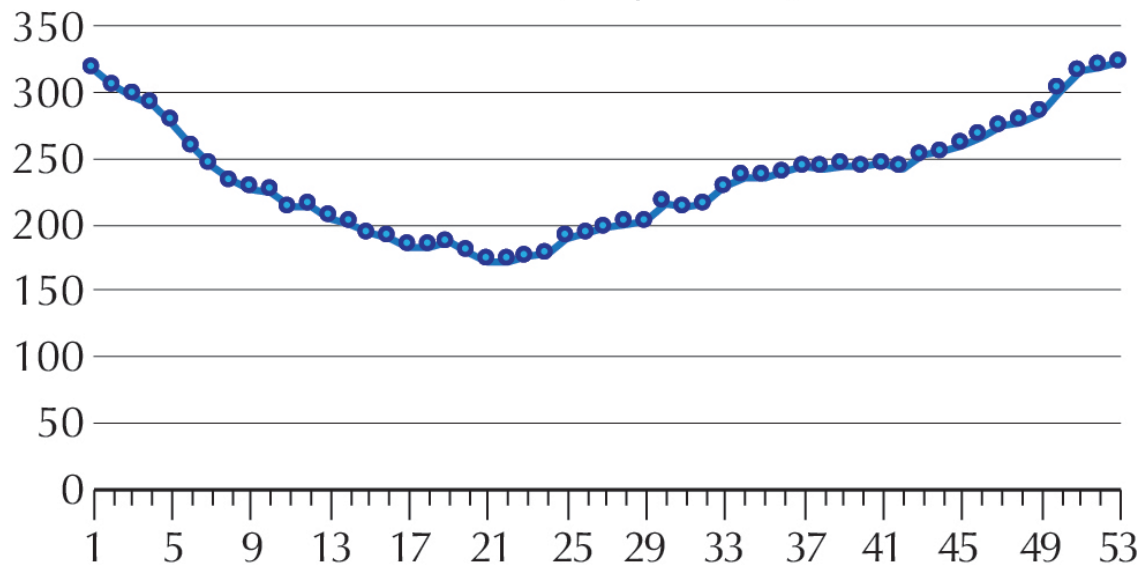
Source: Real Estate Center at Texas A&M University

### Contribution to Texas Sales Volume by Region, 1966–2016



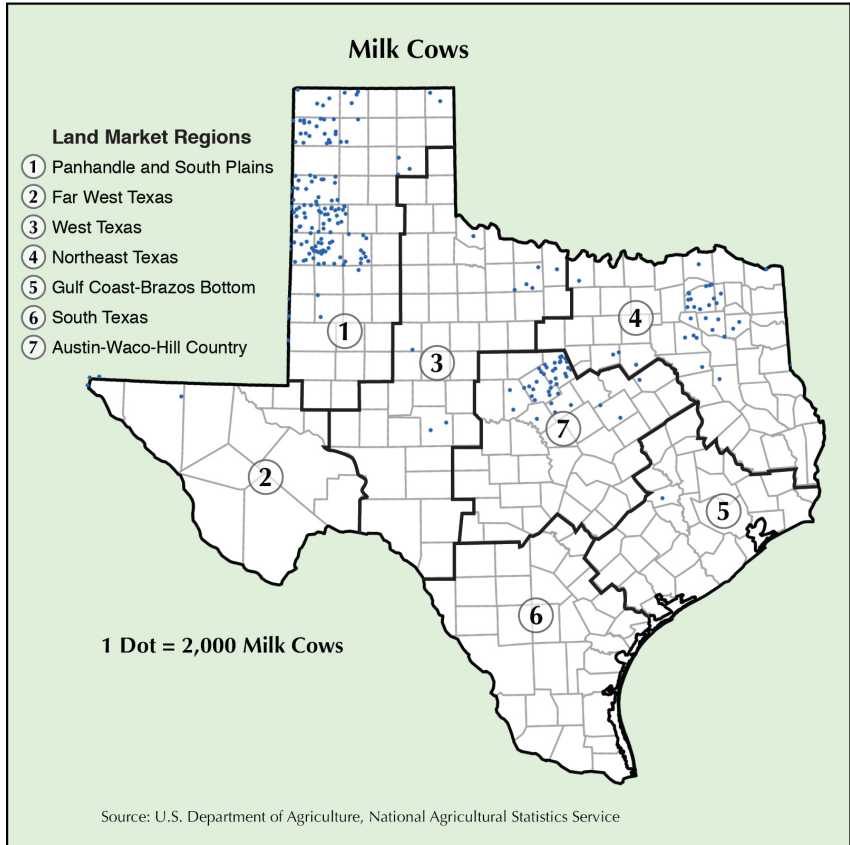
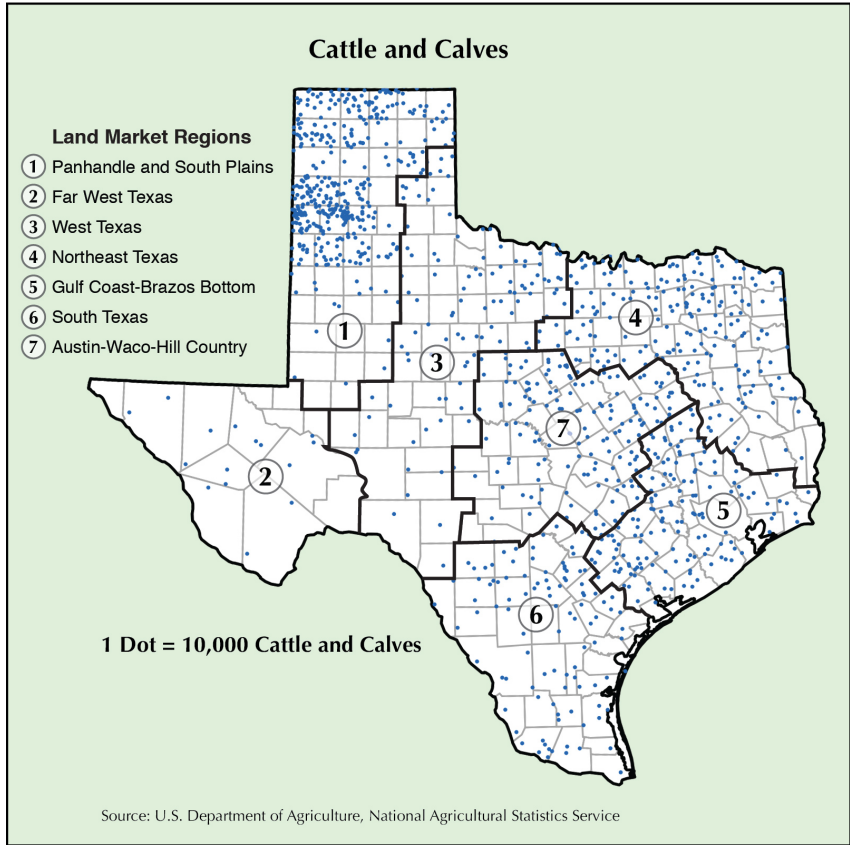
Source: Real Estate Center at Texas A&M University

## Texas Weekly Rig Count, 2016

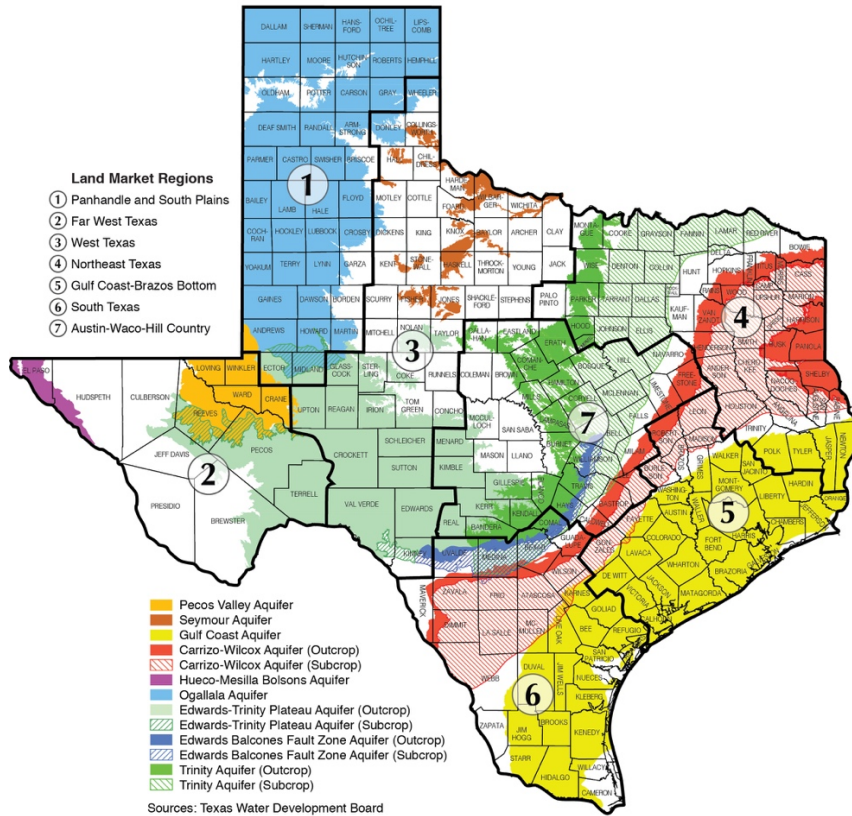


Source: Real Estate Center at Texas A&M University

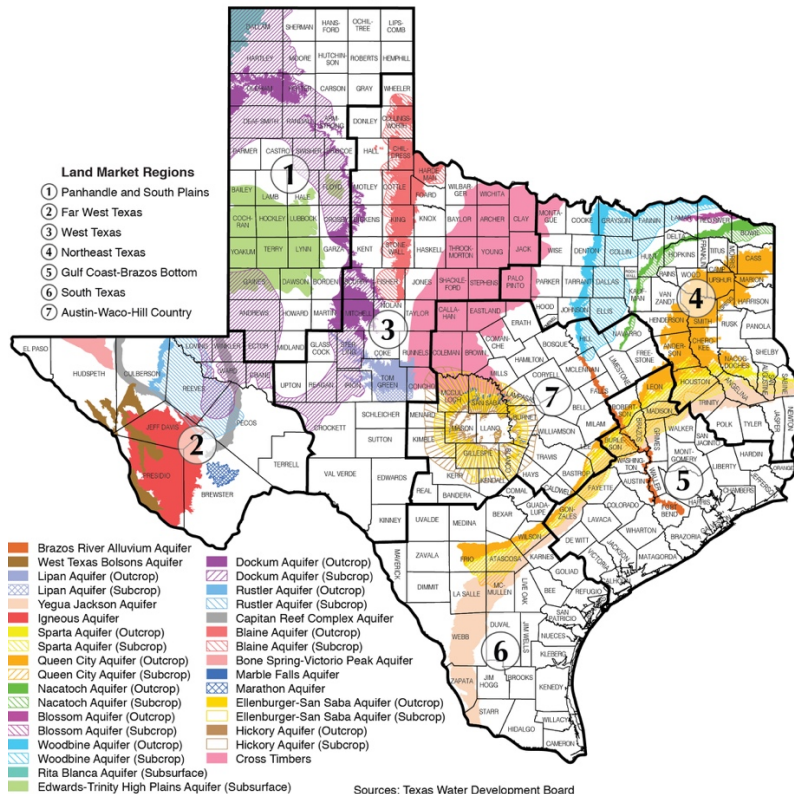




## Major Aquifers of Texas



## Minor Aquifers of Texas

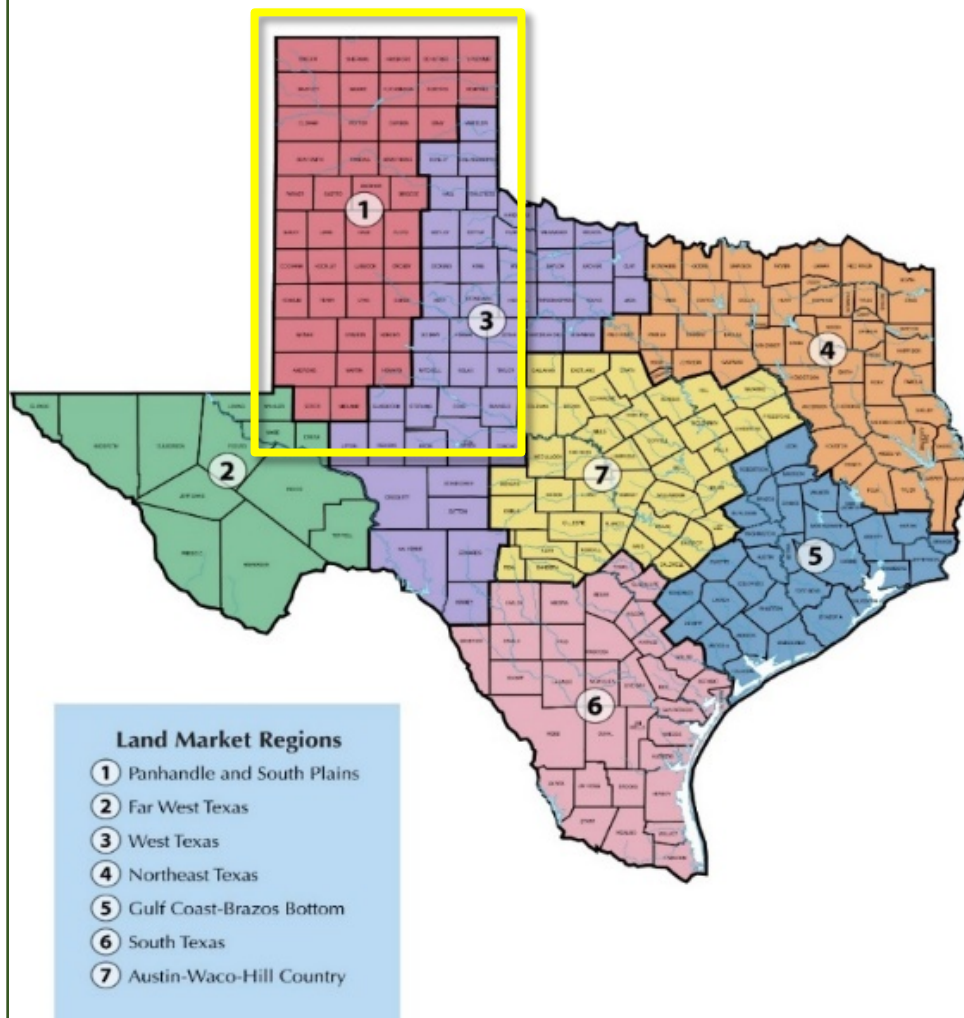


# Region 1: Panhandle-South Plains

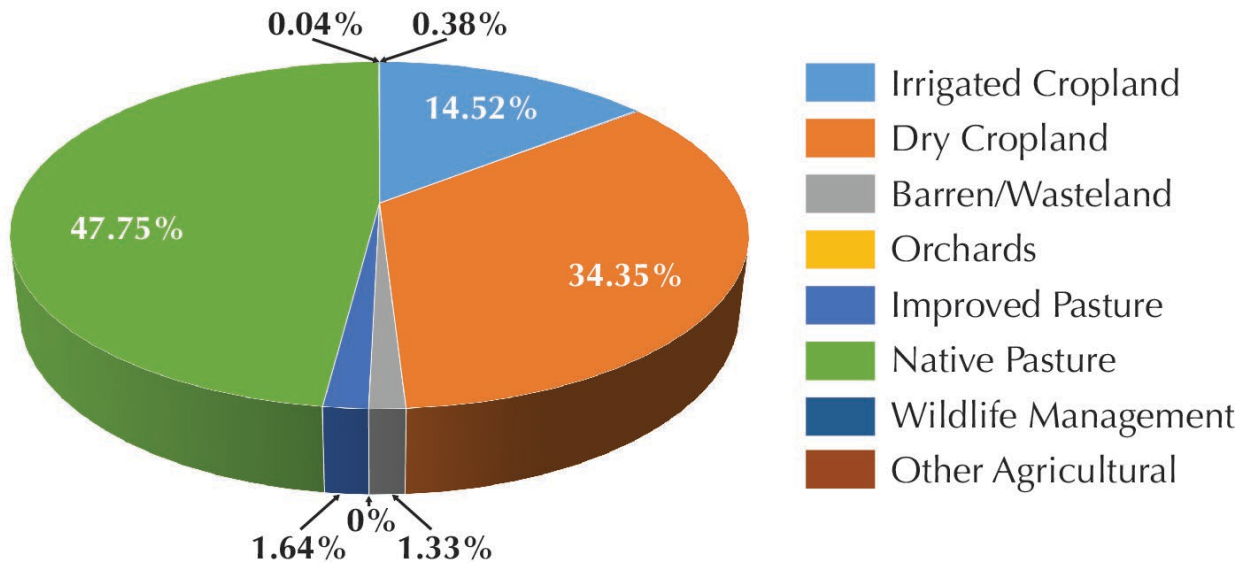
The Panhandle-South Plains, Region 1, is in the Texas Panhandle and is the northernmost region of the state. The region borders New Mexico and Oklahoma and includes South Plains (3), Permian West (4), Canadian Breaks (5), and Panhandle (1 & 2) Land Market Areas (LMA). Four Metropolitan Statistical Areas (MSA)—Amarillo, Lubbock, Odessa, and Midland—are in Region 1. The rural land acreage amounts to 24,062,985 acres, 17 percent of Texas’ rural land. Region 1 is most known for its large amount of cropland (48 percent of the state’s cropland) and, specifically, irrigated cropland (66 percent of the state’s total). The region grows 63 percent of the state’s corn. It has 276 active gins, accounting for 68 percent of the total gins in the state. Nevertheless, native pasture and dry cropland make up about 82 percent of Region 1. The region is also home to Palo Duro Canyon and Caprock Canyons State Park.

Land Type	Acres	Percentage of Region’s Rural Land Use	Percentage of State Total for that Land Type	Percentage Change Since 2008
Irrigated Cropland	3,493,454	14.5	66	+5
Dry Cropland	8,264,494	34.4	43	-3
Barren/ Wasteland	319,244	1.3	12	+39
Orchards	832	0.0	1	-35
Improved Pasture	394,458	1.6	3	+13
Native Pasture	11,489,377	47.8	13	+3
Wildlife Management	8,899	0.0	0.2	+28
Other Agricultural	92,227	0.4	14	-87
<b>Total</b>	24,062,985 acres, accounting for 17 percent of Texas rural land, down 1 percent since 2008.			

# Land Market Regions



## Panhandle-South Plains Rural Land Uses, 2016



Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

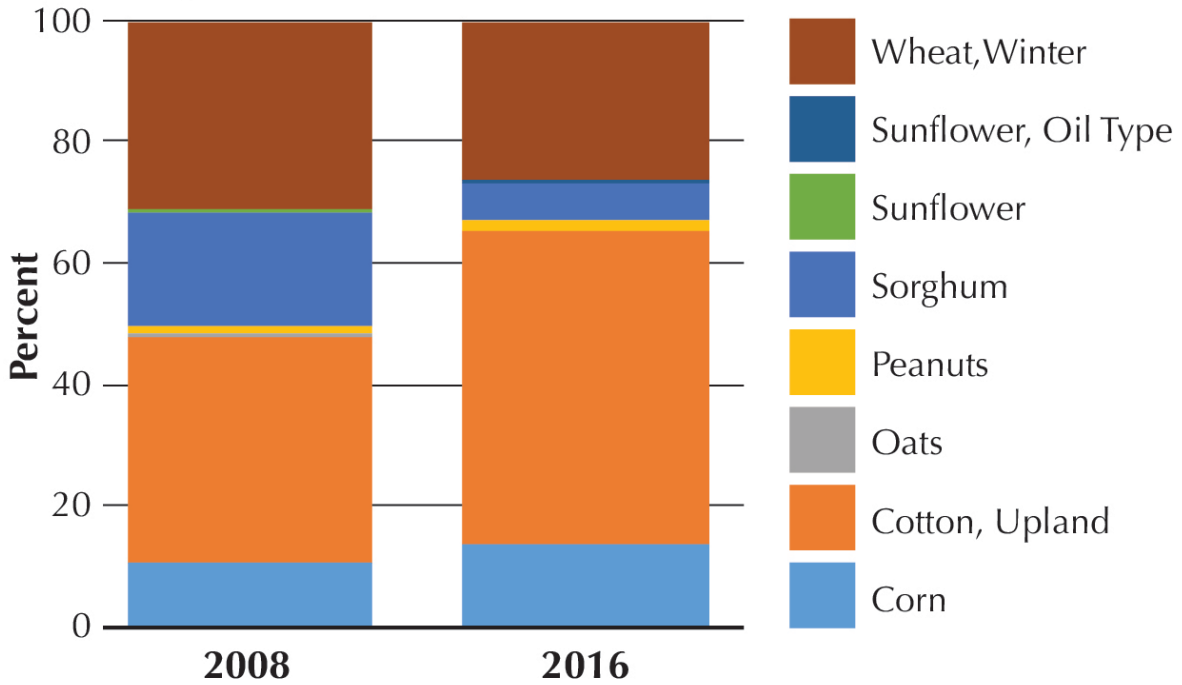
### Panhandle-South Plains Estimated Land Value in Specific Uses, 2016

Land Use or Class	Value Range	Rental Range
Irrigated Cropland	\$1,100 to \$4,000	\$75 to \$250
Dry Cropland	\$650 to \$1,200	\$25 to \$45
Rangeland	\$350 to \$1,100	\$4 to \$10
Conservation Reserve Program	\$500 to \$900	\$30 to \$45

Note: Value for irrigated cropland typically includes center pivot sprinklers. Minerals are typically either not included or not a factor in the land classes listed above.

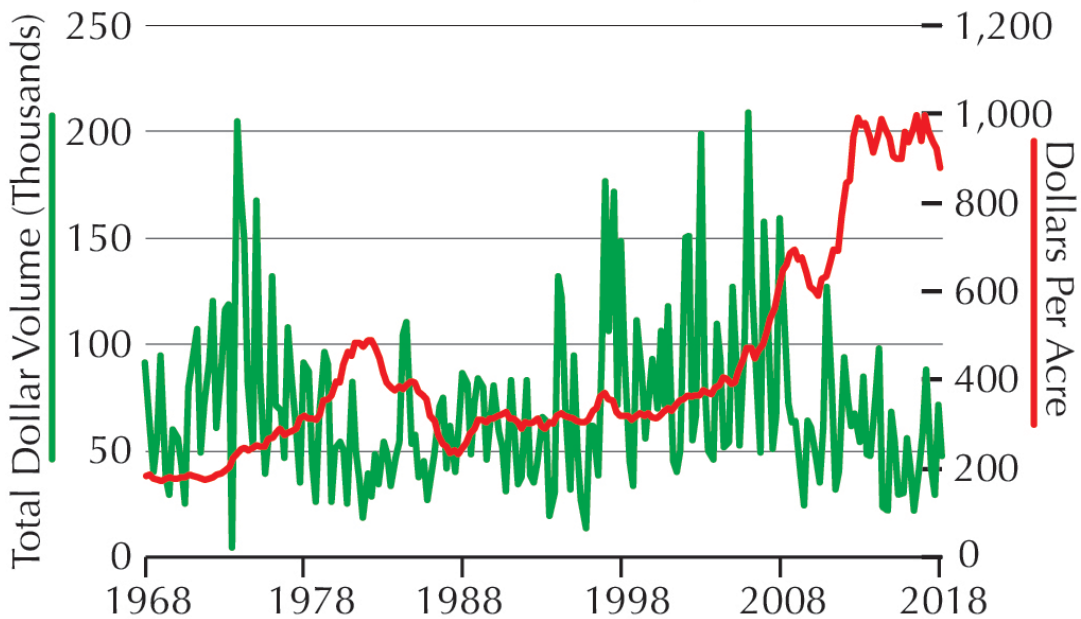
Source: The American Society of Farm Managers and Rural Appraisers, Texas Chapter

## Panhandle-South Plains Crop Production Portfolio, 2008 & 2016



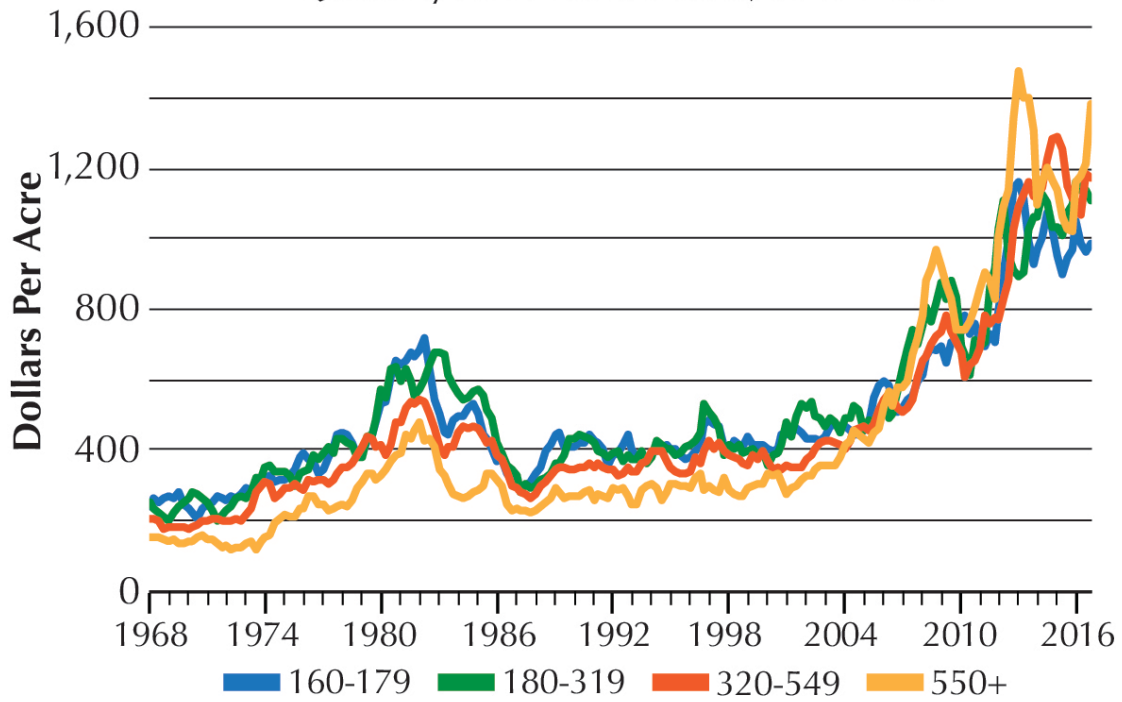
Sources: USDA's National Agricultural Statistics Service and Real Estate Center at Texas A&M University

## Panhandle-South Plains Total Dollar Volume and Price, 1968–2018



Source: Real Estate Center at Texas A&M University

## Panhandle-South Plains Quarterly Sale Price Per Acre, 1968–2016



Source: Real Estate Center at Texas A&M University

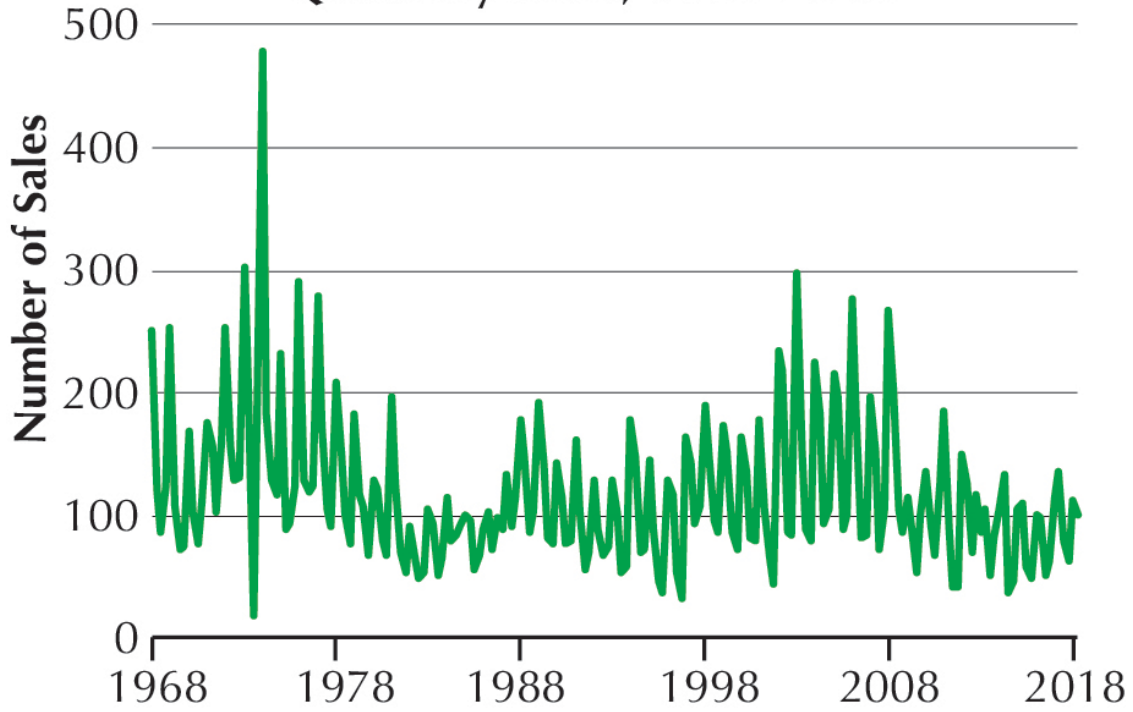
### Price Adjustment for Tract Size Panhandle-South Plains

Tract Size	160-179	180-319	320-549	550+
160-179	0	-3	6	14
180-319	3	0	10	18
320-549	-5	-9	0	8
550+	-12	-15	-7	0

Note: '0' indicates the base price (no premium or discount) for the given tract size.

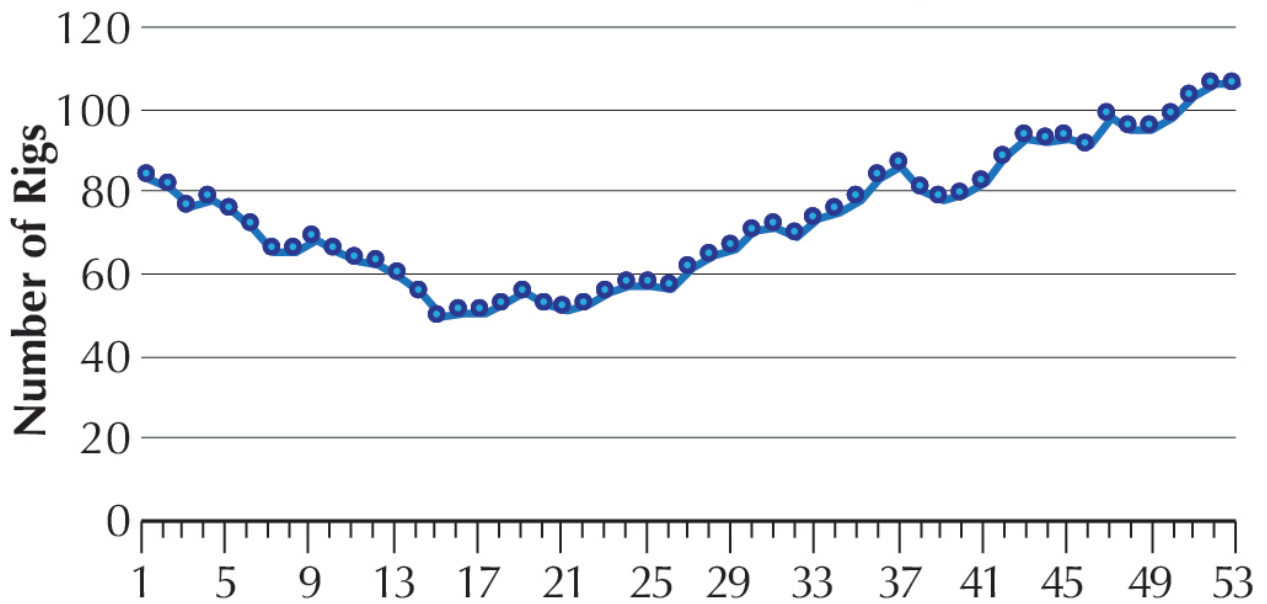
Source: Real Estate Center at Texas A&M University

## Panhandle-South Plains Quarterly Sales, 1968–2018



Source: Real Estate Center at Texas A&M University

## Panhandle-South Plains Weekly Rig Count, 2016



Source: Real Estate Center at Texas A&M University

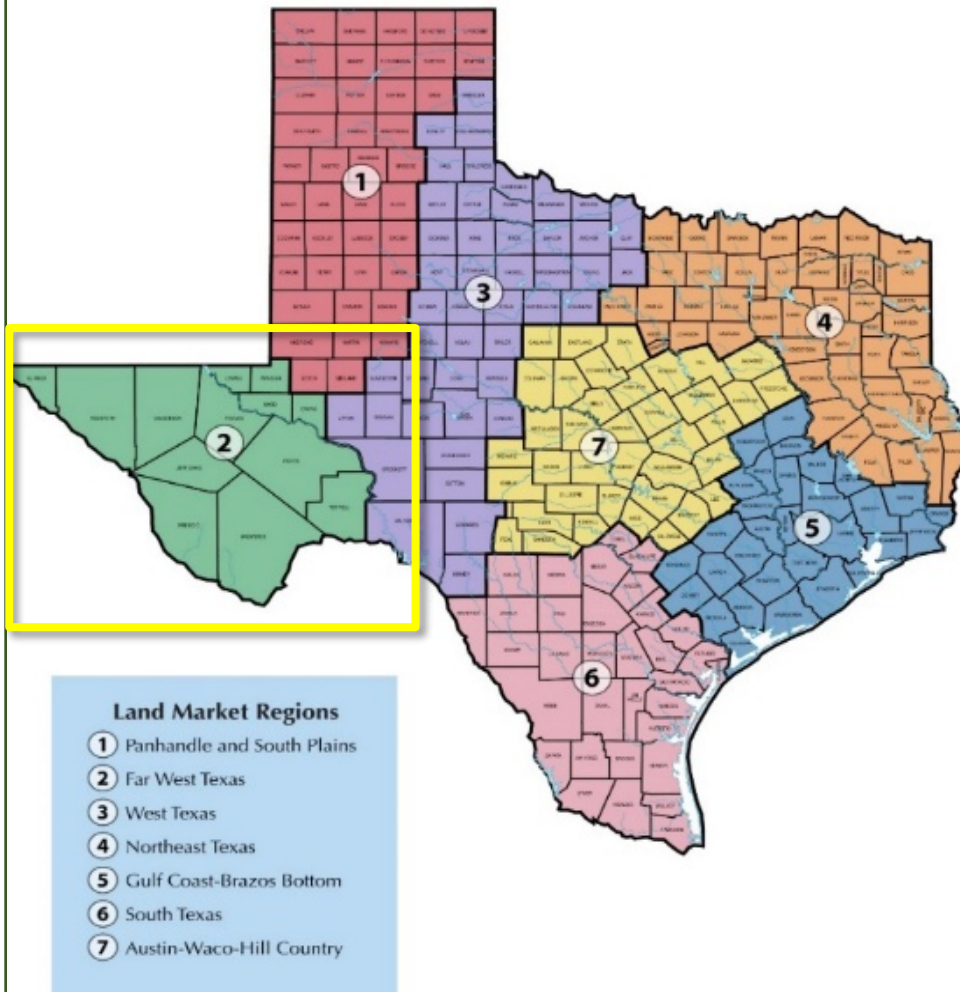


# Region 2: Far West Texas

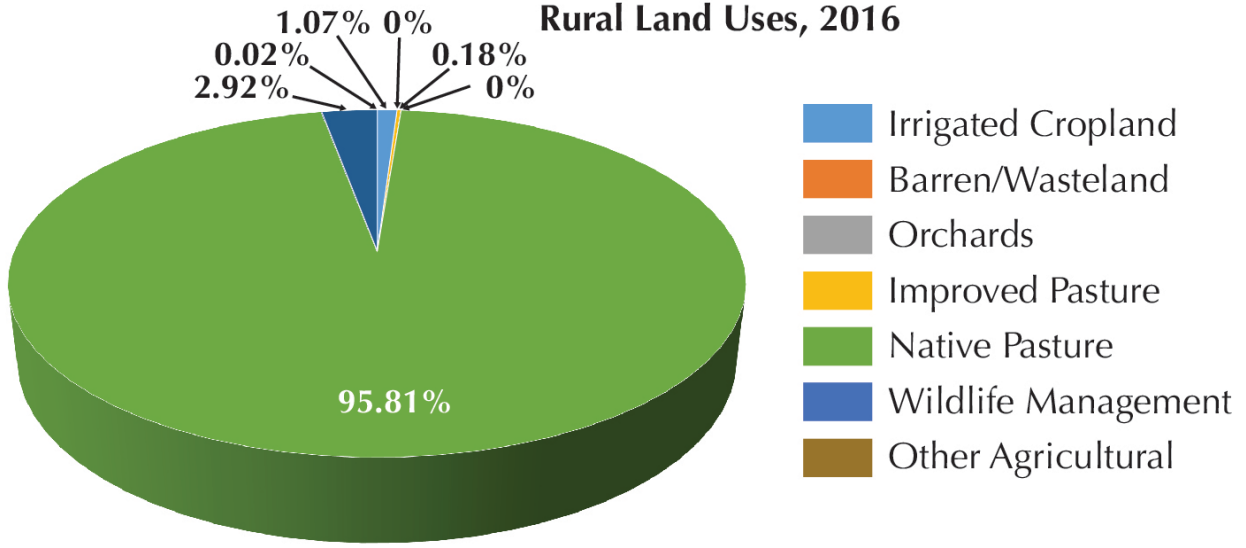
Far West Texas, Region 2, is in the westernmost part of Texas. The region is bordered by New Mexico to the north and Mexico to the south. It includes Trans-Pecos (8) and El Paso (33) LMAs. El Paso is the only MSA in the region. There are 16,371,669 acres of rural land, accounting for 12 percent of the state’s total. The Chihuahuan Desert engulfs the majority of the region. Native pasture dominates land use at 96 percent. Region 2 accounts for 20 percent of the state’s acreage dedicated to orchards, the third-largest concentration of orchard acreage in the state. Four of the state’s active gins reside in the region. The region houses Big Bend National Park, Guadalupe Mountains National Park, and Davis Mountains State Park. Big Bend National Park is in southwest Texas along the Rio Grande, which creates a natural border between Texas and Mexico. The park covers 801,163 acres. At 8,750 feet, Guadalupe Peak is the highest point in Texas and can be found in Guadalupe Mountains National Park in Culberson County. In terms of land mass, the region includes the four largest Texas counties: Brewster, Hudspeth, Presidio, and Culberson. Loving County, the state’s least-populated county, is also in this region.

Land Type	Acres	Percentage of Region’s Rural Land Use	Percentage of State Total for that Land Type	Percentage Change Since 2008
Irrigated Cropland	174,397	1.1	3	-2
Barren/ Wasteland	48	0.0	0	+586
Orchards	29,466	0.2	20	+154
Improved Pasture	80	0.0	0	0
Native Pasture	15,686,071	95.8	18	+1
Wildlife Management	477,904	2.9	9	+66
Other Agricultural	3,703	0.0	1	-56
Total	16,371,669 acres, accounting for 12 percent of Texas rural land, unchanged since 2008.			

# Land Market Regions



### Far West Texas Rural Land Uses, 2016



Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

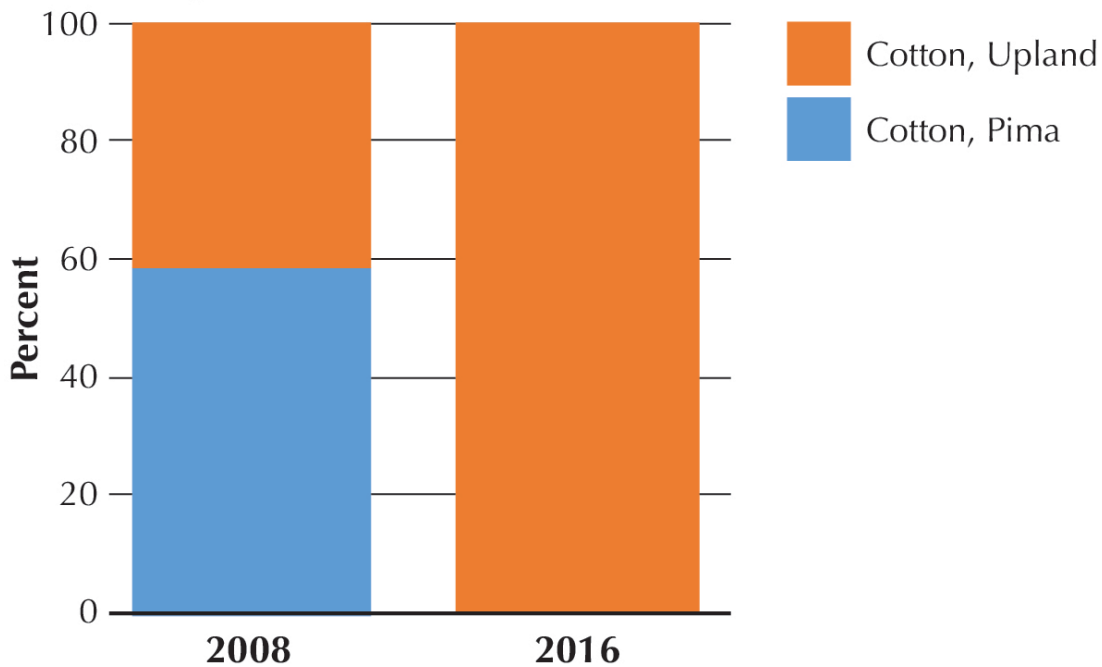
### Far West Texas Estimated Land Value in Specific Uses, 2016

Land Use or Class	Value Range	Rental Range
Rangeland*	\$250 to \$2,000	\$.5 to \$5
Irrigated Cropland	\$500 to \$14,500	\$10 to \$12

\*High value includes all minerals

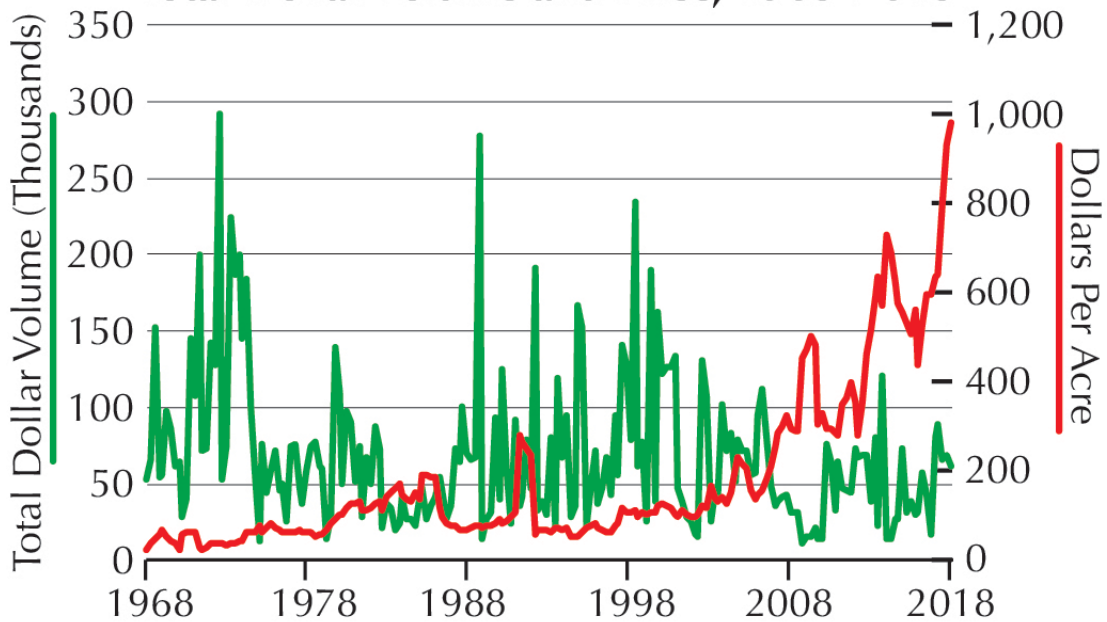
Source: The American Society of Farm Managers and Rural Appraisers,  
Texas Chapter

### Far West Texas Crop Production Portfolio, 2008 & 2016



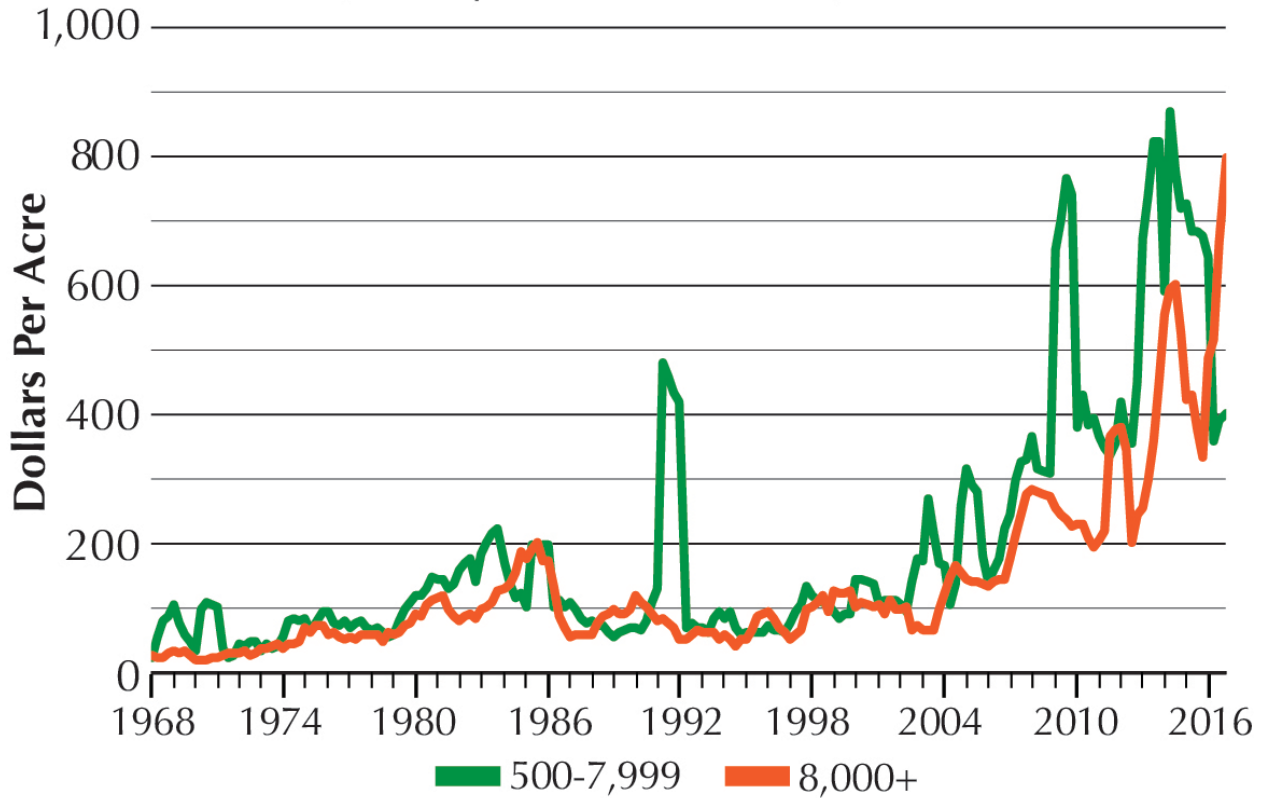
Sources: USDA's National Agricultural Statistics Service and Real Estate Center at Texas A&M University

### Far West Texas Total Dollar Volume and Price, 1968–2018



Source: Real Estate Center at Texas A&M University

## Far West Texas Quarterly Sale Price Per Acre, 1968–2016



Source: Real Estate Center at Texas A&M University

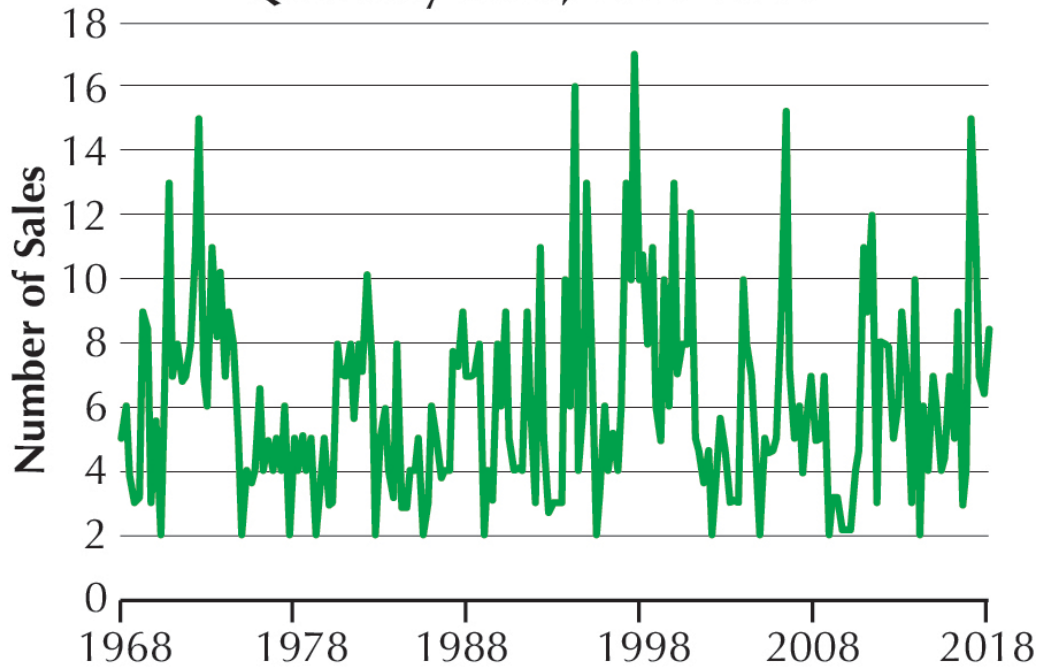
### Price Adjustment for Tract Size Far West Texas

Tract Size	500-7,999	8,000+
500-7,999	0	41
8,000+	-29	0

Note: '0' indicates the base price (no premium or discount) for the given tract size.

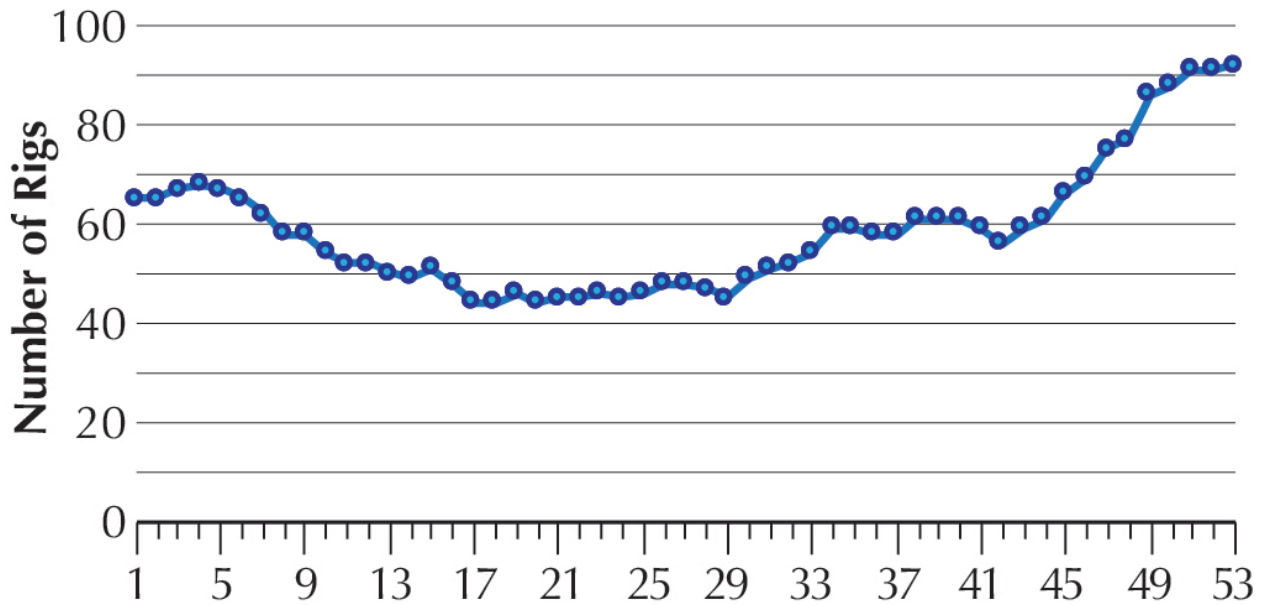
Source: Real Estate Center at Texas A&M University

## Far West Texas Quarterly Sales, 1968–2018



Source: Real Estate Center at Texas A&M University

## Far West Texas Weekly Rig Count, 2016



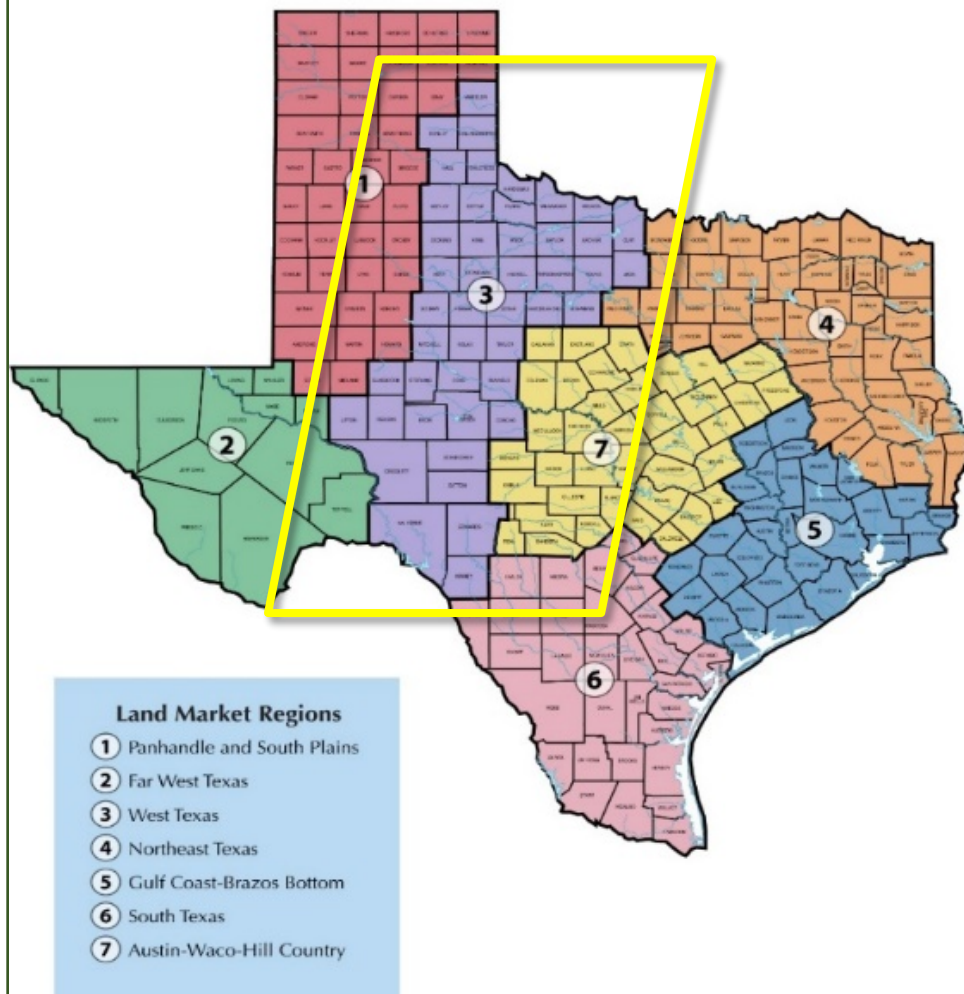
Source: Real Estate Center at Texas A&M University

# Region 3: West Texas

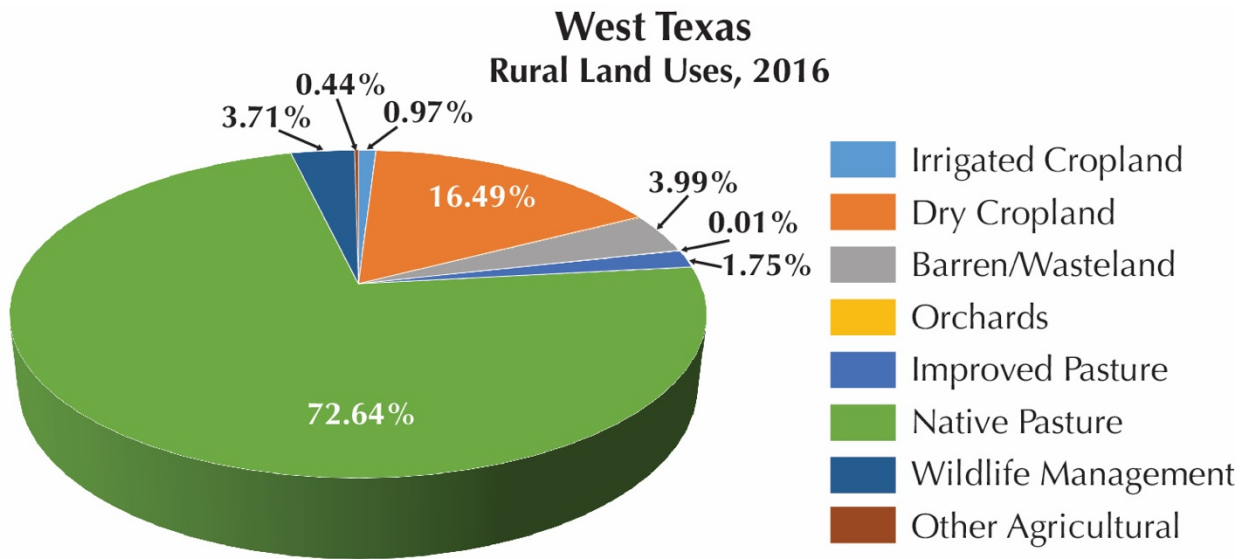
West Texas, Region 3, serves as a border between the two western regions and the remaining central and eastern regions. Region 3 spans Texas from the north, bordering Oklahoma, to the south, reaching the Rio Grande and Mexico. The region includes the Edwards Plateau West (9), North Central Plains (12), and Rolling Plains (6 & 7) LMAs. Every region except for the Gulf Coast-Brazos Bottom (Region 5) abuts at least a portion of this region. The San Angelo MSA and the majority of the Abilene MSA are also included in this region. Native pasture is the largest land use in Region 3 at 73 percent. Forty-five percent of Texas’ barren/wasteland acreage is in Region 3. The region also has the largest concentration of native pasture in the state (24 percent). Region 3 is third in wildlife management acreage, holding 21 percent of the state total. Wheat and cotton acreage dominate cropland production in the region at 60 percent and 38 percent, respectively. Thirteen percent of the state’s active gins are in Region 3, the second-largest concentration in the state. The region contains about 21 percent of the state’s rural land. Region 3 includes Seminole Canyon State Park.

Land Type	Acres	Percentage of Region’s Rural Land Use	Percentage of State Total for that Land Type	Percentage Change Since 2008
Irrigated Cropland	286,893	1.0	5	+1
Dry Cropland	4,884,324	16.5	25	-5
Barren/ Wasteland	1,181,985	4.0	45	+113
Orchards	3,220	0.0	2	+4
Improved Pasture	517,605	1.8	4	+2
Native Pasture	21,511,989	72.6	24	-9
Wildlife Management	1,097,838	3.7	21	+180
Other Agricultural	129,898	0.4	19	-25
<b>Total</b>	29,613,752 acres, accounting for 21 percent of Texas rural land, down 3 percent since 2008.			

# Land Market Regions







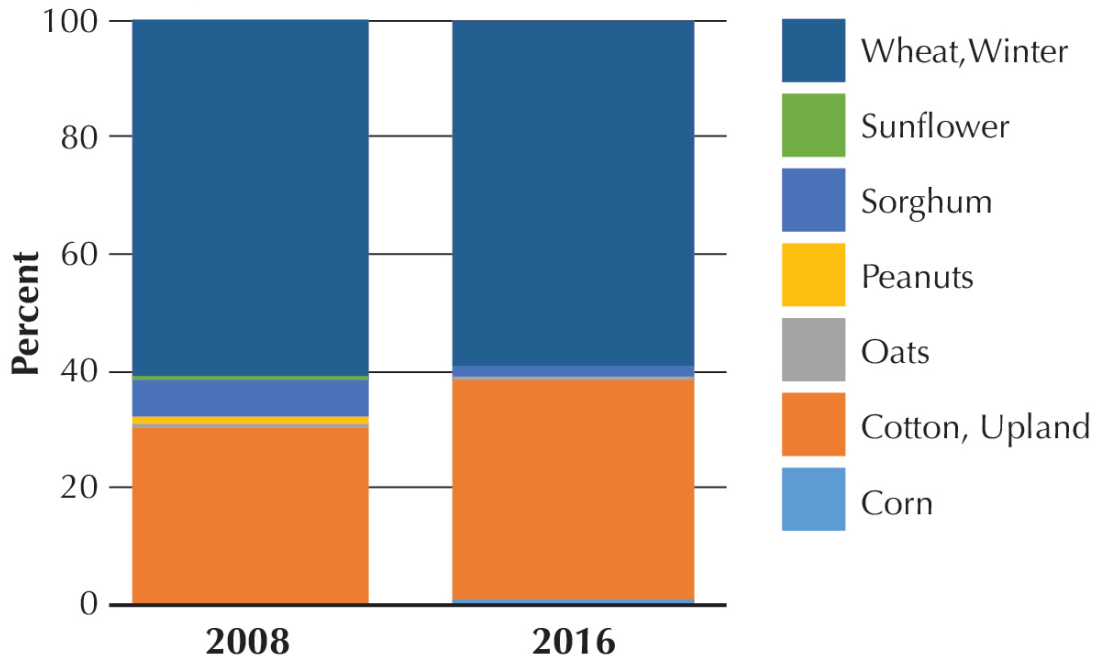
Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

West Texas Estimated Land Value in Specific Uses, 2016		
Land Use or Class	Value Range	Rental Range
Irrigated Cropland	\$600 to \$4,500	\$40 to \$125
Dry Cropland	\$500 to \$3,000	\$15 to \$55
Rangeland*	\$400 to \$2,000	\$4 to \$15
Hunting Lease Rangeland	-	\$2 to \$15

\*Rangeland lease rates per animal unit year-long range from \$150 to \$200

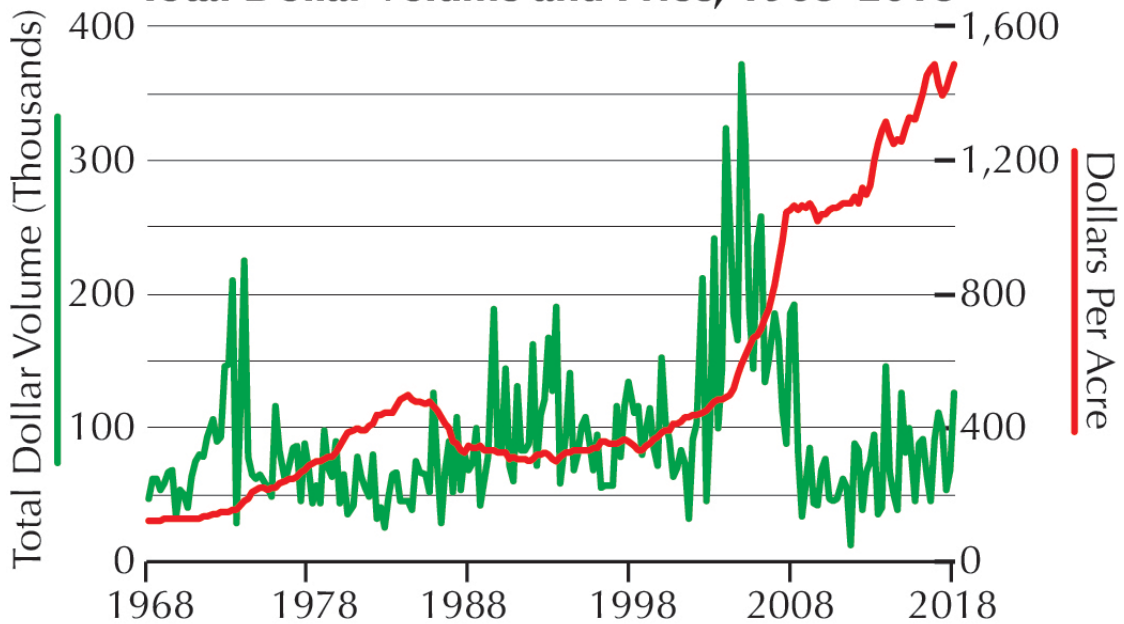
Source: The American Society of Farm Managers and Rural Appraisers,  
Texas Chapter

### West Texas Crop Production Portfolio, 2008 & 2016



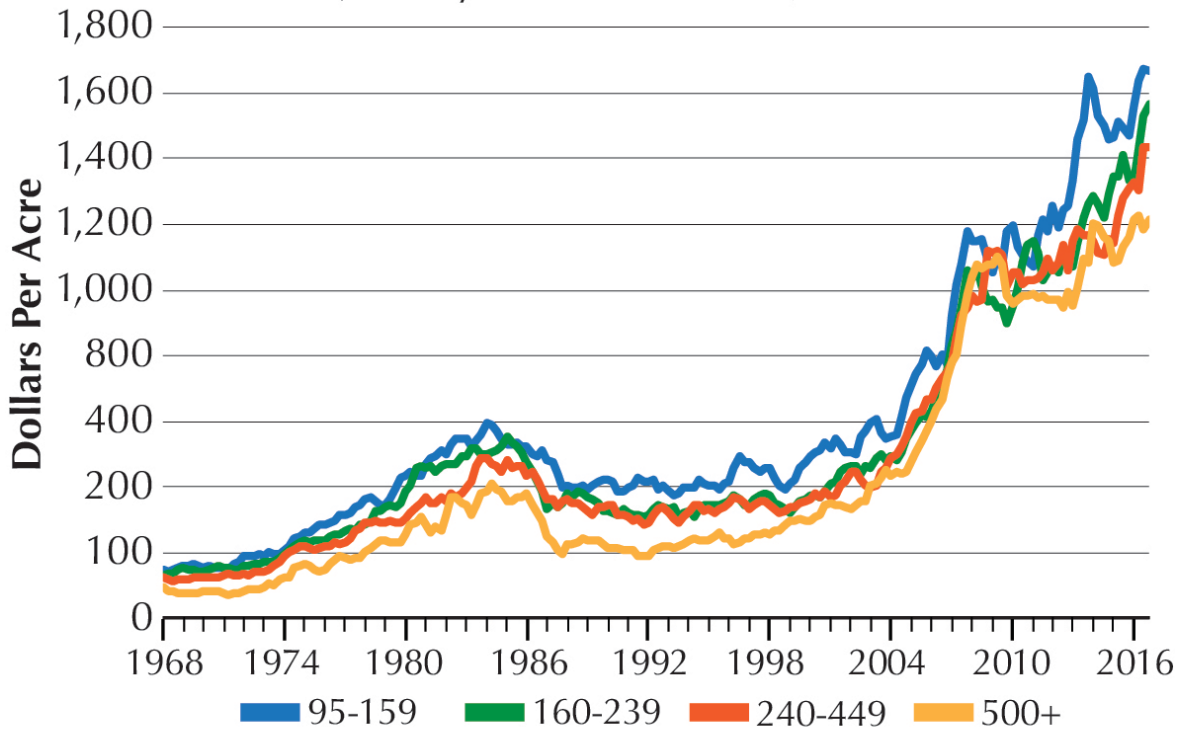
Sources: USDA's National Agricultural Statistics Service and Real Estate Center at Texas A&M University

### West Texas Total Dollar Volume and Price, 1968–2018



Source: Real Estate Center at Texas A&M University

## West Texas Quarterly Sale Price Per Acre, 1968–2016



Source: Real Estate Center at Texas A&M University

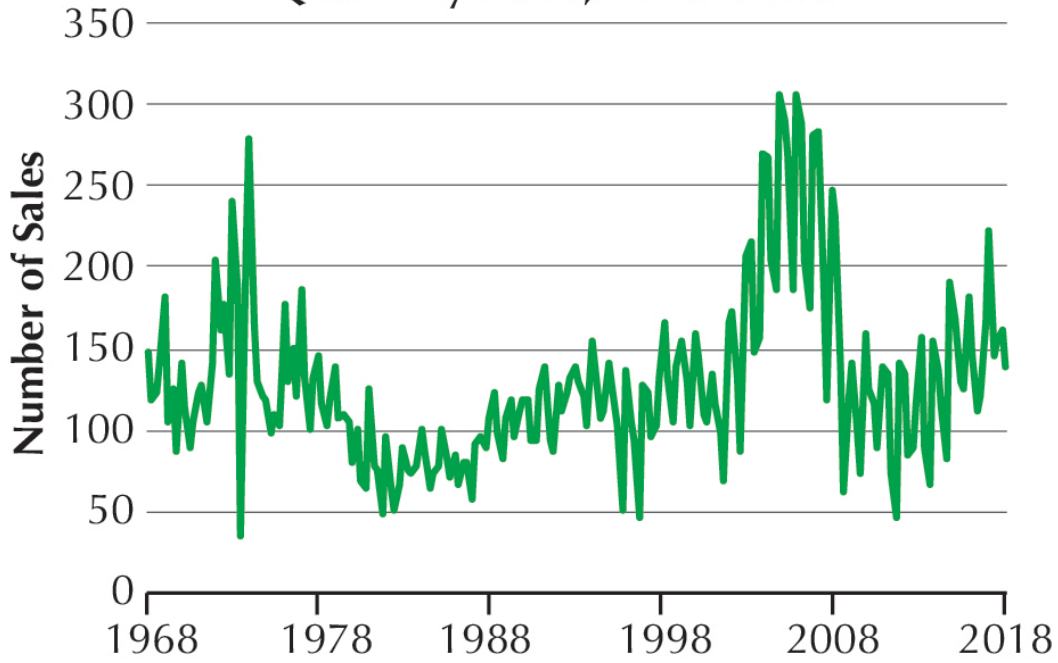
### Price Adjustment for Tract Size West Texas

Tract Size	95-159	160-239	240-499	500+
95-159	0	15	21	41
160-239	-13	0	5	23
240-499	-17	-4	0	17
500+	-29	-18	-14	0

Note: '0' indicates the base price (no premium or discount) for the given tract size.

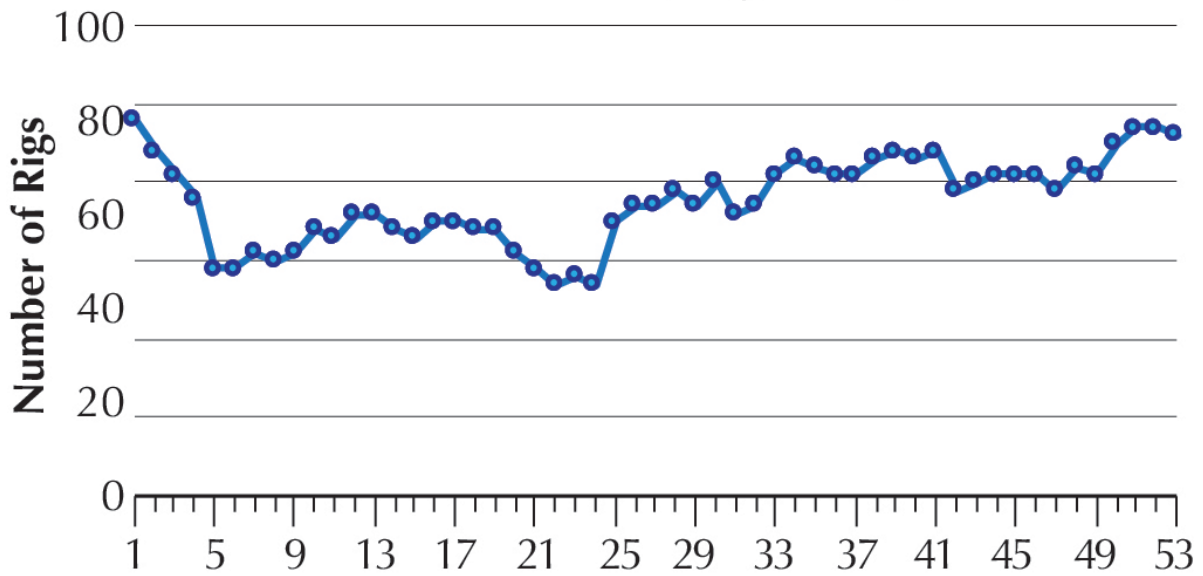
Source: Real Estate Center at Texas A&M University

## West Texas Quarterly Sales, 1968–2018



Source: Real Estate Center at Texas A&M University

## West Texas Weekly Rig Count, 2016



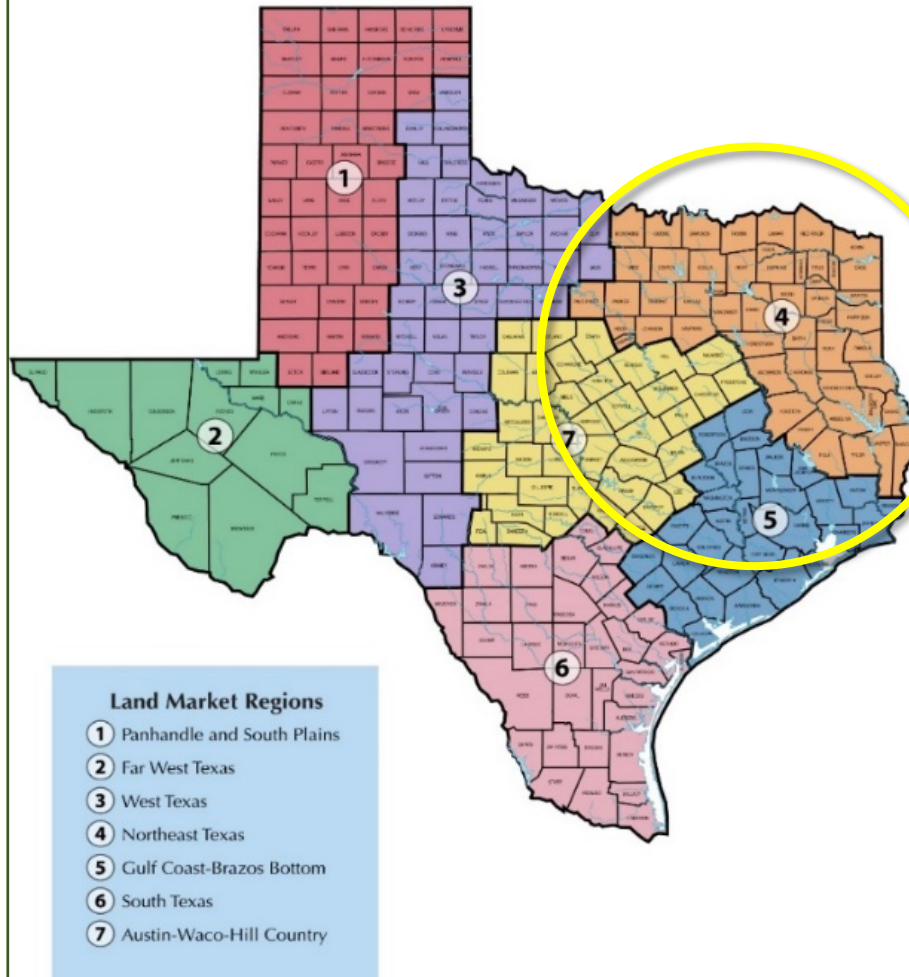
Source: Real Estate Center at Texas A&M University

# Region 4: Northeast Texas

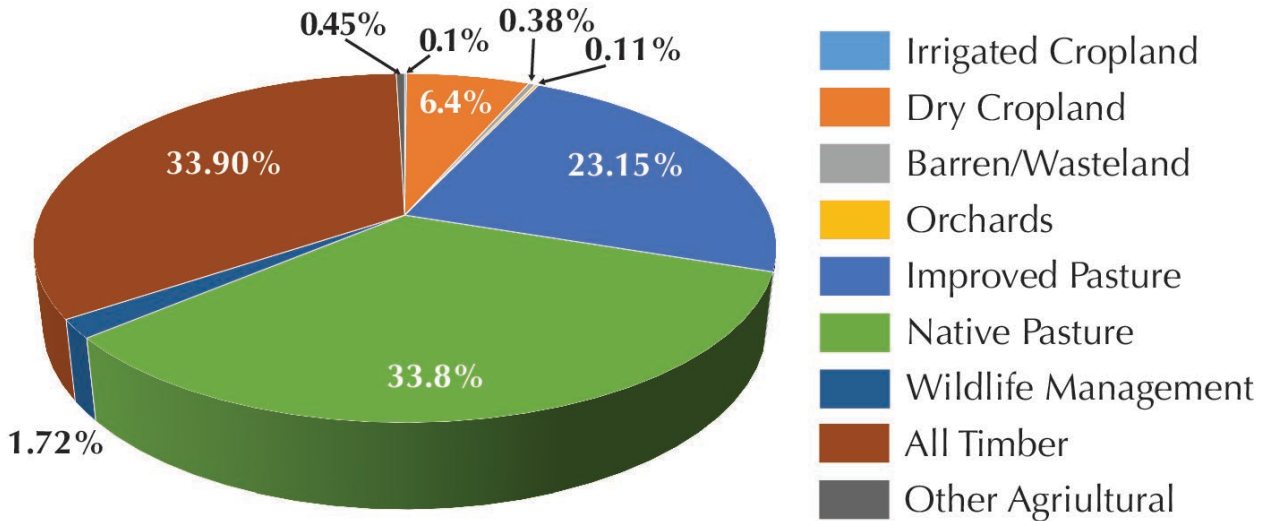
Northeast Texas, Region 4, is in northeastern Texas. It includes the Texoma (22), Fort Worth Prairie (23), Dallas Prairie (24), Northeast (29), and Piney Woods (30 & 31) LMAs. The region is bordered by Oklahoma, Arkansas, and Louisiana. The largest MSA in Texas, Dallas-Fort Worth-Arlington, resides there along with Wichita Falls, Sherman-Denison, Texarkana, Longview and Tyler. Houston is approximately 80 miles south of the region’s southern boundary. The large number of MSAs in and near Region 4 causes it to be heavily influenced by urbanization. The region has seen significant amounts of land subdivided into residential and recreational tracts. Native pasture and timber production are the largest land uses in the region, each at about 34 percent. Region 4 accounts for the vast majority of the state’s timber production (83 percent). In total, Region 4 has 14 percent of Texas’ rural land. The region has six of the state’s active gins. The Davy Crockett National Forest and Sabine National Forest are both there.

Land Type	Acres	Percentage of Region’s Rural Land Use	Percentage of State Total for that Land Type	Percentage Change Since 2008
Irrigated Cropland	20,321	0.1	0.4	-21
Dry Cropland	1,247,392	6.4	7	-9
Barren/ Wasteland	74,185	0.4	3	-19
Orchards	20,610	0.1	14	-14
Improved Pasture	4,513,386	23.1	39	8
Native Pasture	6,591,069	33.8	7	-1
Wildlife Management	335,155	1.7	6	158
Timber	6,609,707	33.9	83	+5
Other Agricultural	88,385	0.5	13	-23
Total	19,500,210 acres, accounting for 14 percent of Texas rural land, up 3 percent since 2008.			

# Land Market Regions



### Northeast Texas Rural Land Use, 2016



Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

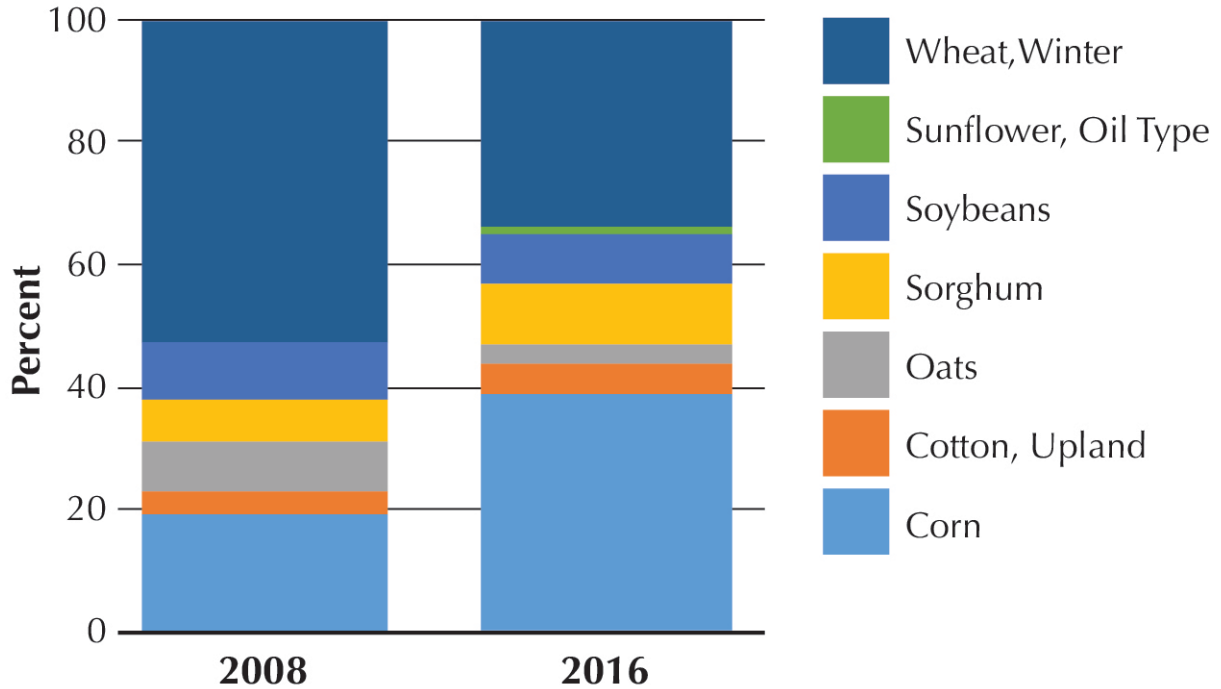
### Northeast Texas Estimated Land Value in Specific Uses, 2016

Land Use or Class	Value Range	Rental Range
Dry Cropland	\$1,300 to \$4,500	\$40 to \$60
Improved Pasture	\$1,900 to \$4,500	\$15 to \$30
Native Pasture	\$1,500 to \$4,500	\$10 to \$20
Timber	\$900 to \$2,500	\$6 to \$12

Note: Dallas, Tarrant, Collin and Denton Counties not included in development of value trends because of lack of rural lands within the counties.

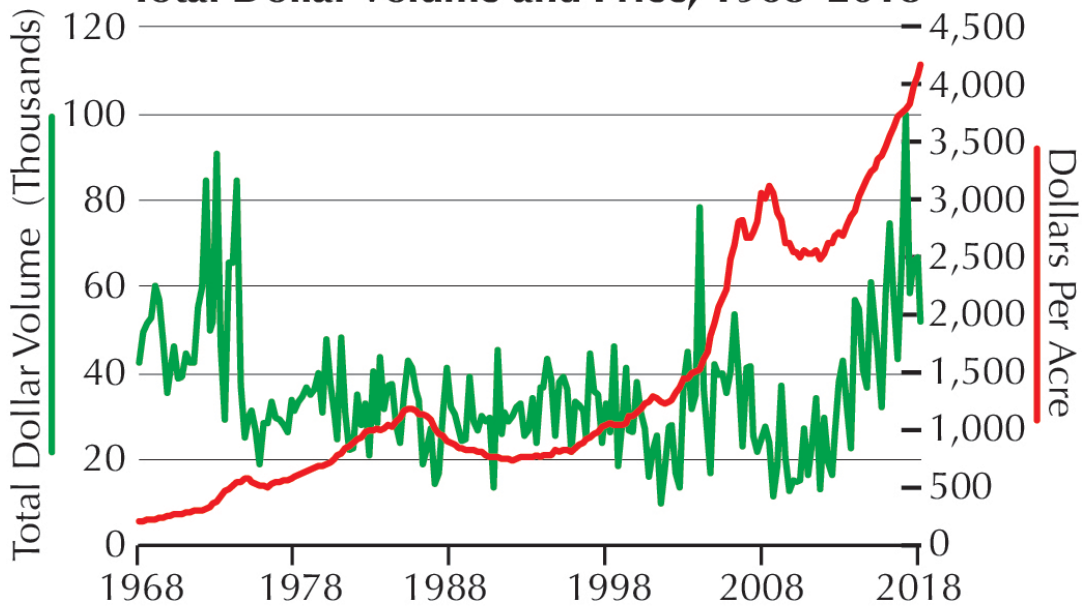
Source: The American Society of Farm Managers and Rural Appraisers, Texas Chapter

## Northeast Texas Crop Production Portfolio, 2008 & 2016



Sources: USDA's National Agricultural Statistics Service and Real Estate Center at Texas A&M University

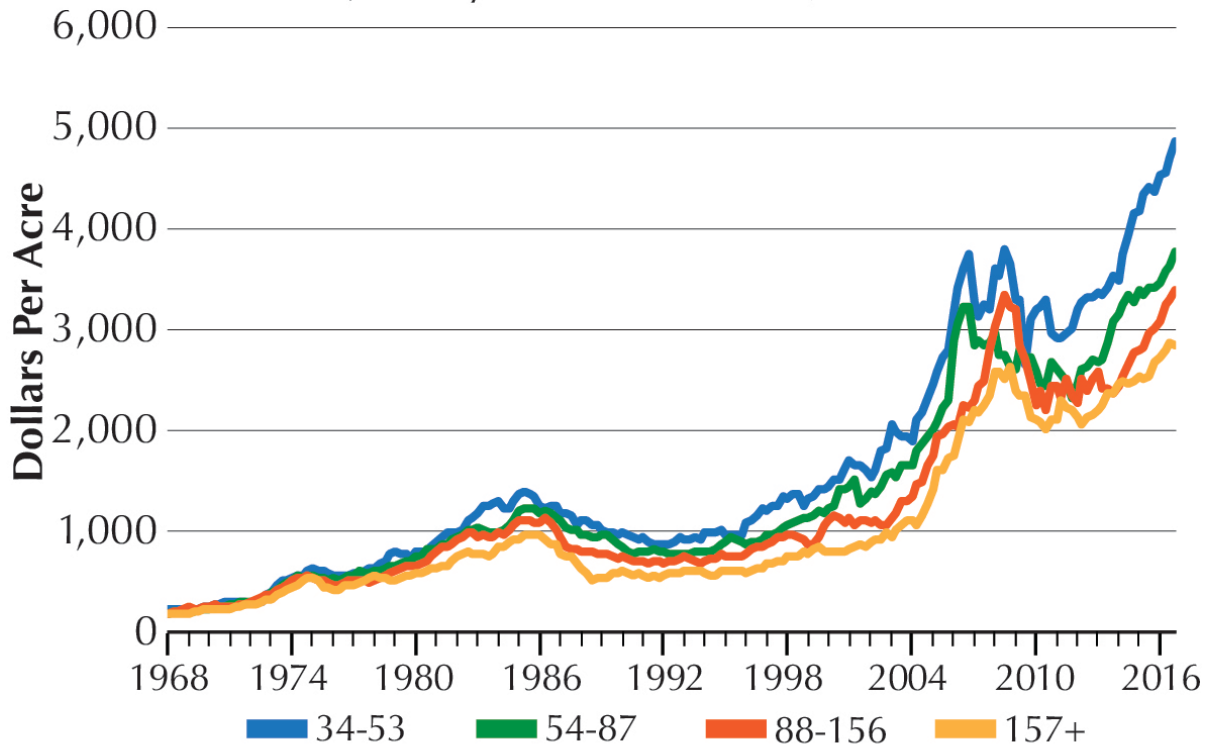
## Northeast Texas Total Dollar Volume and Price, 1968–2018



Source: Real Estate Center at Texas A&M University



## Northeast Texas Quarterly Sale Price Per Acre, 1968–2016



Source: Real Estate Center at Texas A&M University

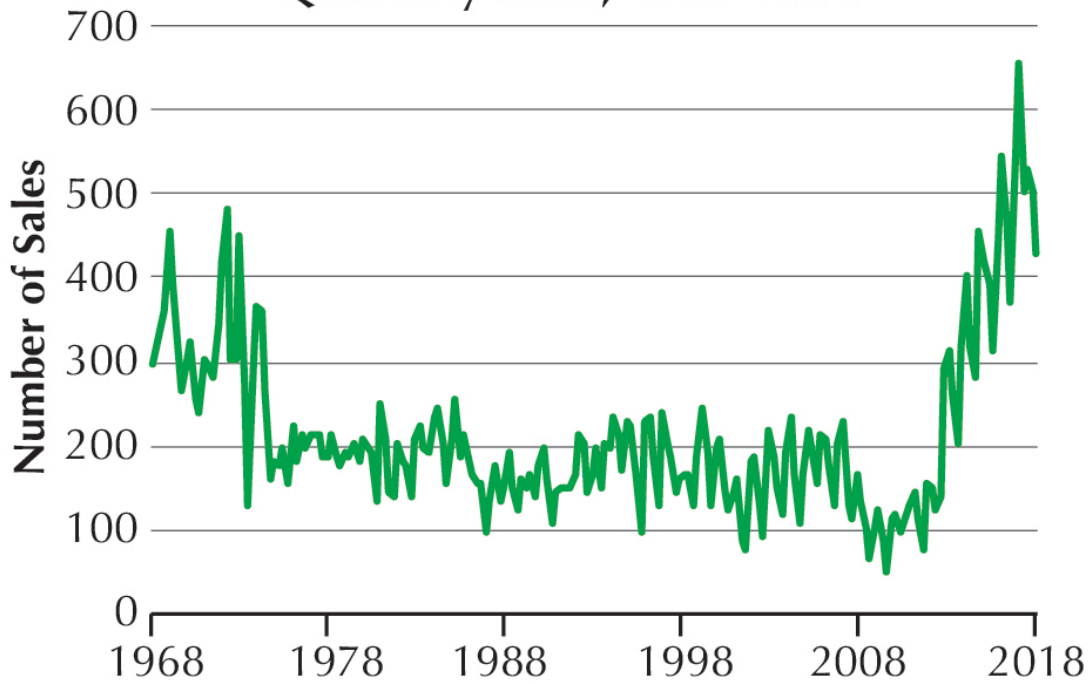
### Price Adjustment for Tract Size Northeast Texas

Tract Size	34-53	54-87	88-156	157+
34-53	0	18	32	55
54-87	-15	0	12	31
88-156	-24	-10	0	16
157+	-35	-23	-14	0

Note: '0' indicates the base price (no premium or discount) for the given tract size.

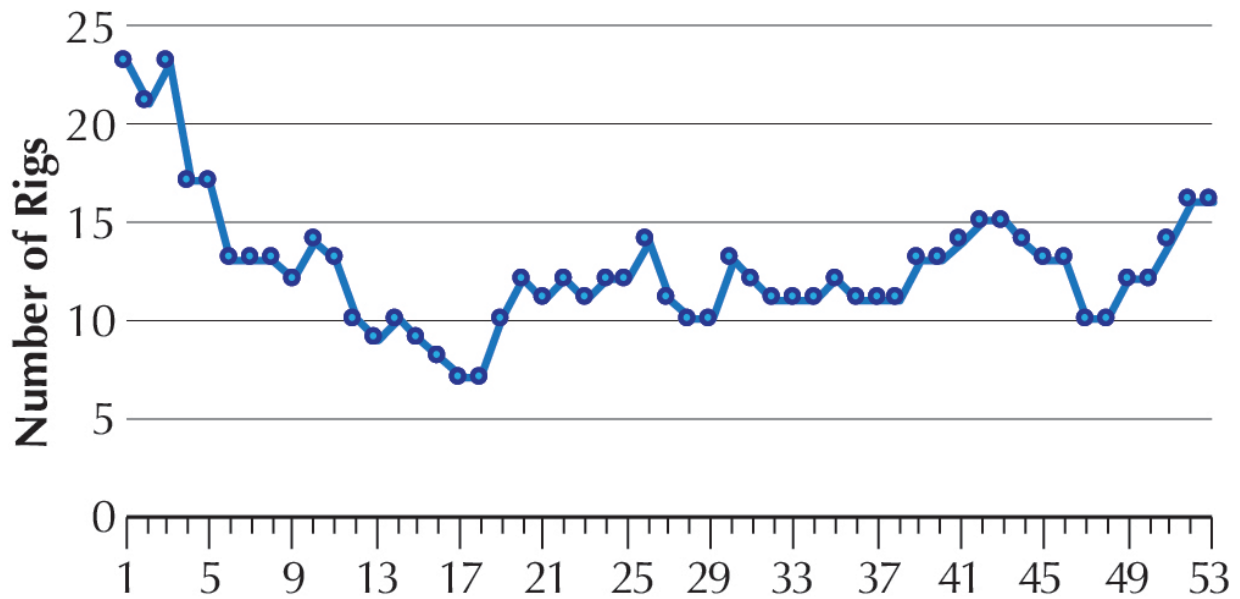
Source: Real Estate Center at Texas A&M University

## Northeast Texas Quarterly Sales, 1968–2018



Source: Real Estate Center at Texas A&M University

## Northeast Texas Weekly Rig Count, 2016



Source: Real Estate Center at Texas A&M University

# Region 5: Gulf Coast-Brazos Bottom

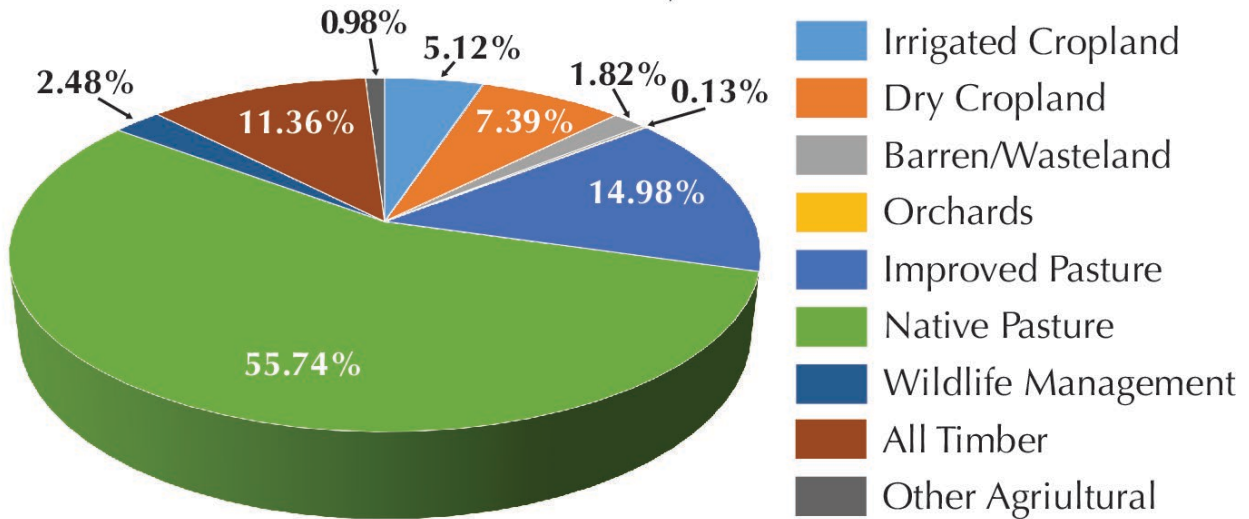
Gulf Coast-Brazos Bottom, Region 5, is in southeast Texas and includes the Brazos (27), Houston (28), and Upper-Coastal Prairie (19 & 21) LMAs. It is bordered to the south by the Gulf of Mexico and to the east by Louisiana. One of the largest MSAs, Houston-Sugar Land-Baytown, is in this region, along with the College Station-Bryan, Victoria, and Beaumont-Port Arthur MSAs. Houston’s expansion led to the expansion of areas north and west of the city, primarily The Woodlands and Katy. Houston’s size and expansion continues to impact land-value trends. Within the region, native pasture dominates land use. The region is also one of only two with land dedicated to timber production. Only about 11 percent of Region 5 land is used for timber production, but it accounts for 17 percent of the state’s production. The region also grows a dominant proportion of the state’s specialty crops such as rice (100 percent), peanuts (66 percent) and oats (63 percent). Nineteen (9 percent) of the state’s active gins are in Region 5. Big Thicket and Angelina National Forest both reside in the region.

Land Type	Acres	Percentage of Region’s Rural Land Use	Percentage of State Total for that Land Type	Percentage Change Since 2008
Irrigated Cropland	609,905	5.1	12	-23
Dry Cropland	879,790	7.4	5	-6
Barren/ Wasteland	216,220	1.8	8	-25
Orchards	15,687	0.1	11	+5
Improved Pasture	1,783,176	15.0	15	+3
Native Pasture	6,634,447	55.7	7	-11
Wildlife Management	295,299	2.5	6	+109
Timber	1,352,086	11.4	17	+8
Other Agricultural	116,326	1.0	17	-17
Total	11,902,936 acres, accounting for 8 percent of Texas rural land, down 5 percent since 2008.			

# Land Market Regions



### Gulf Coast-Brazos Bottom Rural Land Use, 2016



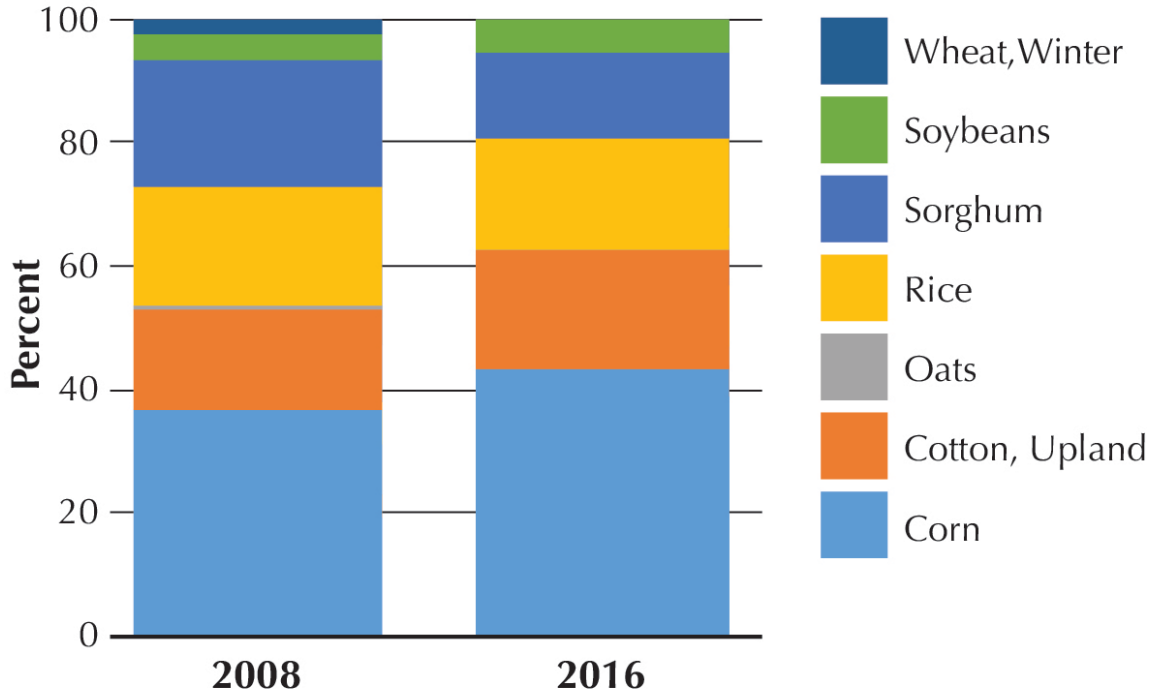
Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

### Gulf Coast-Brazos Bottom Estimated Land Value in Specific Uses, 2016

Land Use or Class	Value Range	Rental Range
Rural Residential/Ag 50-150	\$2,200 to \$17,000	\$10 to \$15
Improved & Native Pasture	\$1,250 to \$16,500	\$10 to \$20
Timber	\$850 to \$2,700	\$5 to \$10
Irrigated Cropland	\$1,800 to \$3,500	\$50 to \$130
Marsh	-	-
Scenic Recreational Land	-	-
Sealy Area	\$6,500 to \$14,500	-

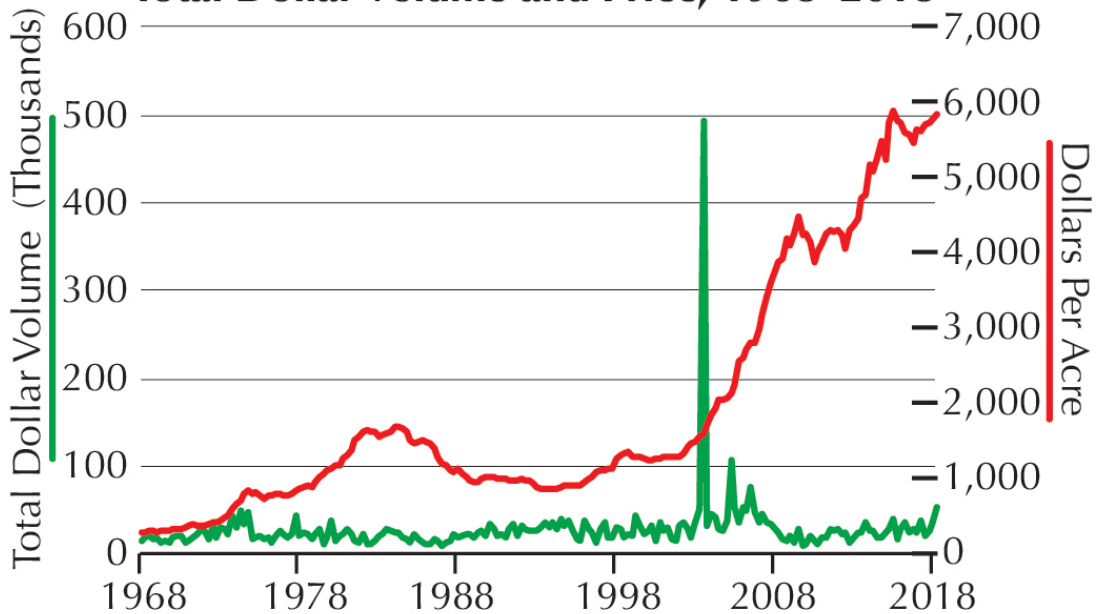
Source: The American Society of Farm Managers and Rural Appraisers,  
Texas Chapter

## Gulf Coast-Brazos Bottom Crop Production Portfolio, 2008 & 2016



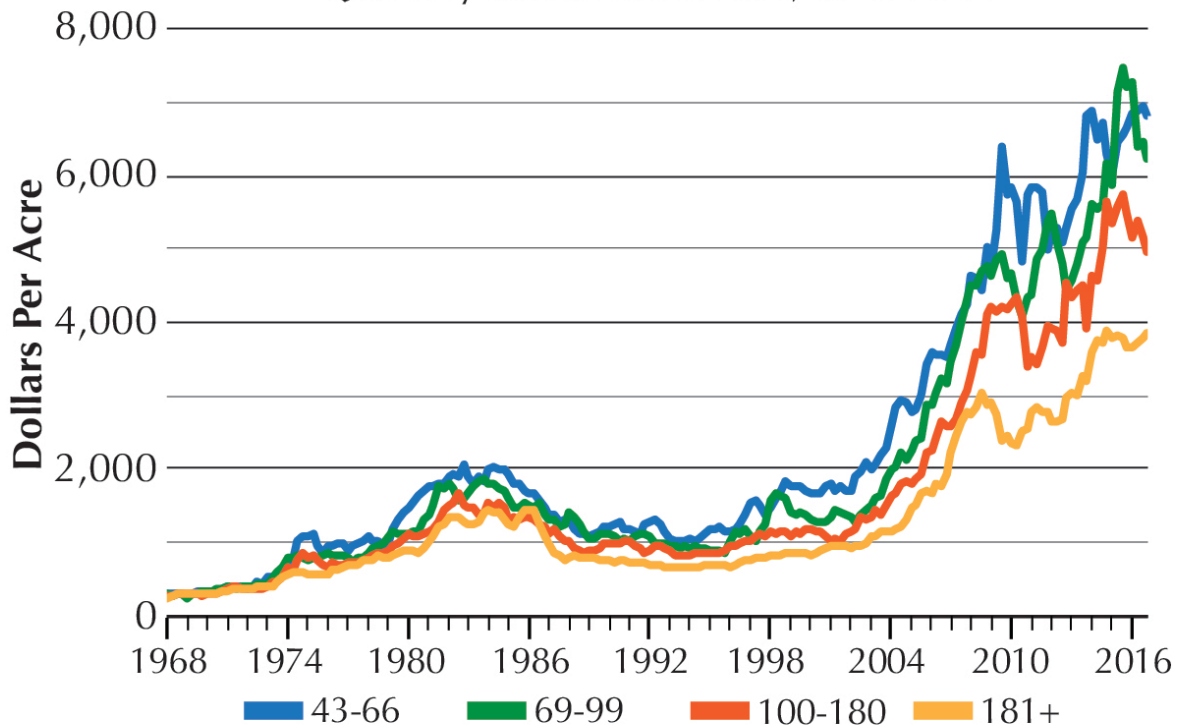
Sources: USDA's National Agricultural Statistics Service and Real Estate Center at Texas A&M University

## Gulf Coast-Brazos Bottom Total Dollar Volume and Price, 1968-2018



Source: Real Estate Center at Texas A&M University

### Gulf Coast-Brazos Bottom Quarterly Sale Price Per Acre, 1968–2016



Source: Real Estate Center at Texas A&M University

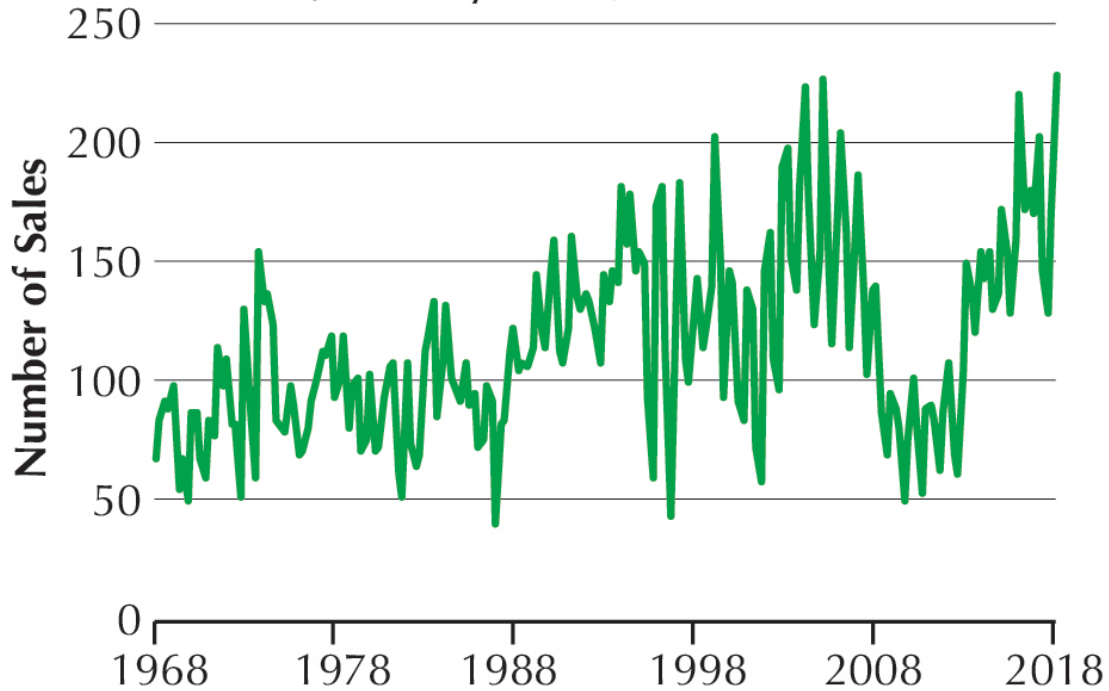
### Price Adjustment for Tract Size Gulf Coast-Brazos Bottom

Tract Size	43-66	67-99	100-180	181+
43-66	0	12	35	75
67-99	-11	0	19	55
100-180	-25	-16	0	29
181+	-42	-35	-23	0

Note: '0' indicates the base price (no premium or discount) for the given tract size.

Source: Real Estate Center at Texas A&M University

## Gulf Coast-Brazos Bottom Quarterly Sales, 1968–2018



Source: Real Estate Center at Texas A&M University

## Gulf Coast-Brazos Bottom Weekly Rig Count, 2016



Source: Real Estate Center at Texas A&M University

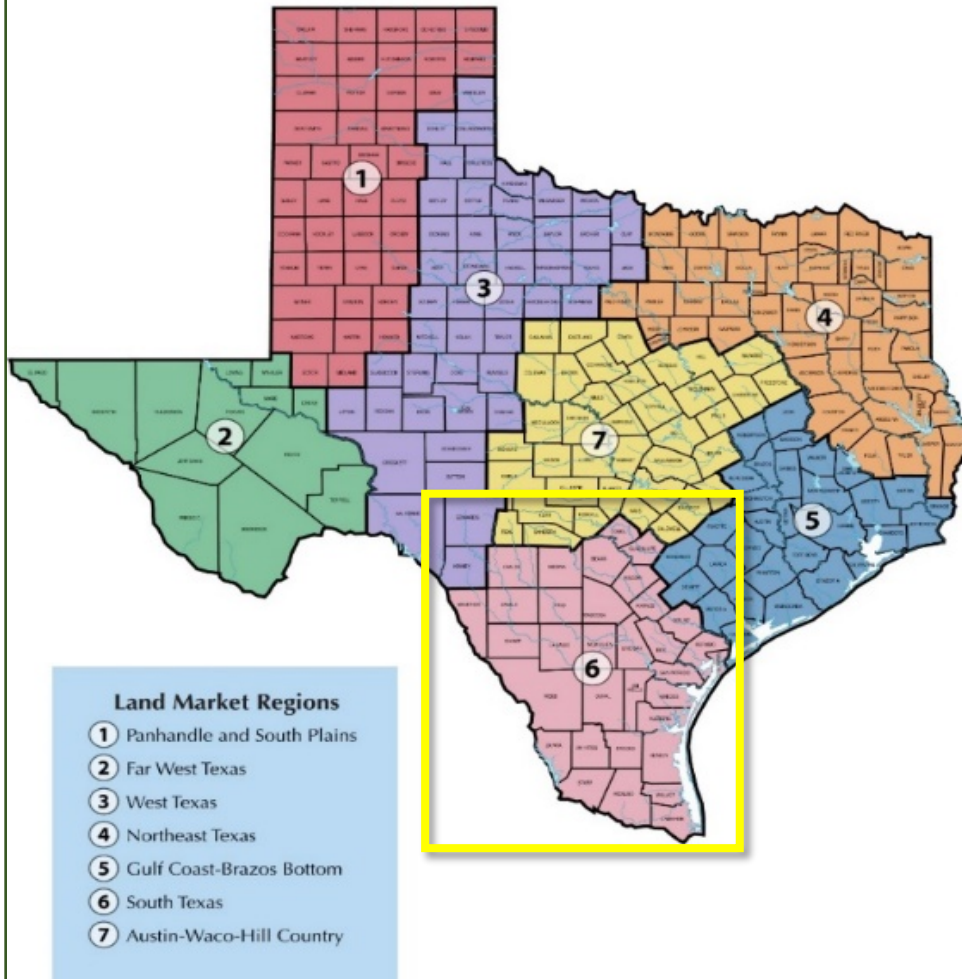


## Region 6: South Texas

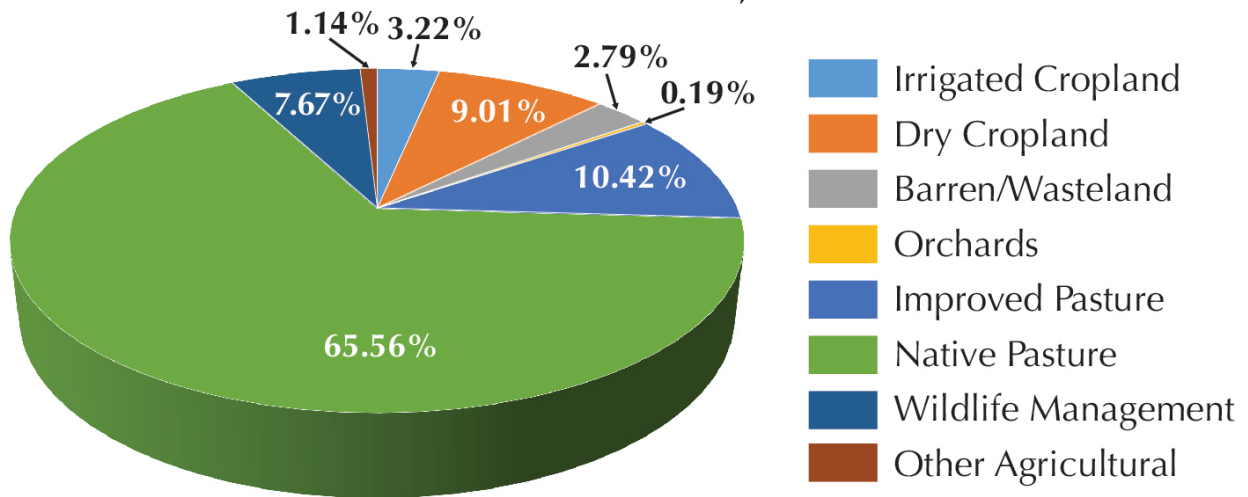
South Texas, Region 6, is in southernmost Texas and includes the southern fringe of the Edwards Plateau (10), Rio Grande Plains (11), San Antonio (18), Coastal Prairie South (20), and Lower Rio Grande Valley (32) LMAs. The region is bounded by the Gulf of Mexico on the east and Mexico on the west. Region 6 includes numerous MSAs, including San Antonio, Laredo, Corpus Christi, McAllen-Edinburg-Mission, and Brownsville-Harlingen. Native pasture dominates Region 6 land use at 66 percent. Regions 6 and 7 each account for 29 percent of Texas' wildlife management land. Region 6 is known for its hunting, which is likely why it has such a significant amount of Texas' wildlife management land. Region 6 contains the most acreage dedicated to orchards in the state at 27 percent. The region accounts for 42 percent of the state's sorghum production, and sorghum accounts for just over 51 percent of the region's crop production. The region has 37 (9 percent) of the state's active gins. Region 6 makes up 14 percent of rural land in Texas.

Land Type	Acres	Percentage of Region's Rural Land Use	Percentage of State Total for that Land Type	Percentage Change Since 2008
Irrigated Cropland	653,661	3.2	12	+1
Dry Cropland	1,828,311	9.0	10	-17
Barren/ Wasteland	565,348	2.8	21	+1
Orchards	39,568	0.2	27	-1
Improved Pasture	2,114,073	10.4	18	-5
Native Pasture	13,306,678	65.6	15	-8
Wildlife Management	1,556,777	7.7	29	+77
Other Agricultural	232,173	1.1	35	+193
Total	20,296,589 acres, accounting for 14 percent of Texas rural land, unchanged since 2008			

# Land Market Regions



## South Texas Rural Land Uses, 2016



Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

### South Texas Estimated Land Value in Specific Uses, 2016

Land Use or Class	Value Range	Rental Range
Irrigated Cropland*	\$1,800 to \$5,000	\$40 to \$200
Dry Cropland	\$1,200 to \$3,000	\$20 to \$90
Permanent Pasture & Improved Pasture	\$1,500 to \$3,500	\$165/AU to \$200/AU
Rangeland	\$1,200 to \$10,000	\$165/AU to \$200/AU
Transferable Edwards Aquifer Water Rights**	\$5,000 to \$5,500	\$99 to \$150
Hunting Lease Rangeland	-	\$6 to \$25

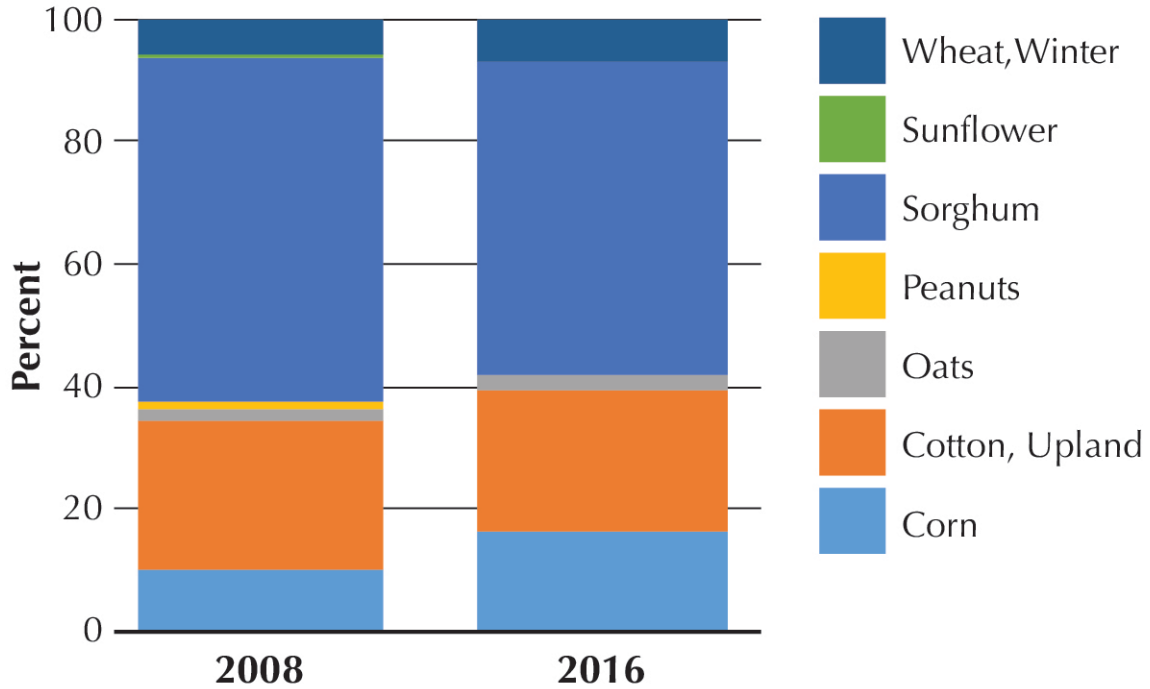
Note: Value ranges are generally reflective of partial mineral transactions.  
AU = Animal Units

\*Speculation on water rights in Bexar, Medina and Uvalde Counties. Live water features or subdivision development potentially increases the achievable pricing throughout the region.

\*\*Five-year leases \$99 to \$105/acre fee; ten-year leases \$115 escalating to \$140/acre fee in the last five-year term.

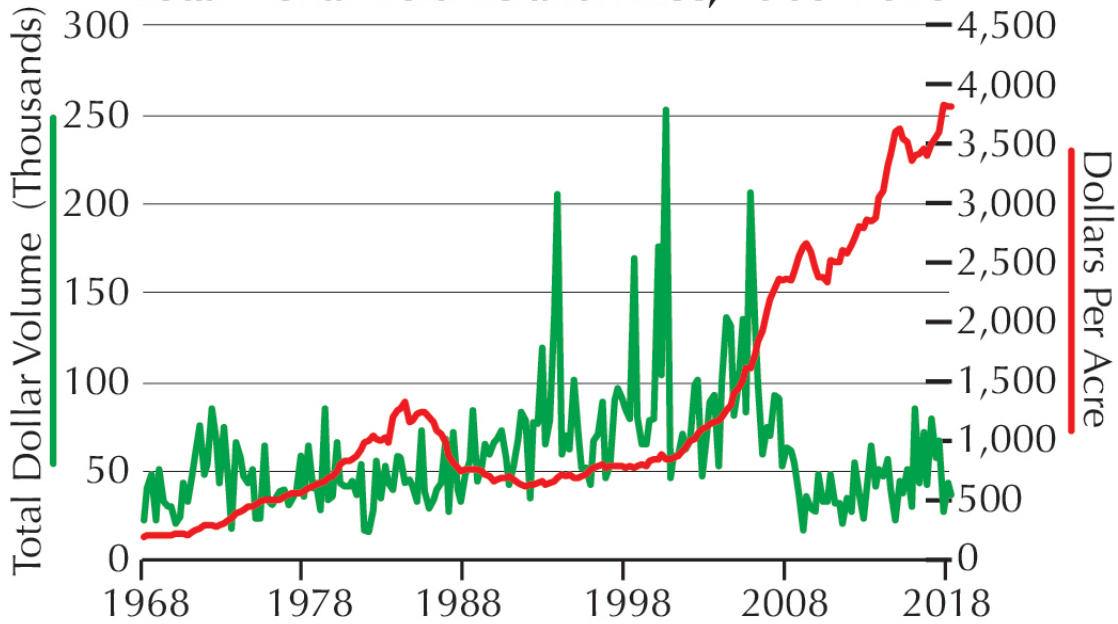
Source: The American Society of Farm Managers and Rural Appraisers, Texas Chapter

### South Texas Crop Production Portfolio, 2008 & 2016



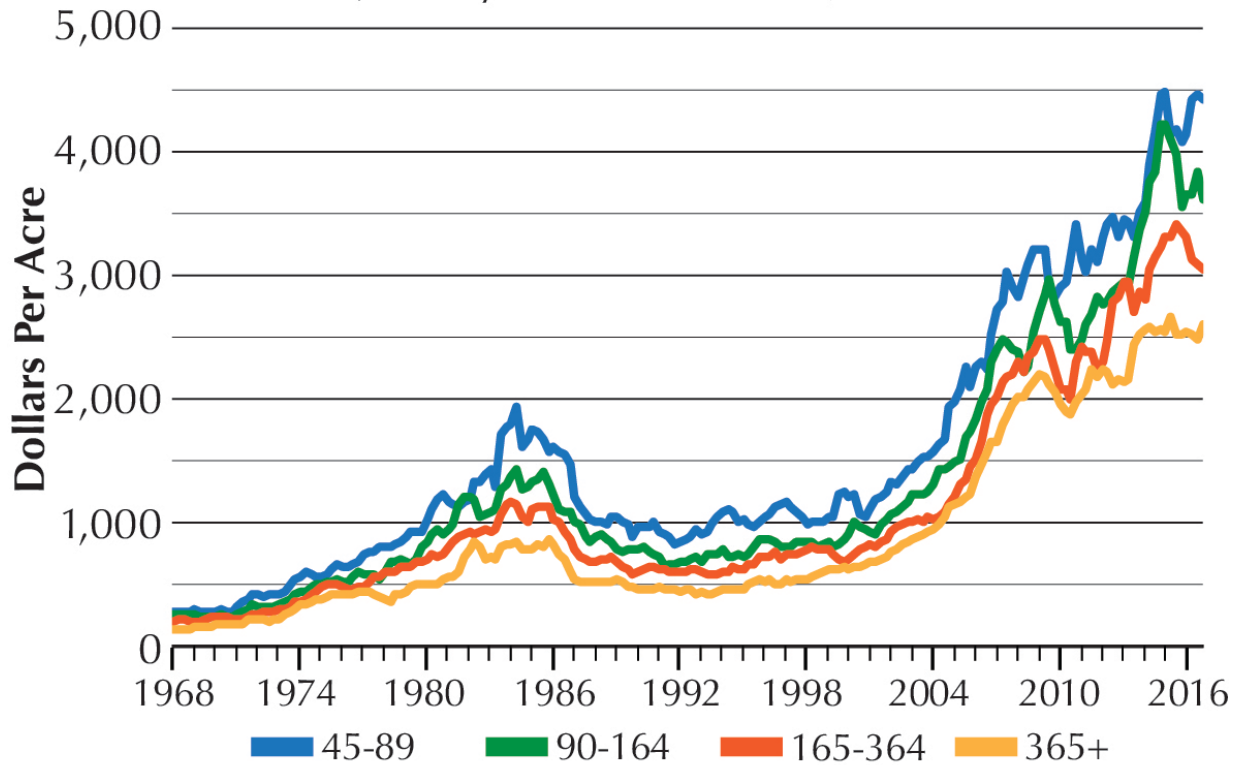
Sources: USDA's National Agricultural Statistics Service and Real Estate Center at Texas A&M University

### South Texas Total Dollar Volume and Price, 1968–2018



Source: Real Estate Center at Texas A&M University

## South Texas Quarterly Sale Price Per Acre, 1968–2016



Source: Real Estate Center at Texas A&M University

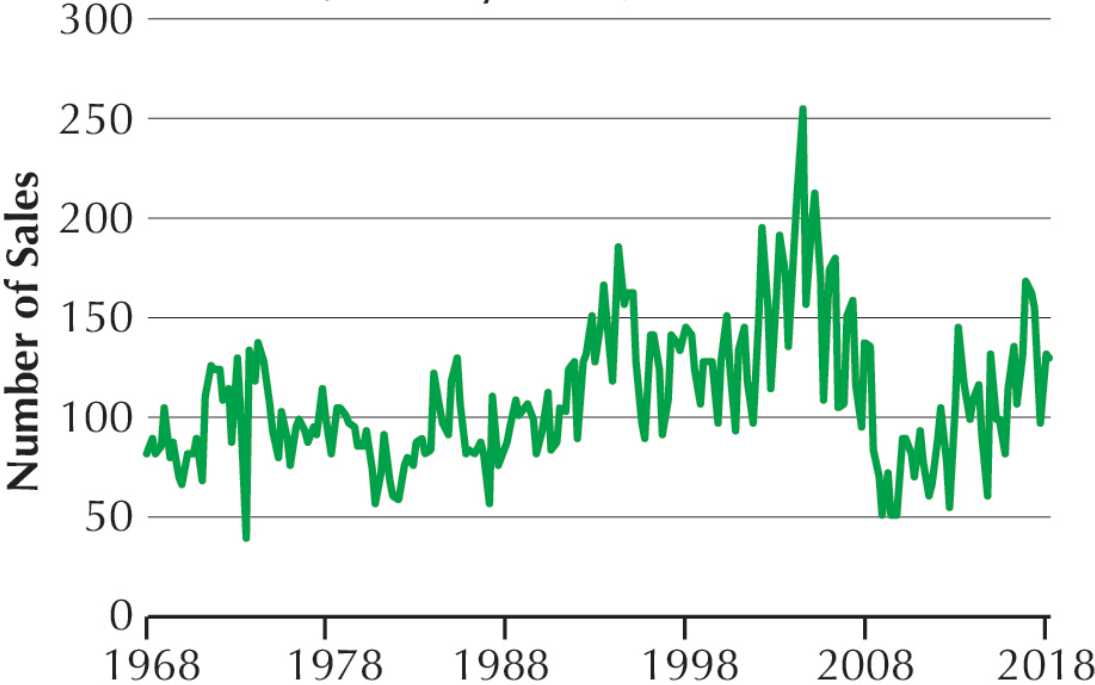
### Price Adjustment for Tract Size South Texas

Tract Size	45-89	90-164	165-364	365+
45-89	0	20	40	72
90-164	-16	0	16	43
165-364	-28	-14	0	22
365+	-41	-30	-18	0

Note: '0' indicates the base price (no premium or discount) for the given tract size.

Source: Real Estate Center at Texas A&M University

## South Texas Quarterly Sales, 1968–2018



Source: Real Estate Center at Texas A&M University

## South Texas Weekly Rig Count, 2016



Source: Real Estate Center at Texas A&M University

## Region 7: Austin-Waco-Hill Country

Austin-Waco-Hill Country, Region 7, is in Central Texas and forms the central core of the state. It includes the Hill Country (15 & 17), Highland Lakes (16), Blacklands (25 & 26), and Crosstimbers (13) LMAs. It also includes three MSAs: Waco, Killeen-Temple-Fort Hood, and Austin-Round Rock, as well as a portion of Abilene. The region is dominated by rangeland prized for its scenic characteristics with substantial expanses of cropland and pasture. Native pasture makes up 69 percent of the region, and the region holds 29 percent of the state’s wildlife management land. The region also contains a significant amount of the state’s orchard acreage, 25 percent. Twelve (3 percent) of the state’s active gins are in Region 7. The expanding urban populations in and near this region have prompted owners to subdivide large holdings for resale.

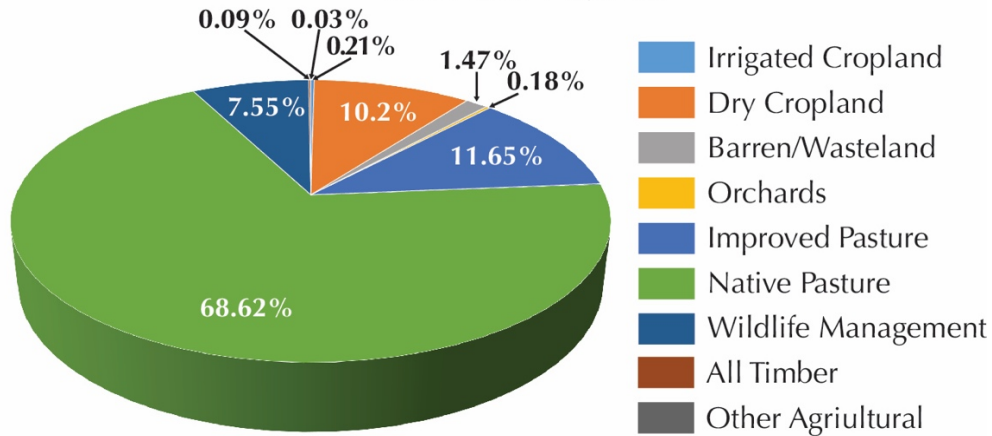
Land Type	Acres	Percentage of Region’s Rural Land Use	Percentage of State Total for that Land Type	Percentage Change Since 2008
Irrigated Cropland	42,769	0.2	1	-7
Dry Cropland	2,051,486	10.2	11	-10
Barren/ Wasteland	295,389	1.5	11	-27
Orchards	36,421	0.2	25	-7
Improved Pasture	2,343,039	11.7	20	2
Native Pasture	13,796,123	68.6	15	0
Wildlife Management	1,517,057	7.5	29	+122
Timber at Productivity	18,207	0.1	0.2	+155
Timber at Restricted	34	0.0		-91
Other Agricultural	5,187	0.0	1	-54
Total	20,105,712 acres, accounting for 14 percent of Texas rural land, up 3 percent since 2008.			

# Land Market Regions





### Austin-Waco-Hill Country Rural Land Use, 2016



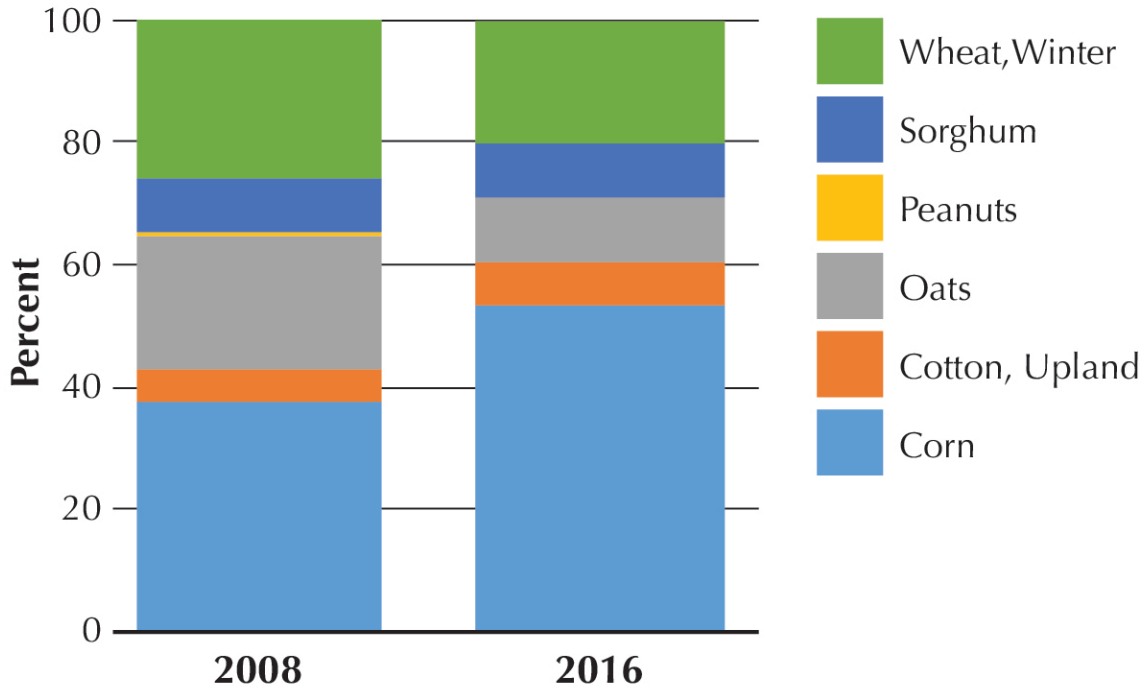
Sources: Texas Comptroller's Office and Real Estate Center at Texas A&M University

### Austin-Waco-Hill Country Estimated Land Value in Specific Uses, 2016

Land Use or Class	Value Range	Rental Range
Dry Cropland	\$1,200 to \$4,000	\$15 to \$80
Improved Pasture	\$1,600 to \$3,500	\$10 to \$40
Native Pasture	\$1,500 to \$10,000	\$4 to \$20
Recreational	\$2,800 to \$6,000	-
Rangeland	\$1,500 to \$8,000	\$3 to \$15
River Properties	\$3,200 to \$7,500	\$15 to \$30
Transitional	\$3,500 to \$10,000	-
Pecan Groves-Improved	\$2,000 to \$5,000	-
Recreational with Live Water	\$2,500 to \$25,000	\$5 to \$25
Single-Family Utilities	\$30,000 to \$60,000	-
Urban Fringe-No Utilities	\$7,500 to \$25,000	-
Ranchette	\$5,000 to \$20,000	-
Hunting Leases	-	\$10 to \$30

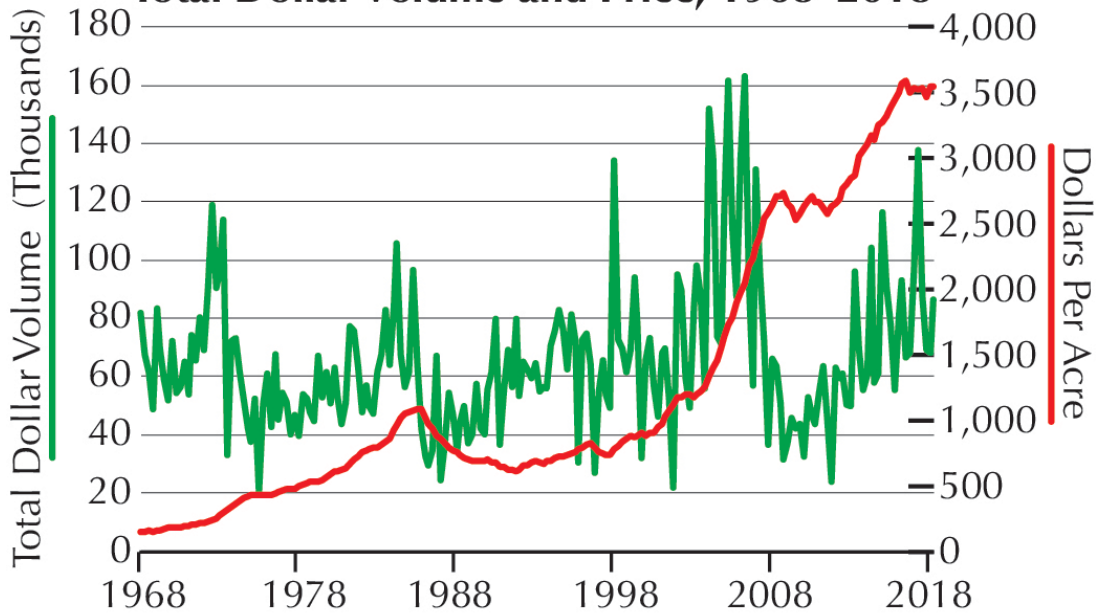
Source: The American Society of Farm Managers and Rural Appraisers, Texas Chapter

## Austin-Waco-Hill Country Crop Production Portfolio, 2008 & 2016



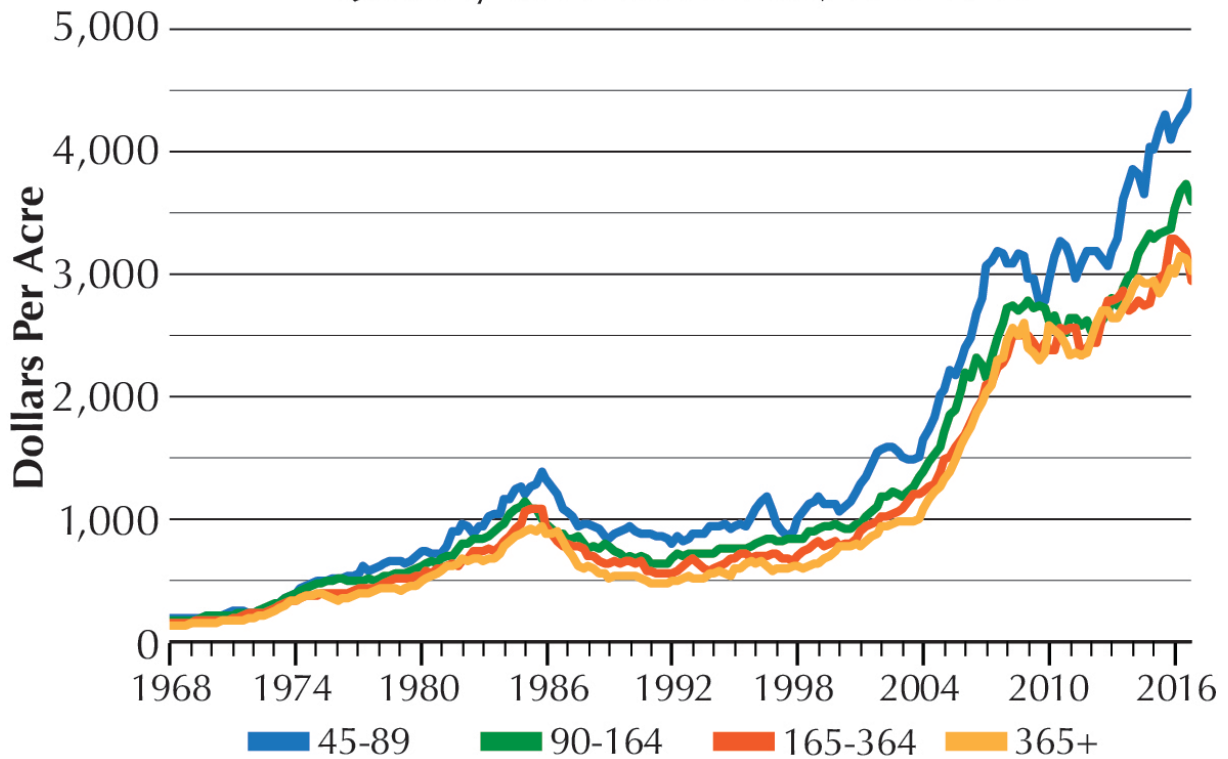
Sources: USDA's National Agricultural Statistics Service and Real Estate Center at Texas A&M University

## Austin-Waco-Hill Country Total Dollar Volume and Price, 1968-2018



Source: Real Estate Center at Texas A&M University

## Austin-Waco-Hill Country Quarterly Sale Price Per Acre, 1968–2016



Source: Real Estate Center at Texas A&M University

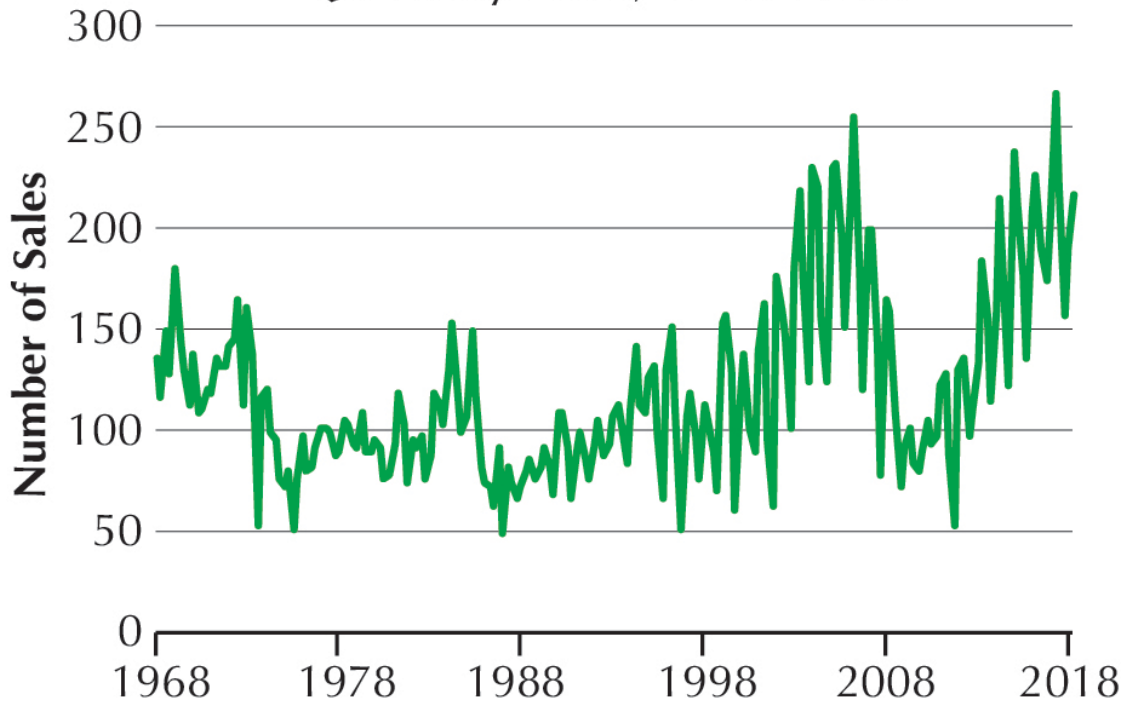
### Price Adjustment for Tract Size Austin-Waco-Hill Country

Tract Size	50-94	95-154	155-279	280+
50-94	0	20	34	41
95-154	-16	0	12	17
155-279	-25	-10	0	5
280+	-29	-15	-4	0

Note: '0' indicates the base price (no premium or discount) for the given tract size.

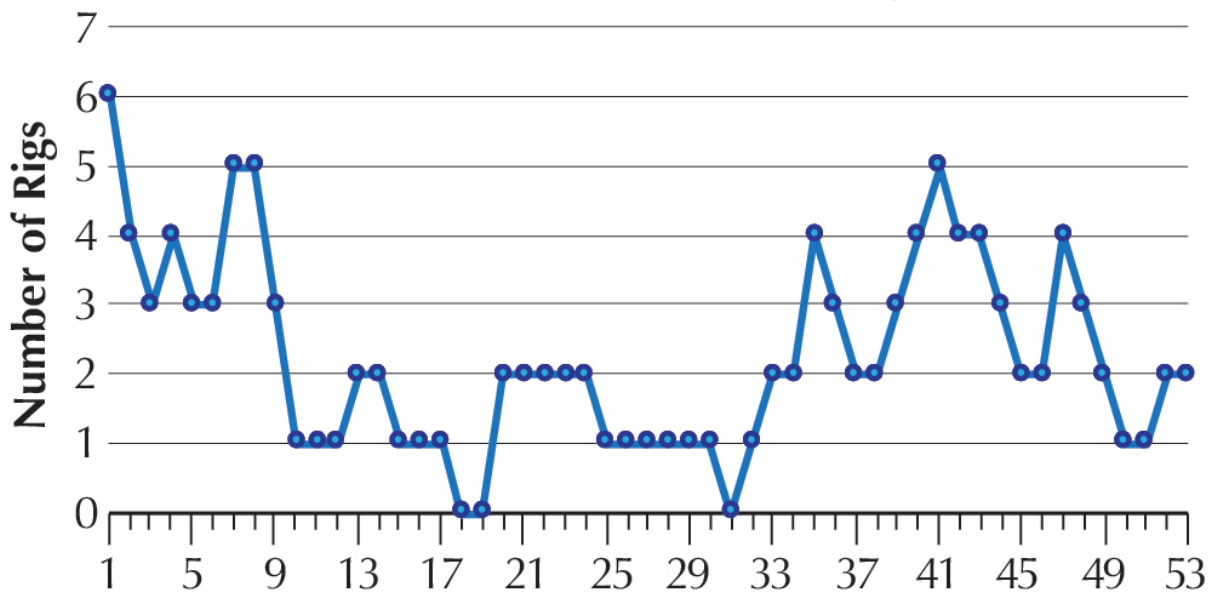
Source: Real Estate Center at Texas A&M University

## Austin-Waco-Hill Country Quarterly Sales, 1968–2018



Source: Real Estate Center at Texas A&M University

## Austin-Waco-Hill Country Weekly Rig Count, 2016



Source: Real Estate Center at Texas A&M University

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