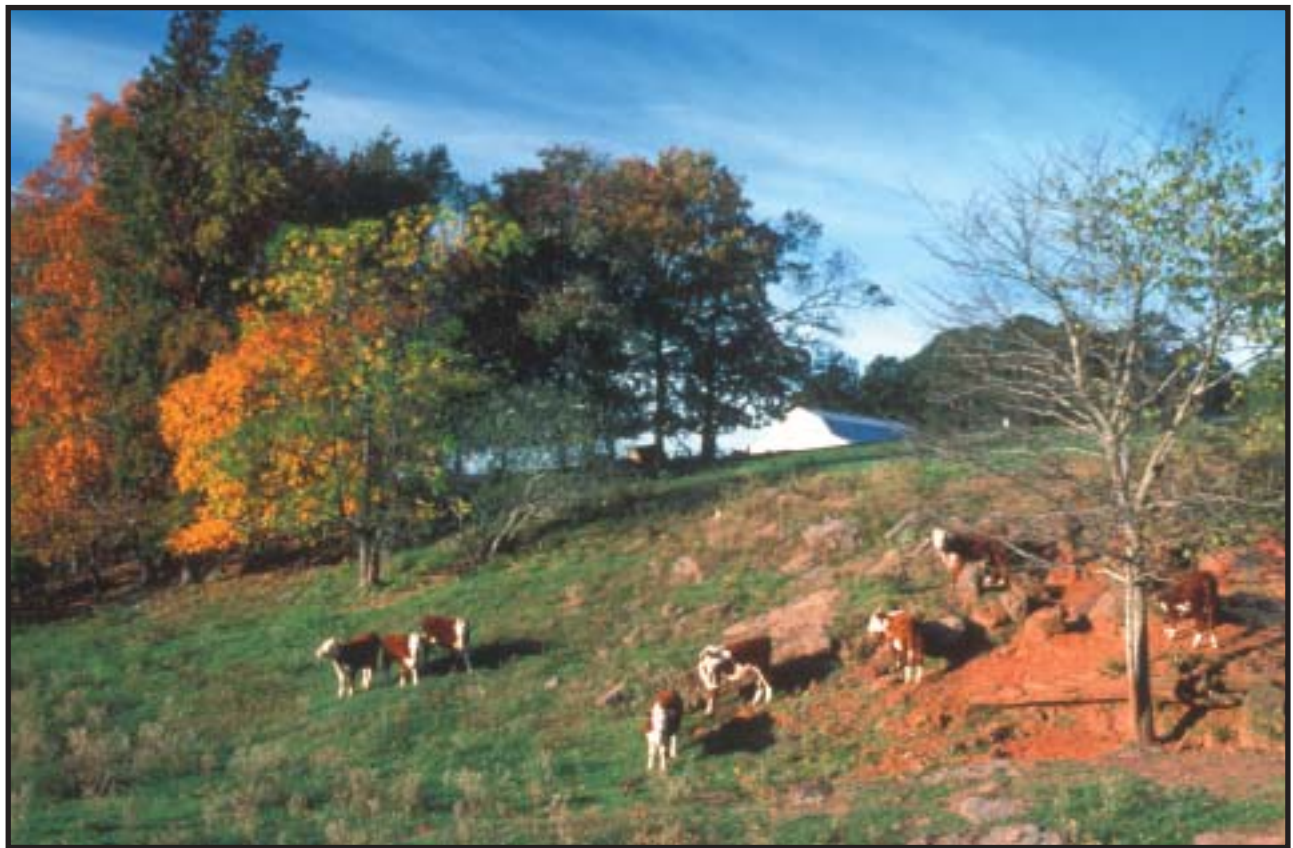


# Texas Rural Land Prices

# 2002



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December 2003

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Tables in this analysis contain statistics based on regional medians of prices paid for Texas rural lands. Approximately 4,700 reported transactions form the foundation for this analysis of general trends in Texas land markets.

The median is the middle price in a ranked list of prices. **Each individual Land Market Area (LMA) listing in the tables relates to the median sale prices** for the indicated region. Because medians are not unduly influenced by extremely high or low prices, these medians provide a more stable indicator over time using relatively small samples of sold properties.

**The statewide trend analysis reflects changes in the weighted average of regional median land prices.** The weighting process reflects the percentage of Texas rural land found in each land market area, as well as each region's median price.

Readers should use the statistics from the tables as an indicator of past general trends in Texas land markets. The data are highly aggregated and do not represent land prices or values of any particular farm, ranch or tract. However, the statistics do provide a general guide to land market developments. **Readers should not regard the reported statistics as a substitute for an appraisal or market study of current local sales regarding the value of any particular farm or ranch.**

## Texas Land Market Developments—2002

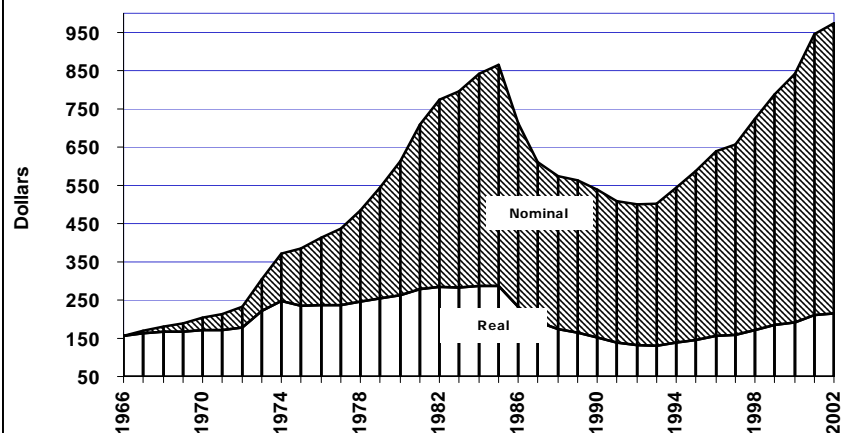
Texas land market participants continued to see strong demand for properties in 2002. The weighted median price per acre rose 2 percent from \$945 to \$961 as shown in Figure 1. That muted increase (prices rose 12 percent a year earlier) undoubtedly reflects a marked increase in the size of properties sold. The median size moved up to 107 acres from 101 acres in 2001. Larger properties typically fetch lower per-acre prices than do smaller tracts.

Demand for recreational land continued to drive the 2002 market. Historically low interest rates contributed to market activity as purchasers sacrificed little interest earnings when they converted savings into landownership. Additionally, buyers borrowing funds to purchase land faced low mortgage rates. Responding to rapidly rising prices, buyers moved beyond locations adjacent to metropolitan areas into lower-priced

markets at greater distances from major cities. Across the state, buyers continued to snap up quality properties, resulting in a dearth of listings in many areas. As a result, an increasing number of buyers

sought out properties not on the market. Often, these buyers make offers above the current market price level. All of these factors point to a continuing strong statewide land market in 2003.

Figure 1. Texas Rural Land Weighted Median Price Per Acre



Source: Real Estate Center at Texas A&M University

## Size Matters

The total price tag for a property limits the number of potential buyers who can afford to purchase a particular tract. Many may be able to afford \$200,000 but fewer can muster \$2 million. Figure 2 shows the results of a size-segmented analysis of Texas land prices. Partitioning Texas land markets by tract size and investigating price trends in those different market segments hints that the market for the typical Texas land parcel (red line) has slowed, as shown by the decline in Figure 2. However, markets for large and small properties have continued to prosper. In Figure 2, the small property segment for each year includes all tract sizes equal to or less than the 25<sup>th</sup> percentile for all properties sold in Texas in the past 36 years as indicated by an analysis of the Center's database. Large properties consisted of sales in the 75<sup>th</sup> percentile or higher by size.

The weighted median price of small properties increased by 10 percent during 2002, rising from \$1,317 per acre to \$1,448 per acre. Sales in this size category averaged 50 acres. The large properties climbed from \$590 to \$676 per acre, an increase of 14 percent for the market segment. Large properties averaged 403 acres. The typical-sized property market segment averaged 152 acres and posted a 3 percent decline from \$897 per acre to \$871 per acre. This is the first decline seen in any of these market segments since 1991. This decline could signal a cooling of demand in that market segment that may spread to other segments.

## Location Matters

Regional analysis of the sales reported to the Center revealed a picture of generally strong markets across Texas. Eight land market areas (LMAs) registered market-wide trends. In other words, in eight LMAs, all land prices were moving in the same direction. In six of these eight areas prices increased. See the maps in Figures 3 and 4 to locate LMAs. Increases occurred in markets in the Panhandle–North (LMA 1), Rolling Plains–North (LMA 6), Edwards Plateau–West (LMA 9), Hill Country–North (LMA 14), Hill Country–West (LMA 15) and San Antonio (LMA 18).

- Price increases for the Panhandle–North (LMA 1) region result from a

short supply of desirable land for recreational buyers.

- Some buyers in LMA 1 undoubtedly have been motivated by speculation for water rights.
- The 54 percent increase in LMA 1 indicates a superheated market in that area.
- Quail hunting is particularly important to recreational buyers in LMAs 1 and 6.
- A possible short supply of and high demand for ranch land contributed to price increases in LMA 9.
- Bargain hunters are resisting the high-priced land in Kerrville and Fredericksburg regions. They are willing to trade increased travel time for cheaper prices in LMAs 14 and 15, driving up prices in those regions.
- In the Rolling Plains–Central (LMA 7) and North Central Plains (LMA 12) land markets, prices appeared to weaken from 2001 levels. However, market participants indicated that a significant increase in the numbers of large properties sold contributed to the lower per-acre price. Market observers saw active markets in these areas in 2002.

The remaining LMAs did not register region-wide trends in 2002. However, many areas saw prices remain steady or increase. On balance, 2002 was a solid

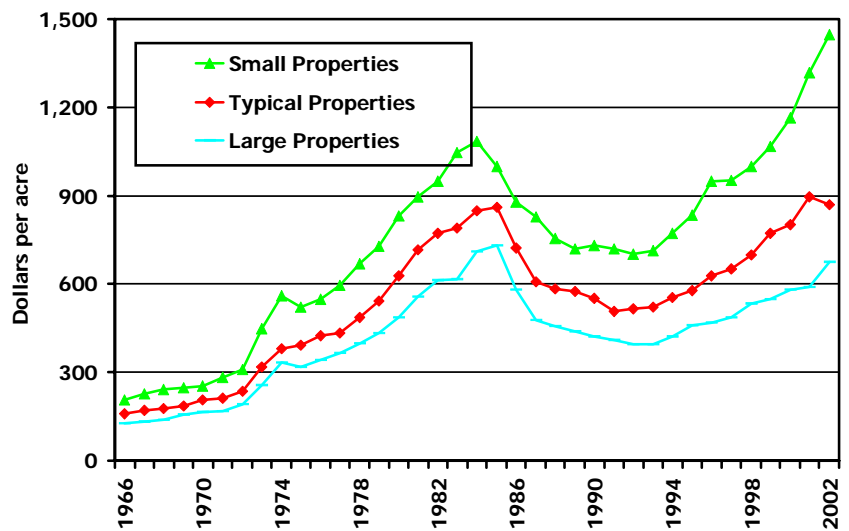
year for land markets with some buyers moving to second-tier markets to maximize acreage purchased. Buyers remained focused on recreation in all areas of the state from quail hunting in the Panhandle to white-tailed deer hunting in South Texas.

Other important motives observed in the market include nonhunting recreation, 1031 exchanges, homebuilding and wealth preservation. Fewer observers reported buyers interested in agricultural production than in the past. Most observers noted estate settlement, retirement or taking a capital gain as the most important reasons sellers were parting with land.

## Coming Attractions

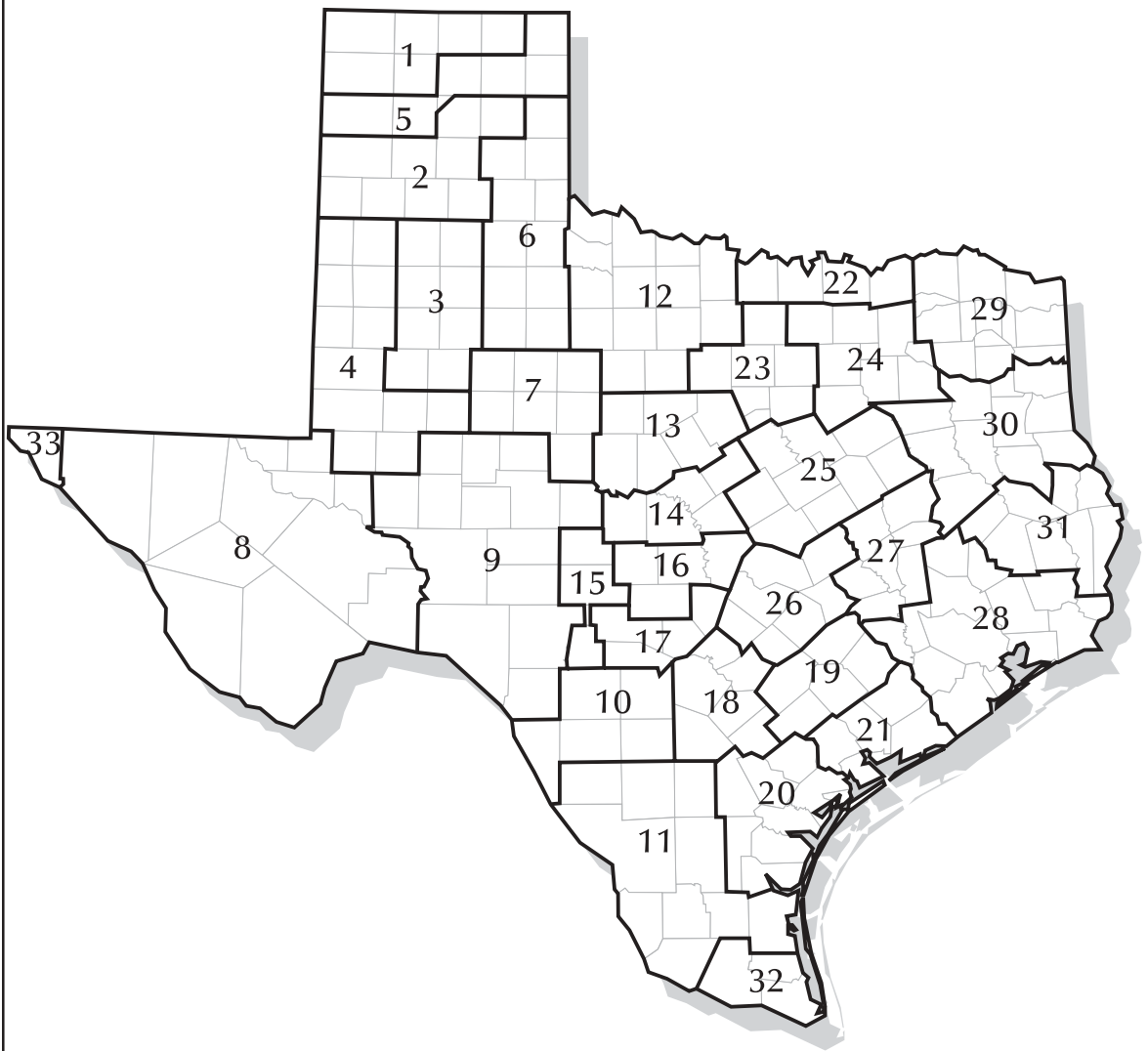
The small decline in prices for the middle-acreage tier of properties suggests that buyers in that market segment may be taking a breather from the rapid increases of the past few years. On the other hand, buyers of both small and large properties continue to drive the overall market up. Anecdotal reports in spring 2003 suggest that activity may be marginally slowing in some areas. Official statistics indicate that government contributed the most to Texas job growth in the past year. Considering the current state of government finances, prospects of more job growth from that sector are dim. Further, uncertainty clouds the view

**Figure 2. Trends in Statewide Median Texas Land Prices**



Source: Real Estate Center at Texas A&M University

**Figure 3. Texas Land Market Areas**

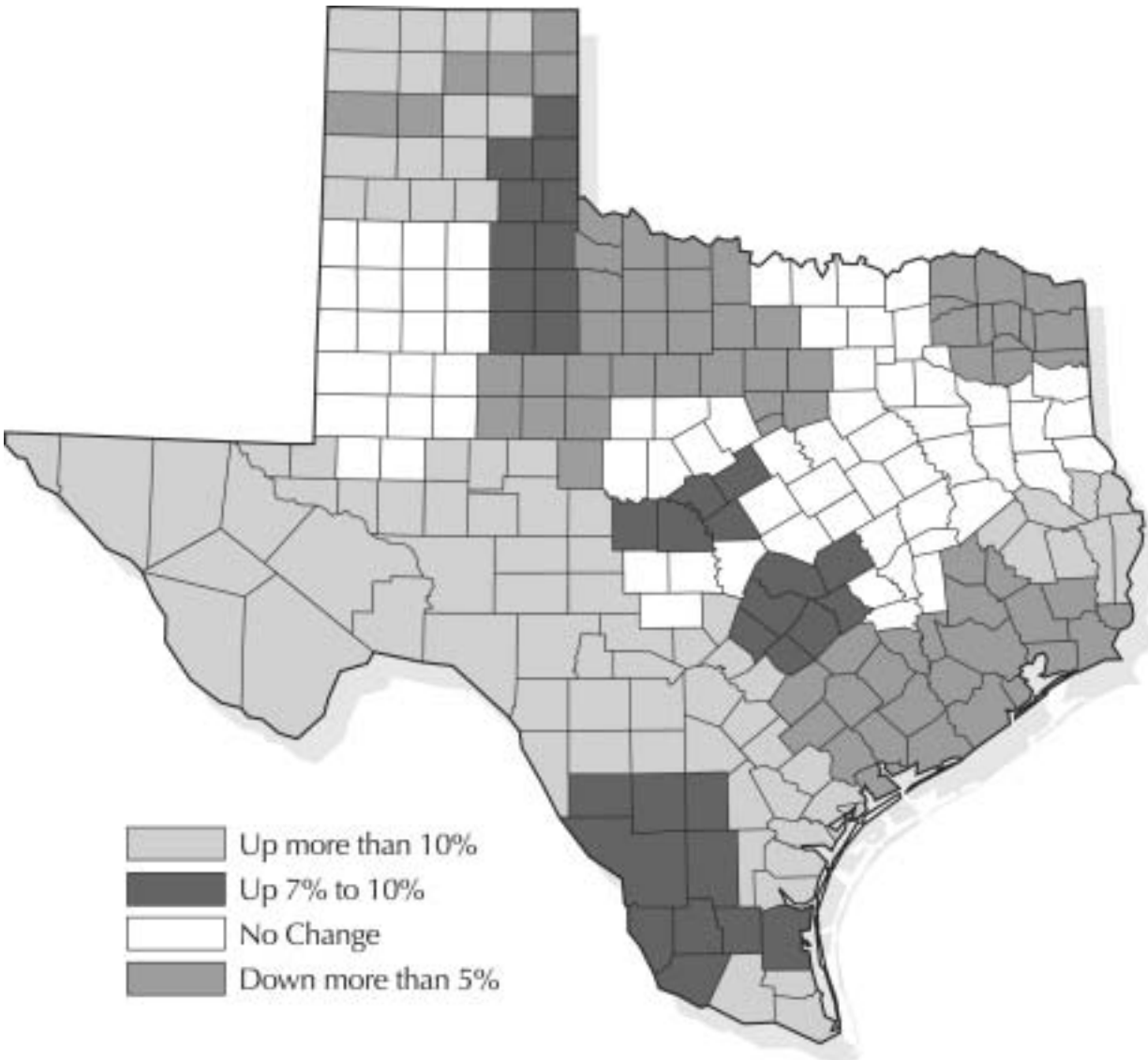


<b>1</b> Panhandle–North	<b>12</b> North Central Plains	<b>23</b> Fort Worth Prairie
<b>2</b> Panhandle–Central	<b>13</b> Crosstimbers	<b>24</b> Dallas Prairie
<b>3</b> South Plains	<b>14</b> Hill Country–North	<b>25</b> Blacklands–North
<b>4</b> Permian–West	<b>15</b> Hill Country–West	<b>26</b> Blacklands–South
<b>5</b> Canadian Breaks	<b>16</b> Highland Lakes	<b>27</b> Brazos
<b>6</b> Rolling Plains–North	<b>17</b> Hill Country–South	<b>28</b> Houston
<b>7</b> Rolling Plains–Central	<b>18</b> San Antonio	<b>29</b> Northeast
<b>8</b> Trans-Pecos	<b>19</b> Coastal Prairie–North	<b>30</b> Piney Woods–North
<b>9</b> Edwards Plateau–West	<b>20</b> Coastal Prairie–South	<b>31</b> Piney Woods–South
<b>10</b> Edwards Plateau–South	<b>21</b> Coastal Prairie–Middle	<b>32</b> Lower Rio Grande Valley
<b>11</b> Rio Grande Plains	<b>22</b> Texoma	<b>33</b> El Paso

Source: Real Estate Center at Texas A&M University  
 Note: See Appendix B for a listing of counties by land market area

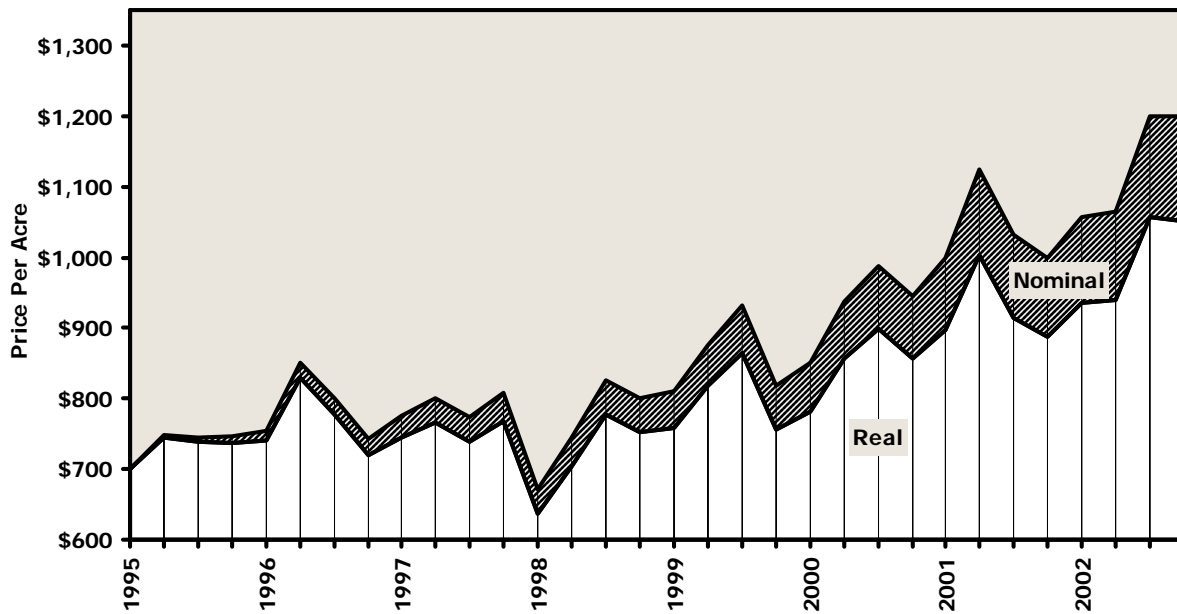


**Figure 4. Percent Change in Price**



Source: Real Estate Center at Texas A&M University

**Figure 5. Texas Rural Land Prices  
Quarterly 1995–2003**



Source: Real Estate Center at Texas A&M University

Note: Real prices are in first quarter 1995 dollars

of future development as the nation continues the war on terrorism. All of these factors engender concerns about markets in the future.

Offsetting these influences, inflation-adjusted Texas land prices remain at levels comparable to 1973 or 1986–87; see the “real” prices shown in Figure 1.

Those prices seem modest considering the population growth and development since that time. In addition, low interest rates both make it less expensive to finance purchases and make it less costly to dedicate savings to land ownership. High levels of uncertainty frequently prompt the risk-averse to seek out tangible assets like land to preserve their wealth. While these factors do not point to a manic buying public, they do counter negative influences in the economy. On balance, Texas land prices appear headed for a steady-to-increasing 2004.

### Texas Land Market Developments — Fourth Quarter 2002

Texas land markets leveled off during fourth quarter 2002 after the significant

increase in the third quarter (see Figure 5). Market dynamics indicate a record volume of sales and a steady-to-slightly-increasing price level compared with 2001. Other than some regional anomalies related to specific short-term influences, most local markets appeared to be increasing as 2002 came to an end.

Partitioning Texas land markets by tract size, as previously noted, shows that the larger and smaller properties continue to rise while the mid-sized properties appear to be lagging. One explanation is that the market for mid-sized properties contains a large portion of tracts purchased primarily by agricultural producers to expand existing farms. These properties’ prices would reflect the difficult financial conditions facing farmers prior to passage of the new farm program. Analysis of the sales reported to the Center indicated the following factors:

#### Statewide

- For the second consecutive quarter, size of sold properties increased compared with the same quarter in the previous year.

- Median tract size increased from 101 acres from the previous year to 106 acres in 2002.
- Median price per acre made a significant jump in the fourth quarter, increasing to \$972 per acre, up from \$945 last year. The third quarter price was \$934 per acre.
- Recreational demand continued to drive rural markets.
- Recreational demand is increasing even in more remote areas.
- Buyers appear to be resistant to high-priced land in traditionally hot markets, suggesting a willingness to travel farther to purchase lower-priced land.
- Low interest rates continue to attract more buyers.
- Trends were especially strong in the following land market areas.
  - Markets with increasing prices: LMA 1, LMA 6, LMA 9, LMA 14, LMA 15 and LMA 18
  - Price increases for the Panhandle–North (LMA1) region result from a short supply of



desirable land for recreational buyers.

- Some buyers in LMA 1 undoubtedly have been motivated by speculation for water rights.
  - The 55 percent increase in LMA 1 indicates a hot market.
  - Quail hunting is particularly important to recreational buyers in LMAs 1 and 6.
  - A possible short supply of and high demand for ranch land contributed to price increases in LMA 9.
  - Bargain hunters are resisting high-priced land in the Kerrville and Fredericksburg regions and are willing to trade increased travel time for cheaper prices.
- For the Brady-Lampasas area, LMA 14, prices are still climbing, even as sales reflect a significant increase in size; however, sales volume is lagging for the year.
  - Both prices and sales volumes in LMA 15 and LMA 18 increased dramatically for the year 2002.
- Markets with weaker price trends: LMA 7 and LMA 12
- LMA 7:
    - A significant increase in the size of tracts sold seems to have resulted in a lower median per-acre price.
    - Observers indicate a solid underlying market suggesting that the larger size is the cause of the current lower median price.
- LMA 12:
    - Sales of unusually large parcels also contributed to a lower median per-acre price in this area.
    - Large acreages resulted from sales of ranches that had been held by the same owners for a number of years.
    - Despite the lower median price, observers indicate a solid underlying market.

# Appendix A

## Guide to Appendix Tables

Reported data consists of two sets of tables. One set reports on prices while the other relates the size of properties in the sample of transactions. Statistics for price contain the median sale price for each LMA. The statewide table contains a weighted average price per acre based on individual LMA median prices aggregated according to the relative amount of acreage in each LMA. Thus, while regional medians reflect probable values of land in each LMA, the weighted average reflects the value of an average acre of Texas rural land. This weighting process ensures that trend comparisons reflect the same relative distribution of land over time and limits distortions in indicated trends that can result from variations in the mix of lands sold from year to year.

Tables 1 and 2 report price statistics, Table 3 reports the size of properties in transactions, and Table 4 shows the volume of sales by land market area. Data contained in each table are as follows.

**Table 1. Nominal and Real Changes in the Weighted Average Price of Texas Rural Land.** This table contains price and tract size statistics from 1966 to date. The table contains the following information.

- **Year.** Calendar year for the statistics contained in the analysis beginning with 1966.
- **Median Size.** The median size in acres for tracts sold during the year listed on the left. Variations in tract size can indicate shifts in property types sold. For example, ranches generally require more land than farms. Therefore, a marked increase in tract size could signal a shift from smaller cropland sales to larger ranchland sales.
- **Nominal.** The statistics listed in the three columns beneath this heading refer to the actual prices paid for the reported transactions. Nominal prices reflect dollars per acre.
  - **Weighted Average Price per Acre.** This column reports the weighted average of land market area median prices per acre. The weights repre-

sent the proportion of land in each land market area based on a long-term average of acreage reported to the Office of Comptroller—Property Tax Division. This weighted average price represents a composite of a “typical” acre of Texas rural land, containing a little Lower Rio Grande Valley land, a little Amarillo area land as well as a little of all the land in between.

- **Year-to-Year Percentage Change.** The percentage change in current weighted average price from the weighted average price in the previous year.
- **Annual Compound Pretax Growth Rate from 1966.** The annually compounded rate of appreciation for the current weighted average price per acre compared to the 1966 weighted average land price. This column reports a yield for an investment in a typical acre of Texas rural land between 1966 and the current year.
- **Real.** The statistics listed in the three columns beneath this heading report statistics for the nominal prices after adjusting for changes in purchasing power. Resulting real prices reflect Texas land prices in 1966 dollars.
  - **Deflated Weighted Average Price per Acre.** The nominal weighted average of land market area median prices per acre adjusted with the consumer’s price index to reflect purchasing power changes from 1966.
  - **Year-to-Year Percentage Change.** The percentage change in current deflated weighted average price from the deflated weighted average price in the previous year.
  - **Annual Compound Pretax Growth Rate from 1966.** The annually compounded rate of appreciation for the current deflated weighted average price per acre compared to the 1966 weighted average land price. This column reports a real infla-

tion-adjusted yield for an investment in a typical acre of Texas rural land between 1966 and the current year.

**Table 2. Regional Trends in Texas Rural Land Markets 2001–2002: Price Per Acre.** This table reports land market area median prices for the past two years, indicating the changes in those medians. The table also identifies which of those calculated trends were statistically significant according to a *Mann-Whitney* Test.

- **Land Market Area.** This column shows the number of the land market areas producing the statistics listed to the right in the table.
- **Median Price.** The two columns under this heading report the median price per acre for each of the years listed at the head of those columns. Statewide prices reflect the weighted average price.
- **Trend Analysis.** This section of the table contains an indication of the change in prices in both dollars per acre and percentages from the first year to the second. The final column indicates the results of a *Mann-Whitney* test of the distributions of prices from each year. When the test indicates statistical significance, prices have changed across the board for the area listed. Price trends in those LMAs with a single asterisk were significant at the 5 percent level while two asterisks indicates significance at the 1 percent level.
- **Distribution of Sales Analysis.** The four columns in this section report the lower quartile, upper quartile, minimum and maximum price per acre.
  - **Lower Quartile.** The lower quartile is the 25<sup>th</sup> percentile of the distribution of sales. When ranked from lowest to highest, one-fourth of the sale prices are less than the 25<sup>th</sup> percentile while 75 percent exceed that amount. The lower quartile probably indicates price levels for larger, more production-oriented properties.

- **Upper Quartile.** The upper quartile is the 75<sup>th</sup> percentile of the distribution of sales. When ranked from lowest to highest, one-fourth of the sale prices exceed the upper quartile while 75 percent rank lower than that amount. The upper quartile probably indicates price levels for smaller, more consumer or development-oriented properties.
- **Minimum.** The smallest reported sale price.
- **Maximum.** The largest reported sale price.
- **State.** Statewide price statistics reflect the weighted average prices for the listed years.

**Table 3. Trends in Texas Rural Land Markets 2001–2002: Tract Size.** This table reports the median tract size for sales in each land market area for the past two years and changes in those medians. The table also identifies which of those trends are statistically significant according to the *Mann-Whitney* Test.

- **Land Market Area.** This column indicates the number and name of the land market area producing the statistics listed to the right in the table.
- **Median Size.** The two columns under this heading report the median size per acre for each of the years listed at the head of those columns.

- **Trend Analysis.** This section of the table contains an indication of the change in sizes in both acres and percentages from the first year to the second. The final column indicates the results of a *Mann-Whitney* test of the distributions of size from each year. When the test indicates statistical significance, tract size has changed across the board for the area listed. Size trends in those LMAs with a single asterisk were significant at the 5 percent level while two asterisks indicates significance at the 1 percent level.

• **Distribution of Tract Size Analysis.** The four columns in this section report the lower quartile, upper quartile, minimum and maximum tract size.

- **Lower Quartile.** The lower quartile is the 25<sup>th</sup> percentile of the distribution of sales. When ranked from lowest to highest, one-fourth of the tract sizes are less than the 25<sup>th</sup> percentile while 75 percent exceed that amount. The lower quartile probably indicates typical sizes for smaller, more consumer-oriented properties.
- **Upper Quartile.** The upper quartile is the 75<sup>th</sup> percentile of the distribution of sales. When ranked from

lowest to highest, one-fourth of the tract sizes exceed the upper quartile while 75 percent rank lower than that amount. The upper quartile probably indicates typical tract sizes for larger production-oriented properties.

- **Minimum.** The smallest reported tract size.
- **Maximum.** The largest reported tract size.
- **State.** Statewide tract size statistics reflect the median tract size for the listed years.

**Table 4. Trends in Texas Rural Land Markets 2001–2002: Volume of Sales.**

This table reports the number of transactions reported in each geographic area of Texas.

- **Land Market Area.** This column indicates the number and name of the land market area producing the statistics listed to the right in the table.
- **Number of Sales.** This column gives the number of sales in each LMA for the indicated year.
- **Trend Analysis.** This section reports the change in typical (median) tract size from the first to the second indicated years.

**Table 1. Nominal and Real Changes in the Weighted Average Price of Texas Rural Land, 1966–2002**

Year	Median Median Tract Size (acres)	Nominal			Real		
		Weighted Average Price per Acre	Year-to-Year Percentage Change	Annual Compound Pretax Growth Rate from 1966	Deflated Weighted Average Price per Acre*	Year-to-Year Percentage Change	Annual Compound Pretax Growth Rate from 1966
1966	120	\$157	###	###	\$157	###	###
1967	110	169	8	8	164	4	4.5
1968	101	181	7	7	168	2	3.4
1969	100	190	5	7	168	0	2.3
1970	107	204	7	7	172	2	2.3
1971	110	213	4	6	171	-1	1.7
1972	120	233	9	7	179	5	2.2
1973	153	304	30	10	221	23	5.0
1974	150	372	22	11	248	12	5.9
1975	126	384	3	10	235	-5	4.6
1976	128	412	7	10	238	1	4.2
1977	121	436	6	10	237	0	3.8
1978	126	485	11	10	246	4	3.8
1979	132	544	12	10	255	4	3.8
1980	138	613	13	10	263	3	3.8
1981	124	708	15	11	278	6	3.9
1982	105	773	9	10	285	3	3.8
1983	113	796	3	10	283	-1	3.5
1984	125	842	6	10	288	2	3.4
1985	118	865	3	9	287	0	3.2
1986	113	714	-17	8	232	-19	2.0
1987	130	611	-14	7	193	-17	1.0
1988	139	574	-6	6	175	-9	0.5
1989	141	562	-2	6	165	-6	0.2
1990	135	539	-4	5	152	-8	-0.1
1991	138	508	-6	5	139	-9	-0.5
1992	145	499	-2	5	133	-4	-0.6
1993	140	503	1	4	131	-2	-0.7
1994	136	544	8	5	139	6	-0.4
1995	122	586	8	5	146	5	-0.3
1996	111	638	9	5	156	7	0.0
1997	139	657	3	5	158	1	0.0
1998	139	723	10	5	171	8	0.3
1999	120	786	9	5	184	8	0.5
2000	117	842	7	5	193	5	0.6
2001	101	945	12	5	211	9	0.8
2002	107	961	2	5	212	0	0.8

\*In 1966 dollars

Source: Real Estate Center at Texas A&M University

**Table 2. Regional Trends in Texas Rural Land Markets  
Price Per Acre**

Land Market Area	Median Price (\$/acre)		Trend Analysis			Distribution of Sales Analysis (\$/acre)			
			Change 2001–2002			2002 Price Quartiles		2002 Price Extremes	
	2001	2002	(\$/acre)	(percent)	Test	Lower	Upper	Minimum	Maximum
1 Panhandle–North	304	469	165	54	**	347	781	150	1,675
2 Panhandle–Central	350	394	44	13		311	650	136	4,645
3 South Plains	475	450	(25)	(5)		375	659	100	2,992
4 Permian–West	422	415	(7)	(2)		344	650	90	3,470
5 Canadian Breaks	325	265	(60)	(18)		192	350	149	1,391
6 Rolling Plains–North	307	336	29	9	**	273	450	48	2,281
7 Rolling Plains–Central	454	401	(53)	(12)		358	539	225	2,475
8 Trans-Pecos	120	125	5	4		70	1,306	44	6,505
9 Edwards Plateau–West	493	550	57	12	**	411	750	70	7,810
10 Edwards Plateau–South	1,140	1,319	179	16		931	2,000	372	15,386
11 Rio Grande Plains	708	800	92	13		675	1,015	415	5,932
12 North Central Plains	596	556	(40)	(7)	*	350	775	171	3,970
13 Crosstimbers	996	963	(33)	(3)		756	1,336	296	10,808
14 Hill Country–North	1,100	1,200	100	9	**	900	1,600	442	9,558
15 Hill Country–West	800	970	170	21	*	795	1,452	340	6,081
16 Highland Lakes	2,836	2,764	(72)	(3)		2,000	4,756	885	17,089
17 Hill Country–South	3,248	3,500	252	8		2,180	5,027	665	19,316
18 San Antonio	1,333	1,536	203	15	*	1,000	2,558	351	15,775
19 Coastal Prairie–North	1,645	1,520	(125)	(8)		1,196	2,245	63	8,087
20 Coastal Prairie–South	1,001	1,111	110	11		800	1,458	500	8,811
21 Coastal Prairie–Middle	1,034	900	(134)	(13)		775	1,690	247	9,093
22 Texoma	1,772	1,736	(36)	(2)		1,002	2,500	398	12,489
23 Fort Worth Prairie	3,000	2,584	(416)	(14)		2,000	3,605	650	10,705
24 Dallas Prairie	2,000	2,000	0	0		1,400	3,700	384	18,543
25 Blacklands–North	1,300	1,266	(34)	(3)		800	2,000	401	17,233
26 Blacklands–South	2,320	2,626	306	13		1,575	4,801	422	21,000
27 Brazos	1,800	1,775	(25)	(1)		1,100	2,968	333	13,943
28 Houston	3,000	2,662	(338)	(11)		1,609	4,356	471	20,803
29 Northeast	970	851	(119)	(12)		600	1,250	295	5,764
30 Piney Woods–North	1,234	1,157	(67)	(5)		900	1,942	341	8,708
31 Piney Woods–South	1,300	1,382	82	6		913	1,896	625	9,250
32 Lower Rio Grande Valley	2,000	2,662	662	33		1,314	4,417	136	19,873
33 El Paso	NA	NA	NA	NA		NA	NA	NA	NA
State	962	972	10	1	**	651	2,112	44	21,000

Note: Test shows the result of a Mann-Whitney test of the indicated changes:

(\*\*) indicates significance at the 99 percent level;

(\*) indicates significance at the 95 percent level;

all others showed no statistically verifiable trend.

Lower quartile is 25th percentile; Upper quartile is 75th percentile.

State price is weighted average of regional median prices.

Source: Real Estate Center at Texas A&M University

**Table 3. Regional Trends in Texas Rural Land Markets 2001–2002  
Tract Size**

Land Market Area	Median Size (Acres/Sale)		Trend Analysis			Distribution of Tract Size Analysis (acre)			
	2001	2002	Size Change			2002 Size Quartiles		2002 Size Extremes	
			(Acre/Sale)	(Percent)	Test	Lower	Upper	Minimum	Maximum
1 Panhandle–North	640	640	0	0		320	1,280	81	8,370
2 Panhandle–Central	320	320	0	0		181	640	21	5,349
3 South Plains	209	175	(34)	(16)		159	320	19	25,800
4 Permian–West	177	230	53	30	**	160	414	29	13,146
5 Canadian Breaks	320	320	0	0		160	640	40	23,554
6 Rolling Plains–North	320	190	(130)	(41)	**	160	440	14	17,683
7 Rolling Plains–Central	151	181	30	20	*	130	321	20	7,646
8 Trans-Pecos	4,181	2,963	(1,218)	(29)		93	10,148	10	93,749
9 Edwards Plateau–West	183	166	(17)	(9)		102	520	19	43,089
10 Edwards Plateau–South	109	117	8	7		47	449	10	6,308
11 Rio Grande Plains	405	587	182	45		230	1,238	14	22,028
12 North Central Plains	150	165	15	10	**	97	334	10	13,317
13 Crosstimbers	100	125	25	25	**	65	213	13	2,513
14 Hill Country–North	135	171	36	27	**	93	318	15	7,605
15 Hill Country–West	296	181	(115)	(39)		100	562	11	2,678
16 Highland Lakes	56	81	25	45		41	204	12	1,095
17 Hill Country–South	55	72	17	31	*	39	176	10	3,000
18 San Antonio	65	67	2	3		30	143	10	2,286
19 Coastal Prairie–North	55	65	10	18		31	149	10	2,113
20 Coastal Prairie–South	110	123	13	12		63	230	19	3,299
21 Coastal Prairie–Middle	95	108	13	14		44	282	10	1,135
22 Texoma	96	62	1(34)	(35)	*	39	114	20	610
23 Fort Worth Prairie	34	50	16	47		25	100	10	3,568
24 Dallas Prairie	49	51	2	4		26	99	10	653
25 Blacklands–North	76	80	4	5		39	149	10	2,939
26 Blacklands–South	56	46	(10)	(18)		25	118	10	1,676
27 Brazos	49	50	1	2		25	108	10	2,034
28 Houston	39	42	3	8		21	110	10	2,698
29 Northeast	70	79	9	13		46	144	12	1,559
30 Piney Woods–North	53	63	10	19		31	139	10	2,122
31 Piney Woods–South	40	64	24	60	*	39	111	10	1,153
32 Lower Rio Grande Valley	28	40	12	43		20	89	10	1,339
33 El Paso	NA	NA	NA	NA		NA	NA	NA	NA
State	101	107	6	6	*	46	249	10	93,749

Note: Test shows the result of a Mann-Whitney test of the indicated changes:

(\*\*) indicates significance at the 99 percent level;

(\*) indicates significance at the 95 percent level;

all others showed no statistically verifiable trend.

Lower quartile is 25th percentile; Upper quartile is 75th percentile.

Source: Real Estate Center at Texas A&M University



**Table 4. Regional Trends in Texas Rural Land Markets  
Volume of Sales**

Land Market Area	Number of Sales		Trend Analysis	
			Change 2001–2002	
	2001	2002	(Number)	(Percent)
1 Panhandle–North	62	79	17	27
2 Panhandle–Central	197	227	30	15
3 South Plains	160	193	33	21
4 Permian–West	184	294	110	60
5 Canadian Breaks	20	40	20	100
6 Rolling Plains–North	181	169	(12)	(7)
7 Rolling Plains–Central	64	68	4	6
8 Trans-Pecos	16	15	(1)	(6)
9 Edwards Plateau–West	169	229	60	36
10 Edwards Plateau–South	185	181	(4)	(2)
11 Rio Grande Plains	89	109	20	22
12 North Central Plains	255	242	(13)	(5)
13 Crosstimbers	215	291	76	35
14 Hill Country–North	231	230	(1)	0
15 Hill Country–West	30	55	25	83
16 Highland Lakes	50	116	66	132
17 Hill Country–South	90	123	33	37
18 San Antonio	183	321	138	75
19 Coastal Prairie–North	188	315	127	68
20 Coastal Prairie–South	172	182	10	6
21 Coastal Prairie–Middle	126	101	(25)	(20)
22 Texoma	106	162	56	53
23 Fort Worth Prairie	83	114	31	37
24 Dallas Prairie	191	220	29	15
25 Blacklands–North	426	563	137	32
26 Blacklands–South	309	326	17	6
27 Brazos	289	243	(46)	(16)
28 Houston	95	220	125	132
29 Northeast	153	123	(30)	(20)
30 Piney Woods–North	113	152	39	35
31 Piney Woods–South	33	71	38	115
32 Lower Rio Grande Valley	58	108	50	86
33 El Paso	NA	NA	NA	NA
State	4,723	5,882	1159	25

Source: Real Estate Center at Texas A&M University

## Appendix B

### Texas Counties by Land Market Areas

#### Land Market Area 1

Dallam  
Hansford  
Hartley  
Moore  
Ochiltree  
Sherman

#### Land Market Area 2

Armstrong  
Briscoe  
Carson  
Castro  
Deaf Smith  
Gray  
Parmer  
Randall  
Swisher

#### Land Market Area 3

Borden  
Crosby  
Dawson  
Floyd  
Garza  
Hale  
Lubbock  
Lynn

#### Land Market Area 4

Andrews  
Bailey  
Cochran  
Ector  
Gaines  
Hockley  
Howard  
Lamb  
Martin  
Midland  
Terry  
Yoakum

#### Land Market Area 5

Hemphill  
Hutchinson  
Lipscomb  
Oldham  
Potter  
Roberts

#### Land Market Area 6

Childress  
Collingsworth  
Cottle  
Dickens  
Donley  
Hall  
Kent  
King  
Motley  
Stonewall  
Wheeler

#### Land Market Area 7

Fisher  
Jones  
Mitchell  
Nolan  
Runnels  
Scurry  
Taylor

#### Land Market Area 8

Brewster  
Crane  
Culberson  
Hudspeth  
Jeff Davis  
Loving  
Pecos  
Presidio  
Reeves  
Terrell  
Ward  
Winkler

#### Land Market Area 9

Coke  
Concho  
Crockett  
Edwards  
Glasscock  
Irion  
Kinney  
Reagan  
Schleicher  
Sterling  
Sutton  
Tom Green  
Upton  
Val Verde

**Land Market Area 10**

Frio  
Maverick  
Medina  
Uvalde  
Zavala

**Land Market Area 11**

Brooks  
Dimmit  
Duval  
Jim Hogg  
Kenedy  
La Salle  
McMullen  
Starr  
Webb  
Zapata

**Land Market Area 12**

Archer  
Baylor  
Clay  
Foard  
Hardeman  
Haskell  
Jack  
Knox  
Shackelford  
Stephens  
Throckmorton  
Wichita  
Wilbarger  
Young

**Land Market Area 13**

Brown  
Callahan  
Coleman  
Comanche  
Eastland  
Erath

**Land Market Area 14**

Hamilton  
McCulloch  
Mills  
Lampasas  
San Saba

**Land Market Area 15**

Kimble  
Menard  
Real

**Land Market Area 16**

Burnet  
Gillespie  
Llano  
Mason

**Land Market Area 17**

Bandera  
Blanco  
Kendall  
Kerr

**Land Market Area 18**

Atascosa  
Bexar  
Comal  
Guadalupe  
Karnes  
Wilson

**Land Market Area 19**

Colorado  
DeWitt  
Fayette  
Gonzales  
Lavaca

**Land Market Area 20**

Aransas  
Bee  
Goliad  
Jim Wells  
Kleberg  
Live Oak  
Nueces  
Refugio  
San Patricio

**Land Market Area 21**

Calhoun  
Jackson  
Matagorda  
Victoria  
Wharton

**Land Market Area 22**

Cooke  
Fannin  
Grayson  
Montague

**Land Market Area 23**

Hood  
Johnson  
Palo Pinto  
Parker  
Somervell  
Tarrant  
Wise

**Land Market Area 24**

Collin  
Dallas  
Denton  
Ellis  
Hunt  
Kaufman  
Rains  
Rockwall  
Van Zandt

**Land Market Area 25**

Bell  
Bosque  
Coryell  
Falls  
Freestone  
Hill  
Limestone  
McLennan  
Navarro

**Land Market Area 26**

Bastrop  
Caldwell  
Hays  
Lee  
Milam  
Travis  
Williamson

**Land Market Area 27**

Brazos  
Burlson  
Grimes  
Leon  
Madison  
Robertson  
Washington

**Land Market Area 28**

Austin  
Brazoria  
Chambers  
Fort Bend  
Galveston  
Hardin  
Harris  
Jefferson  
Liberty  
Montgomery  
Orange  
San Jacinto  
Walker  
Waller

**Land Market Area 29**

Bowie  
Camp  
Cass  
Delta  
Franklin  
Hopkins  
Lamar  
Marion  
Morris  
Red River  
Titus  
Upshur  
Wood

**Land Market Area 30**

Anderson  
Cherokee  
Gregg  
Harrison  
Henderson  
Houston  
Nacogdoches  
Panola  
Rusk  
Shelby  
Smith

**Land Market Area 31**

Angelina  
Jasper  
Newton  
Polk  
Sabine  
San Augustine  
Trinity  
Tyler

**Land Market Area 32**

Cameron  
Hidalgo  
Willacy

**Land Market Area 33**

El Paso