

# Texas Real Estate Research Center

*ANNUAL REPORT 2021-2022*



TEXAS A&M UNIVERSITY

Texas Real Estate Research Center

# Solving Problems Through Partnerships

We have all been through a lot: the Great Recession and a global pandemic that touched every aspect of our lives, changing them forever. The challenges continue with a world deeply divided along ideological lines. As we teeter on the edge of another potential economic meltdown, we are faced with two views of how to address the problems before us. One holds to traditional views of free markets, self-sufficiency, and personal responsibility. The other tilts toward a centralized, collectivist model where a relatively small group of elites are empowered to govern and dictate choices and solutions to problems for us.

I am reminded of a plaque I was given that reads “problems are the reason I have a job.” Like most of you, I am employed to be a problem-solver. There is great honor and satisfaction in attacking a problem and solving it – a better choice than avoidance or procrastination, which usually lead to a much bigger, more intractable problem. And no one understands a problem better than those closest to it.

The Texas Real Estate Research Center was created to bring you data, analysis, and contexts to help you solve problems. Delivering the best information we can garner is our almost sacred role. We shine our headlights far into the unknowns trying to uncover new data sources and approaches to offer ever better information to help you. Real estate, especially in development and other activities that improve existing property, is complex. It requires the input of many distinct disciplines. As a result, we partner with outside subject matter experts and draw upon their expertise to add depth to our in-house research. This is just one example of how we go beyond the normal realm to add value for you, our stakeholders. I hope you dig deeply into the resources we provide, and give us feedback on how our work has helped you.

  
**Gary Maler**  
Executive Director



Solving problems can be draining. As I glance over to the corner where my beautiful acoustic guitar stands, I hasten to add to the call to not only address problems head-on, but to renew and feed your soul. Refilling our inner reservoir is critical to avoiding burnout. Playing on that guitar or listening to Rick Wakeman’s piano arrangement of a song like George Harrison’s “While my Guitar Softly Weeps” lifts my spirits. The vibrations of the tone woods on my guitar gently massage my heart.

To you, our stakeholders, I bid good problem-solving and restoration in fulfilling activities that keep you in the game of life.

# Department of Academic and Strategic Collaborations

On April 1, 2022, TRERC became part of the Division of Academic and Strategic Collaborations. Led by Dr. Susan Ballabina, chief external affairs officer and senior vice president for academic and strategic collaborations for Texas A&M University, the division supports the university’s land-grant mission to teach, conduct research, and provide services to communities in Texas and beyond.

Fred McClure, associate vice president, is on the division’s leadership team. Among his many accomplishments, Fred served as chairman of the Center’s Advisory Committee in 1980. (Additional fun fact: He was a student worker at the Center while attending Texas A&M in the ‘70s.)

## IABC Awards

In FY 2021-22, the Texas Real Estate Research Center added to its legacy of quality communications. The Center’s annual report earned a Bronze Quill Award of Excellence from the Houston Chapter of the International Association of Business Communicators (IABC) and an Award of Merit from IABC’s

Southern Region, which includes U.S. states, the Caribbean, and Latin America.

Since 1978, TRERC communications have been recognized with more than 200 awards, including six IABC Gold Quill Awards of Excellence at the international level.



# Publications

## COMMERCIAL

**“Brave New Virtual World”** (Harold D. Hunt, Bucky Banks, and Steve Ramseur) 2352

With work environments rapidly changing, virtual office properties could open a new market for real estate professionals. Virtual reality could make it easier and faster to sell office properties, often before buyers ever step foot in them.

**“Flight to Quality: Retaining Talent in the Great Resignation”** (Harold D. Hunt) 2338

The past 18 months show a flight to quality in office space leases. A corresponding trend suggests higher retention of high-value talent in companies with a strong culture. Understanding and acting on this correlation could transform the Great Resignation into the Great Return for office building owners willing to invest.

**2021 Mid-Year Texas Commercial and Economic Outlook** (Research Staff) 2323

Texas Real Estate Research Center’s experts make their office, retail, and industrial market projections for the remainder of 2021.

#4  
DOWNLOAD

**Texas Quarterly Commercial Report** (Authors vary) 2211

The *Texas Quarterly Commercial Report* is a summary of important economic indicators that help discern commercial real estate trends in four major Texas metropolitan areas (Austin, Dallas-Fort Worth, Houston, and San Antonio).



## CONSTRUCTION

**“Sticker Shock: Materials Escalation Clauses in Builder Contracts”** (Rusty Adams) 2342

Materials escalation clauses in building contracts allow for price adjustments or cancellations in the event of extreme increases in material prices. While they are rarely invoked, they are not new and they serve a purpose in the market. These clauses appear to be enforceable, and parties should read and understand them before signing.

## DEMOGRAPHY

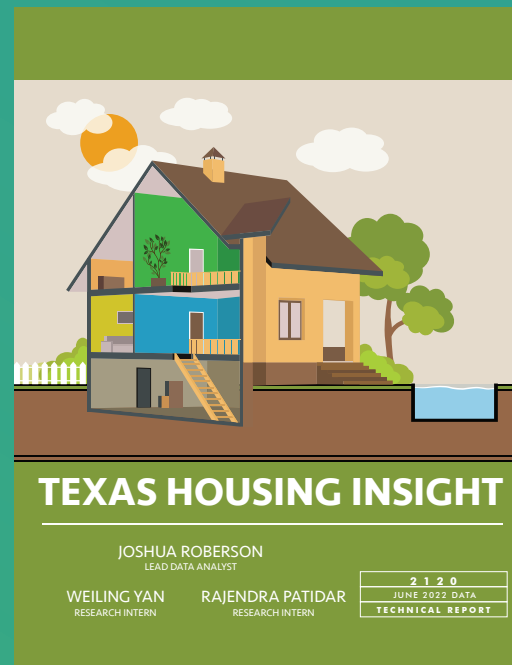
**“Take Me to Texas: Post-Pandemic Population Boom”** (Joshua Roberson) 2340

The number of people moving to Texas from out of state has risen since the beginning of the pandemic. Most have come from California, and many are settling in North Texas.

#8  
DOWNLOAD

**Where Did New Texans Come from During the Pandemic?** (Luis B. Torres and Wesley Miller) 2324

The movement of Californians to Texas is not new. In 19 of the last 20 years, California ranked as the top move-to-Texas state. The only exception was Louisiana in 2005 as the result of Hurricane Katrina.



## DEVELOPMENT

**Initial Report on a Survey of Residential Land and Housing Development Fees in Texas: Select Municipalities in the Austin Metro and Across Texas** (Adam Perdue) 2348

Housing affordability is of growing concern across Texas and beyond. Many things have the potential to drive up housing costs, including increasing materials costs, increasing labor costs, more stringent building standards, increasingly binding zoning constraints, and more. The increasing number of fees by local municipalities is commonly cited as one driver burdening residential land and housing development. However, the data on fees are dispersed and piecemeal, making this complaint difficult to verify.

**“Don’t Piddle Around with PID Notices”** (Kerri Lewis) 2326

Local Government Code allows for Public Improvement Districts, or PIDs, which are created to provide improvements such as new sidewalks, roads, lighting, and landscaping. Recent changes to the code have added PID disclosure notice requirements to buyers and increased penalties for sellers who fail to deliver the notice.

**Impact Fees and the Costs of New Development** (Adam Perdue) 2321

Local politicians and existing voters sometimes balk at the need for new tax revenue required to pay for new development. Impact fees offer one potential solution.

## ENVIRONMENT

**“Down to Earth: Carbon Credits for Landowners”** (Charles E. Gilliland and Emma Garza) 2357

Carbon sequestration could offer income for landowners willing to follow required management practices. However, the market is in its infancy, so contract terms vary. Owners should consult legal experts before executing contracts.

## INVESTMENT

**“Passive Aggressive Planning: Passive Activity Rules for Investors”** (William D. Elliott) 2358

Passive activity rules are ever-present and complicated, and they play a major role in real estate professionals’ investment decisions.

**“Trading Spaces: Common Mistakes in a Like-Kind Exchange”** (William D. Elliott) 2353

The like-kind exchange is one of the most tax-favored transactions, but many technical requirements must be met for the exchange to work. Sellers are confronted with an array of risks that can lead to a failed exchange transaction, but they achieve the favorable tax benefits of a like-kind exchange if they have good advisors and follow the rules.

## LAND MARKETS

**“Come and Take It? Not So Fast: Eminent Domain Revised”** (Kerri Lewis) 2350

Recently passed laws will change the state’s eminent domain process, improving transparency of the process and the initial offer made by the entity seeking to use private property.

**“From a Distance: How Proximity to and Direction from Downtown Affect Urban Land Prices”** (Adam Perdue) 2343

A recent Austin study shows how city land prices change with distance from downtown, in direction from downtown, and over time.

**Dynamics of Texas’ Rural Land Market** (Charles E. Gilliland, Ali Anari, and Erin Kiella) 2335

A multivariate model of Texas rural land markets shows the state’s total personal income, the Federal Reserve funds rate, and oil prices drive land market developments.

**“Lay of the Land: Texas Land Market Observations”** (Charles E. Gilliland) 2330

The dynamics that drove activity in each of Texas’ seven land market regions in second quarter 2021 were as varied as the regions themselves.

**Texas Land Market Latest Developments (4Q2021)** (Charles E. Gilliland and Tian Su) 2268

An analysis of Texas land markets. The reported sales consist of a sample of verified transactions. Provides a general guide to land market trends.

## LEGAL ISSUES

**2021-22 Texas Statutes Summarized and Explained** (Rusty Adams) 2356

The 87<sup>th</sup> Texas Legislature made 2021 an eventful year. Here are the statutes likely to affect the real estate world.

**“Liquidated Damages Clauses: How Do they Work?”** (Rusty Adams) 2351

Liquidated damages clauses are common in Texas real estate contracts, and they are generally enforceable. However, courts will not uphold the enforcement of a penalty.

**“Little Law, Big Deal: Updates to the Quitclaim Bill”** (Rusty Adams) 2316

In Texas, a quitclaim in the chain of title often creates problems that don’t go away. A new Texas statute promises to alleviate these issues, but it doesn’t eliminate them.

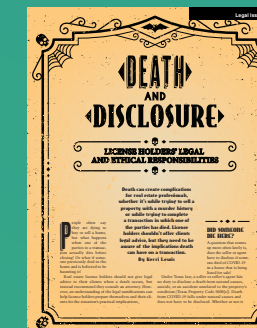
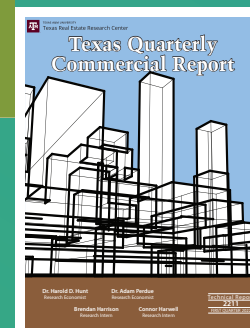
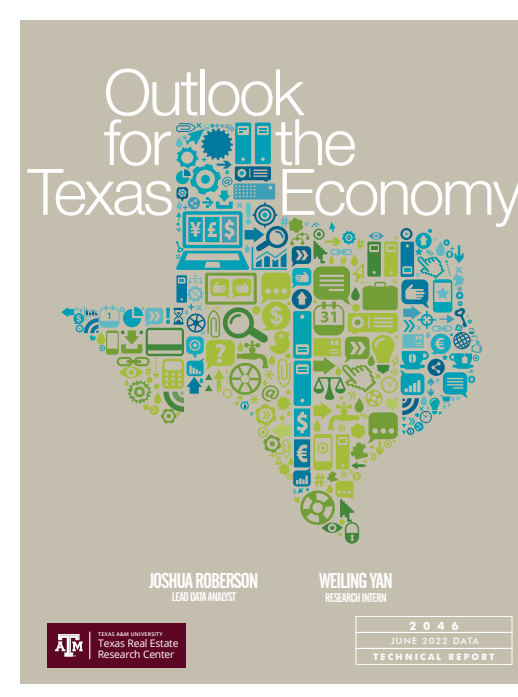
**“Seller Beware: Understanding the General Warranty Deed”** (Rusty Adams) 2146

The general warranty deed is the most commonly used deed in Texas. It’s important for a seller to be aware of the potential liabilities created when real property is conveyed by general warranty deed.

## RESIDENTIAL

**“School Daze: Student Loan Debt Challenges Younger Homebuyers”** (Clare Losey) 2354

Student loan debt could affect a household’s ability to acquire home financing. It could reduce the household’s ability to save, extending how long it takes to save up for a home.



**Neighborhood Watch: New Rules for Texas POAs in 2022** (Rusty Adams) 2349

Property owners, property owners’ association board members, management companies, and real estate license holders should all become familiar with the changes in the law under SB 1588. It is a lengthy bill, touching on many subjects.

**Dallas-Fort Worth-Arlington Housing Affordability Outlook** (Clare Losey, Harold D. Hunt, and Reece Neathery) 2347

A one-stop resource for information on housing affordability for potential homebuyers in Dallas-Fort Worth-Arlington MSA. It summarizes significant state housing activity and trends as they relate to affordability.

**Austin-Round Rock-Georgetown Housing Affordability Outlook** (Clare Losey, Harold D. Hunt, and Reece Neathery) 2346  
A one-stop resource for information on housing affordability for potential homebuyers in Austin-Round Rock-Georgetown MSA. It summarizes significant state housing activity and trends as they relate to affordability.

**San Antonio-New Braunfels Housing Affordability Outlook** (Clare Losey, Harold D. Hunt, and Reece Neathery) 2345  
A one-stop resource for information on housing affordability for potential homebuyers in San Antonio-New Braunfels MSA. It summarizes significant state housing activity and trends as they relate to affordability.

**Houston Housing Affordability Outlook** (Clare Losey, Harold D. Hunt, and Reece Neathery) 2344  
A one-stop resource for information on housing affordability for potential homebuyers in Houston MSA. It summarizes significant state housing activity and trends as they relate to affordability.

**Texas Housing Affordability Outlook** (Clare Losey, Harold D. Hunt, and Reece Neathery) 2336  
A one-stop resource for information on housing affordability for potential homebuyers in Texas. It summarizes significant state housing activity and trends as they relate to affordability.

**“How Higher Interest Rates Affect Homebuying”** (Clare Losey) 2339  
Mortgage interest rates are expected to rise in 2022, making it harder for households—especially first-time homebuyers and low-income households—to purchase a home.

**“POA Power Shift: Legislature Gives Property Owners More Rights”** (Kerri Lewis) 2337  
Property owners, association board members, management companies, and real estate license holders should all become familiar with the changes in the law under SB 1588. It is a lengthy bill, touching on many subjects.

**Dynamics of Texas’ Rural Land Market** (Charles E. Gilliland, Ali Anari, and Erin Kiella) 2335  
A multivariate model of Texas rural land markets shows the state’s total personal income, the Federal Reserve funds rate, and oil prices drive land market developments.

**“Staying Put: Housing Tenure’s Market Influence”** (Joshua Roberson) 2332  
Housing tenure has been a big concern since the Great Recession. Many believe it can lead to chronic bottlenecks in housing churn, particularly in the entry-workforce housing market, ultimately causing a drag in supply. COVID has demonstrated that major changes in housing tenure can be caused by sudden demand shocks.

**“High Anxiety: How Rising Inflation Impacts Housing Affordability”** (Clare Losey) 2331  
Inflation diminishes purchase affordability by widening the gap between home price and income and increasing the costs of borrowing. It diminishes repayment affordability by eroding residual income and hiking the homeowner’s property tax burden. In both instances, the effects will prove most detrimental to low-income and elderly households.

**Is the Pandemic Housing Frenzy Over?** (Luis B. Torres) 2328  
Housing market indicators are signaling the Texas housing frenzy is over. This research report explains why.

**“Home . . . A Loan: Reverse Mortgages”** (Rusty Adams) 2327  
Reverse mortgages are a financial tool that can benefit homeowners in certain situations. However, they carry many stipulations. Before taking out a reverse mortgage, homeowners should fully understand how they work and have a lawyer review the contract.

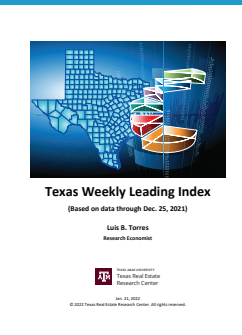
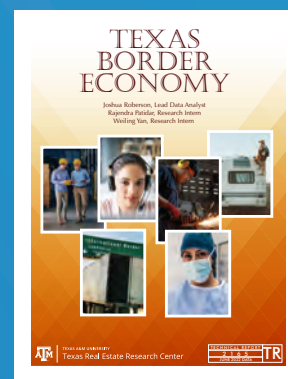
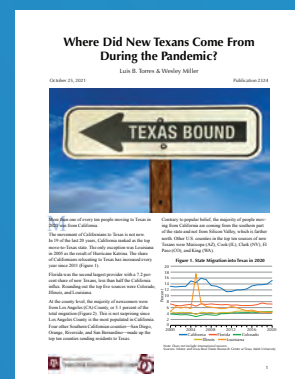
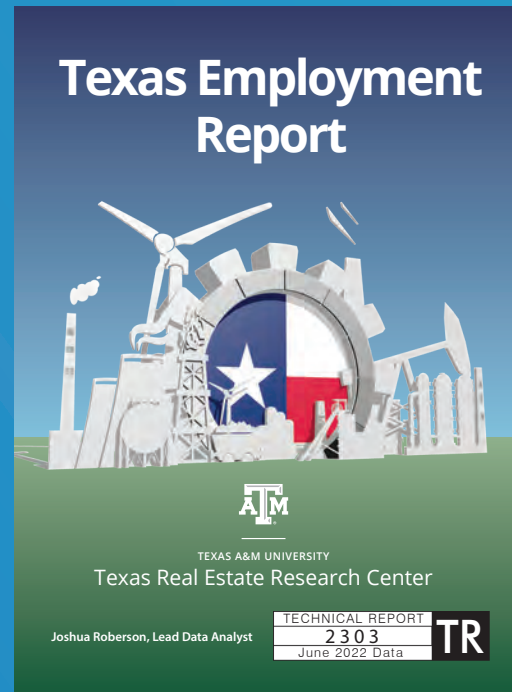
**“Solar Shines on Apartment Retrofits”** (Harold D. Hunt) 2325  
Old apartments can still contribute to environmental sustainability. Owners just have to leave their comfort zone and embrace new technology.

**2021 Mid-Year Texas Apartment and Economic Outlook** (Research Staff) 2322  
Texas Real Estate Research Center’s experts make their apartment market projections for the remainder of 2021.

**“Return to Normalcy? Texas Housing Mid-Year Update”** (Joshua Roberson) 2320  
The Texas housing market is still feeling the effects of the COVID-19 pandemic, but indicators such as an increase in listings of existing homes suggest a return to normalcy.

**“Payback Predicament: COVID, Mortgage Forbearance, and Repayment Affordability”** (Clare Losey) 2318  
Homeowners who qualified for temporary relief from mortgage payments in the wake of the COVID-19 recession will eventually have to repay any missed or reduced payments. Their ability to do so is largely a function of their age and length of time working.

**#6 DOWNLOAD** **Texas Quarterly Apartment Report** (Authors vary) 2242  
A summary of important economic indicators that help discern apartment real estate trends in the four major Texas metropolitan areas.



**#3 DOWNLOAD**

**“Death & Disclosure: License Holders’ Legal and Ethical Responsibilities”** (Kerri Lewis) 2282

The challenges of a real estate transaction where a death is involved are enough to send any licensee to an early grave. This article can help avoid that.

**#5 DOWNLOAD**

**“Imperfect Storm”** (Luis B. Torres and Wesley Miller) 2195

Hurricane Harvey disproportionately affected northeast Houston where income levels are among the city’s lowest. The immediate impact temporarily shocked housing sales and left supply-and-demand measures relatively unchanged.

**#1 DOWNLOAD**

**Texas Housing Insight** (Authors vary) 2120

This monthly report delves into the ins and outs of the Texas housing market.

**TAXES**

**“Legislation Limbo: Tax Bill’s Uncertain Future”** (William D. Elliott) 2341

President Biden’s Build Back Better Act has proven controversial, and whether it (or a smaller version of the tax bill) will pass remains uncertain.

**“Capital Gain vs. Ordinary Income: How Property Sales are Taxed”** (William D. Elliott) 2329

Taxing the sale of a large piece of property as capital gains rather than as ordinary income generally works to the seller’s advantage, but the tax laws are complicated. Three landmark decisions continue to guide courts’ rulings on such cases in southern states, including Texas.

**“Lesser Known Real Estate Leasing Tax Tips”** (William D. Elliott) 2319

When planning real estate leasing activities, decide whether the activity is an investment or business, plan for all taxes, carefully choose the form of the entity, maintain a corporate record book, and plan for whether the activity is passive or nonpassive.

**“Annex Marks the Spot: Houston’s Suburban Gold”** (Bill Gilmer and Adriana Fernandez) 2317

For the past 20 years, the City of Houston has reaped hundreds of millions of dollars in sales tax revenue through a legal but controversial vehicle called the limited purpose annexation.

**TEXAS ECONOMY**

**“Go With the Flow: How Commuting Trends Affect Austin-Area Growth”** (Adam Perdue) 2355

Commuting patterns between counties tell much about an area’s economic growth, including which towns will see the most growth, and in which direction that growth will occur.

**#2 DOWNLOAD**

**Outlook for the Texas Economy** (Authors vary) 2046

A report with numerous charts depicting important Texas economic indicators. Each month a graph is highlighted with an explanation of its purpose and the kinds of data used to compile it.

**#7 DOWNLOAD**

**Texas Border Economy** (Authors vary) 2165

The economy along the Texas border differs from that in the rest of the state. Trade closely links the cities on both sides of the Rio Grande. This report discusses four major Texas metropolitan areas and their economic ties to Mexico.

**#10 DOWNLOAD**

**Texas Weekly Leading Index** (Luis B. Torres) 2273

The Texas Real Estate Research Center’s new economic indicator can help forecast changes in the Texas economy. Come here for weekly updates.

**#9 DOWNLOAD**

**Texas Employment Report** (Joshua Roberson) 2303

How does Texas’ employment rate compare with the national one? This monthly report tells you. In addition, it includes rankings of Texas MSAs and various industries.

**WATER**

**“Out of Thin Air: Pros and Cons in the Search for Water”** (Harold D. Hunt) 2315

While Texas’ rural areas could appeal to many urban residents looking to move, the shortage of potable water in those regions presents a problem. Several methods of obtaining water might offer solutions.



Fall 2021

204,028  
MAGAZINES SENT

9  
ARTICLES



📍 Hotel Emma at Pearl, San Antonio - JP Beato III

Spring 2022

208,625  
MAGAZINES SENT

9  
ARTICLES



📍 Blue Petunias, The Gardens at Texas A&M University - JP Beato III

Winter 2022

205,665  
MAGAZINES SENT

8  
ARTICLES



📍 The Gardens, Texas A&M University - JP Beato III

Summer 2022

212,932  
MAGAZINES SENT

8  
ARTICLES



📍 The Blue Lagoon, Huntsville - JP Beato III

# Social Media

According to the National Association of Realtors, 57 percent of Realtors nationwide used social media apps daily in 2021 to expand their presence, build relationships with clients, and promote their listings. Facebook is the most popular social media app for real estate professionals, followed by Instagram, LinkedIn, and YouTube.

The Texas Real Estate Research Center strives to give you the best data you need when and where you need it. An effective way to present the most relevant information to you is through social media.

Our social media friends seem to agree. Check out some of their feedback:

**“Great recap of our major metros in Texas.”**  
Laurie G., LinkedIn

**“Interesting information from the Texas Real Estate Research Center from Texas A&M.”**  
Melissa W., LinkedIn

**“You don't really appreciate the Texas Real Estate Research Center until you get into other states that do not have one.”**  
Peggy P., Facebook

**“These are neat products you guys put together.”**  
Roy B., Facebook

**“Thanks, TAMU Texas Real Estate Research Center for the (always awesome) Texas Quarterly Commercial Report. Lots of great data and insight regarding the Texas market.”**  
Hillary L., Facebook

**“Good information from Texas Real Estate Research Center.”**  
Tim H., Facebook

**“I loved the last TG! My favorite article this past month was on inflation and the cost of housing. Well written and very much a concern.”**  
Abby S., Instagram

**“Keep up the exceptional work educating.”**  
Gerald C., Instagram

**“Well done, TAMU.”**  
Kenneth S., YouTube



@recentertx  
11,164 followers  
71,950 post views



@recenterx  
20,974 followers  
73,801 post views



@recentertx  
2,380 followers  
30,531 post views



Texas Real Estate Research Center  
4,912 followers  
90,861 post views



@recentertx  
1,590 followers  
9,800 video views

# Historical Collaborations and Alliances

## HISTORICAL COLLABORATORS AND ALLIANCES



## CURRENT COLLABORATORS AND ALLIANCES



## RESEARCH FELLOWS



# Outlook for Texas Land Markets

**DATE**  
April 28-29, 2022

**LOCATION**  
San Antonio



A record 547 attended the in-person 31<sup>st</sup> Annual Outlook for Texas Land Markets conference in San Antonio. The annual event provides information on a variety of legal, economic, social, and natural

resources issues influencing current land market dynamics. The 2023 conference is scheduled for April 13-14.

# Emerging Trends in Real Estate Markets Post-COVID

**DATE**  
February 24-25, 2022

**LOCATION**  
Virtual

**Emerging Trends in Real Estate Markets Post-COVID**

The Texas Real Estate Research Center and Federal Reserve Bank of Dallas recently co-sponsored an online conference covering COVID's impact on the state's residential and commercial markets and the economy in general. Here are some of the key takeaways from the two-day event.

**OFFICE**  
"I think remote work is here to stay."  
Mark Zandi, chief economist, Moody's Analytics  
"Flight to quality" is the dominant trend in Texas' office markets.  
Sam Tenenbaum, director of analytics, CoStar  
One of the key drivers of corporate real estate transformation is the focus on talent and workplace experience.  
With "hybrid" workplace transformation, the office of the future will be a social hub—a place for communication, connection, collaboration, and creativity.  
Peter Miscovich, executive managing director of strategy & innovation, JLL

**INDUSTRIAL**  
Three things are driving Texas' industrial markets: manufacturing, e-commerce, and industrial leasing.  
Sam Tenenbaum, director of analytics, CoStar

**RETAIL**  
Retail bounce-back is happening across Texas thanks to strong economic and population growth.  
Sam Tenenbaum, director of analytics, CoStar

**SINGLE-FAMILY HOUSING**  
90 percent of builders in Texas are slowing their sales. "We're not letting the free market be the free market right now because we can't."  
Move-up buyers, millennial buyers, and relocation buyers are driving Texas' housing market strength.  
"We are calling for 5 percent growth in single-family home starts in 2022."  
"The days of low interest rates offsetting home price appreciation are behind us."  
Ali Volk, chief economist, Zonda  
"If you're an aspiring homebuyer, now is a good time to buy."  
"San Antonio is the next 'it' area for 'hidden gems' markets."  
Scholastica (Gay) Cororaton, senior economist, National Association of Realtors  
"Out-of-state buyers typically purchase higher priced homes, but this premium all but disappears in terms of price per square foot."  
Wesley Miller, senior research associate, Texas Real Estate Research Center

**MULTIFAMILY HOUSING**  
DFW, Austin, and Houston are top areas for apartment construction as of 4Q2021 (in metros with populations greater than 250k).  
Scholastica (Gay) Cororaton, senior economist, National Association of Realtors

**MIGRATION TO TEXAS**  
"The COVID-19 pandemic led to a migration wave toward lower-density and lower-cost cities and suburban neighborhoods."  
Most migrants to Texas came from California, New York, Illinois, Louisiana, and New Jersey.  
Yichen Su, senior research economist, Dallas Federal Reserve  
Interstate moves to Texas had a median age of 29 and a median income of \$84,950, compared with 41 and \$78,000 for the typical Texan.  
Wesley Miller, senior research associate, Texas Real Estate Research Center

The Texas Real Estate Research Center and the Federal Reserve Bank of Dallas held an "Emerging Trends in Real Estate Markets Post COVID"

conference Feb. 24-25, 2022. Industry experts at the virtual conference learned about the latest trends in residential and commercial real estate.

# Presentations

AUSTIN	DALLAS	HARLINGEN	MARBLE FALLS	SAN MARCOS
BEAUMONT	DECATUR	HORSESHOE BAY	NACOGDOCHES	SEABROOK
BRENHAM	FORT WORTH	HOUSTON	PLANO	SUGAR LAND
BRYAN	FREDERICKSBURG	HUNTSVILLE	ROCKDALE	THE WOODLANDS
COLLEGE STATION	FRISCO	KERRVILLE	ROUND ROCK	ZOOM
	GRAPEVINE		SAN ANTONIO	

# Advisory Committee



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**Troy C. Alley, Jr.**  
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The Woodlands  
Real Estate Brokerage



**Patrick Geddes**  
Dallas  
Public Member



**Besa Martin**  
Boerne  
Public Member



**Walter F. "Ted" Nelson**  
Houston  
Real Estate Improvements



**Rebecca "Becky" Vajdak**  
Temple  
Public Member



**Barbara Russell**  
Denton  
Ex-Officio Member

# Meet the Team

## SENIOR STAFF

Gary Maler, Executive Director  
Pamela Canon, Associate Director  
David Jones, Communications Director

## RESEARCH

E.V. 'Rusty' Adams III, Research Attorney  
Dr. James Gaines, Research Economist  
Dr. Charles Gilliland, Research Economist  
Dr. Harold Hunt, Research Economist  
Dr. Clare Losey, Assistant Research Economist  
Wesley Miller, Senior Research Associate  
Dr. Adam Perdue, Research Economist

## DATA

Mark Baumann, Associate Research Social Scientist  
Gerald Klassen, Research Data Scientist  
Alfonso Martinez, Database Administrator  
Joshua Roberson, Lead Data Analyst

## ADMINISTRATION

Brittany Morales, Business Coordinator  
Cheryl Pruitt, Program Coordinator  
Sarah Vick, Senior Administrative Coordinator

## COMMUNICATIONS

Kammy Baumann, Associate Editor  
Robert Beals II, Creative Manager  
JP Beato III, Multimedia Production Manager  
Alden DeMoss, Graphic Designer III  
Bryan Pope, Managing Editor  
Hayley Rieder Wiley, Communications Coordinator

# Welcome to the Center

**Dr. Lynn Krebs**  
Research Economist  
Rural land, property taxes



**10,153**  
ATTENDEES

**72**  
PRESENTATIONS

