



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

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**2022 Edition**

# TEXAS SMALL LAND SALES REPORT | 2022 EDITION

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## ABOUT THE TEXAS SMALL LAND SALES REPORT

The 2022 edition of the [Texas Small Land Sales Report](#) analyzes small land sales data and trends across seven regions of Texas utilizing survey data aggregated by the Texas Real Estate Research Center at Texas A&M University. Small land sales are defined as tracts with total acreage in the first through 20<sup>th</sup> percentile of size of all land sales. This generally includes sales of 200 acres or less, except in Far West Texas, where land parcels up to 8,000 acres qualify as a small land sale. Texas REALTORS® distributes insights about the Texas real estate market each month, including quarterly market statistics, trends among homebuyers and sellers, luxury home sales, international trends, and more.

## ABOUT TEXAS REALTORS®

With more than 150,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We are the advocates for REALTORS® and private property rights in Texas. Visit [texasrealestate.com](https://texasrealestate.com) to learn more.

### MEDIA CONTACT

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## EXECUTIVE SUMMARY

The demand for small tracts of land in Texas remained strong in 2021, pushing the median price per acre to another record high.

The median price per acre grew 16.4% year-over-year to \$7,530 an acre. The total number of small land sales across Texas declined 7.8%, with 9,662 tracts sold.

The number of sales of small tracts of land increased in the Panhandle and South Plains, Far West Texas and West Texas regions. Six of the seven regions recorded an increase in median price per acre. The Panhandle and South Plains region was the only area that experienced a decrease.

The report also revealed that the median tract size for small land sales in Texas increased 6.7% to 32 acres. The Austin-Waco-Hill Country region had the largest amount of small land sales at 36% of the total sales, followed by the North Texas region with 24.4%.

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# TEXAS LAND REGIONS

## REGION LIST

Region 1: Panhandle & South Plains

Region 2: Far West Texas

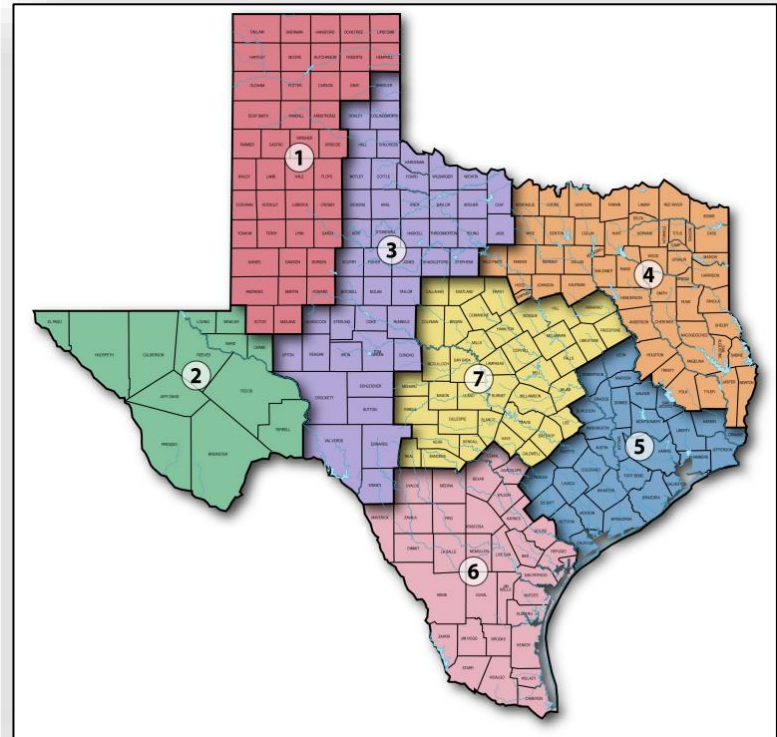
Region 3: West Texas

Region 4: Northeast Texas

Region 5: Gulf Coast - Brazos Bottom

Region 6: South Texas

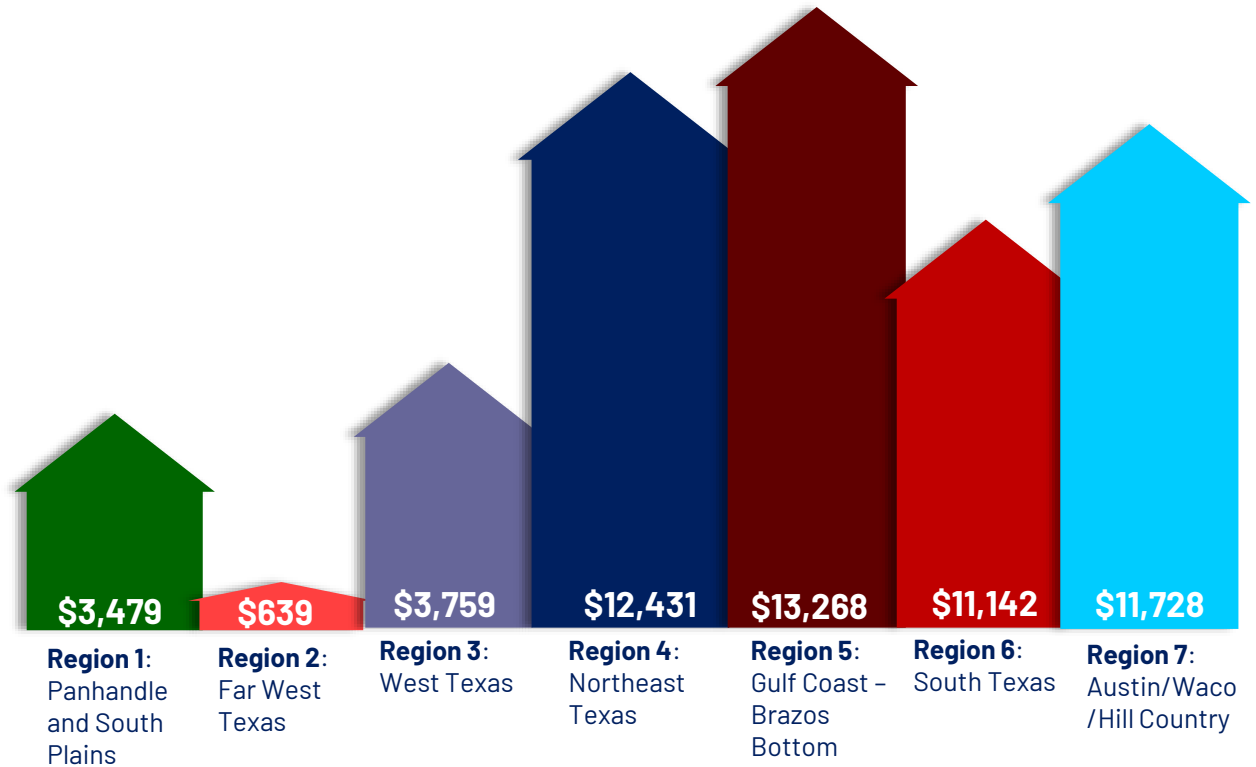
Region 7: Austin - Waco - Hill Country



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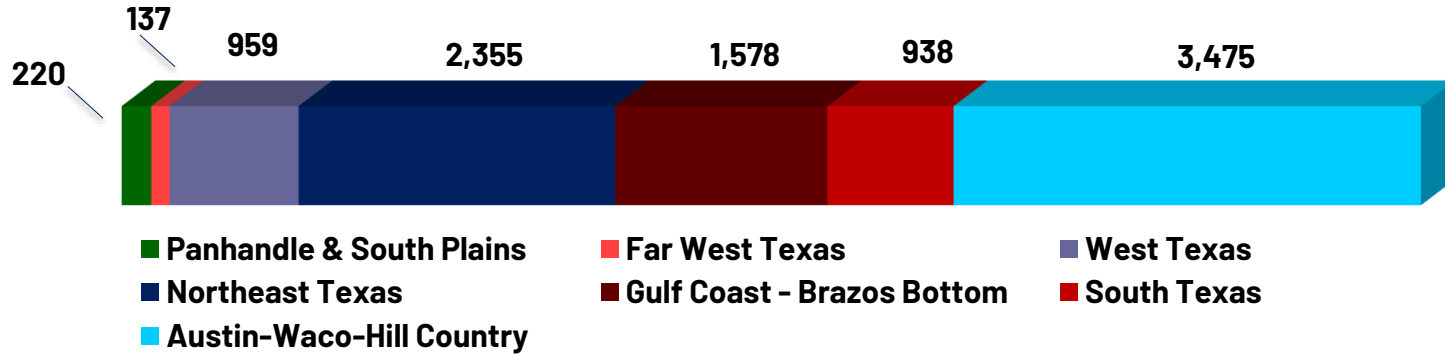


## Median Price Per Acre for Small Land Purchases in 2021 by Region

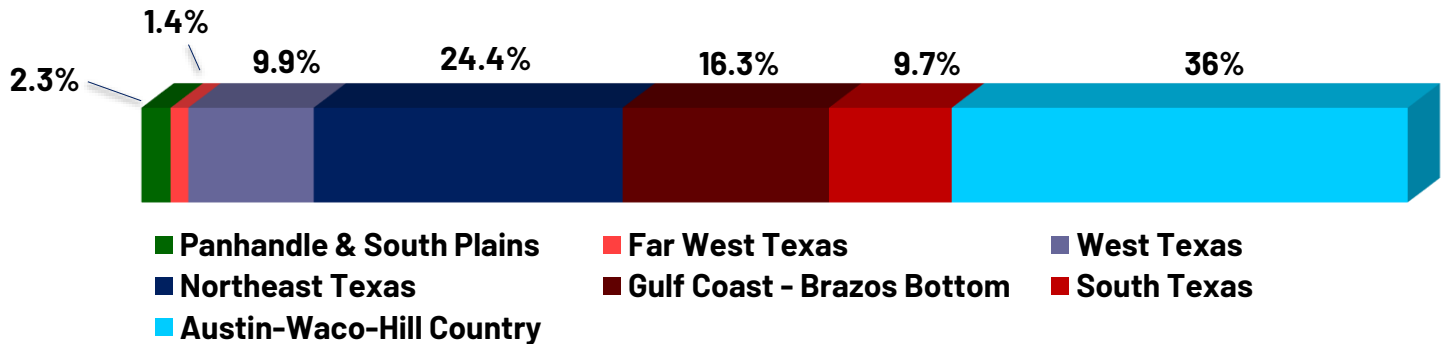


## STATEWIDE OVERVIEW

### Total Small Land Sales by Region: 2021



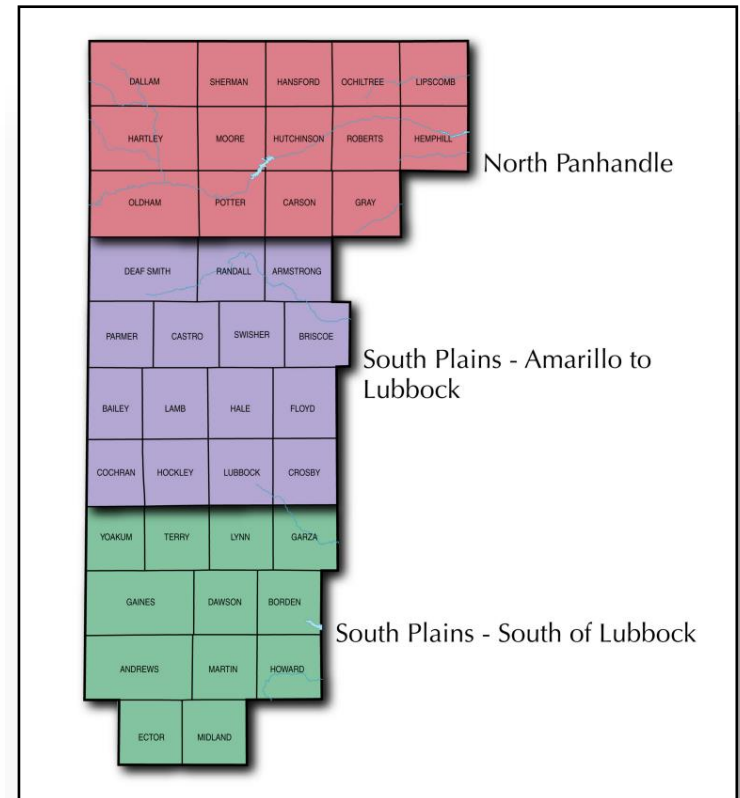
### Percentage of Total Sales by Region: 2021



# REGION ONE: PANHANDLE & SOUTH PLAINS

## CHARACTERISTICS

- Encompasses the northernmost regions in the state as well as the Amarillo, Lubbock, Odessa and Midland areas.
- Small land sales in this region consist of land parcels of 159 acres or less.
- Includes the following Texas counties: Andrews, Armstrong, Bailey, Borden, Briscoe, Carson, Castro, Cochran, Crosby, Dallam, Dawson, Deaf Smith, Ector, Floyd, Gaines, Garza, Gray, Hale, Hansford, Hartley, Hemphill, Hockley, Howard, Hutchinson, Lamb, Lipscomb, Lubbock, Lynn, Martin, Midland, Moore, Ochiltree, Oldham, Parmer, Potter, Randall, Roberts, Sherman, Swisher, Terry, and Yoakum.



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## Region One: Panhandle and South Plains

### Total Acres Sold



**3,024**  
in 2020

**3,717**  
in 2021

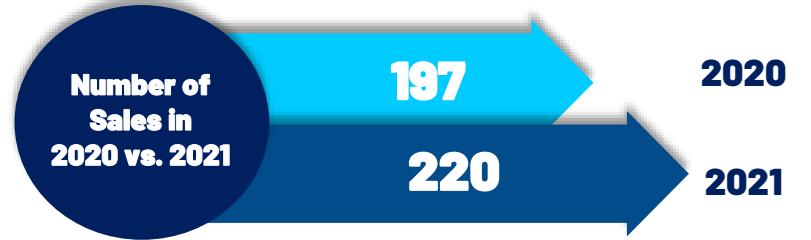
### Total Sales Dollar Volume



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

**\$12,932,526**  
in 2021

### Small Land Sales Volume



### Median Tract Size



**46 Acres** | **59 Acres**  
in 2020 | in 2021



**28% Increase** from  
2020 to 2021

### Median Price Per Acre



**\$3,913** | **\$3,479**  
in 2020 | in 2021



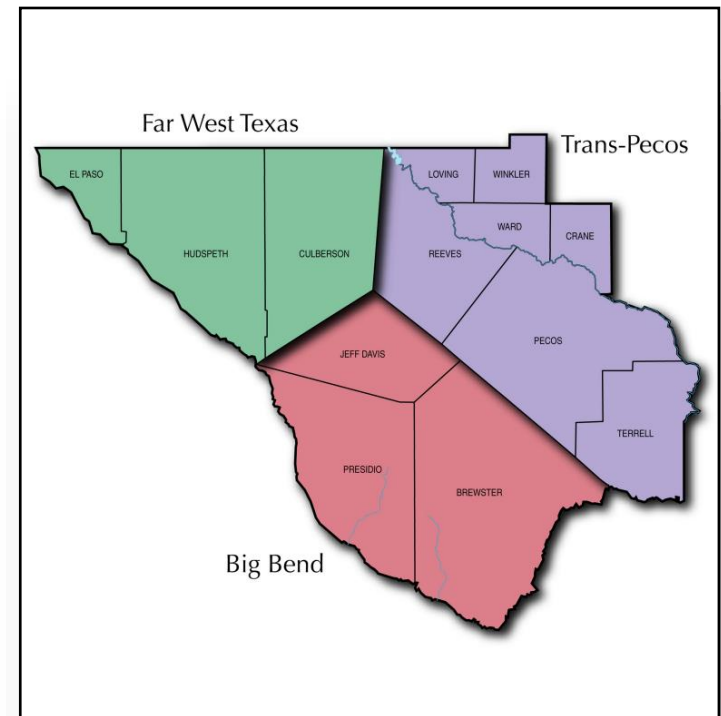
**11% Decrease**  
from 2020 to 2021



# REGION TWO: FAR WEST TEXAS

## CHARACTERISTICS

- Encompasses the westernmost regions in the state as well as the El Paso area.
- Small land sales in this region consists of land parcels of up to 8,000 acres.
- Includes the following Texas counties:  
Brewster, Crane, Culberson, El Paso, Hudspeth, Jeff Davis, Loving, Pecos, Presidio, Reeves, Terrell, Ward and Winkler.



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## Region Two: Far West Texas

### Total Acres Sold



**2,815**  
in 2020

**3,171**  
in 2021

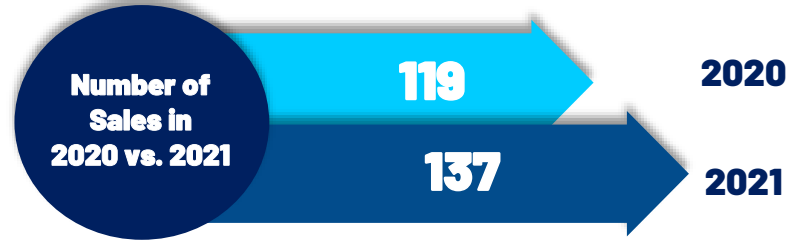
### Total Sales Dollar Volume



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

**\$2,026,482**  
in 2021

### Small Land Sales Volume



### Median Tract Size



**43 Acres** in 2020 | **37 Acres** in 2021



**14% Decrease** from 2020 to 2021

### Median Price Per Acre



**\$450** in 2020 | **\$639** in 2021

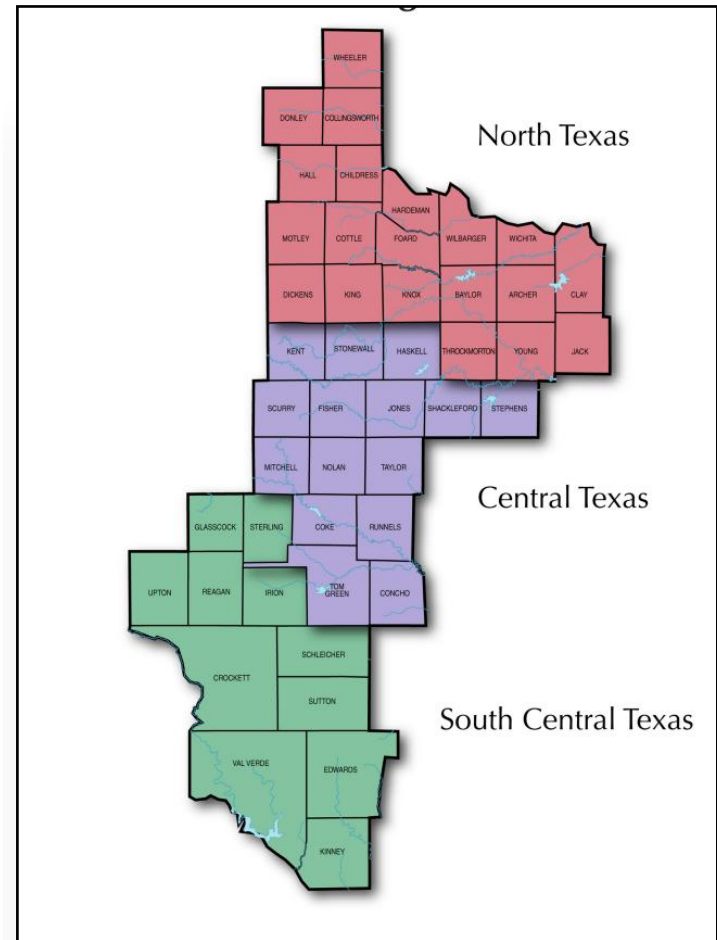


**42% Increase** from 2020 to 2021

# REGION THREE: WEST TEXAS

## CHARACTERISTICS

- Encompasses cross-sections of North, Central and South Central Texas, stretching from the Oklahoma border all the way down to the Mexican border. Region Three includes the San Angelo and Abilene areas.
- Small land sales in this region consist of land parcels of 94 acres or less.
- Includes the following Texas counties: Archer, Baylor, Childress, Clay, Coke, Collingsworth, Concho, Cottle, Crockett, Dickens, Donley, Edwards, Fisher, Foard, Glasscock, Hall, Hardeman, Haskell, Jones, Kent, King, Kinney, Knox, Love, Mitchell, Motley, Nolan, Reagan, Runnels, Schleicher, Scurry, Shackelford, Stephens, Sterling, Stonewall, Sutton, Taylor, Throckmorton, Tom Green, Upton, Val Verde, Wheeler, Wichita, Wilbarger and Young.



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## Region Three: West Texas

### Total Acres Sold



**9,632**  
in 2020

**10,537**  
in 2021

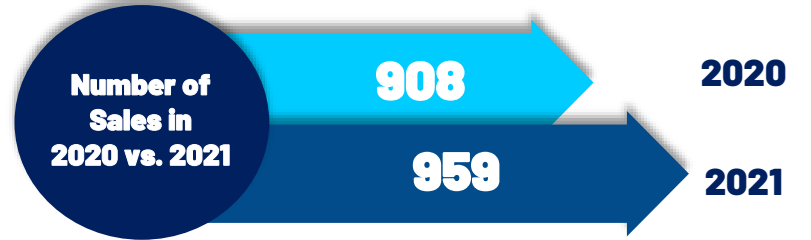
### Total Sales Dollar Volume



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

**\$39,609,474**  
in 2021

### Small Land Sales Volume



### Median Tract Size



**37 Acres**  
in 2020

**43 Acres**  
in 2021



**16% Increase** from  
2020 to 2021

### Median Price Per Acre



**\$3,184**  
in 2020

**\$3,759**  
in 2021

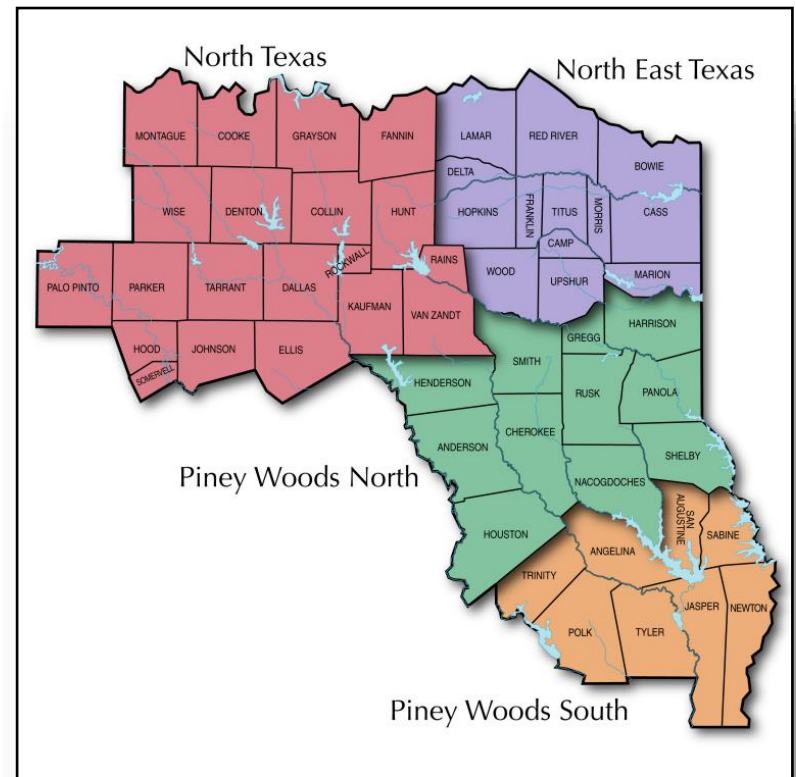


**18% Increase** from  
2020 to 2021

# REGION FOUR: NORTHEAST TEXAS

## CHARACTERISTICS

- Encompasses the Dallas–Fort Worth–Arlington, Longview, Sherman–Denison, Texarkana, Tyler and Wichita Falls areas.
- Small land sales in this region consist of land parcels of 33 acres or fewer.
- Includes the following Texas counties: Anderson, Angelina, Bowie, Camp, Cass, Cherokee, Collin, Cooke, Dallas, Delta, Denton, Ellis, Fannin, Franklin, Grayson, Gregg, Harrison, Henderson, Hood, Hopkins, Houston, Hunt, Jasper, Johnson, Kaufman, Lamar, Marion, Montague, Morris, Nacogdoches, Newton, Palo, Pinto, Panola, Parker, Polk, Rains, Red River, Rockwall, Rusk, Sabine, San Augustine, Shelby, Smith, Somervell, Tarrant, Titus, Trinity, Tyler, Upshur, Van Zandt, Wise and Wood.



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## Region Four: Northeast Texas

### Total Acres Sold



**13,700**  
in 2020

**10,995**  
in 2021

### Total Sales Dollar Volume



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

**\$136,674,435**  
in 2021

### Small Land Sales Volume



### Median Tract Size



**17 Acres**  
in 2020

**17 Acres**  
in 2021

Unchanged from  
2020 to 2021

### Median Price Per Acre



**\$10,568**  
in 2020

**\$12,431**  
in 2021

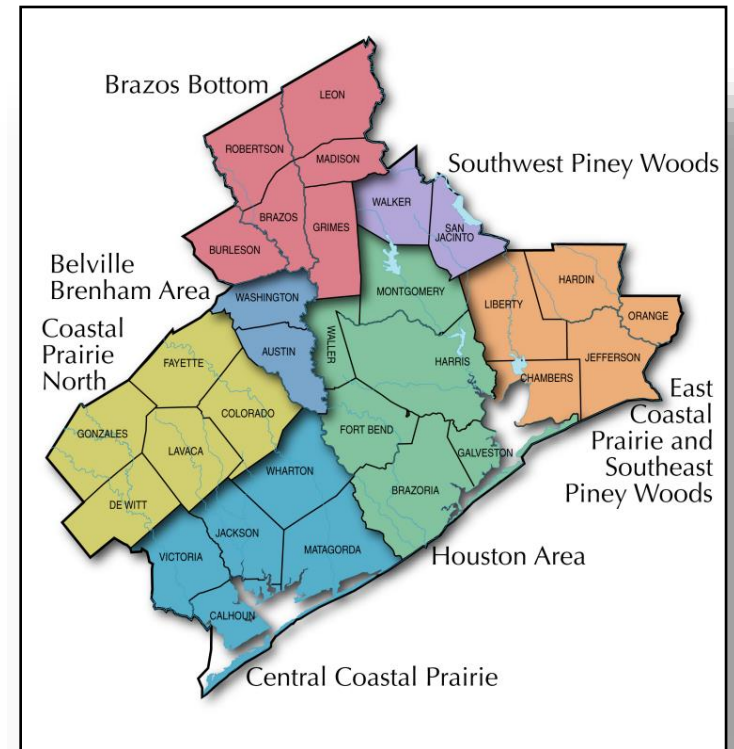


**18% Increase**  
from 2020 to 2021

# REGION FIVE: GULF COAST – BRAZOS BOTTOM

## CHARACTERISTICS

- Encompasses the Beaumont-Port Arthur, Bryan-College Station, Houston-The Woodlands-Sugarland and Victoria areas.
- Small land sales in this region consist of land parcels of 42 acres or less.
- Includes the following Texas counties: Austin, Brazoria, Brazos, Burleson, Calhoun, Chambers, Colorado, De Witt, Fayette, Fort Bend, Galveston, Gonzales, Grimes, Hardin, Harris, Jackson, Jefferson, Lavaca, Leon, Liberty, Madison, Matagorda, Montgomery, Orange, Robertson, San Jacinto, Victoria, Walker, Waller, Washington and Wharton.



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## Region Five: Gulf Coast-Brazos Bottom

### Total Acres Sold



**9,215**  
in 2020

**8,309**  
in 2021

### Total Sales Dollar Volume



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

**\$110,241,090**  
in 2021

### Small Land Sales Volume



### Median Tract Size



**19 Acres** | **19 Acres**  
in 2020 | in 2021

Unchanged from  
2020 to 2021

### Median Price Per Acre



**\$11,675** | **\$13,268**  
in 2020 | in 2021



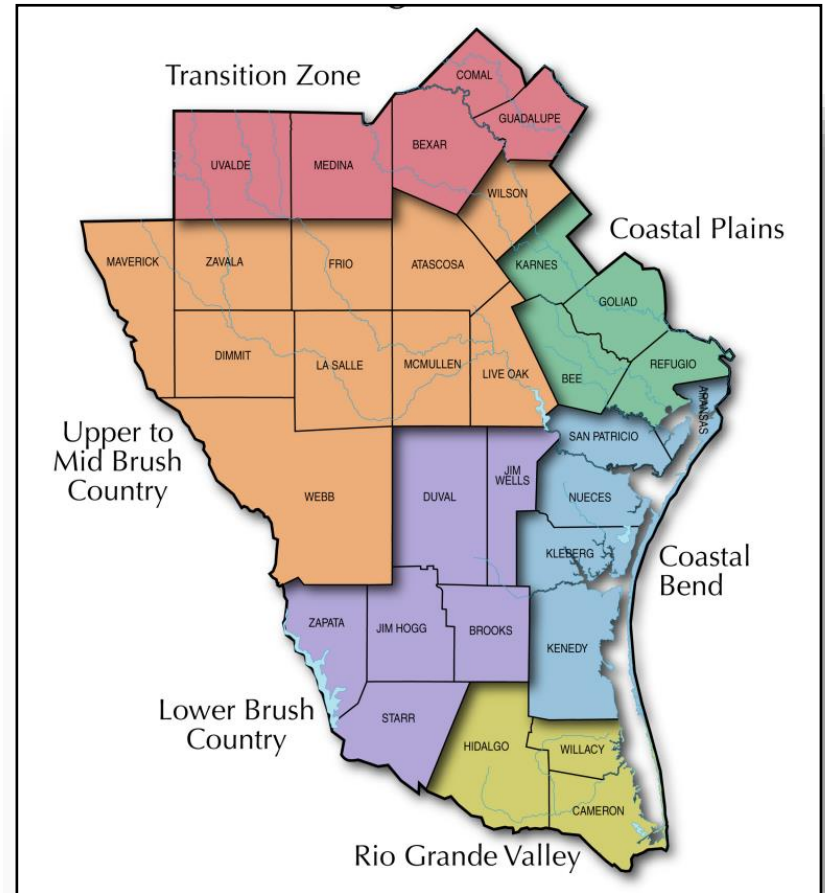
**14% Increase**  
from 2020 to 2021



# REGION SIX: SOUTH TEXAS

## CHARACTERISTICS

- Encompasses the Brownville-Harlingen, Corpus Christi Laredo, McAllen-Edinburg-Mission and San Antonio-New Braunfels areas.
- Small land sales in this region consist of land parcels of 44 acres or less.
- Includes the following Texas counties: Aransas, Atascosa, Bee, Bexar, Brooks, Cameron, Comal, Dimmit, Duval, Frio, Goliad, Guadalupe, Hidalgo, Jim Hogg, Jim Wells, Karnes, Kenedy, Kleberg, La Salle, Live Oak, Maverick, McMullen, Medina, Nueces, Refugio, San Patricio, Starr, Uvalde, Webb, Willacy, Wilson and Zavala.



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## Region Six: South Texas

### Total Acres Sold



**4,992**  
in 2020

**4,763**  
in 2021

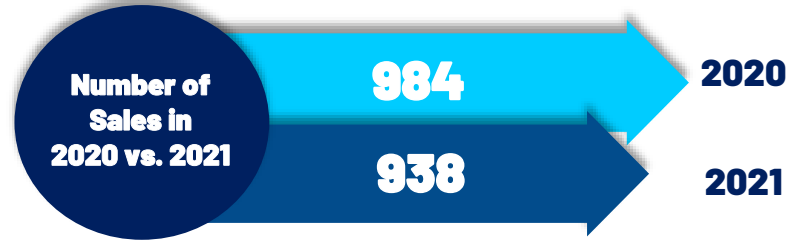
### Total Sales Dollar Volume



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

**\$53,066,572**  
in 2021

### Small Land Sales Volume



### Median Tract Size



**18 Acres**  
in 2020

**17 Acres**  
in 2021



**5% Decrease** from  
2020 to 2021

### Median Price Per Acre



**\$8,926**  
in 2020

**\$11,142**  
in 2021

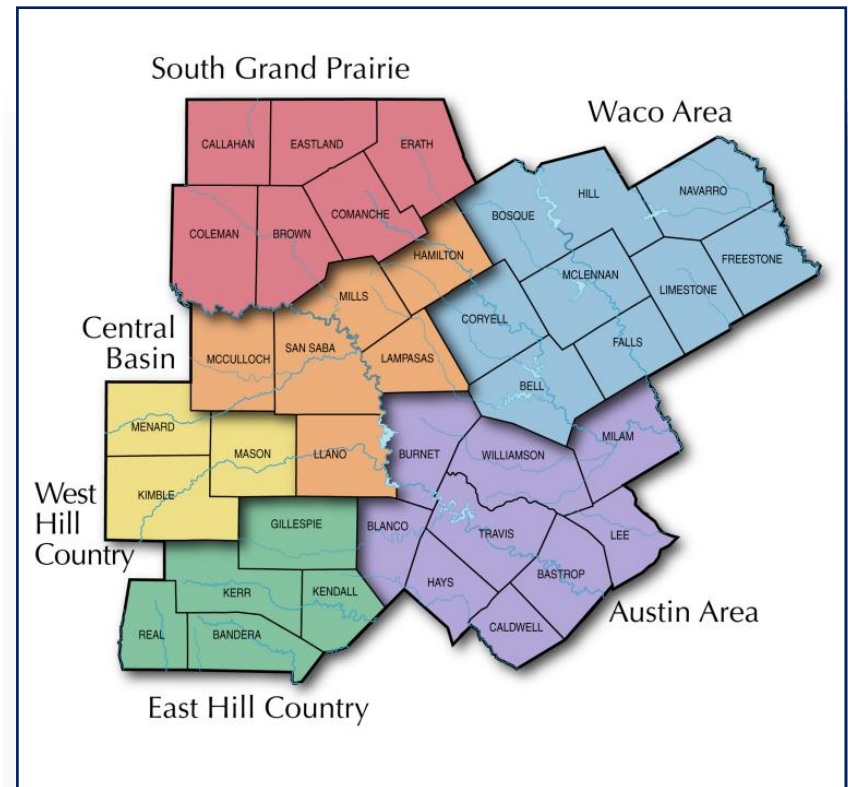


**25% Increase** from  
2020 to 2021

# REGION SEVEN: AUSTIN – WACO – HILL COUNTRY

## CHARACTERISTICS

- Encompasses the Austin-Round Rock, Killeen-Temple-Fort Hood and Waco areas.
- Small land sales in this region consist of land parcels 49 of acres or less.
- Includes the following Texas counties: Bandera, Bastrop, Bell, Blanco, Bosque, Brown, Burnet, Caldwell, Callahan, Coleman, Comanche, Coryell, Eastland, Erath, Falls, Freestone, Gillespie, Hamilton, Hays, Hill, Kendall, Kerr, Kimble, Lampasas, Lee, Limestone, Llano, Mason, McCulloch, McLennan, Menard, Milam, Mills, Navarro, Real, San Saba, Travis and Williamson.



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## Region Seven: Austin-Waco-Hill Country

### Total Acres Sold



**18,767**  
in 2020

**18,909**  
in 2021

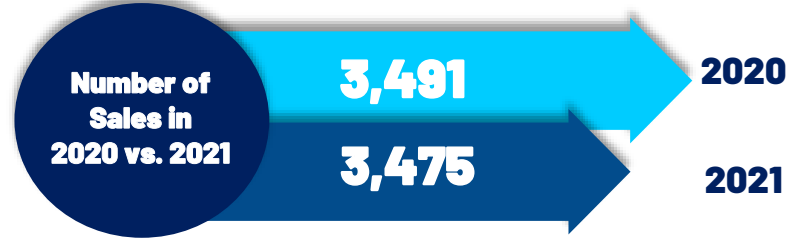
### Total Sales Dollar Volume



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

**\$221,762,304**  
in 2021

### Small Land Sales Volume



### Median Tract Size



**19 Acres**  
in 2020

**19 Acres**  
in 2021

Unchanged from  
2020 to 2021

### Median Price Per Acre



**\$9,769**  
in 2020

**\$11,728**  
in 2021



**20% Increase**  
from 2020 to 2021