

# **BUYERS HAVE VANISHED TEXAS LAND MARKET DEVELOPMENTS**

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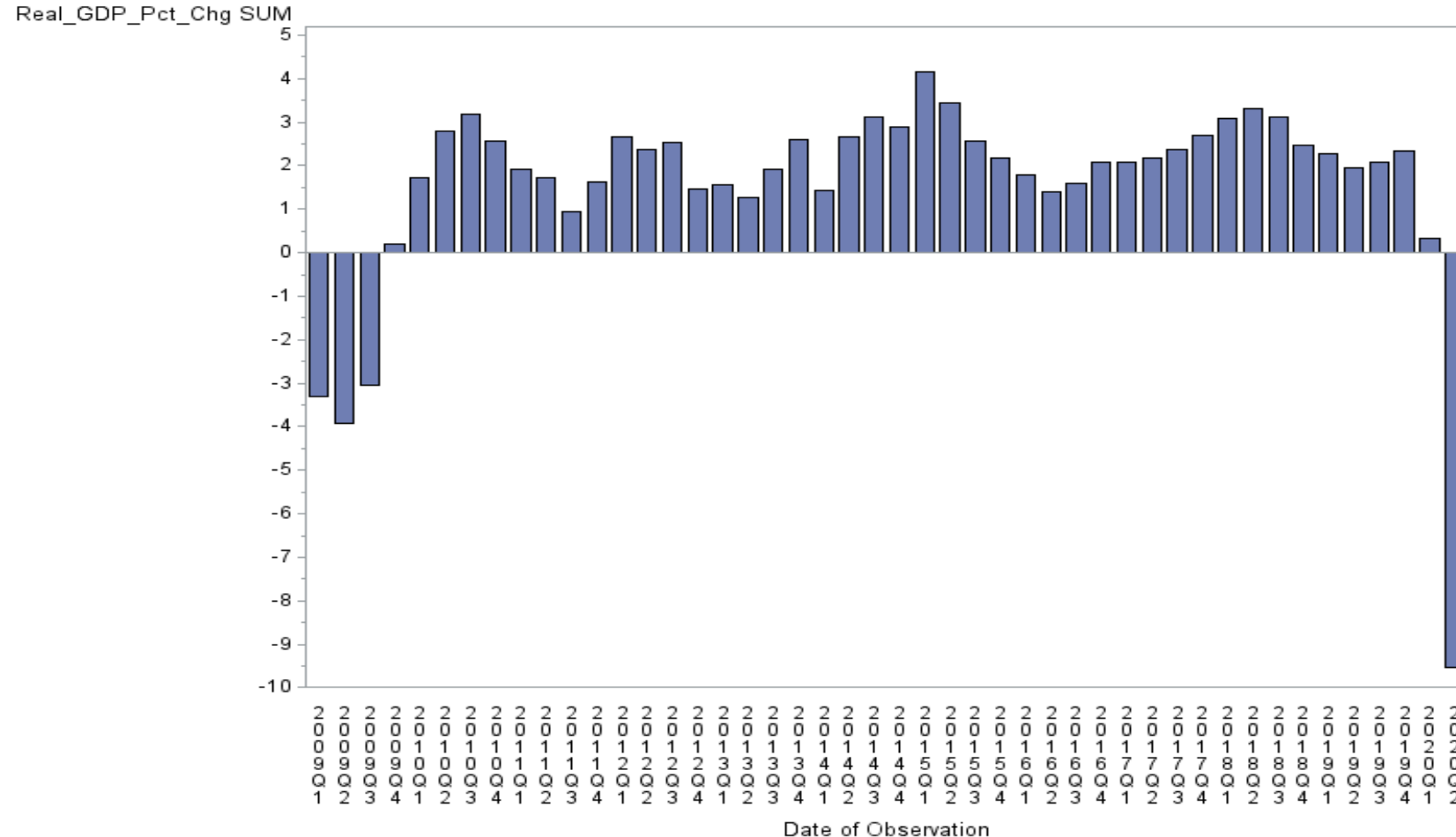
**Dr. Charles E. Gilliland  
August 4, 2020**



TEXAS A&M UNIVERSITY  
Real Estate Center

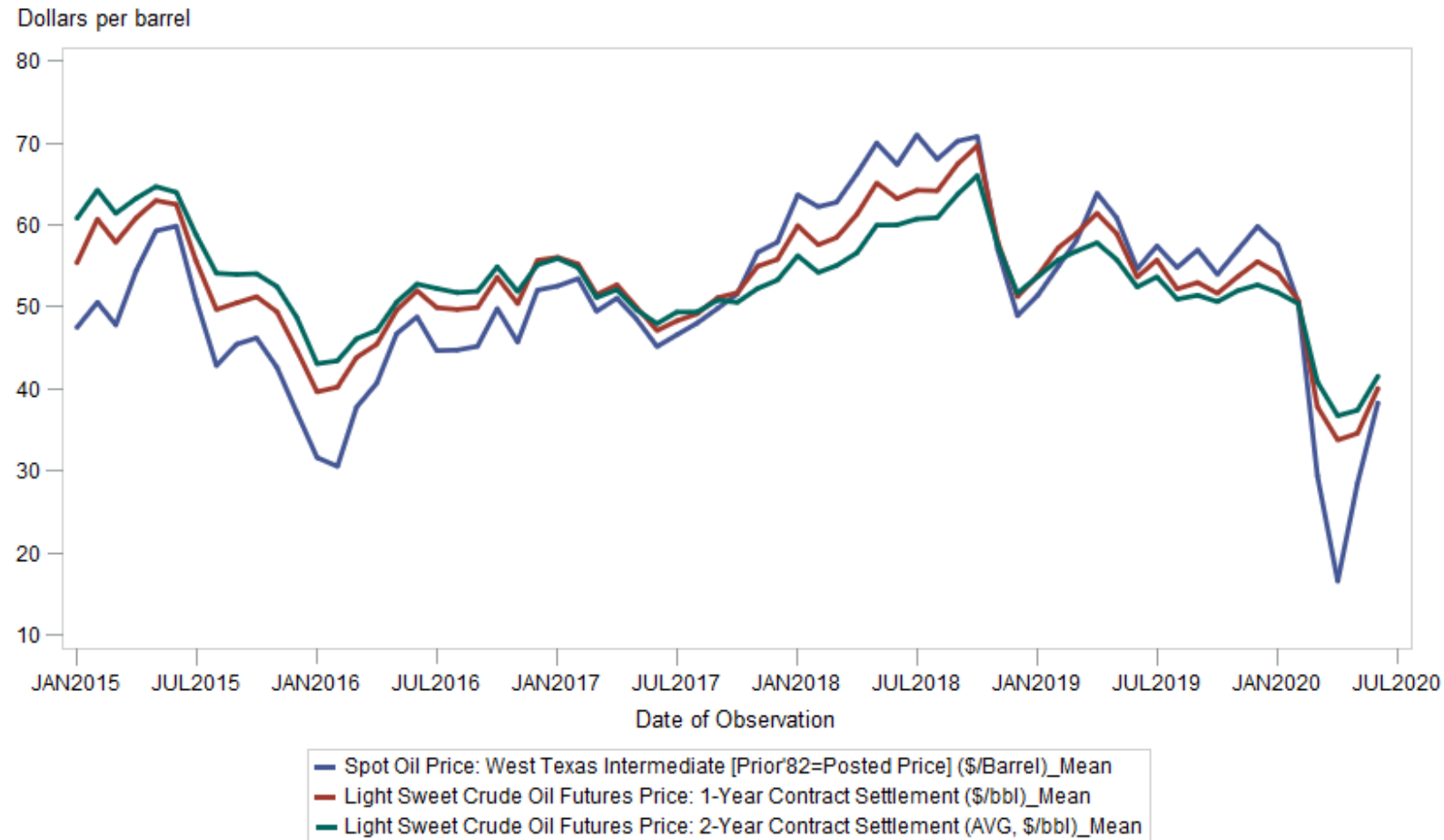


# Percent Change (Year-to-Year) in Real GDP



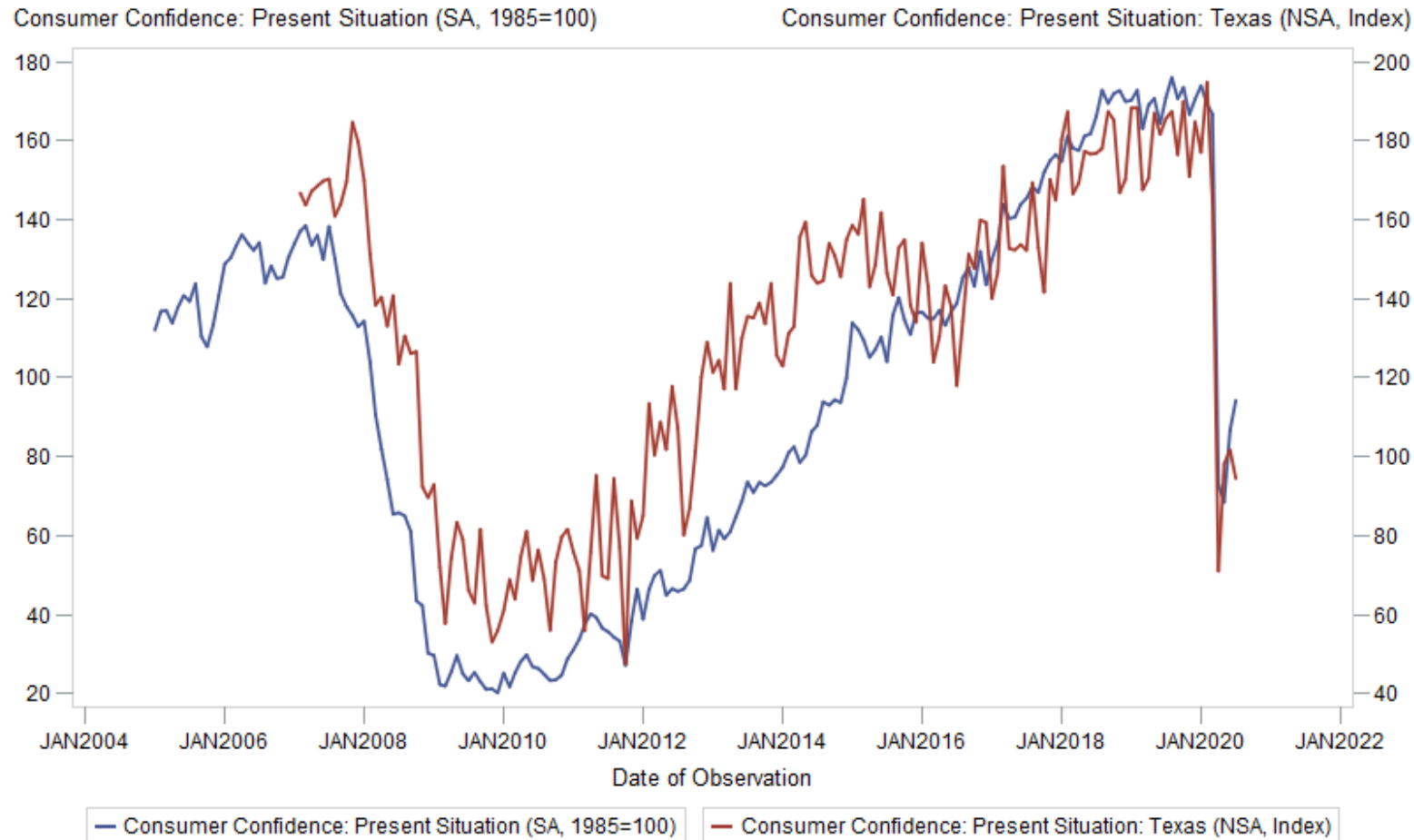


# Monthly West Texas Intermediate Crude Prices





# Consumer Confidence Index





# Watch for These Things

Personal income **growth**

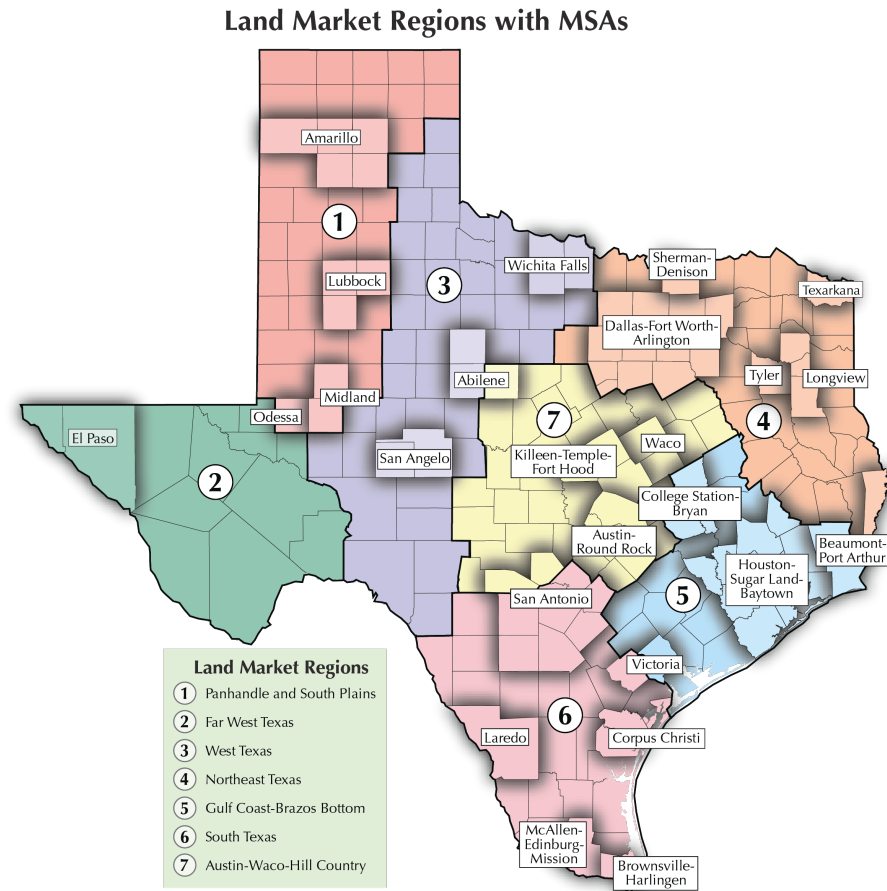
Fed rate **increases** from last year

Oil futures traders see price firming at **lower level**

Consumers **recovering** from shock?



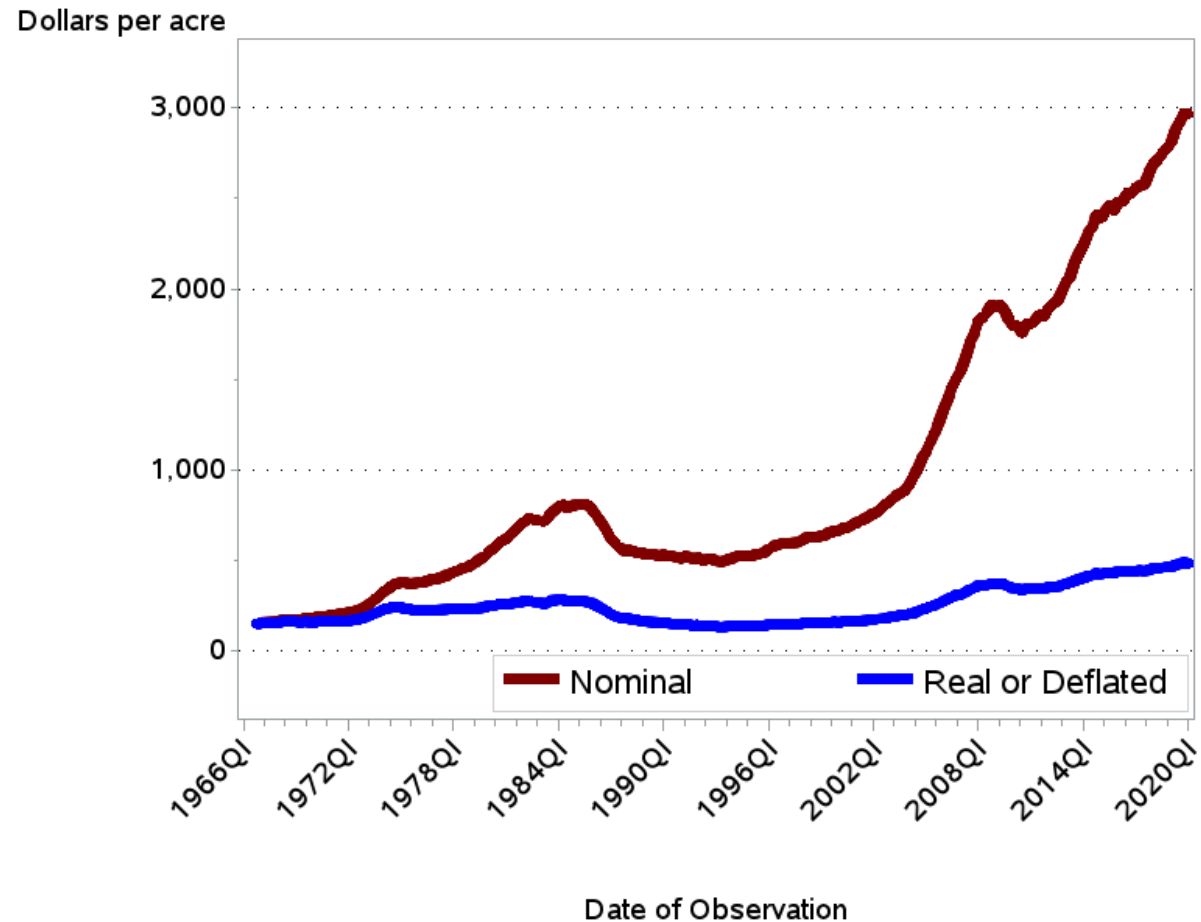
# Texas Land Markets



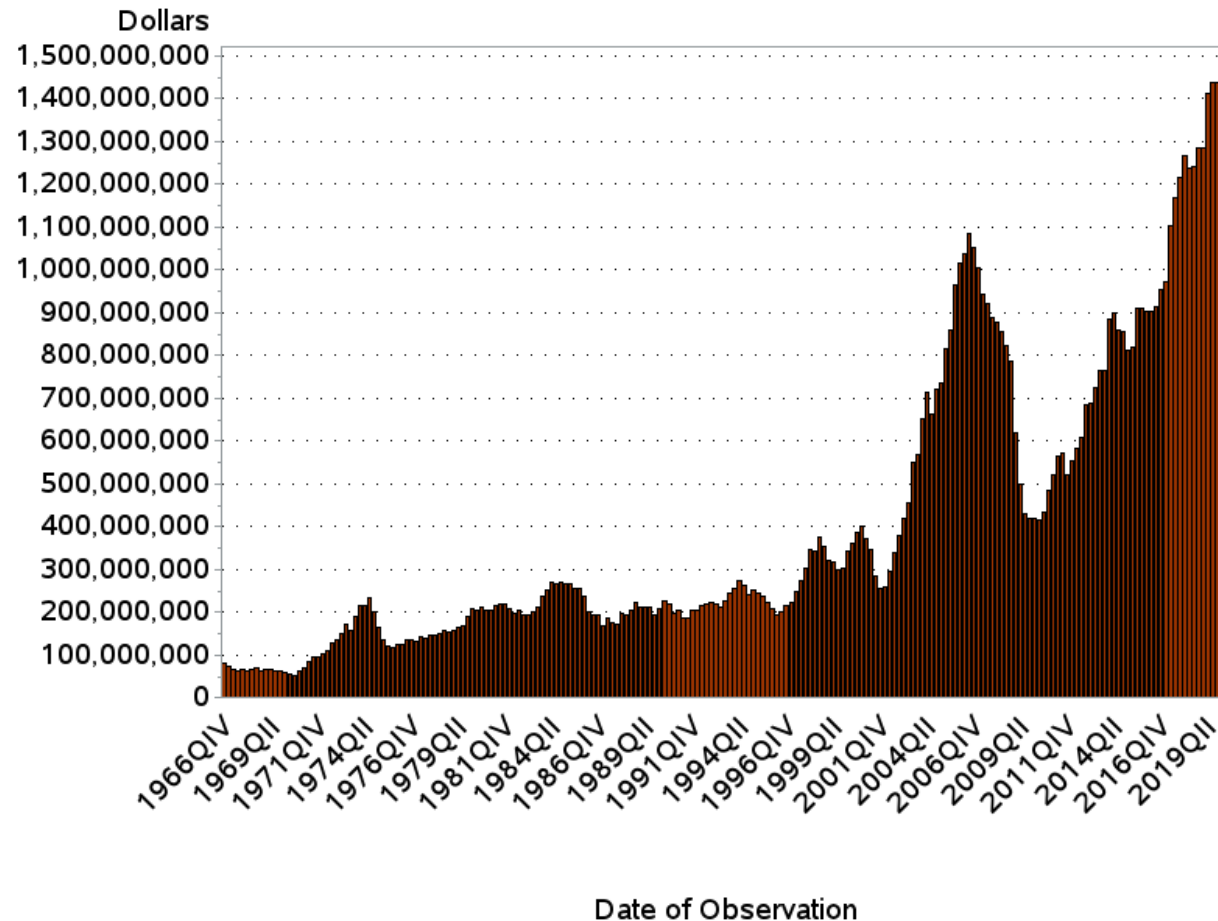
Source: Real Estate Center at Texas A&M University



# Texas Rural Land Prices 2<sup>nd</sup> Quarter 2020



# Total Dollar Volume Texas Rural Land Statewide



# Texas Land Markets

## 2<sup>nd</sup> Quarter 2020

Price	+1.7%
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Sales Volume	-8.7%
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Avg. Acreage	-9.1%
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Total Acres	-23.5%
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Total Dollar Volume	-22.2%
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**\*\*\* Weak Performance, But \*\*\***



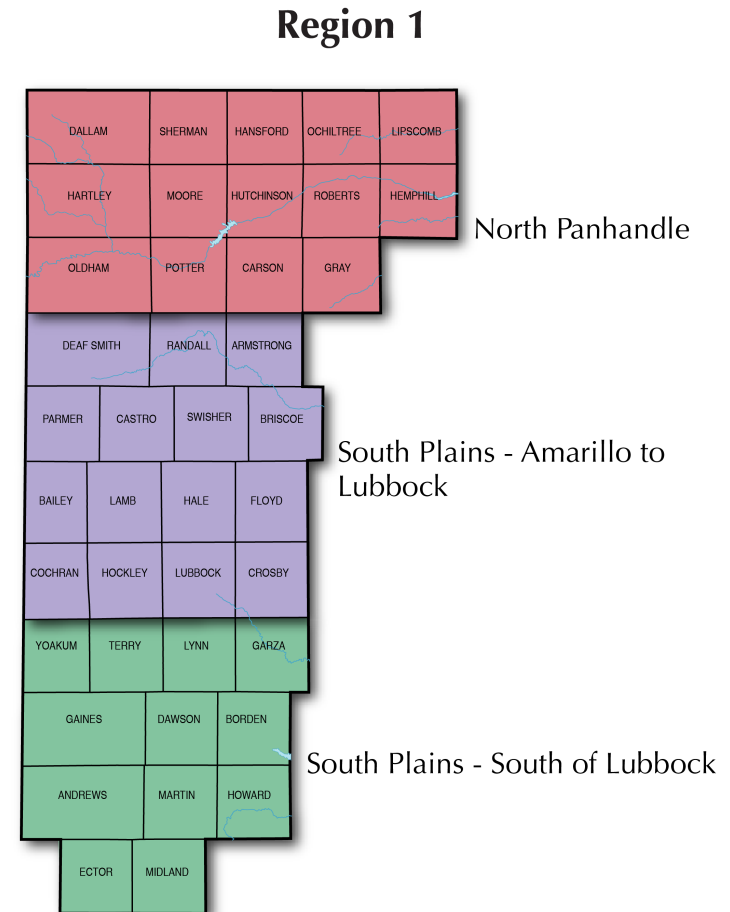
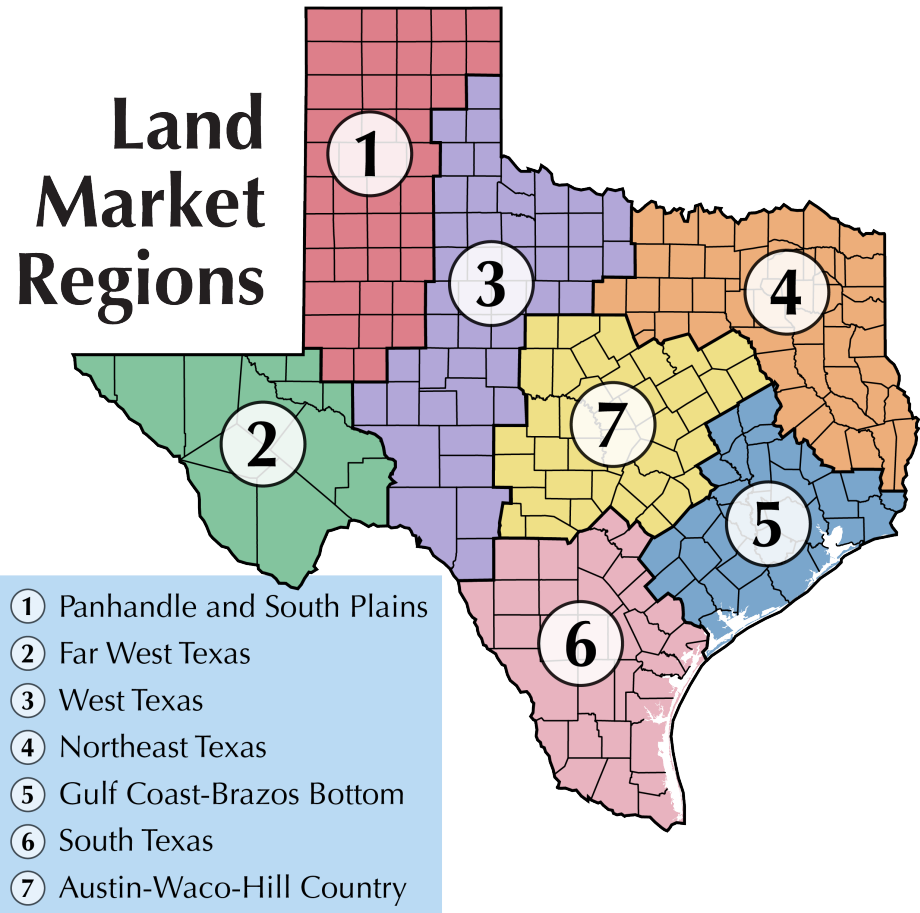
# 2020: The Year We Would Forget

Prices **grew** in two regions (West Texas and Northeast Texas)

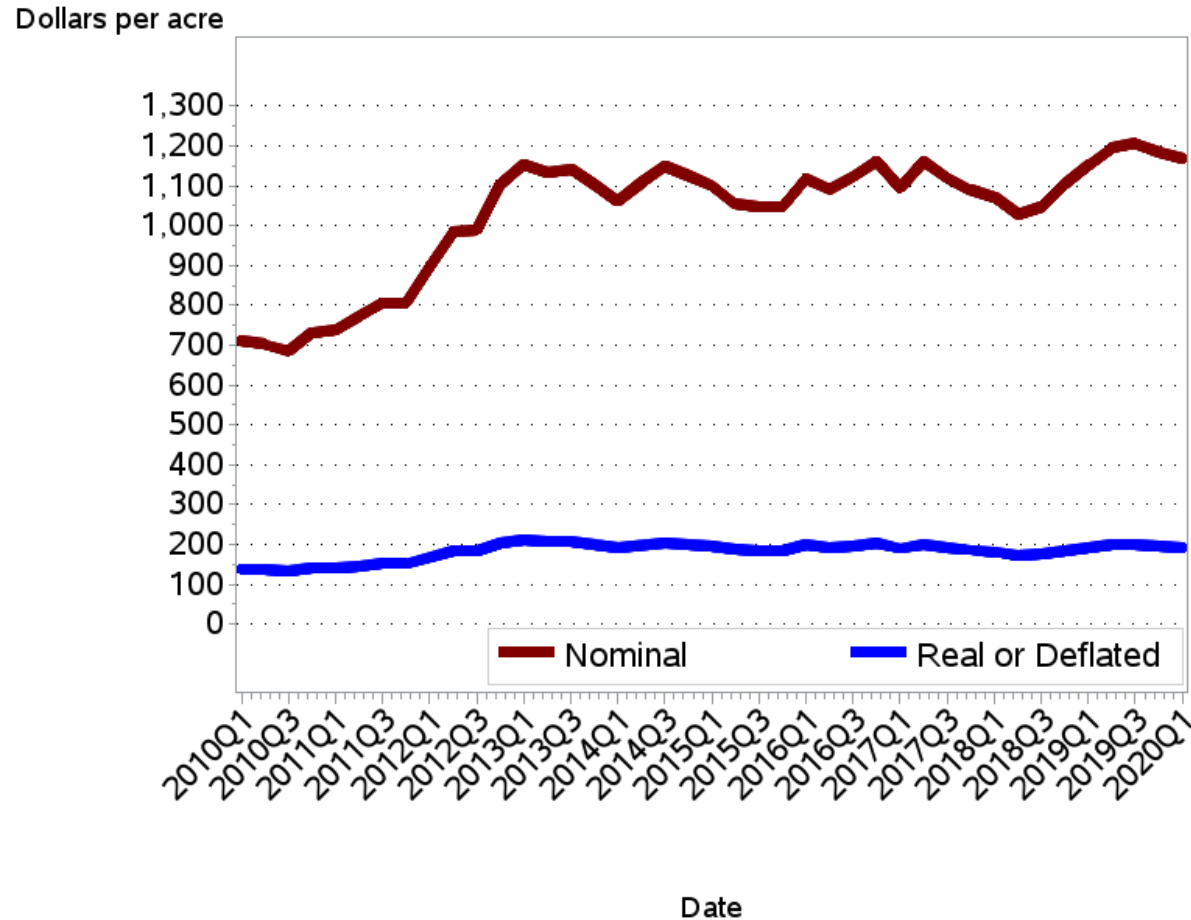
**Higher prices** drove dollar volume increase

Markets in second half beset by **uncertainty**

# Region 1: Panhandle and South Plains

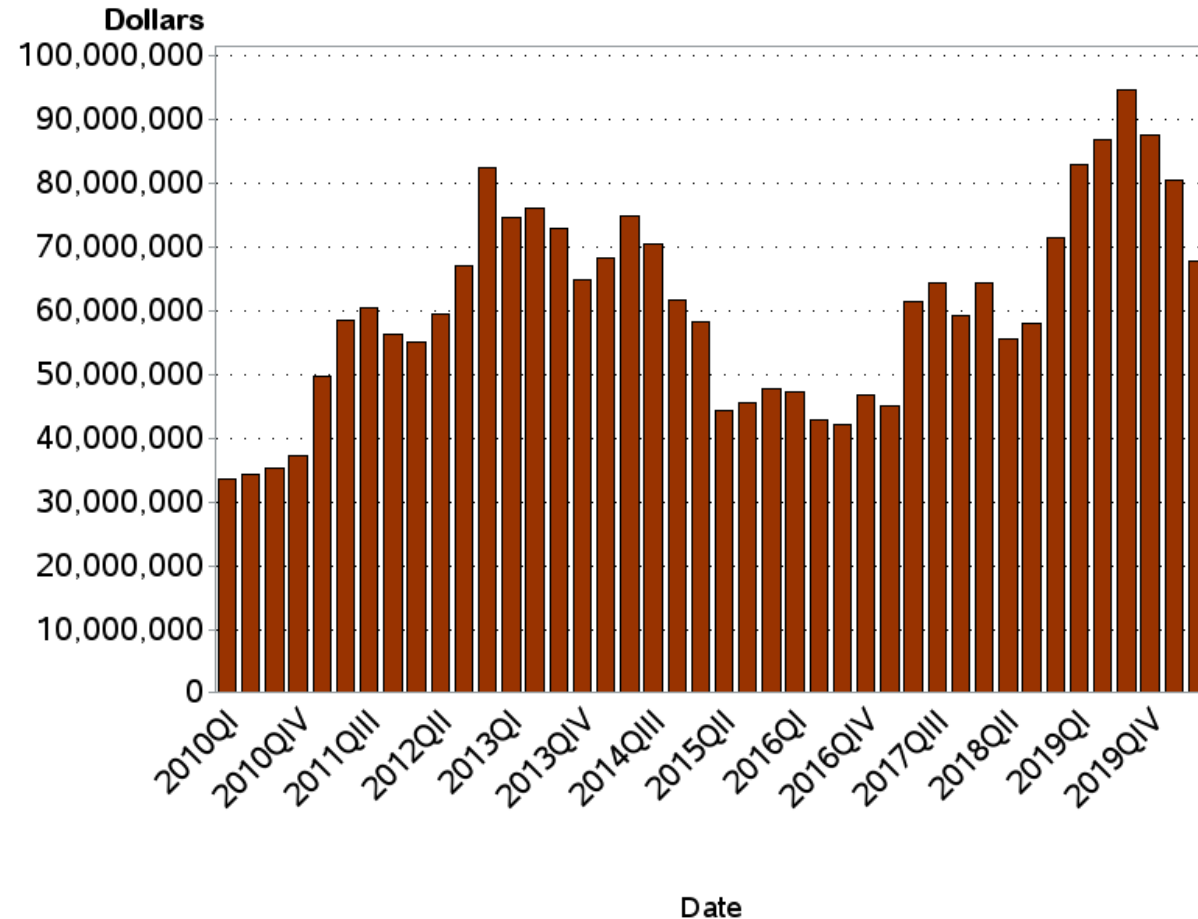


# Rural Land Prices Panhandle and South Plains Region





# Total Dollar Volume Panhandle and South Plains Region



# Panhandle and South Plains

## 2<sup>nd</sup> Quarter 2020

Price	-5.9%
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Sales Volume	-16.5%
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Avg. Acreage	-11.6%
--------------	--------

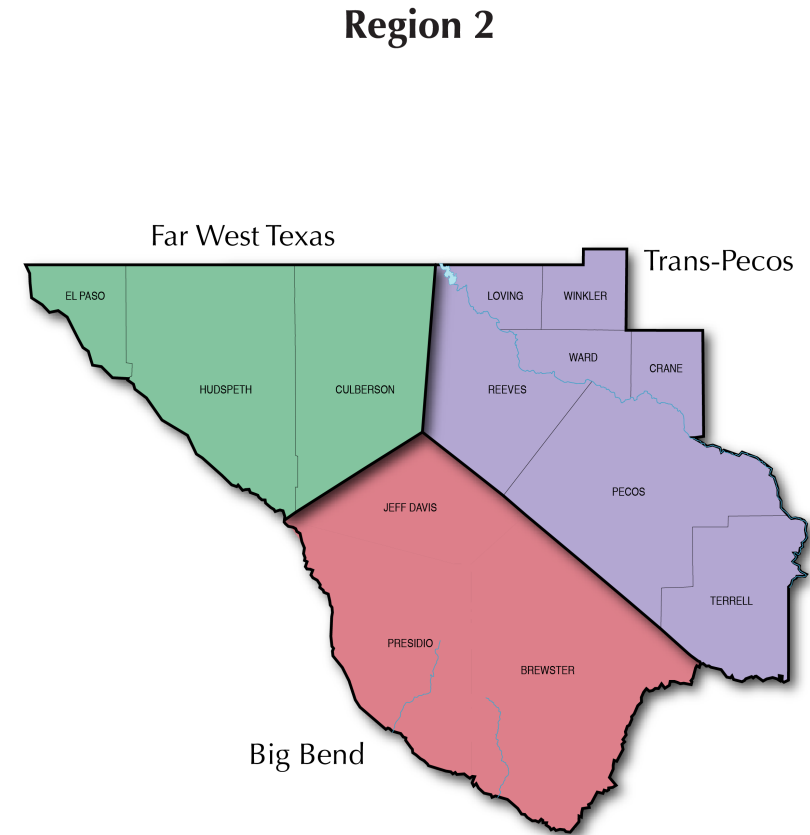
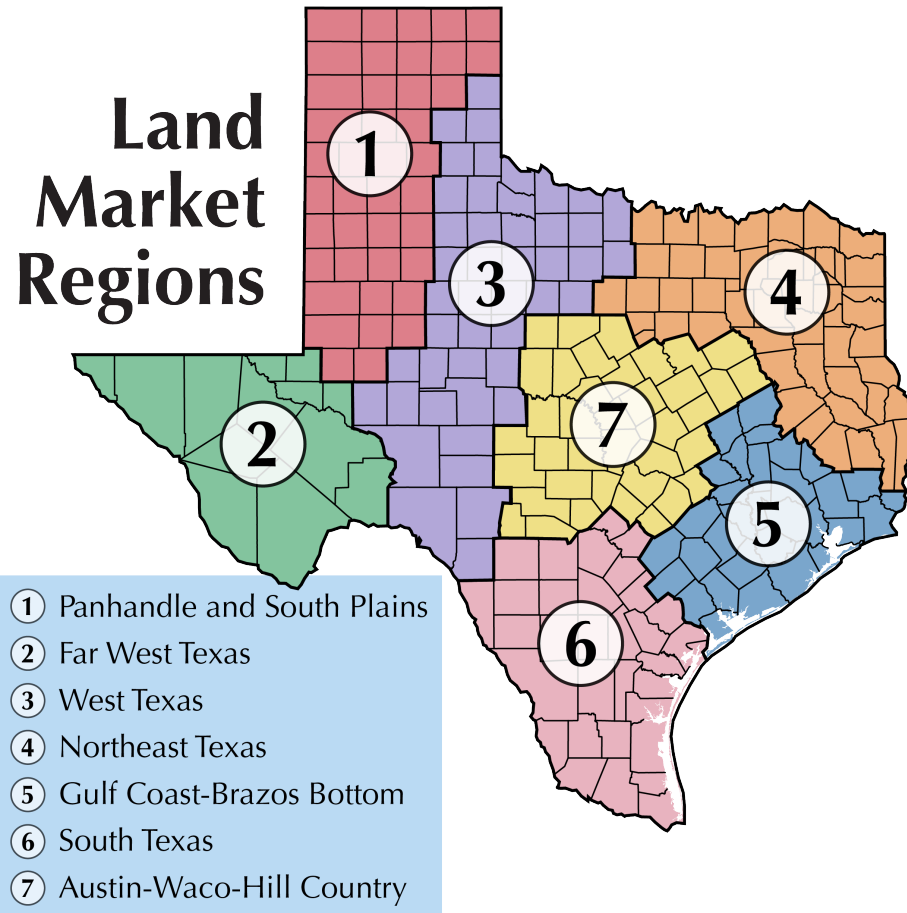
Total Acres	-16.9%
-------------	--------

Total Dollar Volume	-21.8%
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**\*\*\* *Caught in the Storm?* \*\*\***

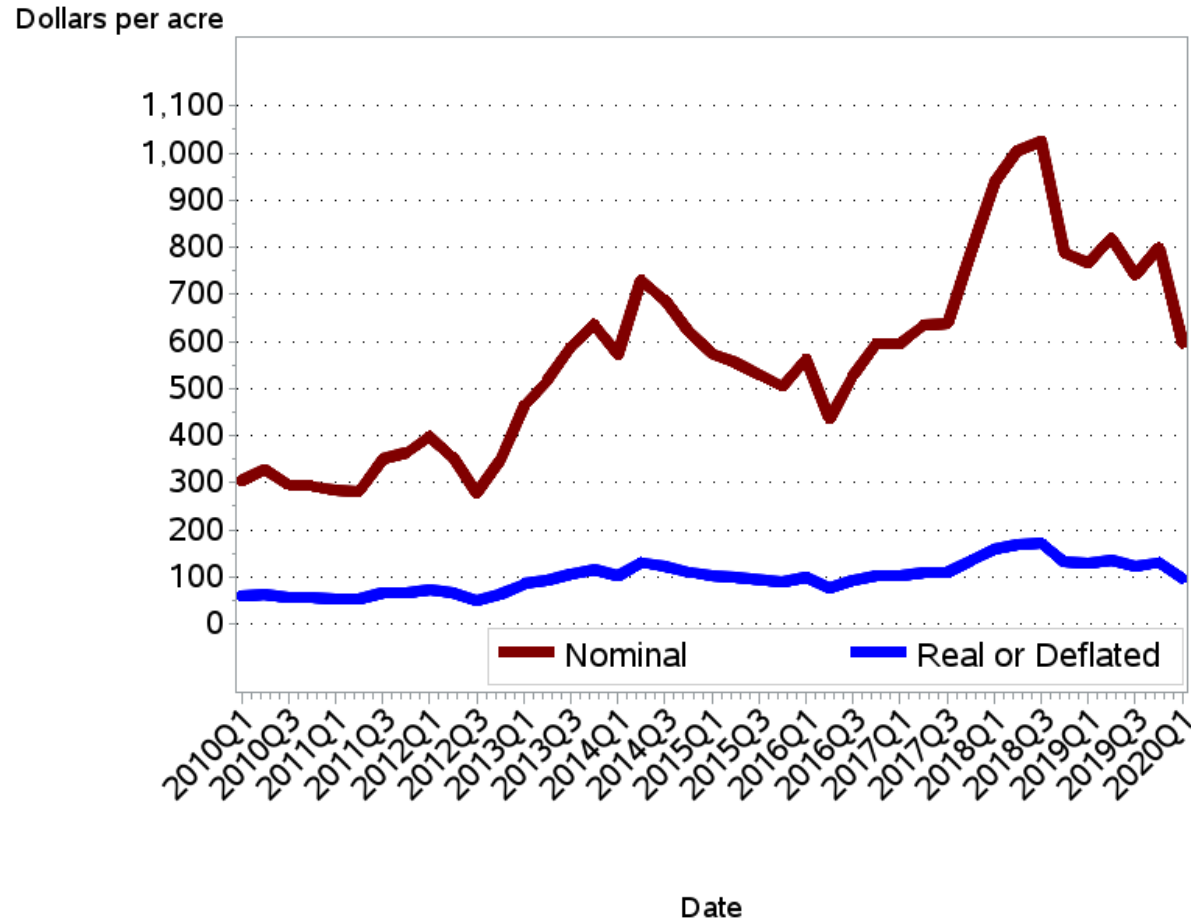
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# Region 2: Far West Texas

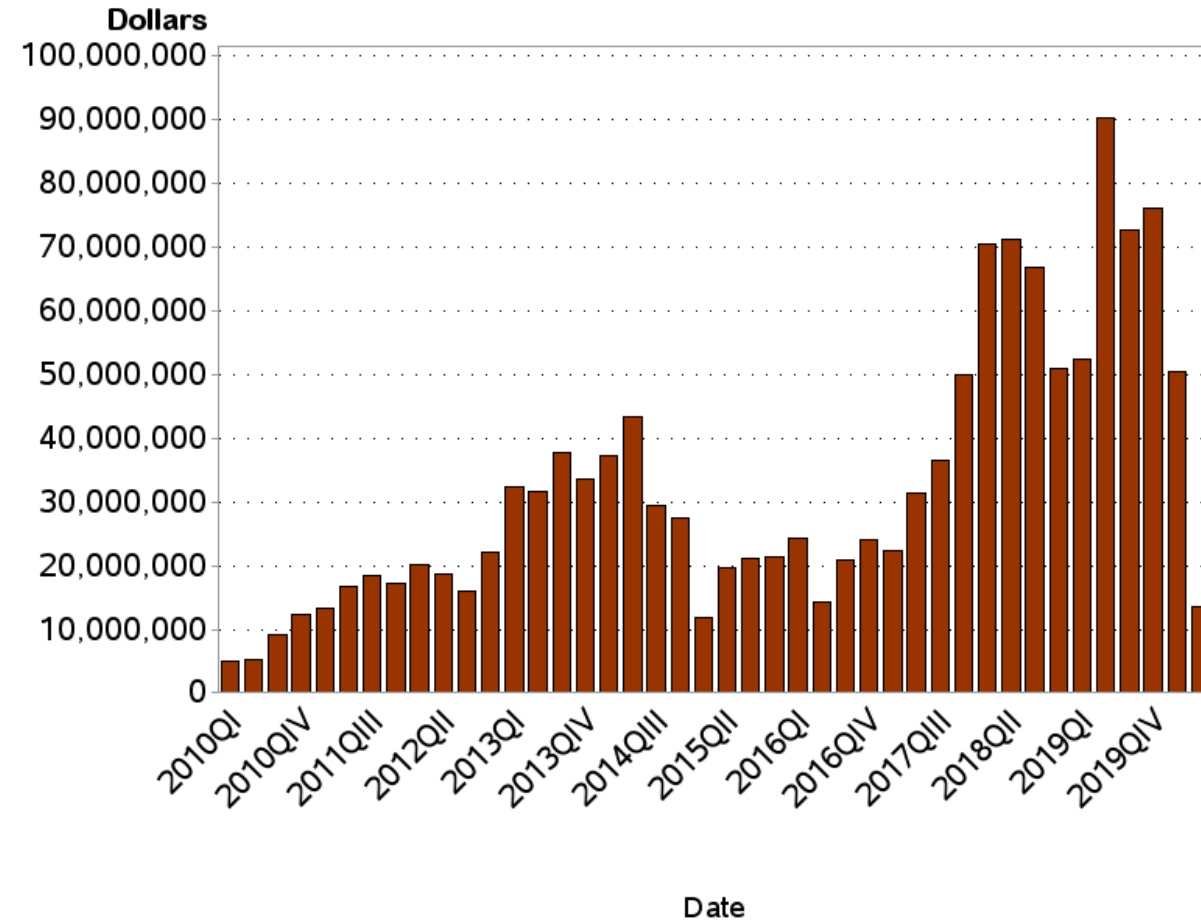




# Rural Land Prices Far West Texas Region



# Total Dollar Volume Far West Texas Region



# Far West Texas 2<sup>nd</sup> Quarter 2020

Price	-50.9%
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Sales Volume	-62.1%
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Avg. Acreage	-10.5%
--------------	--------

Total Acres	-69.1%
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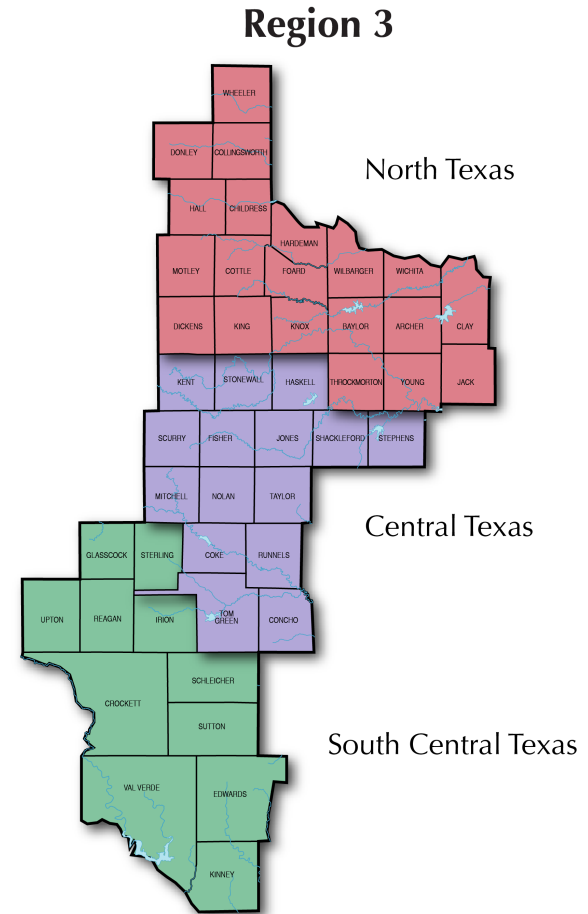
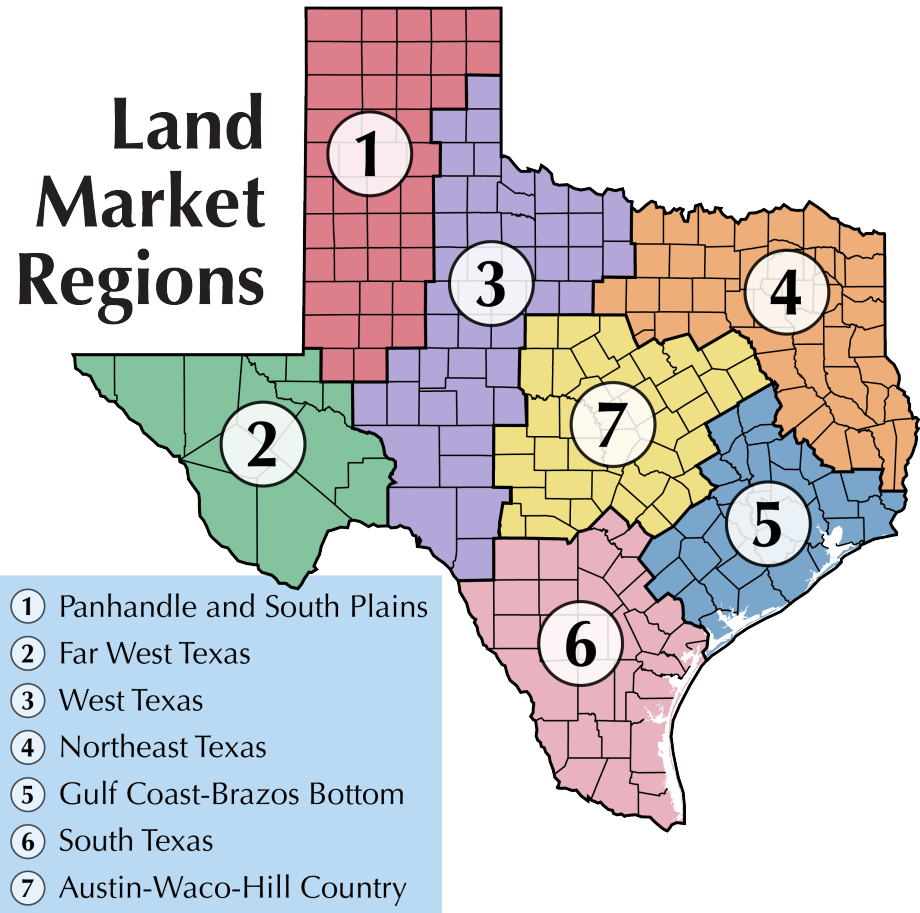
Total Dollar Volume	-84.9%
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**\*\*\* Wheels Came Off \*\*\***

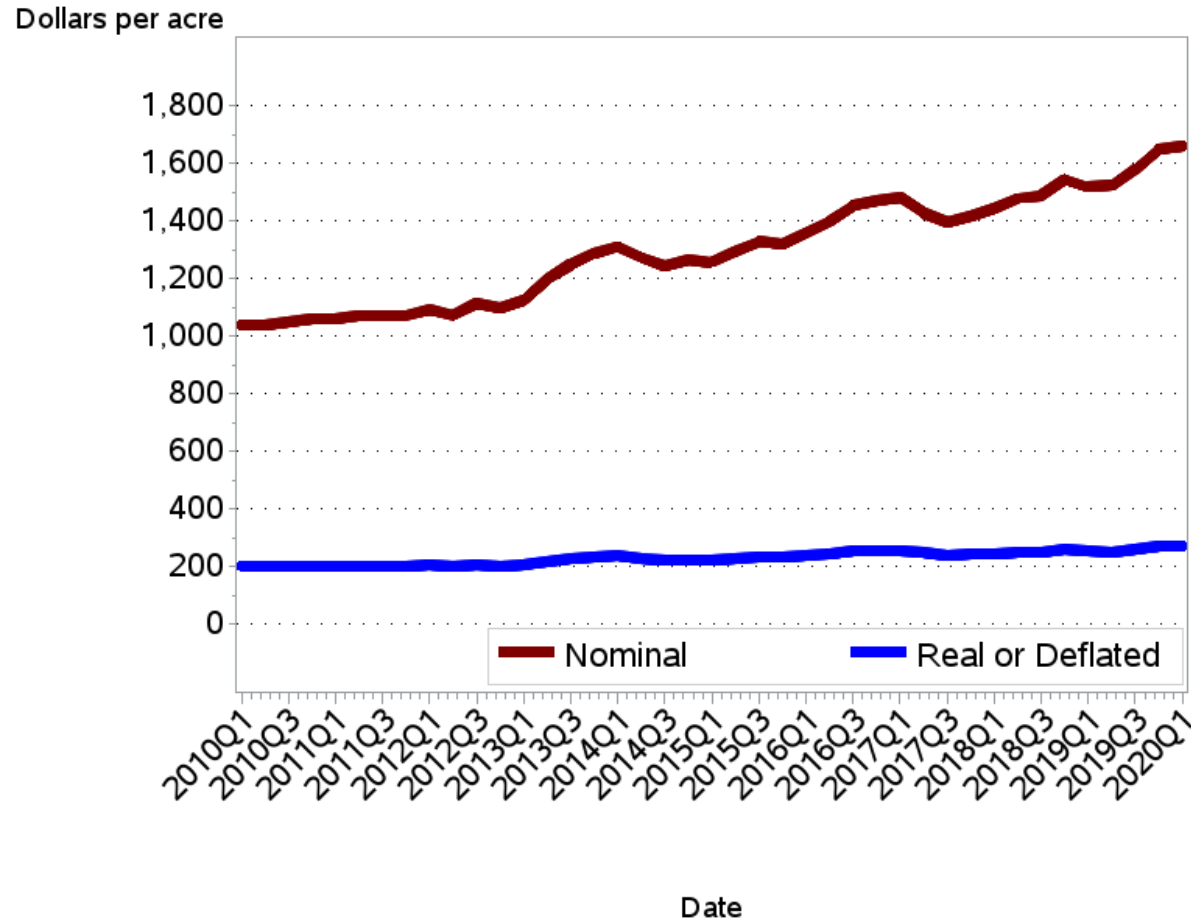
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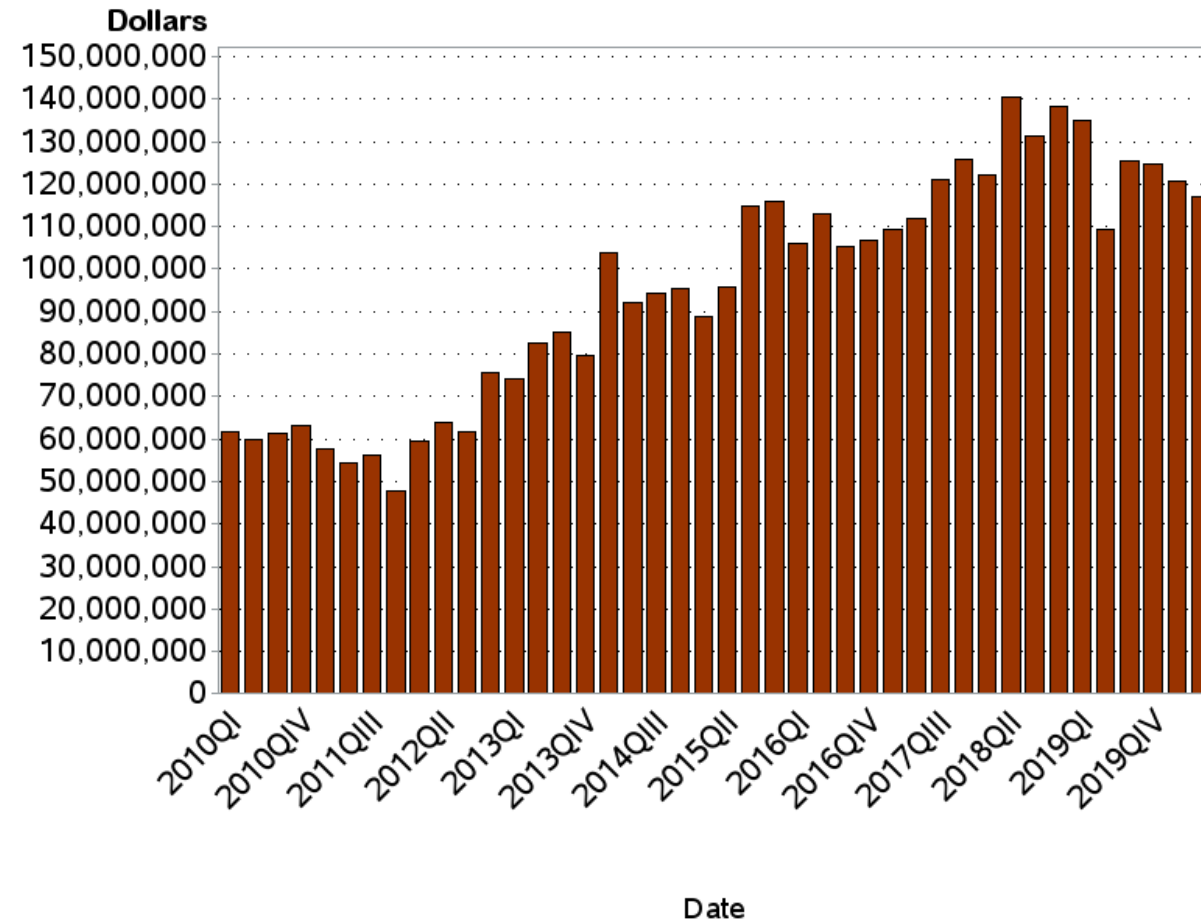
# Region 3: West Texas



# Rural Land Prices West Texas Region



# Total Dollar Volume West Texas Region



# West Texas 2<sup>nd</sup> Quarter 2020

Price	+12.2%
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Sales Volume	-12.6%
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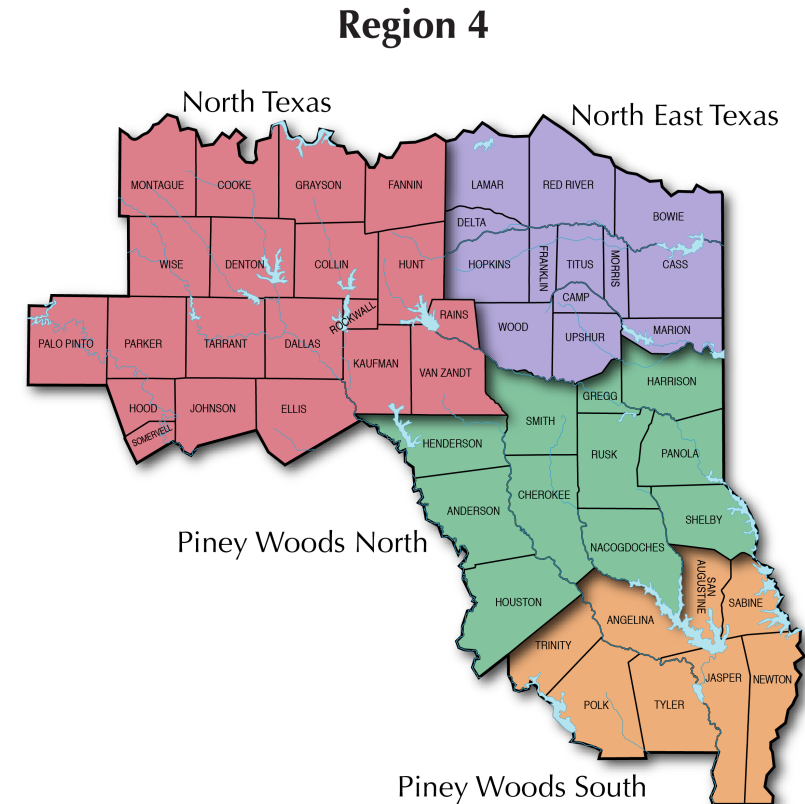
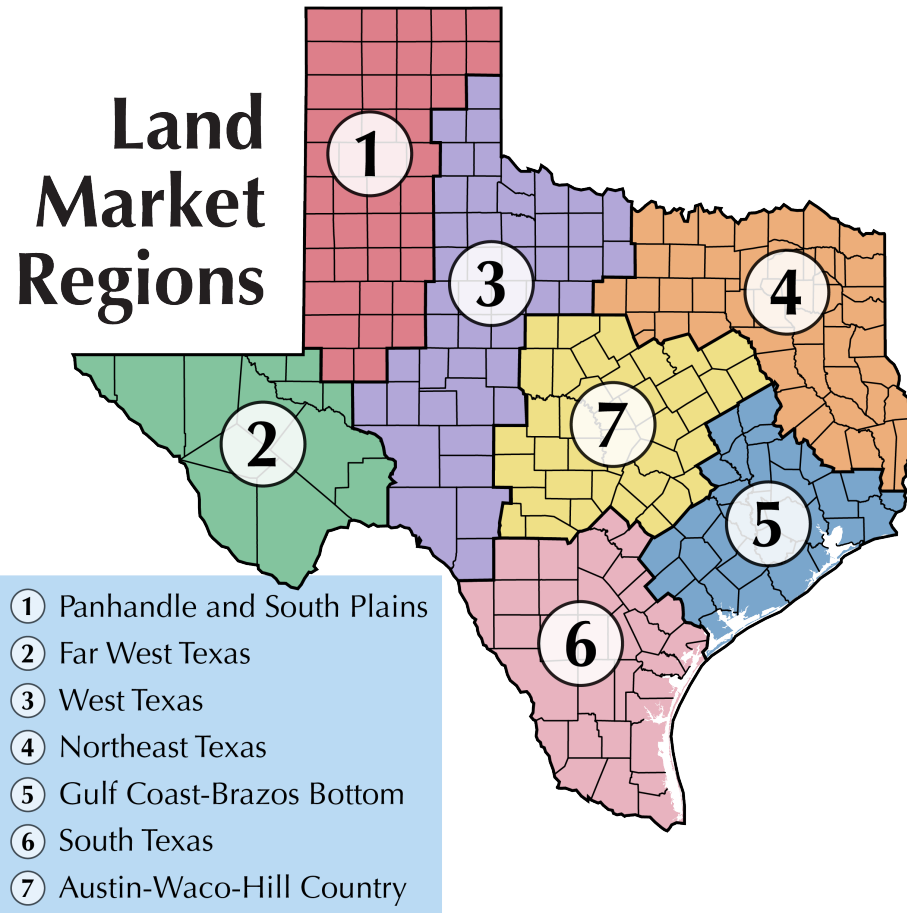
Avg. Acreage	-5.6%
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Total Acres	-4.9%
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Total Dollar Volume	+6.7%
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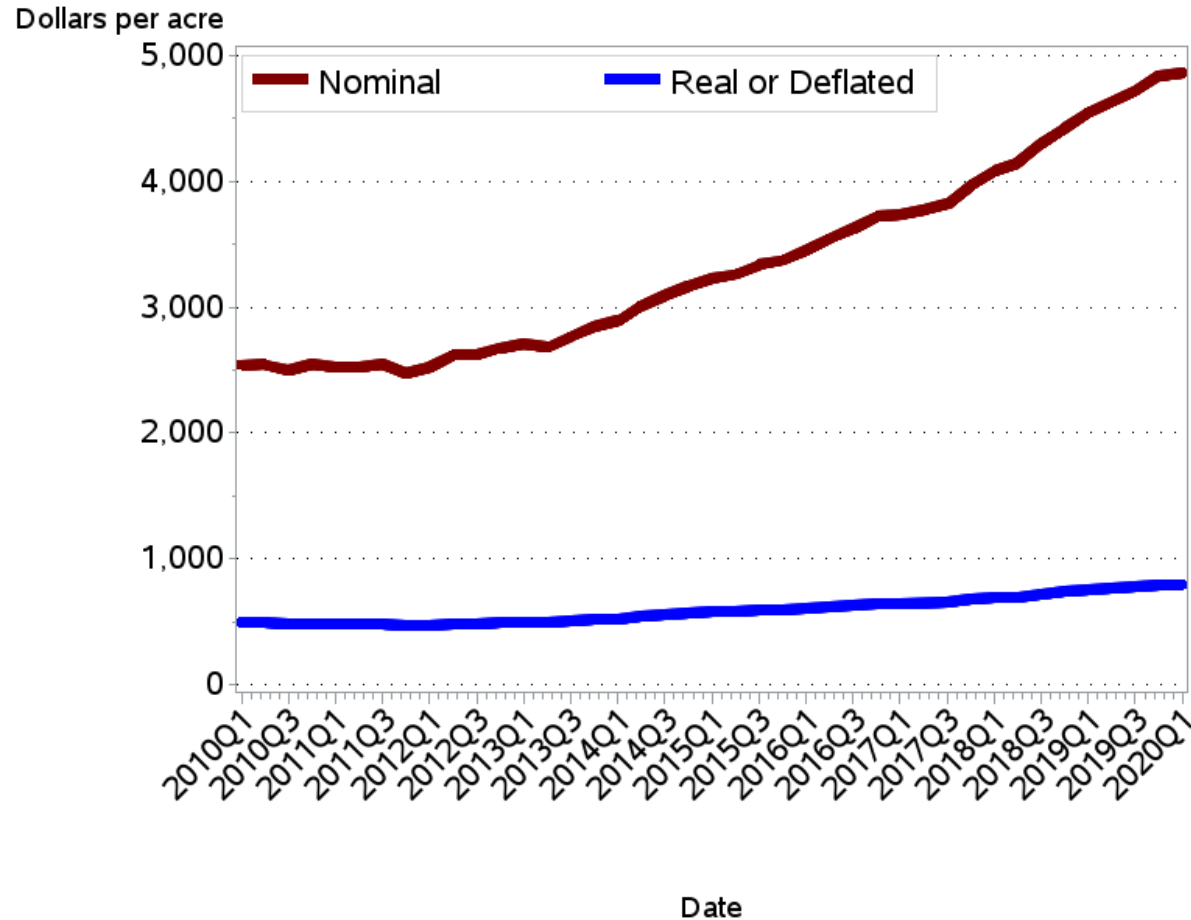
**\*\*\* Mixed Performance \*\*\***

# Region 4: Northeast Texas

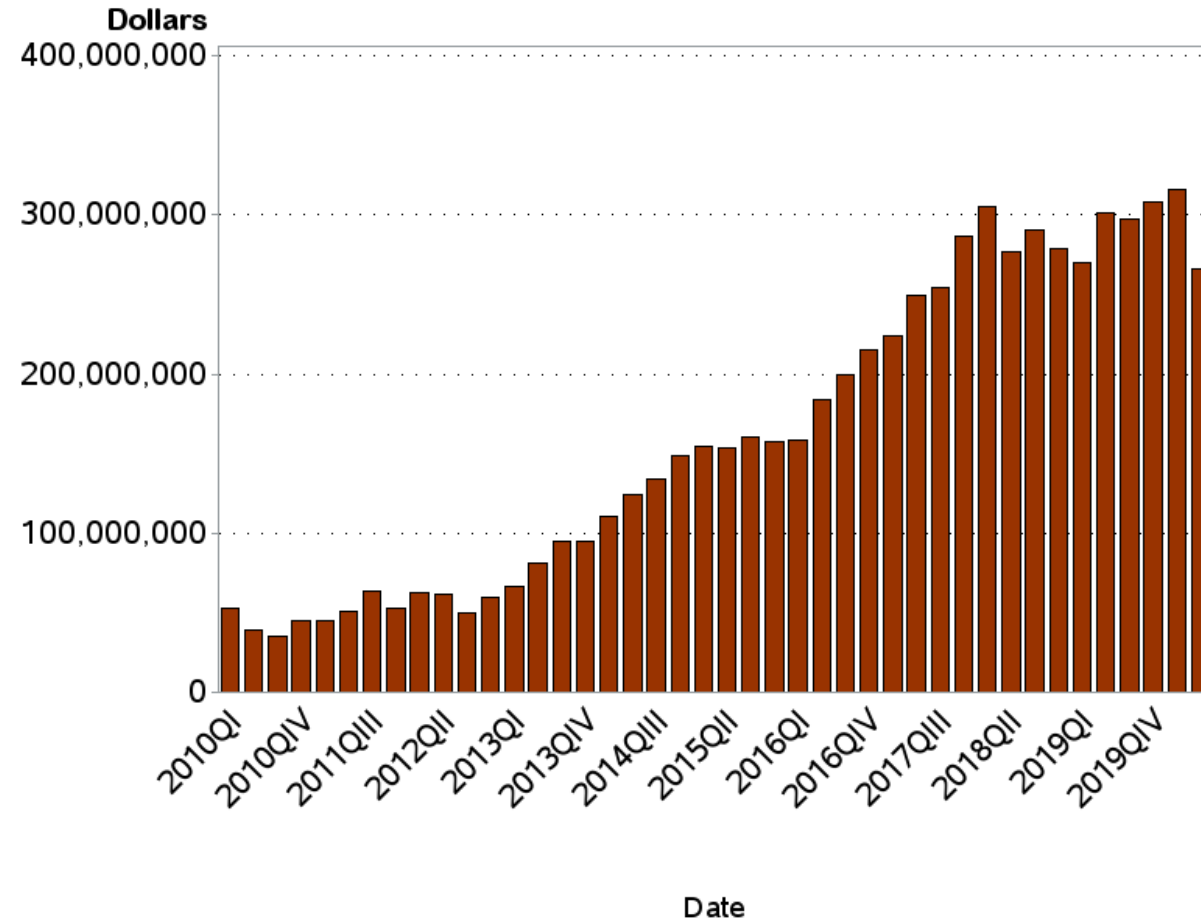




# Rural Land Prices Northeast Texas Region



# Total Dollar Volume Northeast Texas Region



# Northeast Texas 2<sup>nd</sup> Quarter 2020

Price	+5.0%
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Sales Volume	-10.8%
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Avg. Acreage	+4.5%
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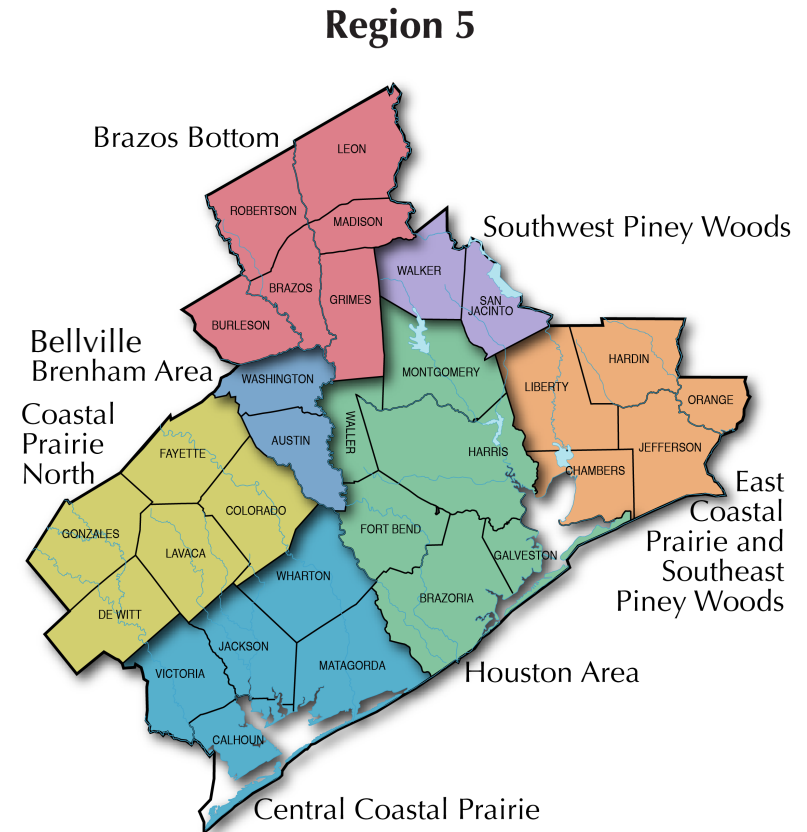
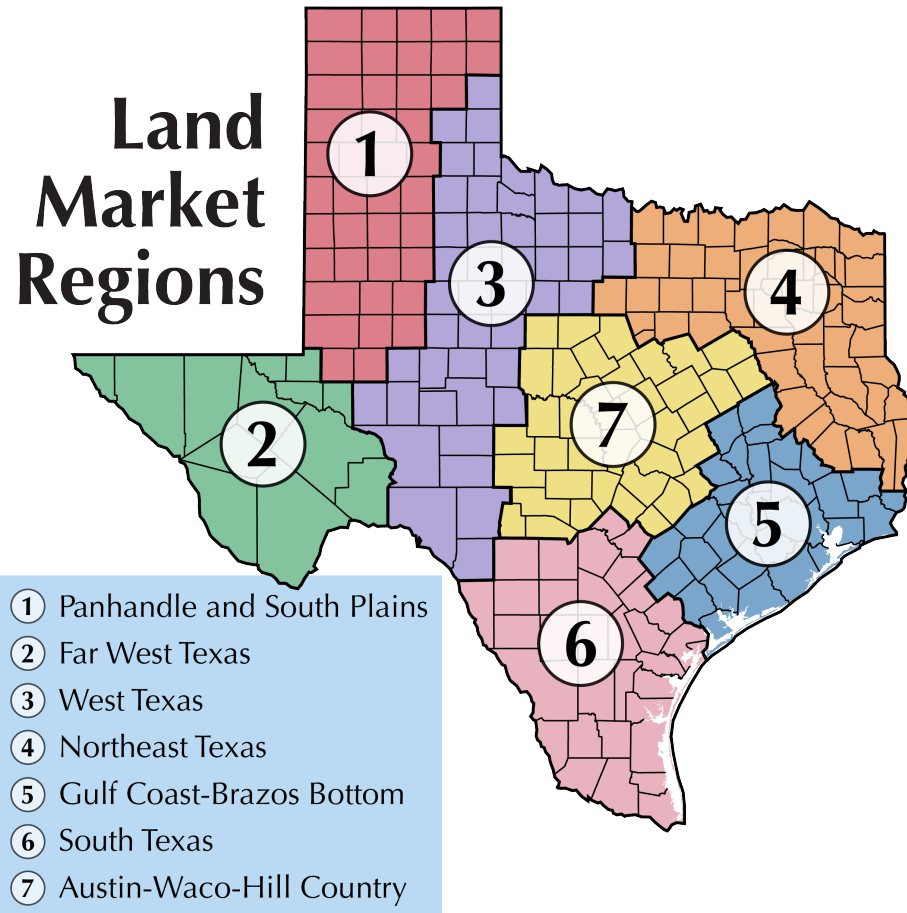
Total Acres	-15.7%
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Total Dollar Volume	-11.5%
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**\*\*\* Weathering the Storm \*\*\***

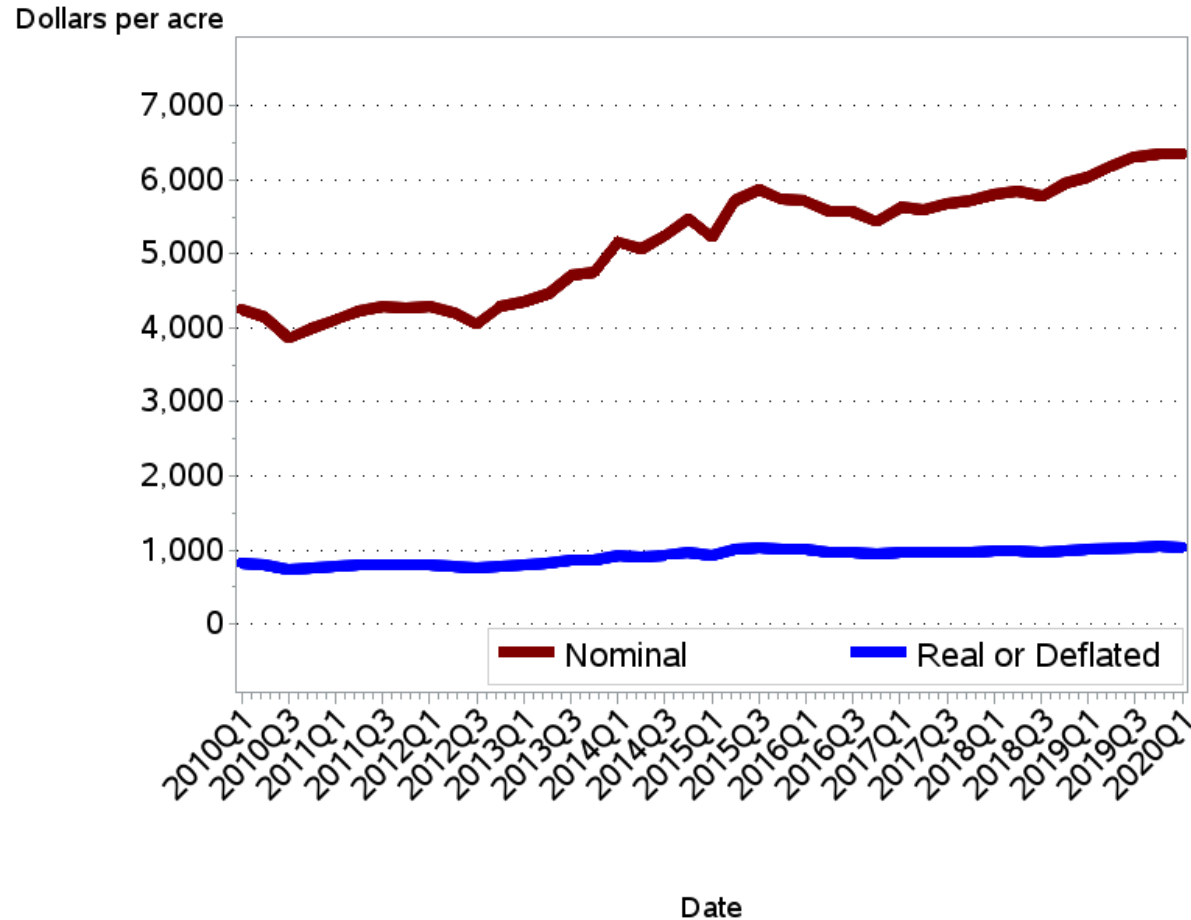
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# Region 5: Gulf Coast-Brazos Bottom

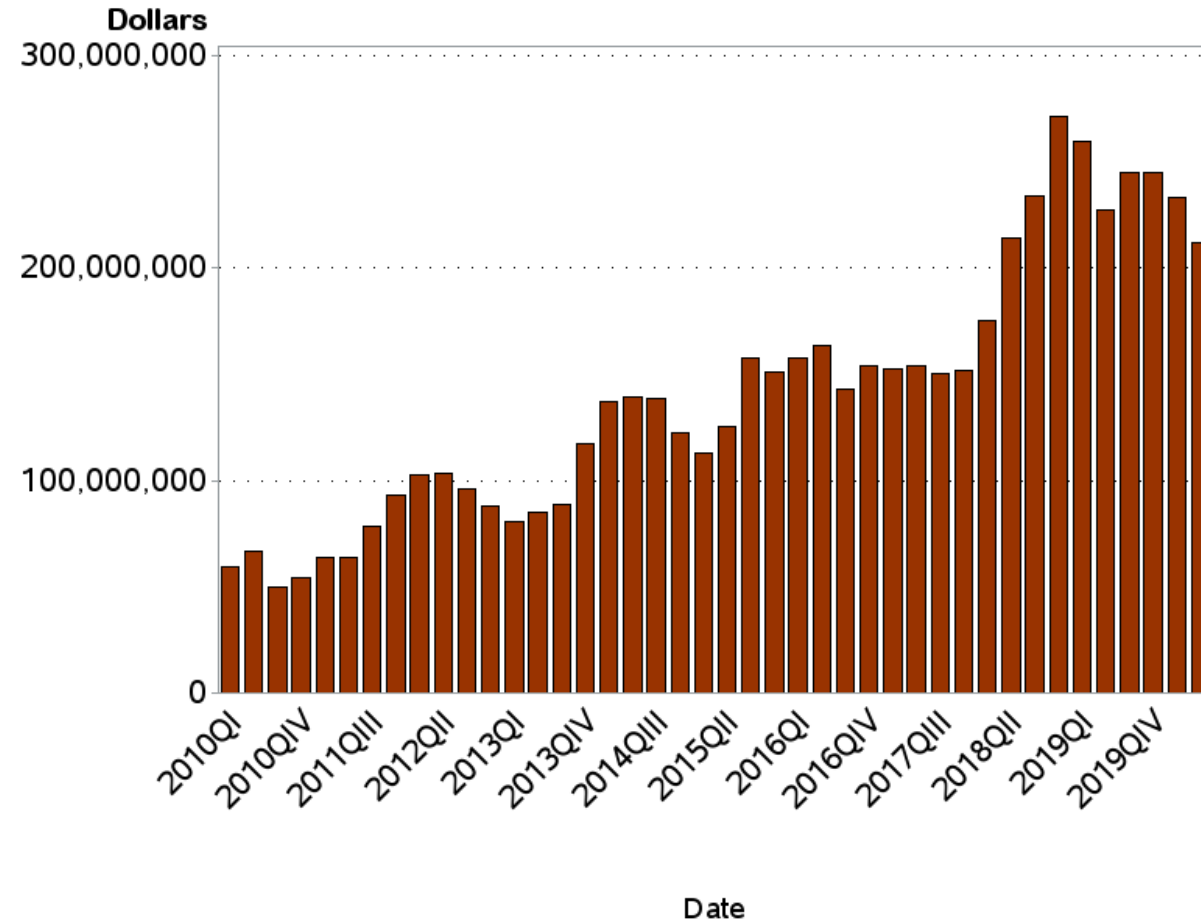


# Rural Land Prices

## Gulf Coast-Brazos Bottom Region



# Total Dollar Volume Gulf Coast-Brazos Bottom Region





# Gulf Coast-Brazos Bottom

## 2<sup>nd</sup> Quarter 2020

Price	+3.9%
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Sales Volume	-7.1%
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Avg. Acreage	-0.7%
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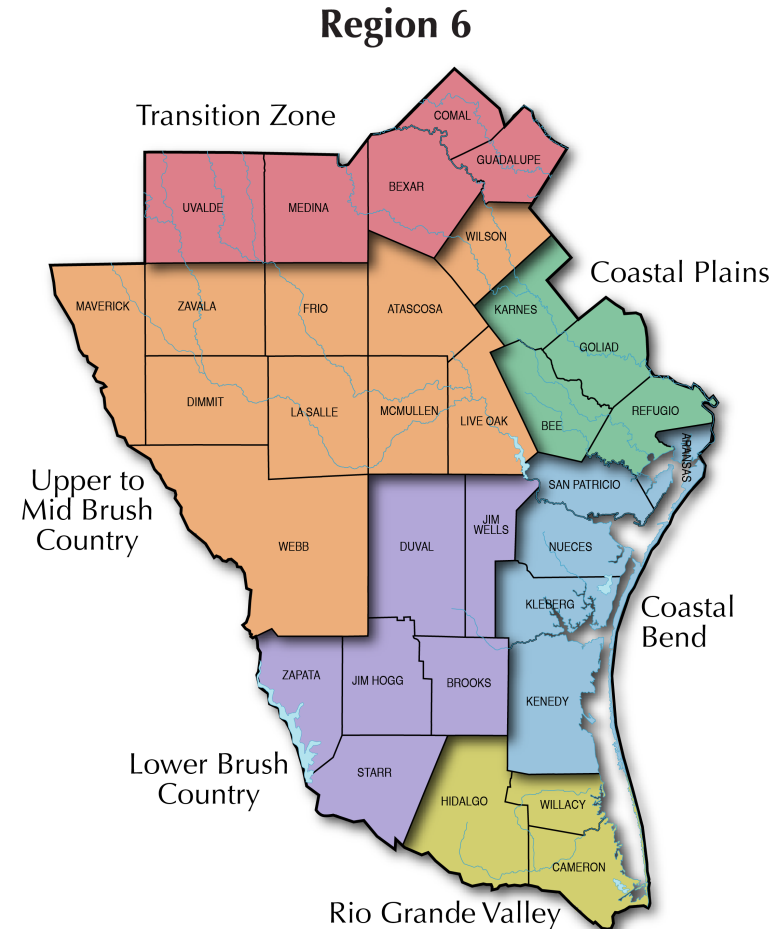
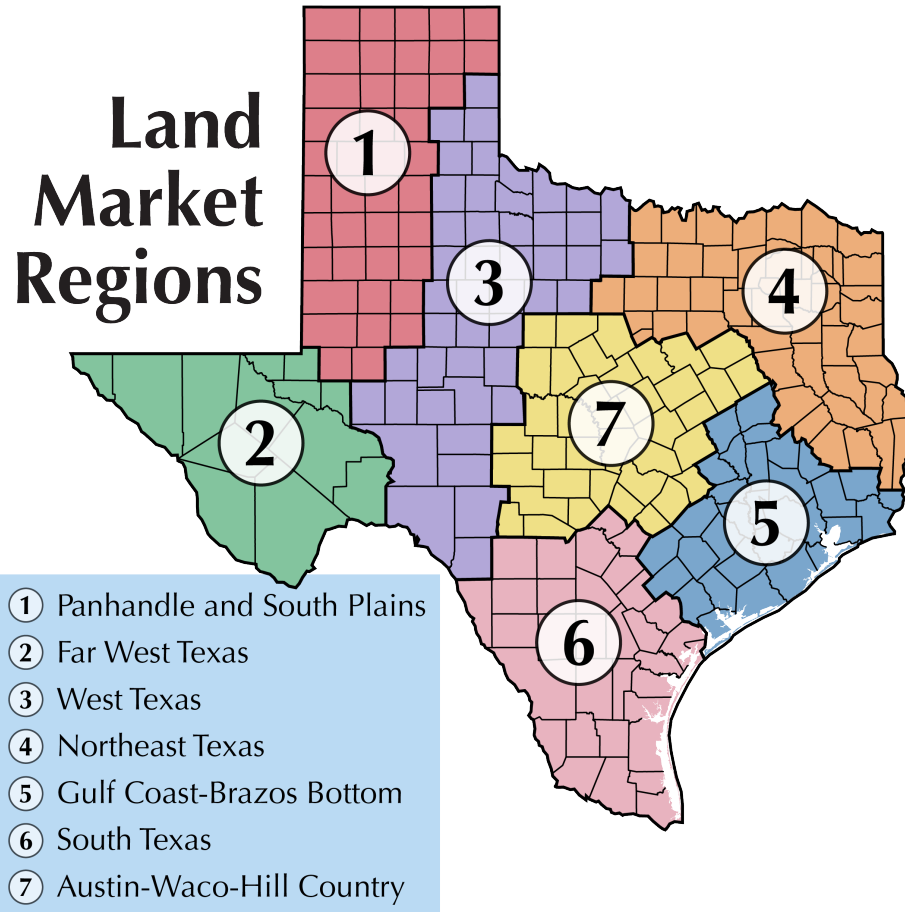
Total Acres	-10.1%
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Total Dollar Volume	-6.6%
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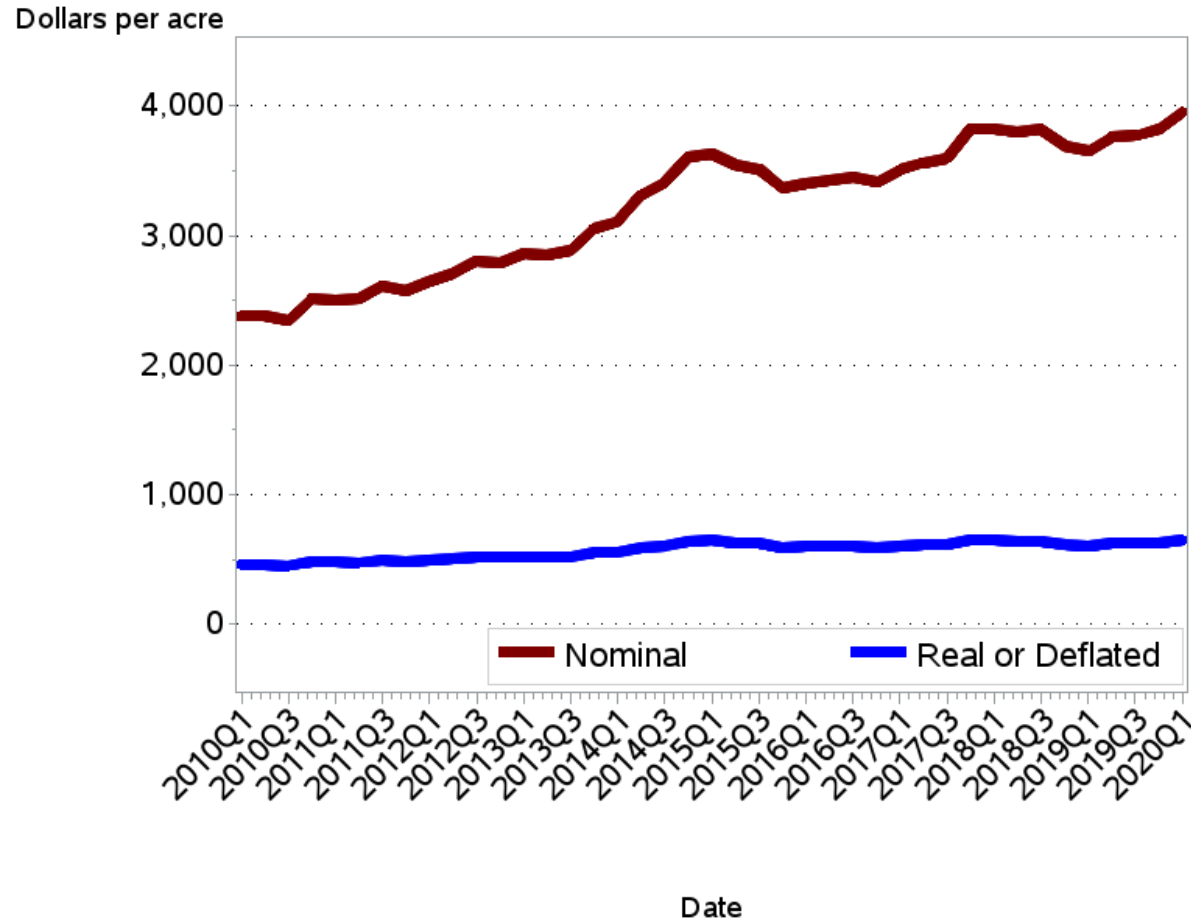
**\*\*\* Weathering the Storm \*\*\***

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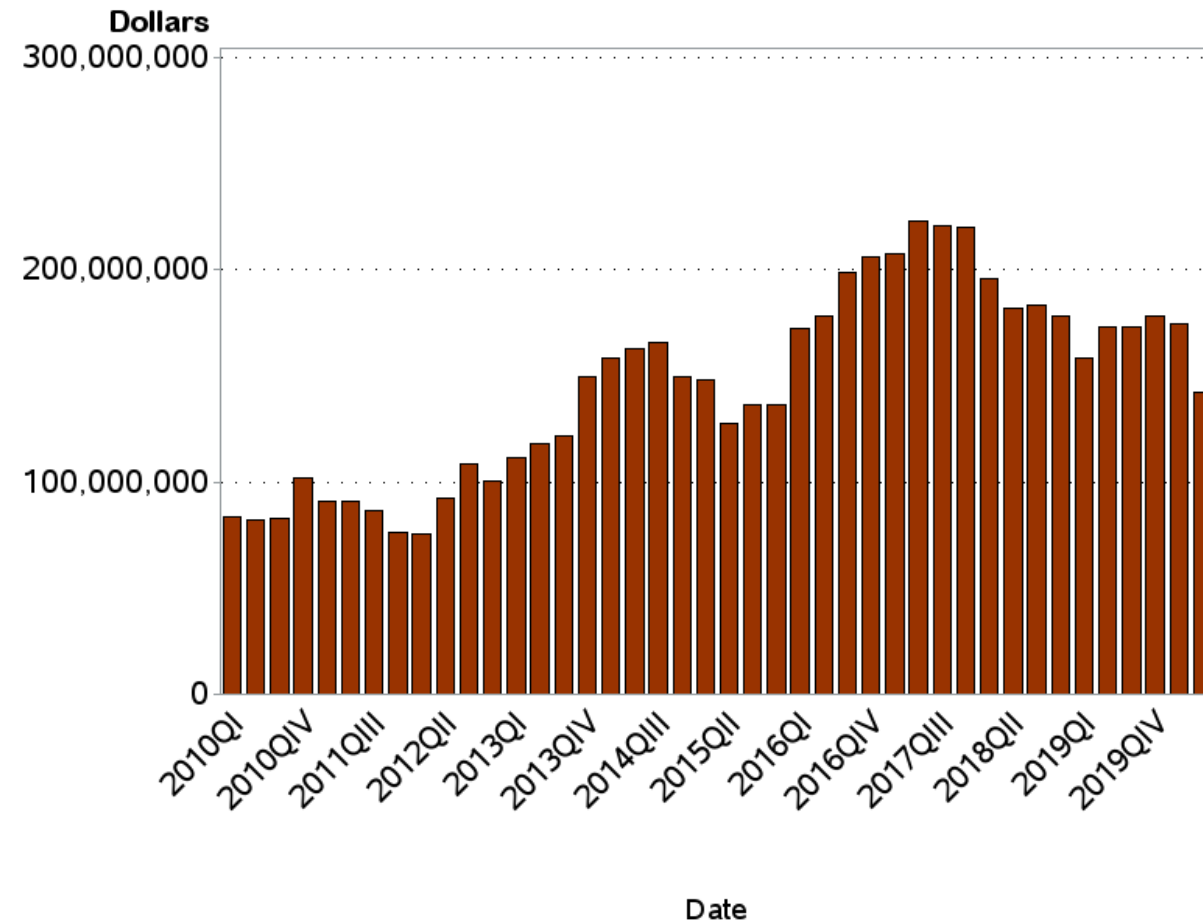
# Region 6: South Texas



# Rural Land Prices South Texas Region



# Total Dollar Volume South Texas Region



# South Texas 2<sup>nd</sup> Quarter 2020

Price	+2.0%
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Sales Volume	-27.2%
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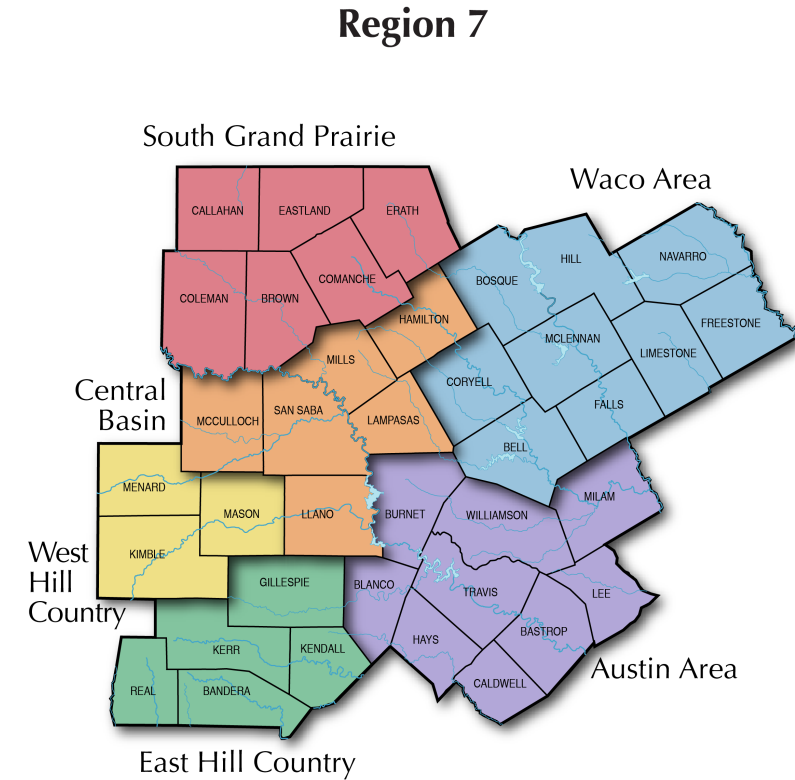
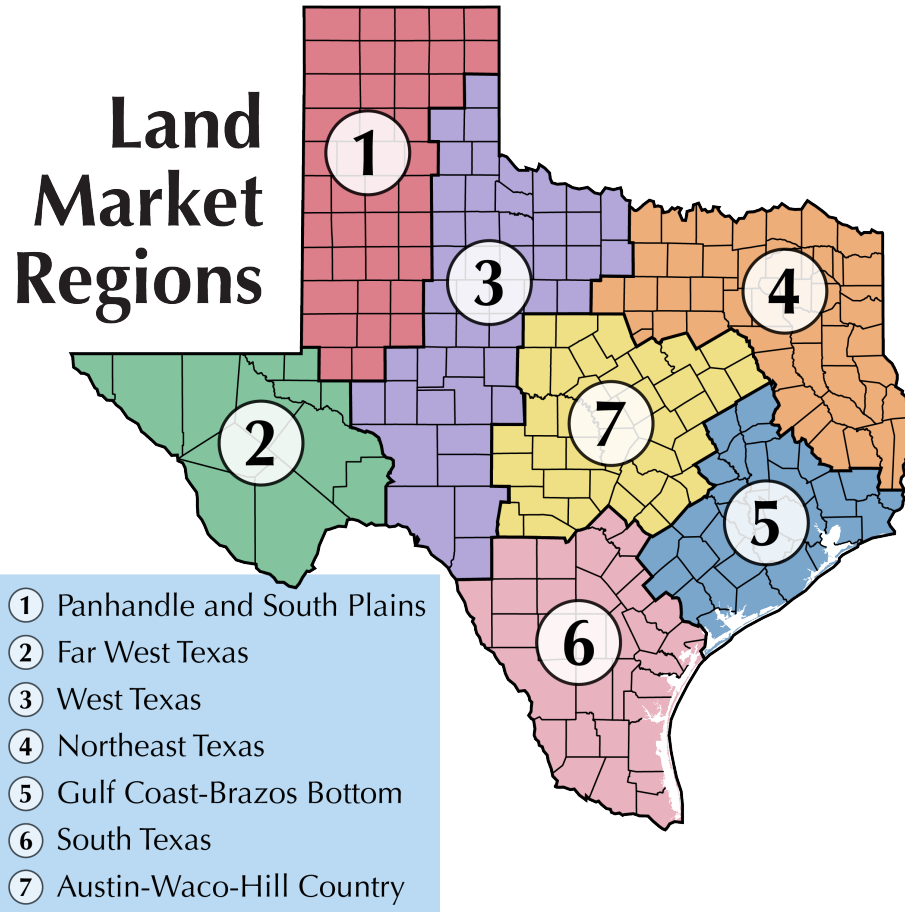
Avg. Acreage	+9.1%
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Total Acres	-19.3%
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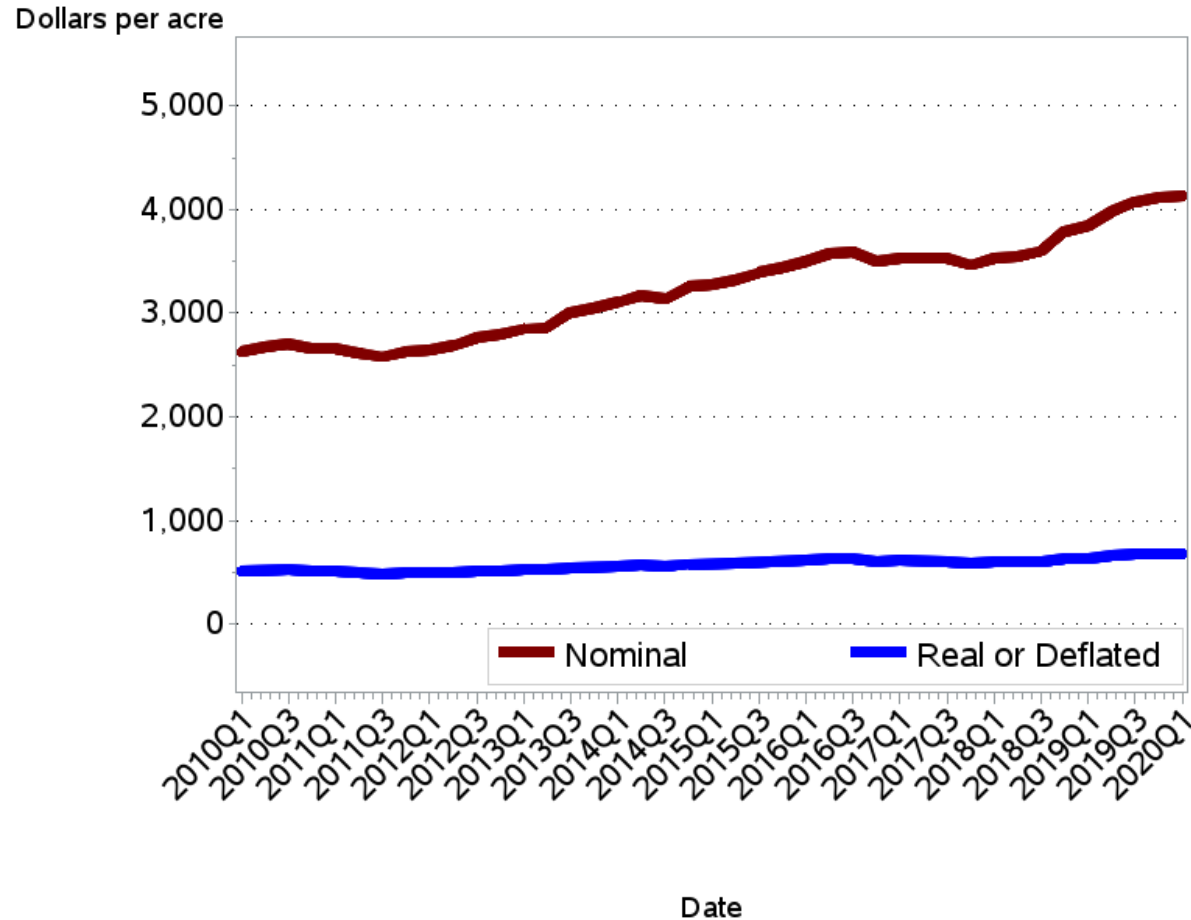
Total Dollar Volume	-17.7%
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**\*\*\* Proceed With Caution \*\*\***

# Region 7: Austin-Waco-Hill Country

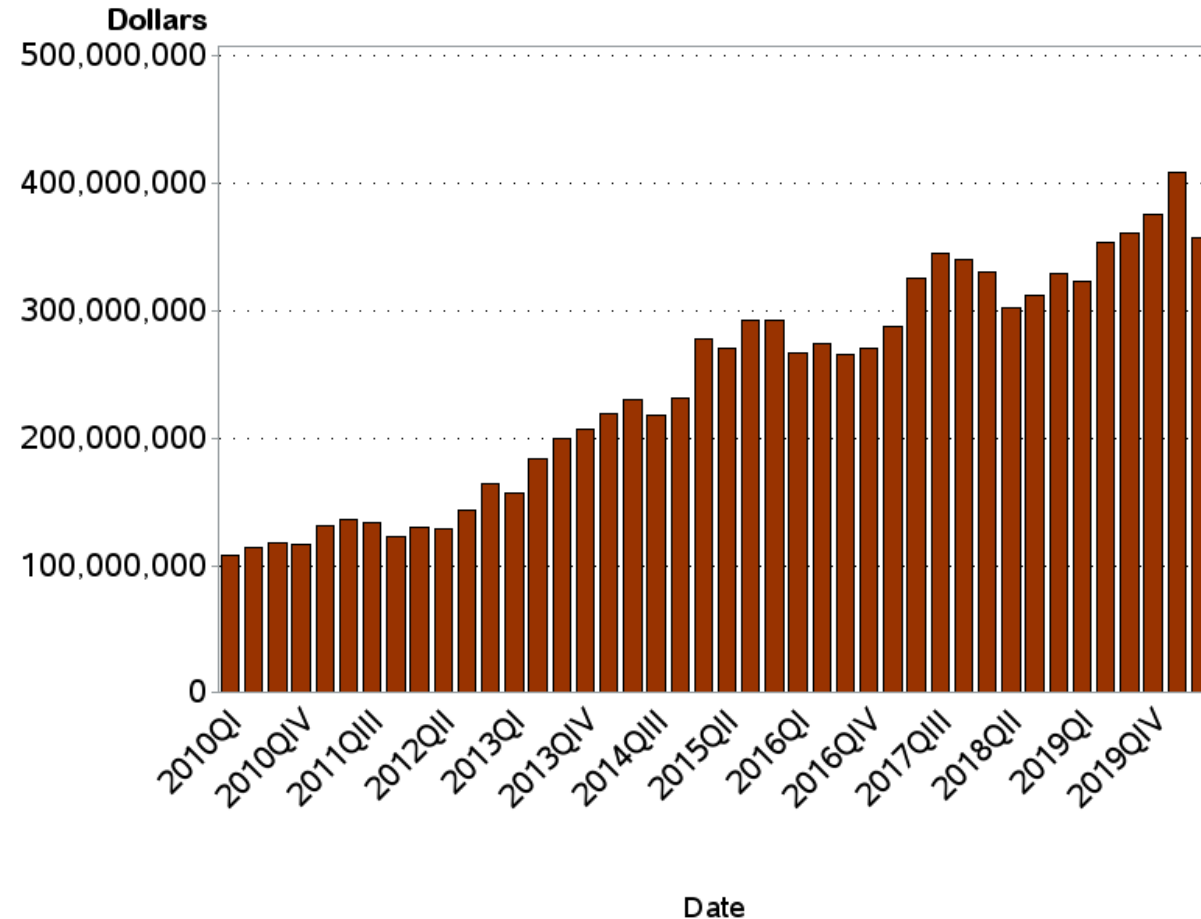


# Rural Land Prices Austin-Waco-Hill Country Region





# Total Dollar Volume Austin-Waco-Hill Country Region



# Austin-Waco-Hill Country

## 2<sup>nd</sup> Quarter 2020

Price	+1.5%
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Sales Volume	+5.0%
--------------	-------

Avg. Acreage	+0.2%
--------------	-------

Total Acres	-0.7%
-------------	-------

Total Dollar Volume	+0.8%
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**\*\*\* Weathering the Storm \*\*\***

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# The Future

Virus inspiring **move** from cities

Brokers experiencing **high volume of calls**

Real Estate Center rural land inquiries **up 63%**

# Where To Get The Latest



**Visit the Real Estate Center's website**

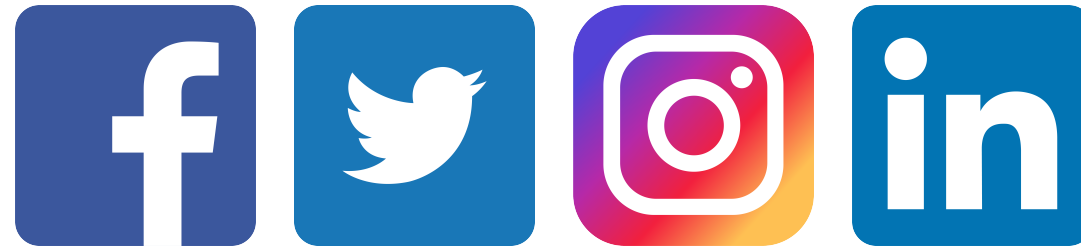
<https://www.recenter.tamu.edu/data/rural-land/>



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