

# Texas Rural Land Value Trends

April 2012

# 2011



Presented by the TEXAS CHAPTER  
American Society of Farm Managers and Rural Appraisers

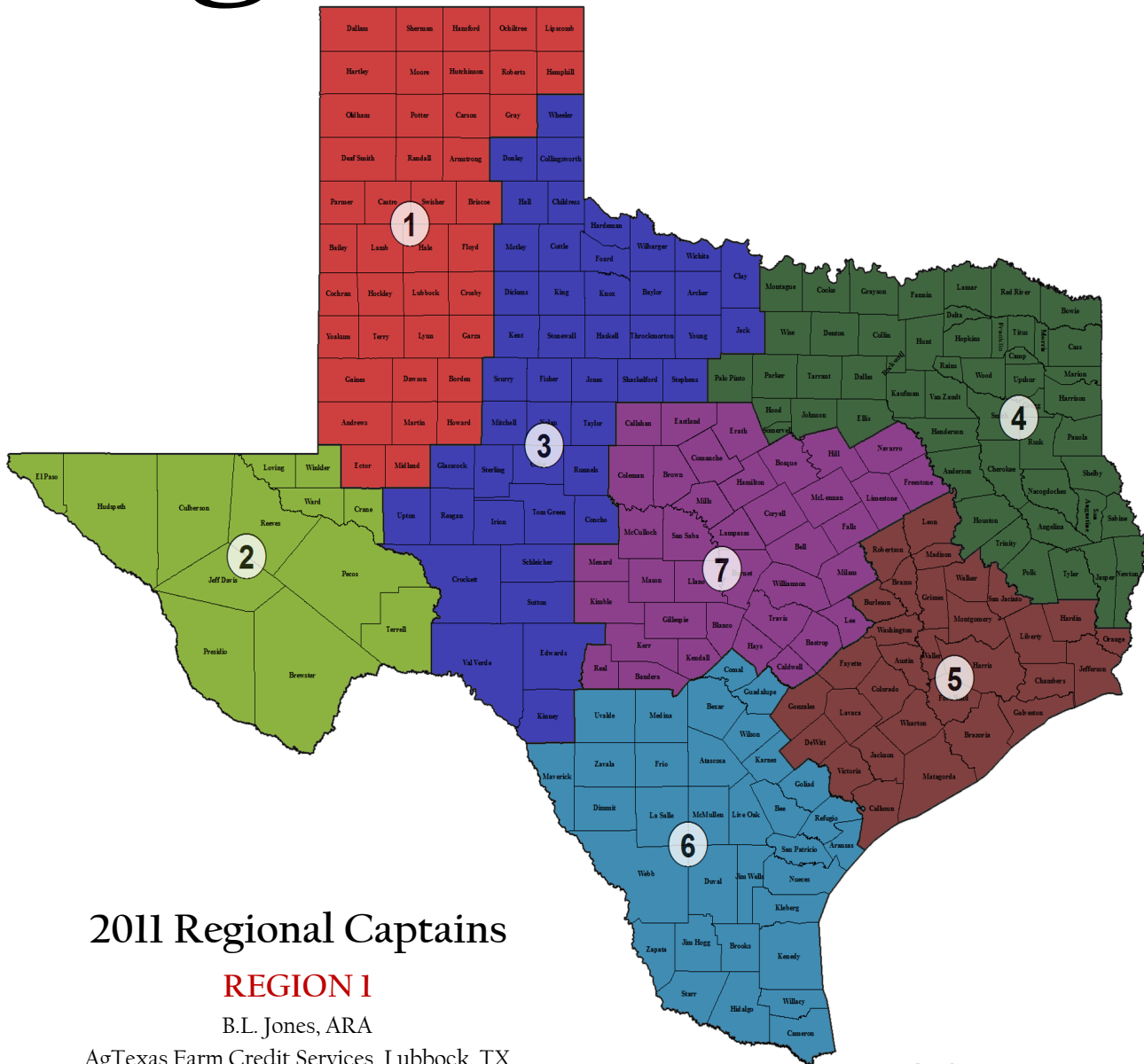
This page intentionally left blank.

# Texas Rural Land Value Trends 2011

## Table of Contents

Regions of Texas .....	2
About ASFMRA .....	3
Texas Chapter ASFMRA .....	4
Message from the President .....	4
Texas Chapter Officers.....	5
2011 Texas Land Markets by Dr. Charles Gilliland .....	6
REGION 1 .....	7
REGION 2.....	15
REGION 3.....	21
REGION 4 .....	27
REGION 5.....	35
REGION 6.....	45
REGION 7.....	59
Texas Chapter ASFMRA Membership Directory .....	69
Roster of Texas Chapter Members by County.....	76

# Regions of Texas



## 2011 Regional Captains

### REGION 1

B.L. Jones, ARA

AgTexas Farm Credit Services, Lubbock, TX

### REGION 2

Karl F. Armstead, ARA

Omega Appraisals, LLC, Fort Stockton, TX

### REGION 3

Victor R. Probandt, ARA

Stribling-Probandt Appraisals, San Angelo, TX

### REGION 4

Charles S. "Scott" Seely, ARA

Lewis & Seely Appraisals, Inc., Lufkin, TX

### REGION 5

Wayne T. Young, ARA

Capital Farm Credit, Huntsville, TX

### REGION 6

Merrill E. Swanson, ARA

Dugger, Canaday, Grafe, Inc., San Antonio, TX

### REGION 7

Wendell C. Wood, ARA

Kokel-Oberrender-Wood Appraisals, Ltd., Georgetown, TX



## About ASFMRA

The American Society of Farm Managers and Rural Appraisers (ASFMRA) is recognized as the premier organization for rural property professionals, providing excellent education, networking opportunities and legislative representation for its members. The ASFMRA members protect and serve the rural property owner with trustworthy valuation, management, consulting and marketing services.

ASFMRA offers education for pre-licensing and certified general education, continuing education and advanced designation education for rural property professionals. The society also provides an accreditation program for farm managers, appraisers and consultants, giving them a strong competitive advantage over their competition in terms of knowledge, networking and recognition as an ethical qualified professional.

The American Society was founded in 1929 and has 35 local chapters within seven regional districts throughout the U.S. Membership boasts leading managers, appraisers, review appraisers and consultants; as well as agricultural academic communities. For information on the many opportunities offered by ASFMRA, please visit [www.asfrma.org](http://www.asfrma.org).

### ASFMRA Accredited Designations

AAC Accredited Agricultural Consultant

AFM Accredited Farm Manager

ARA Accredited Rural Appraiser

RPRA Real Property Review Appraiser

## Benefits of Membership

As a member of the ASFMRA, you will become a member of a premier organization for professionals who provide management, consultation and valuation services on rural and agricultural assets. The Society provides members with the resources, information and leadership that enable them to provide valuable services to the agricultural community.

The ASFMRA strives to:

- Protect and promote the interest of members before government, regulatory bodies and other organizations.
- Enhance member opportunities for professional development and interaction with peers through meetings, publications and educational offerings.
- Improve ethics, standards and quality of service offered by members.

- Promote awareness and confidence in the integrity, objectivity, competence and professionalism of the ASFMRA's Accreditation program.
- Recruit and maintain a highly qualified, professional membership.

### Membership Service Programs Include:

Meetings—Membership, Governance, Regional and Chapter meetings.

Publications—Newsletters, Journal, Directory, Education Catalog, press releases and collateral materials available to membership.

Education and Continuing Education Programs—farm management, rural appraisal, consulting education and on-line education offered through the ASFMRA.

Voice in government issues via representative in Washington, DC.

In addition to the AFMs, ARAs, RPRAs and AACs there are Professional and Student members along with Associate, Academic, Affiliate and Retired members in the American Society.

## ASFMRA Membership Classifications

**Accredited Members**—This classification includes the Accredited Farm Manager (AFM); the Accredited Rural Appraiser (ARA); the Real Property Review Appraiser (RPRA); and the Accredited Agricultural Consultant (AAC). Accredited members are highly educated, thoroughly seasoned and experienced farming and rural valuation experts who have taken years of training to earn a designation.

**Professional Members**—Those who manage, appraise, and/or consult for a fee or salary rural properties belonging to others and who have completed all work and education requirements.

**Associate Members**—Those who manage, appraise, consult and/or review appraisals of rural properties belonging to others for a fee or salary and are eligible to advance to the Accredited or Professional classifications once all requirements have been met.

**Academic Members**—Those whose work is primarily educational and who are devoting a major portion of their time working at the college level in agricultural consulting, farm and ranch management, rural appraisal, and/or appraisal review as instructors, researchers, extension workers or administrators and who have held such positions for two or more years.

**Affiliate Members**—Those who are in a related profession but do not meet the requirements for other ASFMRA membership classifications. Affiliate members do not provide farm and ranch management, agricultural consulting, rural appraisal, and/or ap-

praisal review services on rural properties belonging to others for a fee or salary.

**Student Members**—Those full-time students studying in related fields. Student members do not provide farm and ranch management, agricultural consulting, rural appraisal and/or appraisal review services on rural properties belonging to others for a fee or salary.

**Retired and Retired Lifetime Members**—Those Accredited, Professional, Associate and Academic members who have held such membership for at least ten (10) years and who no longer provide farm and ranch management, agricultural consulting, rural appraisal and/or appraisal review services on properties belonging to others for a fee or a salary.

**Honorary Members**—Those members nominated by their Chapters whose service to their Chapter and the Society, as determined by and at the sole discretion of Council, merit special membership classification consideration.

**Inactive Members**—Those Accredited, Professional and Associate members who no longer provide farm and ranch management, agricultural consulting, rural appraisal and/or appraisal review services. Members need to return to active status within three years.

### *Texas Chapter ASFMRA*

The Texas Chapter of the American Society of Farm Managers and Rural Appraisers (ASFMRA) was chartered in 1978 as an affiliate of the national ASFMRA organization. The Texas Chapter is a non-profit 501(c)(6) corporation. It supports the educational, ethical and professional standards set by national.

The *object* of the Chapter is to promote, without profit to itself, the professions of farm management and rural appraisal by holding meetings for the exchange of ideas, by conducting schools and other devices for disseminating information, by building and maintaining a code of business and professional ethics, and by other means approved by the Board of Directors.



### *Message from the President*



I am happy to present the *Texas Rural Land Value Trends for 2011*. For the past several years, national real estate markets have declined; however, Texas continues to counter the national trend. In our publication you will find information pertaining to our land markets, land classes, general

price ranges for agricultural land and lease data.

This publication would not be possible without the assistance of the Real Estate Center and the many sponsors that host the annual Outlook for Texas Land Markets. At this conference we present our Rural Land Value Trends to over approximately 400 attendees. The Real Estate Center allows us to give a presentation at the conference each year to cover all the different land markets across the state. We demonstrate to the user of appraisal services and to the public that the members of the ASFMRA are rural property experts.

Thank you to the many volunteers that provide the information for our publication as well as the panel that discusses the trends at the Land Conference. Your time and efforts are greatly appreciated.

If you have any questions or would like more information on real estate developments in one of our land markets, feel free to contact us. We will be happy to address your real estate needs.

Mark A. McAnally, ARA  
Texas Chapter President

## PHOTOGRAPHY

All the photographs used in this 2011 Land Trends publication were contributed by the Texas Chapter ASFMRA members. A few pictures came from an outside source. We would like to recognize King Land and Water, a conservation real estate firm in Fort Davis, for their photos of West Texas used in Region 1 and 2.

Photos are an integral part of understanding the vast terrain differences in the state of Texas. The photos give this publication a personal touch.

Special recognition goes to Chad Dugger of Chas. S. Middleton and Son in Lubbock, Texas, for his 'Barb Wire' photo used on the cover.

## FOR MORE INFORMATION

To learn more about opportunities presented by the Texas Chapter ASFMRA, please contact any of our members in the directory found at the end of this publication, or call the chapter office at (325) 446-3052.

*When quoting this publication* — You may, on an occasional basis, disseminate portions of the *Texas Rural Land Value Trends* for non-commercial purposes to a limited number of individuals, provided you include all copyright and other proprietary rights notices with such portion of the publication in the same form in which the information appears. The phrase, *"Used with permission from the Texas Chapter of the American Society of Farm Managers and Rural Appraisers (ASFMRA)"* must be included. You may not modify any information from this publication and you shall be fully responsible for any consequences resulting in such use of the *Texas Rural Land Value Trends* data.

## 2012 Texas Chapter ASFMRA OFFICERS and DIRECTORS

### PRESIDENT

Mark A. McAnally, ARA  
Texas General Land Office  
Austin, TX

### PRESIDENT-ELECT

Bill S. Beam, ARA  
Western Appraisal, LLC  
Abilene, TX

### VICE-PRESIDENT

Stan Bevers, AFM  
Texas AgriLife Extension Service  
Vernon, TX

### IMMEDIATE PAST PRESIDENT

Wendell C. Wood, ARA  
Kokel-Oberrender-Wood Appraisal, Ltd.  
Georgetown, TX

### SECRETARY-TREASURER

Carmen K. Bierschwale  
Bierschwale Land Company, LLC  
Junction, TX

### DIRECTORS:

Karl F. Armstead, ARA  
V. Keith Barlow, ARA  
Reagan Bownds, ARA  
John C. Hodges, ARA  
Wade L. Kubecka, ARA  
Patricia Weber, ARA



## Texas Rural Land Value Trends for 2011

is published by the  
Texas Chapter  
of the American Society of Farm Managers  
and Rural Appraisers, Inc.  
(ASFMRA)  
PO Box 154  
Junction, TX 76849  
(325) 446-3052  
TXASFMRA@gmail.com

The Most Trusted Rural Property Professionals.



## 2011 Texas Land Markets

By Charles E. Gilliland Ph.D.

Research Economist

Real Estate Center

Texas A&M University

6

The overall Texas land market inched up 3 percent in 2011 to \$2,150 per acre from \$2,091 per acre in 2010 according to the Real Estate Center analysis of sales. However the volume of transactions continued a 3-year trend of subdued activity with 4,520 sales totaling 926,101 acres. That total transfer retreated from the 1,045,408 acres in 2010. Total acres transferred in 2009 amounted to a mere 908,101 acres. These sums are far short of the 45-year average of 1,691,987 acres annually. This 2009-2011 depressed level of activity is the only period over the past 45 years with such small volumes of rural land sales. The 2005 market volume at more than 3,000,000 acres more than tripled current markets transfers. Compared to the 2003-2007 era, the past three years have been extremely quiet markets. This low level of activity persists even as unemployment has inched downward and energy industry activity has flourished. In inflation adjusted real terms, Texas land prices inched up 2 percent in 2011.

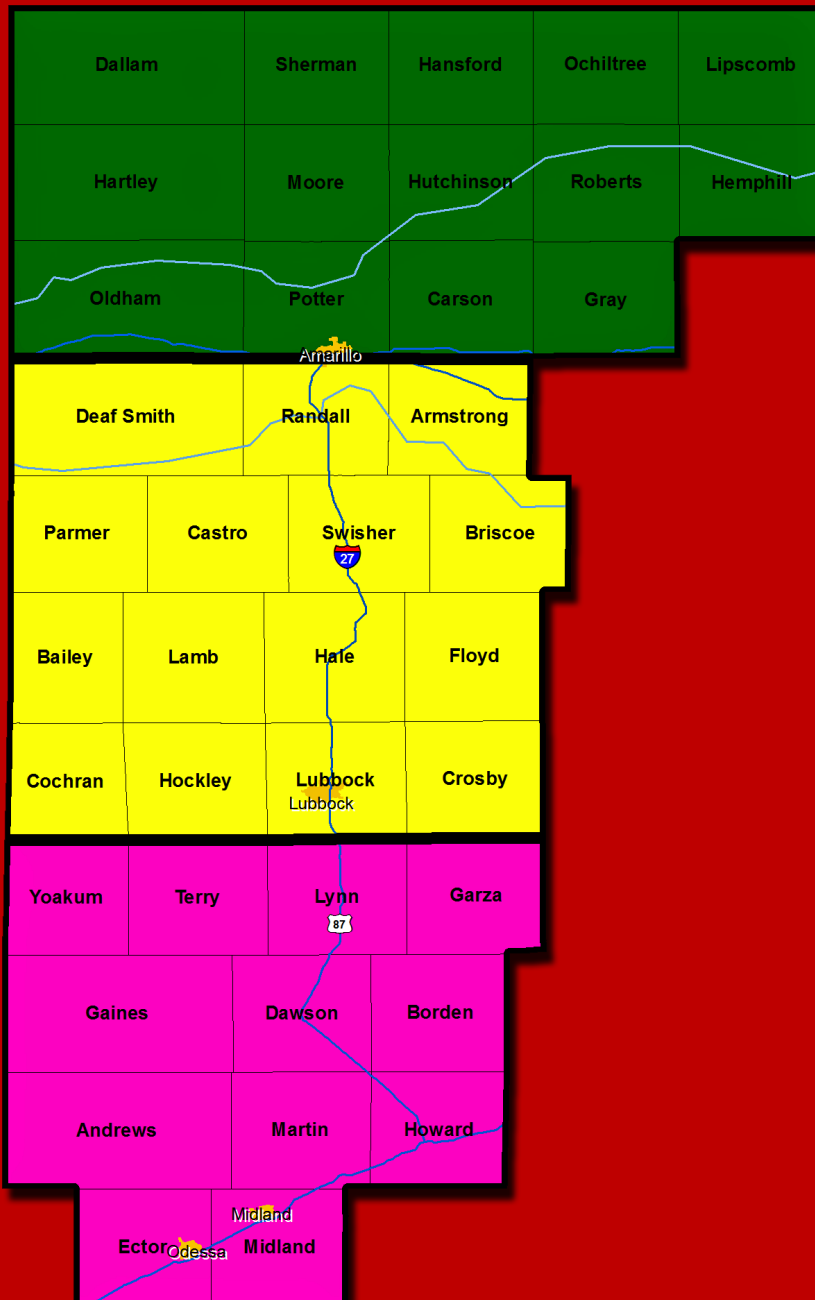
Throughout the state, investors and farmers continued to clamor for irrigated cropland while demand for recreational land remained muted. These opposing conditions lead to mixed results at the local level. Statistical indicators showed mixed results with the panhandle and south plains seeing strong price increases and more modest results in the Abilene to Wichita Falls region. Only the northeast region stretching from the Dallas/Fort Worth metroplex to Texarkana and the Austin-Waco-Hill Country region in central Texas saw prices retreat modestly. The remaining regions posted unremarkable price increases. Despite the price stabil-

ity, none of the regions exhibited an increase in the number of sales.

As 2012 begins, demand for cropland continues unabated driving farmland prices higher. Also, high-wealth individuals have begun to focus on large livestock operations proping up ranchland prices in that market segment. Although the market for more modest sized ranches continued to post lackluster results in 2011, some brokers are currently reporting an increase in inquiries. The prosperity flowing to the energy industry as well as emerging indications that the market may have escaped a 1986 style meltdown may lead increased numbers of individuals in search of a recreational retreat. Only time will tell if these feelers turn into transactions.

On the economic front, signals remain snarled in a complex tangled mass of trends. The unemployment picture improvement at the end of 2011 has continued through the spring. With south Texas oil production booming, optimism has emerged in the minds of many. Car sales are up. Consumers are borrowing once again. Individuals are increasingly weary of enduring bad economic times. Still, the experience of the past three years has engendered a widespread skepticism about the future. The European union has failed to resolve bank solvency issues linked to debt problems in several member nations. In addition, debt levels throughout the world remain at uncomfortably high levels. Unrest in the Middle East threatens to spread uncertainty throughout the region. Plus, Texas has not recovered from last year's strangling drought. The road ahead remains clouded with uncertainty. Despite the positive signs emerging at the beginning of 2012, the outlook for more of the same sluggish performance seen in the past couple of years remains the most likely prospect for 2012 with weak price performance but a probable increase in sales volume.





1

## REGION

### North Panhandle

Carson, Dallam, Gray, Hansford, Hartley, Hemphill, Hutchinson, Lipscomb, Moore, Ochiltree, Oldham, Potter, Roberts and Sherman Counties

### South Plains (Amarillo to Lubbock)

Armstrong, Bailey, Briscoe, Castro, Cochran, Crosby, Deaf Smith, Floyd, Hale, Hockley, Lamb, Lubbock, Parmer, Randall and Swisher Counties

### South Plains (South of Lubbock)

Andrews, Borden, Dawson, Ector, Gaines, Garza, Howard, Lynn, Martin, Midland, Terry and Yoakum Counties

B.L. Jones, ARA  
V. Keith Barlow, ARA  
Bill S. Beam, ARA  
Bryan Bednarz, ARA  
Chad Dugger

L. Sam Middleton, ARA  
Mickey R. Nixon, ARA  
James B. "Nardie"  
Vine, Jr., ARA



## REGION

### *North Panhandle and the South Plains of Texas*

Region One, the most northerly region in Texas, is bordered on the west by New Mexico and by Oklahoma on the north and east. The upper third of the region is commonly known as the Panhandle, while the South Plains comprises the balance.

Highlights of the overall market precede brief discussions related to the sub-regions.

- Drought throughout the regions caused crop failures and diminished yields. Crop insurance helped ease financial burden caused by the drought.
- Demand for large hunting and recreational properties increased with mainly oil and gas producers looking for a place to park their cash. There were very limited sales of highly improved properties. Moderate to limited demand for small to mid-sized ranches with stable prices.
- Farm commodity prices are still up from 2010. All crop production was down due to the drought.
- The inventory of good irrigated land that is for sale is still in a decline and land prices range from stable to increasing. Some landlords are willing to sell due to recent price increases. There is a strong demand throughout the region for most classes of cropland. Values for farms with weak, or marginal, irrigation water have risen because of the dwindling inventory of prime irrigated land.



- Market conditions for dairy operators have improved. Milk prices have increased and profitability has improved to above break-even levels. Construction activities are still on hold. Dairies are purchasing farm land for silage to control costs of inputs.
- Institutional buyers are still in the market for prime irrigated farmland.
- Marginal land is being converted to irrigation if water is available.
- Looking forward into 2012, the area is very concerned about the lack of rain. Producers and land owners are still concerned about the Underground Water Districts in the area limiting irrigation.

### *North Panhandle*

*Carson, Dallam, Gray, Hansford, Hartley, Hemphill, Hutchinson, Lipscomb, Moore, Ochiltree, Oldham, Potter, Roberts and Sherman Counties*

Sales activity for cropland was stronger in 2011, with most activity occurring in the last half of the year. Prices which began showing strength in the latter part of 2010 continued into early 2011. During the second half of the year the pace of increase intensified and appreciation rates on quality irrigated tracts appear to be moving up at rates approaching 1% per month. Most acreage was planted to corn, wheat, sorghum and cotton in 2011. Overall the corn acres suffered the greatest yield losses resulting from the heat and drought.

Cash leases for irrigated cropland are common in the northwest quadrant of the Panhandle and increased during 2011, even in the face of a poor crop year, largely due to higher commodity prices. Crop share lease provisions in the west panhandle saw greater landlord shares and more participation in expenses being assumed by landlords. Crop share lease is most prevalent in the eastern sector of the Panhandle.

Institutional buyers were active in the area for larger tracts. Most sales by institutional buyers are leased back to sellers.

Cash lease rates for grazing and hunting on native rangeland continued to be stable. Range conditions were much below average. Cattle herds continue to be liquidated due to the persistent drought and excessive heat.





## *South Plains from Amarillo to Lubbock*

*Armstrong, Bailey, Briscoe, Castro, Cochran, Crosby, Deaf Smith, Floyd, Hale, Hockley, Lamb, Lubbock, Parmer, Randall and Swisher Counties*

Crop yields on dryland were average in the northern part of the region. Irrigated cotton brought in good yields. Activity in the land market was generally active with prices being stable to increasing. There was an increased demand for farms with weaker irrigation water and CRP.

Native rangeland is in scattered areas along draws or a band of sandhills and runs southeast across the region. Generally, these are smaller tracts utilized in conjunction with adjoining cropland. Range conditions were poor due to the drought.

Crop share leases are the most common lease arrangement for both irrigated and dry cropland; rental rates and terms remain stable. The trend of absentee landlords selling to tenants continued, but to a lesser degree due to the higher commodity prices.

Drip irrigation continued to be installed. Prices for land enrolled in the Conservation Reserve Program (CRP) are generally stable. Some expired CRP acreage is being broken out and returned to production due to higher commodity prices. Some of the CRP is purchased for the water potential.



## *South Plains to the South of Lubbock*

*Andrews, Borden, Dawson, Ector, Gaines, Garza, Howard, Lynn, Martin, Midland, Terry and Yoakum Counties*

This area is composed of a diverse land use mixture. The topography has rolling plains, broad valleys and flood plains. Most of the land in Garza, Borden, Andrews, Midland, Ector and Howard counties is native range that is utilized for cattle grazing. Quite a bit of the native range was leased for hunting. Most cultivated farming utilizes dryland cultural practices due to inadequate groundwater. Irrigation practices are predominantly sprinkler due to sandy soils.

There is still a demand for dryland but there is a limited inventory of dryland farms. Crop yields in 2011 were below average due to drought. Farming is localized geographically and is limited by soil types that are conducive to cultivation. Where there is adequate groundwater, crops include cotton, small grains and peanuts. The limited number of farmland buyers is typically composed of local farmers. Some expired CRP acreage is being placed back into production or used for development of irrigation water. There is considerable amount of oil & gas lease activity.





## Region 1 - Panhandle and South Plains

Land Use or Class	Value Ranges		Activity/Trend	Rental Range		Activity/Trend
-------------------	--------------	--	----------------	--------------	--	----------------

### North Panhandle

Carson, Dallam, Gray, Hansford, Hartley, Hemphill, Hutchinson, Lipscomb, Moore, Ochiltree, Oldham, Potter, Roberts and Sherman Counties

Irrigated Cropland Good Water	\$2,000	to	\$3,650	Active/Increasing	\$165	to	\$225	Increasing/Increasing
Irrigated Cropland Fair Water	\$1,500	to	\$2,000	Active/Increasing	\$115	to	\$150	Increasing/Increasing
Dry Cropland East	\$400	to	\$700	Moderate/Stable	\$25	to	\$45	Stable/Stable
Dry Cropland West	\$350	to	\$600	Moderate/Increasing	\$15	to	\$35	Stable/Stable
Rangeland	\$325	to	\$1,000	Moderate/Stable	\$5	to	\$10	Stable/Stable
Conservation Reserve Program	\$550	to	\$1,100	Moderate/Increasing	\$30	to	\$45	Stable/Stable

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

### South Plains - Amarillo to Lubbock

Armstrong, Bailey, Briscoe, Castro, Cochran, Crosby, Deaf Smith, Floyd, Hale, Hockley, Lamb, Lubbock, Parmer, Randall and Swisher and Counties

Irrigated Cropland Good Water	\$2,000	to	\$2,800	Active/Increasing	\$150	to	\$175	Stable/Stable
Irrigated Cropland Fair Water	\$1,200	to	\$1,300	Active/Increasing	\$100	to	\$150	Stable/Stable
Drip Irrigation	\$1,600	to	\$2,500	Active/Increasing	N/A	to	N/A	Stable/Stable
Dry Cropland Wheat	\$450	to	\$600	Moderate/Increasing	\$25	to	\$45	Stable/Stable
Dry Cropland Cotton	\$500	to	\$800	Moderate/Increasing	\$25	to	\$45	Stable/Stable
Rangeland	\$350	to	\$900	Moderate/Stable	\$7	to	\$10	Stable/Stable
Conservation Reserve Program	\$400	to	\$600	Moderate/Stable	\$30	to	\$45	Stable/Stable

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

### South Plains - South of Lubbock

Andrews, Borden, Dawson, Ector, Gaines, Garza, Howard, Lynn, Martin, Midland, Terry and Yoakum Counties

Irrigated Cropland Better Water (Peanuts)	\$1,600	to	\$2,500	Moderate/Increasing	\$135	to	\$185	Stable/Stable
Irrigated Cropland Fair Water	\$1,000	to	\$1,600	Moderate/Increasing	\$75	to	\$125	Stable/Stable
Dry Cropland Cotton	\$500	to	\$1,000	Moderate/Increasing	\$25	to	\$45	Stable/Stable
Rangeland	\$275	to	\$900	Moderate/Stable	\$3	to	\$7	Stable/Stable
Conservation Reserve Program	\$400	to	\$700	Moderate/Stable	\$30	to	\$40	Stable/Stable

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

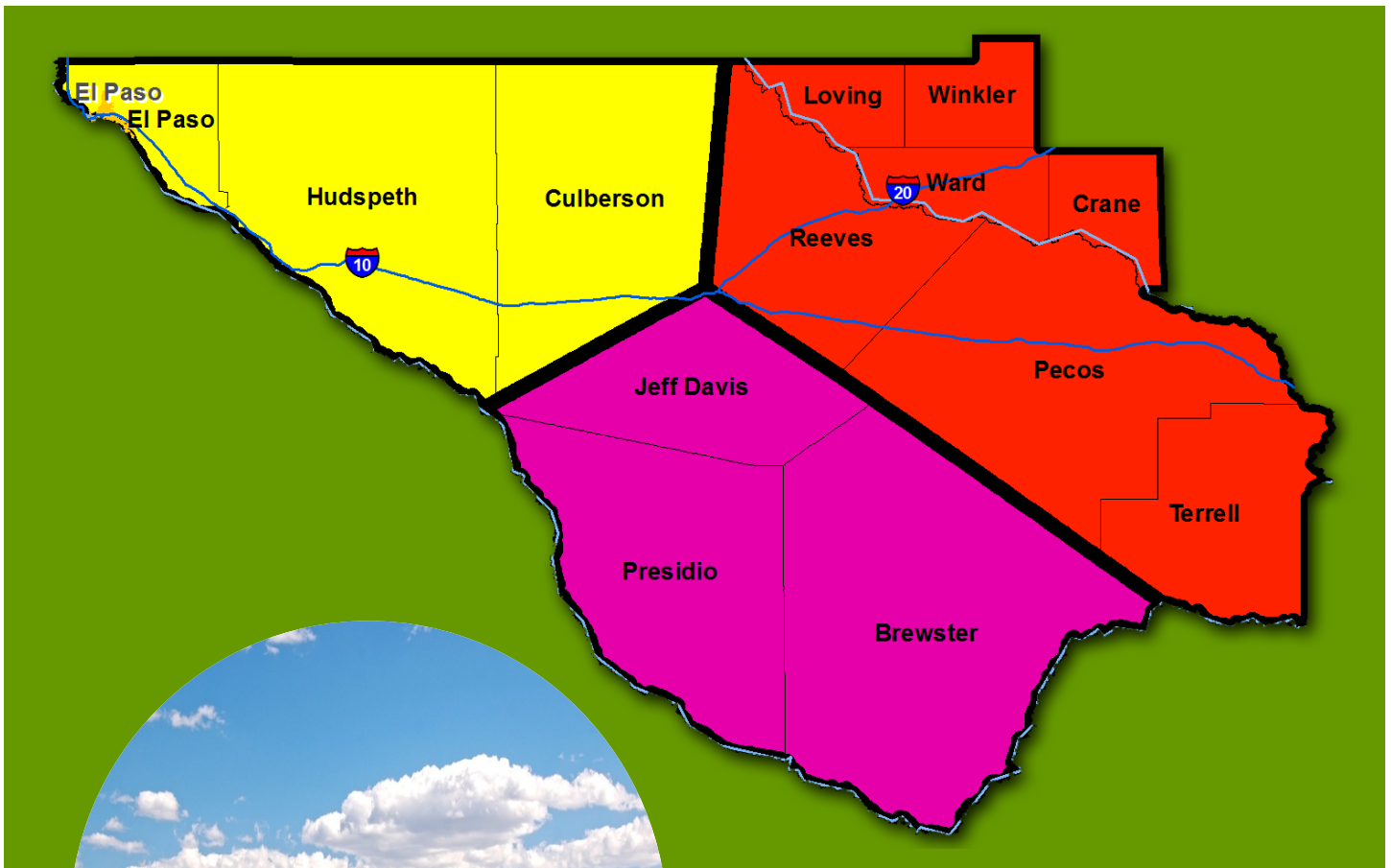
# Region 1 Contributors

- V. Keith Barlow, ARA**  
Barlow Appraisal Associates  
PO Box 2135  
Midland, TX 79702-2135  
(432) 689-9878; fax (888) 677-4541  
[KBarlow@suddenlink.net](mailto:KBarlow@suddenlink.net)
- Bill S. Beam, ARA**  
Western Appraisal  
1250-A Petroleum Drive, Suite 100  
Abilene, TX 79602  
(325) 437-7600; fax (325) 437-7601  
[Bill@WesternAppr.com](mailto:Bill@WesternAppr.com)
- Bryan Bednarz, ARA**  
Capital Farm Credit, ACA  
PO Box 6520  
Lubbock, TX 79493  
(806) 281-1789; fax (806) 799-6999  
[Bryan.Bednarz@CapitalFarmCredit.com](mailto:Bryan.Bednarz@CapitalFarmCredit.com)
- Chad Dugger**  
Chas. S. Middleton and Son  
1507 13<sup>th</sup> Street  
Lubbock, TX 79401  
(806) 763-5331; fax (806) 763-1340  
[Chad@CSMandSon.com](mailto:Chad@CSMandSon.com)
- B L Jones, III, ARA**  
AgTexas Farm Credit Services  
PO Box 63240  
Lubbock, TX 79453  
(806) 745-4631; fax (806) 687-4074  
[BJones@AgTexas.com](mailto:BJones@AgTexas.com)
- L. Sam Middleton, ARA**  
Chas. S. Middleton and Son  
1507 13<sup>th</sup> Street  
Lubbock, TX 79401  
(806) 763-5331; fax (806) 763-1340  
[Sam@CSMandSon.com](mailto:Sam@CSMandSon.com)
- Mickey R. Nixon, ARA**  
Capital Farm Credit, ACA  
PO Box 6520  
Lubbock, TX 79493  
(806) 281-1789; fax (806) 799-6999  
[Mickey.Nixon@CapitalFarmCredit.com](mailto:Mickey.Nixon@CapitalFarmCredit.com)
- James B. "Nardie" Vine, Jr., ARA**  
Vine and Associates  
6106 Vance Jackson #2  
San Antonio, TX 78230-3373  
(210) 696-8909; fax (210) 568-6215  
[JBVine@satx.rr.com](mailto:JBVine@satx.rr.com)









2

## REGION

Karl F. Armstead, ARA  
Paul V. Loeffler

---

### Far West Texas

Culberson, El Paso and Hudspeth Counties

---

---

### Big Bend

Brewster, Jeff Davis and Presidio Counties

---

---

### Trans-Pecos

Loving, Pecos, Reeves, Terrell, Ward  
and Winkler Counties

---



## REGION

### *Far West, Big Bend & Trans-Pecos Texas*

Region Two encompasses West Texas and is bound on the north by the State of New Mexico and on the south by the Republic of Mexico. Andrews County forms a small portion of the region's north boundary and Ector County forms the northerly portion of the region's east boundary; both of these counties are in Region One (Panhandle and South Plains). Region Three (North, Central and South Central Texas) counties of Crane, Crockett and Val Verde form the balance of the region's east boundary.

Guadalupe Peak, at 8,749 feet, is the highest point in Texas and is in Region Two, in Culberson County. In terms of land mass, the region includes the four largest Texas counties – Brewster, Culberson, Hudspeth and Presidio. It is noted that Loving County, the least populated county in Texas, is also in Region Two.

Highlights of the overall West Texas market precede brief discussions related to each sub-region.

- The region has a diverse land use mix. Topographically, the terrain exhibits mountainous expanses with broad valleys and flood plains.
- Generally, the land area is basically native range and is utilized for cattle grazing. The grazing of both sheep and goats is inhibited by populations of coyotes, mountain lions and eagles.

- Native rangeland has typically been held by established ranching families. However, over the last twenty plus years, low income levels from cattle operations plus pressure from individuals (and entities) with increasing disposable income from non-agricultural sources, have caused property ownerships to change.
- Another development has been the creation of “ranchettes”. It is expected that there will continue to be market pressure being exerted.
- Irrigation is predominantly by flooding, which is the result of the high clay content of the soils as well as the abundant water volumes that are available. Center pivot sprinkler systems have become more common and can be attributed to the ever increasing water pumping costs.
- Supply and demand are generally stable and are dominated by both investors and recreationalists, with the cultivated land market continuing to be dominated by producers.
- It is noted that drought, which is common, is a limiting factor throughout the region.

### *Far West Texas*

#### *Culberson, El Paso and Hudspeth Counties*

The sub-region identified as “Far West Texas” covers approximately 8,765 square miles. Significant acreage, in the valley bottoms and flood plains, is cultivated under irrigation practices. Many areas possess abundant supplies of groundwater, the quality of which varies greatly. The valley, that is associated with the Rio Grande, has irrigation districts and furnishes water based on adjudicated water rights.

In the El Paso Upper Valley, the market is generally driven by the investor; strong urban pressures are present. In the El Paso Lower Valley, there is moderate urban pressure and the investor is again the primary market force.

In the areas around Van Horn and Dell City, the market continued to increase and was typically producer-oriented. Water volumes in these areas remain an attractive factor; another contributor was water rights speculation for municipal uses.





## *Big Bend*

### *Brewster, Jeff Davis and Presidio Counties*

The Big Bend encompasses some 12,284 square miles and topographically is characterized as mountainous with broad upland areas and canyon bottoms. The geology of the Big Bend is unique. Annually, the area regularly attracts more than 350,000 visitors.

Some lands, in the valley along the Rio Grande, are cultivated and are irrigated utilizing adjudicated water rights from the river. Typical cash crops include alfalfa, onions, carrots and melons. The farmland market continued to be limited, with the major adverse factors being increasing operating costs, decreasing commodity prices and travel distances to market centers.

In the areas that are associated with the Davis Mountains, demand for properties remained strong. However, it is noted that once again only a few properties were available. The market continued to be dominated by the investment-driven recreational rancher and/or environmentalist. In the Highland area, the market is driven primarily by investment operators. Around the Desert Mountains, the market continued to be driven both by purchase for investment purposes as well as for use as recreational ranches.

## *Trans-Pecos*

### *Loving, Pecos, Reeves, Terrell, Ward and Winkler Counties*

The area covers approximately 15,191 square miles and is characterized as having rolling plains, broad valleys and flood plains.

Prior to the 1970's, significant acreage in the Pecos River Valley was cultivated and irrigated. The area possesses abundant supplies of poor quality. The area also has alkaline soils.

Agricultural orientation is a factor considered by most landowners as, generally speaking, the area lacks scenic splendor, geologic uniqueness and varied recreational opportunities.





# 2011 Region 2 - Far West Texas, Trans-Pecos and Big Bend

Land Use or Class	Value Ranges			Activity/Trend	Rental Range			Activity/Trend
-------------------	--------------	--	--	----------------	--------------	--	--	----------------

## Far West Texas

Culberson, El Paso and Hudspeth Counties

Rangeland	\$200	to	\$285	stable/stable	\$0.65	to	\$0.85	stable/stable
Dell City Irrigated Cropland	\$1,250	to	\$1,850	increase/increase	\$85	to	\$120	stable/stable
El Paso Upper Valley Irrigated	\$12,000	to	\$20,000	increase/increase	\$100	to	\$125	stable/stable
El Paso Lower Valley Irrigated	\$3,500	to	\$5,500	stable/stable	\$65	to	\$85	stable/stable
Van Horn Irrigated Cropland	\$500	to	\$520	stable/increase	\$25	to	\$50	stable/stable

## Big Bend

Brewster, Jeff Davis and Presidio Counties

Davis Mountains Rangeland	\$700	to	\$1,600	increase/increase	\$3.25	to	\$5.00	stable/stable
Highlands Rangeland	\$370	to	\$700	increase/increase	\$2.50	to	\$2.75	stable/stable
Desert Mountains Rangeland	\$140	to	\$200	decrease/stable	\$1.25	to	\$1.50	stable/stable

## Trans-Pecos

Loving, Pecos, Reeves, Terrell, Ward and Winkler Counties

Rangeland	\$200	to	\$400	stable/stable	\$0.50	to	\$1.00	stable/stable
Irrigated Cropland	\$161	to	\$750	increase/increase	\$10.00	to	\$25.00	increase/increase

19

## Region 2 Contributors

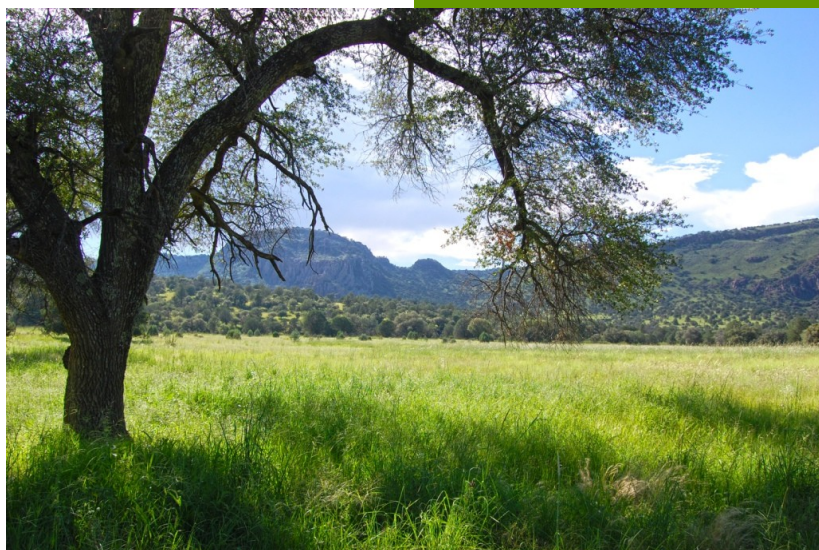
Karl F. Armstead, ARA  
Omega Appraisals, LLC  
PO Box 358  
Fort Stockton, TX 79735

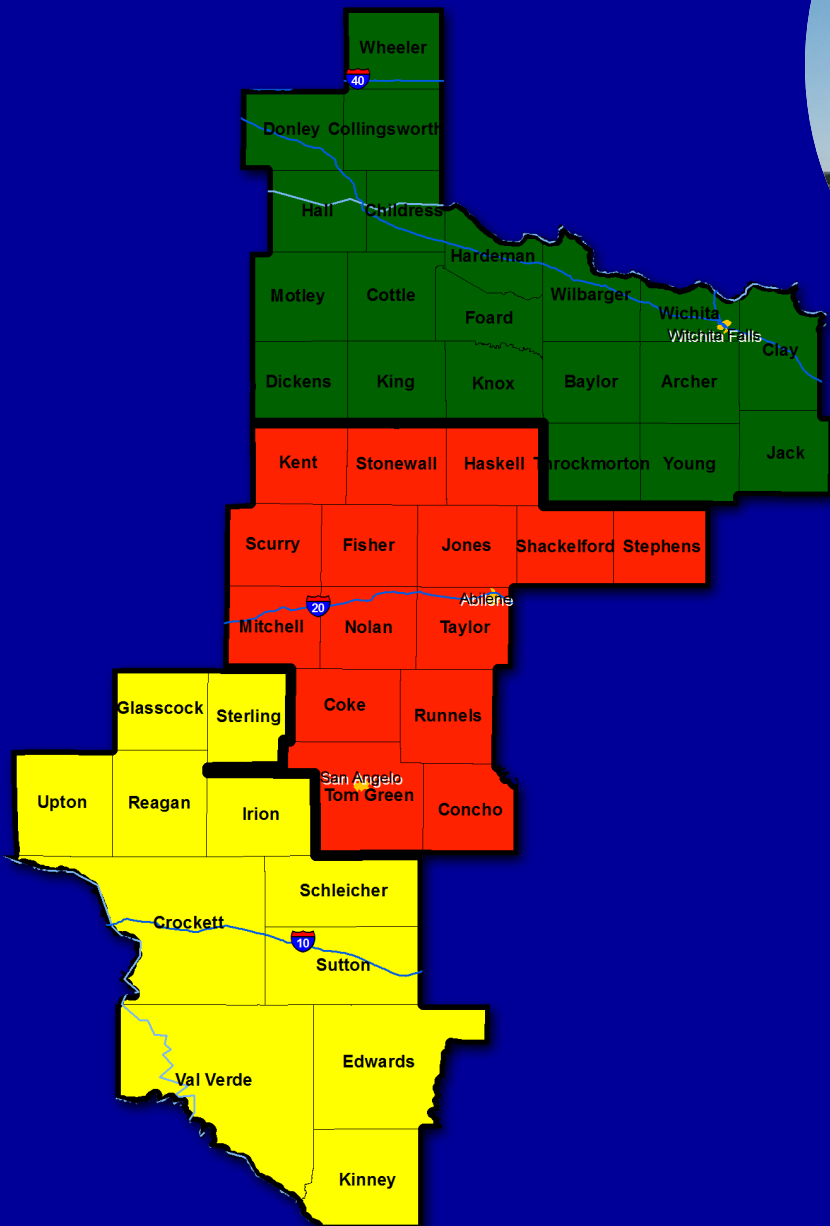
(432) 336-8455; fax (432) 336-8462  
[Omega.Appraisals@Armsteads.us](mailto:Omega.Appraisals@Armsteads.us)  
[Karl@Armsteads.us](mailto:Karl@Armsteads.us)

Paul V. Loeffler  
P.O. Box 1407  
Alpine, TX 79831

(432) 386-3101  
[PVL913@yahoo.com](mailto:PVL913@yahoo.com)







## REGION

### North Texas

Archer, Baylor, Childress, Clay, Collingsworth, Cottle, Dickens, Donley, Foard, Hall, Hardeman, Jack, King, Knox, Motley, Throckmorton, Wheeler, Wichita, Wilbarger and Young Counties

### Central Texas

Coke, Concho, Fisher, Haskell, Jones, Kent, Mitchell, Nolan, Runnels, Scurry, Shackelford, Stephens, Stonewall, Taylor and Tom Green Counties

### South Central Texas

Crane, Crockett, Edwards, Glasscock, Irion, Kinney, Reagan, Schleicher, Sterling, Sutton, Upton and Val Verde Counties

Victor Probandt, ARA  
V. Keith Barlow, ARA  
Bill S. Beam, ARA  
James M. Cowser, ARA

Kevin J. Halfmann, ARA  
Kelly W. Jennings, ARA  
A.E. "Butch" Nelson, Jr., ARA  
David G. Springer, ARA



## REGION

---

### *North, Central & South Central Texas*

Region Three encompasses a large area and stretches from the Texas-Oklahoma border, on the north, to the Rio Grande and Republic of Mexico, on the south. With the exception of Region Five, all of the other reporting regions abut at least a portion of Region Three.

General highlights of the overall regional market precede brief discussions related to the area's three sub-regions.

- With regard to rangeland properties, it appears that rangeland prices have remained stable for the past year. While activity continues to drag, the market has remained firm. While there are still some sales that appear to sell low, these sales typically have problems such as lack of water or access, etc.
- Farmland continues to remain active. While prices have not increased significantly on the top end, the lower priced farmland has continued to stay stable or has risen slightly, particularly in the Central Texas area.
- Recreational leasing continues to be somewhat slow and landowners continue to see a turnover in hunters due to the continued stagnant economy.



- There continues to be very few foreclosures, and while properties do sometimes sell for what appears to be a below market price, typically the sellers are able to get back their investment if not some profit.
- Due to the extreme oilfield development in Central Texas and South Central Texas, there have been some pockets of increased prices for pastureland. This is typically occurring in Mitchell, Reagan and Glasscock Counties, which abut Midland and Odessa. It appears that recreational buyers from these areas have moved out in an effort to find recreational property close to these cities.

### *North Texas*

*Archer, Baylor, Childress, Clay, Collingsworth, Cottle, Dickens, Donley, Foard, Hall, Hardeman, Jack, King, Knox, Motley, Throckmorton, Wheeler, Wichita, Wilbarger and Young Counties*

Prices paid for rangeland appeared to be stable for 2011. While the activity has continued to be slow, prices have remained steady. Cropland, while not going up in price, continues to be active as buyers are always looking for another farm.



### *Central Texas*

*Coke, Concho, Fisher, Haskell, Jones, Kent, Mitchell, Nolan, Runnels, Scurry, Shackelford, Stephens, Stone-wall, Taylor and Tom Green Counties*

The market for pastureland also remained steady. Farmland prices remained stable from 2010 to 2011, but activity continues to be significant with limited supply.

### *South Central Texas*

*Crane, Crockett, Edwards, Glasscock, Irion, Kinney, Reagan, Schleicher, Sterling, Sutton, Upton and Val Verde Counties*

In this area, rangeland prices were relatively stable, but demand continued to be slow. Cropland, while remaining stable from a price perspective, continues to be active with numerous purchasers available. This area does have a small amount of drip irrigation in Glasscock and Upton Counties, and there have been a few sales in the range of \$1,200 to \$2,000 per acre range.



# 2011 Region 3 - North, Central and South Central Texas

Land Use or Class	Value Ranges			Activity/Trend	Rental Range			Activity/Trend
-------------------	--------------	--	--	----------------	--------------	--	--	----------------

## North Texas

Archer, Baylor, Childress, Clay, Collingsworth, Cottle, Dickens, Donley, Foard, Hall, Hardeman, Jack, King, Knox, Motley, Throckmorton, Wheeler, Wichita, Wilbarger and Young Counties

Irrigated Cropland	\$700	to	\$1,200	active/increase	\$40	to	\$50	stable
Class II & III Dry Crop	\$700	to	\$1,200	active/increase	\$35	to	\$50	stable
Class IV & V Dry Crop	\$450	to	\$650	active/stable	\$15	to	\$30	stable
Rangeland >2,000 Acres	\$550	to	\$1,000	slow/stable	\$8	to	\$12	stable
Rangeland <2,000 Acres	\$650	to	\$1,200	slow/stable	\$8	to	\$12	stable
Hunting Lease Rangeland					\$3	to	\$12	stable

## Central Texas

Coke, Concho, Fisher, Haskell, Jones, Kent, Mitchell, Nolan, Runnels, Scurry, Shackelford, Stephens, Stonewall, Taylor and Tom Green Counties

Irrigated Cropland	\$1,500	to	\$3,500	active/stable	\$50	to	\$100	stable
Class II & III Dry Crop	\$700	to	\$2,800	active/stable	\$35	to	\$50	stable
Class IV & V Dry Crop	\$700	to	\$1,500	active/stable	\$25	to	\$40	stable
Rangeland >2,000 Acres	\$650	to	\$1,300	slow/stable	\$5	to	\$13	stable
Rangeland <2,000 Acres	\$700	to	\$1,600	slow/stable	\$5	to	\$13	stable
Hunting Lease Rangeland					\$5	to	\$15	stable

## South Central Texas

Crane, Crockett, Edwards, Glasscock, Irion, Kinney, Reagan, Schleicher, Sterling, Sutton, Upton and Val Verde Counties

Irrigated Cropland	\$600	to	\$800	active/stable	\$50	to	\$75	stable
Dry Cropland	\$400	to	\$700	active/stable	\$25	to	\$55	stable
Rangeland > 2,000 Acres	\$250	to	\$1,400	slow/stable	\$4	to	\$10	stable
Rangeland < 2,000 Acres	\$350	to	\$2,000	slow/stable	\$4	to	\$10	stable
Hunting Lease (Rangeland)					\$2	to	\$15	stable

Sales activity still slow for rangeland, but active for farmland.

Drip irrigation @ \$1,200 to \$2,000 per acre.

## Region 3 Contributors

**V. Keith Barlow, ARA**

Barlow Appraisal Associates  
PO Box 2135  
Midland, TX 79702

(432) 689-9878; fax (888) 677-4541  
[KBarlow@suddenlink.net](mailto:KBarlow@suddenlink.net)

**Bill S. Beam, ARA**

Western Appraisal, LLC  
1250-A Petroleum Drive, Suite 100  
Abilene, TX 79608

(325) 437-7600; fax (325) 437-7601  
[Bill@WesternAppr.com](mailto:Bill@WesternAppr.com)

**James M. Cowsert, ARA**

James M. Cowsert, Appraiser  
PO Box 9  
Munday, TX 76371

(940) 422-4931; fax (940) 422-4460  
[CowsertJ@valornet.com](mailto:CowsertJ@valornet.com)

**Kevin J. Halfmann, ARA**

Halfmann Appraisals  
133 West Concho, Suite 208  
San Angelo, TX 76903

(325) 655-1278; fax (325) 658-7158  
[Kevin@HalfmannRealty.com](mailto:Kevin@HalfmannRealty.com)

**Kelly W. Jennings, ARA**

Lone Star Ag Credit  
3712 Dry Creek Road  
Granbury, TX 76049

(817) 326-6089; fax (817) 326-6089  
[Kelly.Jennings@LoneStarAgCredit.com](mailto:Kelly.Jennings@LoneStarAgCredit.com)

**A.E. "Butch" Nelson, Jr., ARA**

Nelson Farm & Ranch Properties  
PO Box 5051  
Abilene, TX 79608

(325) 698-3374; fax (325) 698-3381  
[AENelson2@earthlink.net](mailto:AENelson2@earthlink.net)

**Victor R. Probandt, ARA**

Stribling-Probandt Appraisals  
502 South Koenigheim, Suite 3-B  
San Angelo, TX 76903

(325) 658-2773; fax (325) 659-4192  
[Victor.Probandt@suddenlinkmail.com](mailto:Victor.Probandt@suddenlinkmail.com)

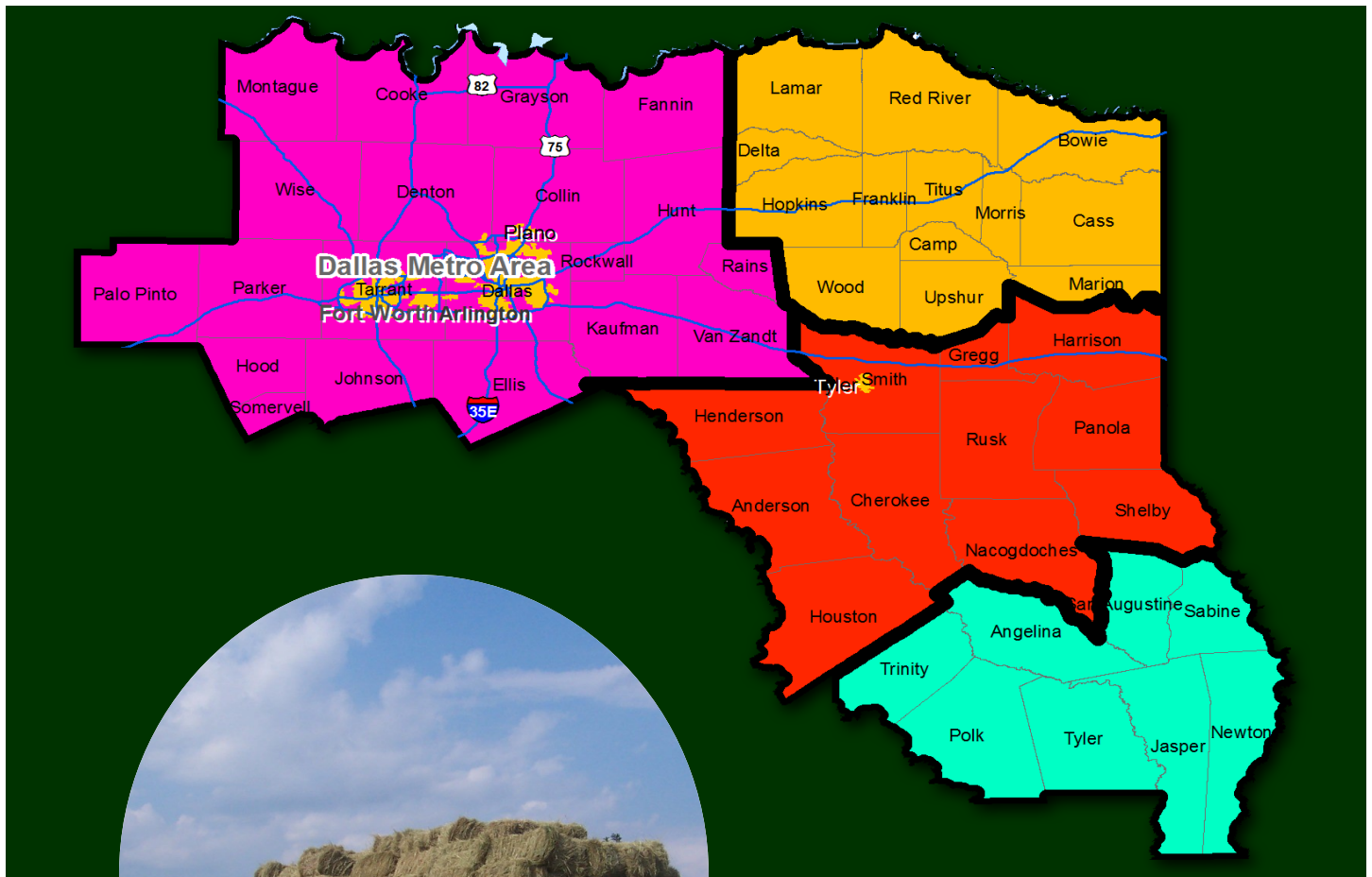
**David G. Springer, ARA**

J.B. Featherston Assoc., Inc.  
PO Box 916  
Iowa Park, TX 76367

(940) 723-6615; fax (940) 592-0432  
[DSpringer2443@gmail.com](mailto:DSpringer2443@gmail.com)  
[SpringerRanch@aol.com](mailto:SpringerRanch@aol.com)







## REGION

Charles S. "Scott" Seely, ARA

Mark A. Lewis, ARA

William P. "Pat" Murphy, ARA

James K. Norwood, ARA

### North Texas

Cooke, Ellis, Fannin, Grayson, Hunt, Johnson, Kaufman, Montague, Parker, Rains, Somervell and Van Zandt Counties

### Northeast Texas

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

### Piney Woods North

Anderson, Cherokee, Gregg, Harrison, Henderson, Houston, Nacogdoches, Panola, Rusk, Shelby and Smith Counties

### Piney Woods South

Angelina, Jasper, Newton, Polk, Sabine, San Augustine, Trinity and Tyler Counties



## REGION

---

### *North, Northeast and the Piney Woods of Texas*

On the north and east sides, Region Four is bordered by the states of Oklahoma, Arkansas and Louisiana. The Dallas-Fort Worth metroplex is located in the west quadrant of the region; the Houston metropolitan area is located approximately eighty miles south of the region's southern boundary. Due to the diverse nature of the area, Region Four has been divided into four sub-regions.

Highlights of the overall regional market precede a brief discussion of each sub-region.

- In most counties, prices have stabilized. Real estate brokers reported extended days on the market. Many report that a seller's expectation of price exceeds a buyer's willingness to pay. Demand was slower, but properly priced high quality tracts continued to sell.
- Rental demand for pasture and recreational leases exceeded the supply.
- In many counties, the continuing subdivision of wooded and pasture tracts, into rural residential or recreational tracts, almost eliminated sales that were larger than 300 acres.
- Wooded tracts, with good recreational qualities, consistently commanded prices on par with good pasture lands.



- In the North and Northeast Texas areas, most buyers were from the Dallas-Fort Worth metroplex.
- In the Piney Woods, the influence of the International Paper and Louisiana Pacific & Temple-Inland sell-offs has now moved to long term or final users. Some of these final users have now re-sold their tracts at higher prices. In some areas, there were slight increases, but the majority of the counties showed stable prices.

### *North Texas*

*Cooke, Ellis, Fannin, Grayson, Hunt, Johnson, Kaufman, Montague, Parker, Rains, Somervell and Van Zandt Counties*

In that there is almost a total lack of rural lands in Dallas, Tarrant, Collin and Denton counties, these counties were not considered in the development of the sub-region's value trends. The transitional counties of Hood, Johnson, Parker, Rockwall and Wise are a separate category. These fringe counties are becoming an extension of the Dallas-Fort Worth metroplex.

In the North Texas region, sales activity declined with the few sales showing stability. The Barnett shale natural gas formation continued to influence the land market in areas to the northwest and southwest of Fort Worth. Proceeds from gas leases and production were often invested in land.

### *Northeast Texas*

*Bowie, Camp, Cass, Delta, Franklin, Hopkins, Lamar, Marion, Morris, Red River, Titus, Upshur and Wood Counties*

The Dallas metroplex is still the primary source of new buyers in the smaller sized end of the market. The numbers of sales were up sharply over the 2009 and 2010 levels but still well below their peaks in 2005 and 2006. With the continuation of almost record high commodity prices and good crop insurance, crop land is in high demand. As predicted last year, prices for good quality, true production oriented tracts increased sharply and were up a minimum of 17% over last year with some quality tracts showing much higher increases. Larger than average sized tracts brought as much or more than the smaller tracts of crop land. The buyers were spread across all three traditional segments: well financed or cash heavy local farmers expanding their holdings; Midwestern and West Texas farmers looking to find less expensive land in an area with good rainfall; and for the first time in many years, out-of-state investors. Demand has outpaced the supply of properly priced listings. Interest in irrigation has also been renewed. The primary water source is either rivers or reservoirs.

Despite record high cattle prices, interest in pasture tracts is stable and between the same quality of land, crop land has caught up with the prices for pasture in the larger places. In counties where the dairy economy has tanked, the demand and prices paid for





pasture land is still down. The lack of demand for large pasture tracts could at least in part, be attributed to the drought and high feed costs. With another dry year in most forecasts, and a very high replacement cow market, 2012 appears most likely to remain stable in both demand price and levels for pasture tracts.

As in previous years, there were very few sales of large timber tracts and few listings but the demand for moderate sized recreational tracts (50 to 250 acres), picked up as did their rate of sale.

There is still no speculation in any segment but 2012 appears to be at least as good as 2011 in terms of prices and the number of sales and crop land values should continue to increase.

### *Piney Woods North*

*Anderson, Cherokee, Gregg, Harrison, Henderson, Houston, Nacogdoches, Panola, Rusk, Shelby and Smith Counties*

The Piney Woods North land market continued to be slow during 2011, with prices becoming stable. Brokers reported a lack of listings of good properties and that sellers had high price expectations, which may have begun to moderate. There was little evidence that values declined with the exception of the high land value areas closer to Dallas.

There is not enough cropland in the Piney Woods North to have a separate reporting classification.

Demand for pasture tracts continued to be primarily from Dallas-area investors that was coupled with some local market participants. The areas closer to the Dallas-Fort Worth metroplex experienced the higher prices and also higher demand.

Hunting and recreation dominate this region's rural land market. Purchasers continued to seek tracts of timberland with good interior roads, good surface water and woodland conducive to hunting.

This strong demand, coupled with the decreasing number of acres available for lease, caused hunting lease rates to generally increase.





## *Piney Woods South*

*Angelina, Jasper, Newton, Polk, Sabine, San Augustine, Trinity and Tyler Counties*

The Piney Woods South market activity increased slightly during 2011, with prices remaining stable. High quality hunting properties continue to sell and command higher prices. The base land value for timberland has shown some slow down to a slight decrease. Sellers continued to ask higher prices; however, there was some pull back in listing prices, but the list prices were still higher than the previous year's sales prices. Brokers reported a lack of quality, reasonably priced listings.

The lands placed on the market by International Paper, Louisiana-Pacific, and Temple-Inland have been absorbed by the market. As in other areas, the original investors, who purchased from the companies, have sold to long term holders. The exception to this comes from some of the investment buyers, who were offering some of their higher and better use lands for sale.

The Bearing Fire, which burned about 34,000 acres, has started to have an impact on the land market with some of the burned property coming on the market. Prices for the burned land are below historical prices for cut-over land. 2012 should indicate the overall impact of the burned land on the overall land market.

The demand for properties in the Piney Woods South continued to be primarily from the Houston area buyer. In this sub-region, there are significant timberland holdings which are controlled by Timberland Investment Management Organizations (TIMO's). The TIMO's typically identify and market portions of their ownerships which have a higher and better use than silviculture (HBU tracts). The market for these HBU tracts have been, and continue to be, somewhat slow to absorb.

### *Timber*

Particularly for the southern Piney Woods North and all the Piney Woods South sub-regions, timber is an important component of value. The following is a summary of the general stumpage prices for merchantable timber products in these sub-regions in 2011.

Pine Sawtimber	\$20 to \$30/ton
Pine Chip-n-Saw	\$12 to \$14/ton
Pine Pulpwood	\$4 to \$9/ton
Hardwood Sawtimber	\$19 to \$22/ton
Hardwood Pulpwood	\$4 to \$8/ton

Pine Sawtimber prices have generally been in decline since 2008, but seemed to level out in 2011. Pine Chip-n-Saw prices fell dramatically in mid 2010 but since have been slowly increasing. Pine pulpwood prices were in general decline for most all of 2011. Hardwood Sawtimber and Hardwood pulpwood have been erratic from month to month, but generally stable over the year.

As long as housing starts continue to be at very low levels, it is expected timber prices will remain at these general price ranges, which are well below the pre-2008 prices, for the foreseeable future.





# 2011 Region 4 - North and Northeast Texas and Piney Woods

## North and South

Land Use or Class	Value Ranges	Activity/Trend	Rental Range	Activity/Trend
-------------------	--------------	----------------	--------------	----------------

### North Texas Transitional Land

Wise, Parker, Rockwall, Hood and Johnson Counties

These counties are located in the transitional areas around Ft. Worth and Dallas. The properties sell for development purposes, homesite and recreational uses. There is little to no rural land and these counties are not included in this study.

### North Texas

Cooke, Ellis, Fannin, Grayson, Hunt, Johnson, Kaufman, Montague, Parker, Rains, Somervell and Van Zandt Counties

Dry Cropland >200 Acres	\$1,500	to	\$4,500	Stable/Stable	\$30	to	\$50	Stable/Stable
Improved Pasture >200 Acres	\$1,500	to	\$4,500	Stable/Stable	\$15	to	\$30	Stable/Stable
Native Pasture >200 Acres	\$1,500	to	\$4,500	Stable/Stable	\$15	to	\$25	Stable/Stable
Hardwood Timber >200 Acres	\$1,200	to	\$2,500	Stable/Stable	\$6	to	\$12	Stable/Stable

These hardwood tracts reflect only fair timber quality and income is from hunting leases

Dallas, Tarrant, Collin and Denton Counties - Not included in development of value trends due to there being almost a total lack of rural lands within the counties

### Northeast Texas

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

Class II Dry Crop >400 Acres	\$1,250	to	\$2,000	Increase/Increase	\$40	to	\$75	Stable/Increase
Class III Dry Crop >300 Acres	\$1,100	to	\$1,250	Increase/Increase	\$30	to	\$40	Stable/Increase
Improved Pasture >300 Acres	\$1,500	to	\$2,000	Stable/Stable	\$15	to	\$25	Stable/Stable
Native Pasture >300 Acres	\$1,200	to	\$1,500	Stable/Stable	\$12	to	\$15	Stable/Stable
Hardwood Timber >300 Acres	\$1,000	to	\$1,500	Stable/Stable	\$2	to	\$8	Stable/Stable

These hardwood tracts reflect only fair timber quality and income is from hunting leases

### Piney Woods North

Anderson, Cherokee, Gregg, Harrison, Henderson, Houston, Nacogdoches, Panola, Rusk, Shelby and Smith Counties

Improved Pasture >300 Acres	\$1,500	to	\$4,000	Stable/Stable	\$15	to	\$30	Stable/Stable
Native Pasture >300 Acres	\$1,500	to	\$3,500	Stable/Stable	\$10	to	\$20	Stable/Stable
Upland Pine Timber >300 Acres	\$1,100	to	\$2,200	Stable/Stable	\$5	to	\$15	Stable/Stable
Bottomland Hardwood Timber >300 Acres	\$700	to	\$1,200	Stable/Stable	\$8	to	\$12	Stable/Stable

These pine timberland tracts reflect cut-over base land prices - merchantable timber is not considered

These hardwood tracts reflect only fair timber quality and income is from hunting leases

### Piney Woods South

Angelina, Jasper, Newton, Polk, Sabine, San Augustine, Trinity and Tyler Counties

Improved Pasture >300 Acres	\$1,500	to	\$3,000	Stable/Stable	\$15	to	\$30	Stable/Stable
Native Pasture >300 Acres	\$1,300	to	\$2,000	Stable/Stable	\$10	to	\$20	Stable/Stable
Upland Pine Timber > 300 Acres	\$900	to	\$2,000	Stable/Stable	\$5	to	\$15	Stable/Stable
Bottomland Hardwood Timber >300 Acres	\$700	to	\$1,000	Stable/Stable	\$8	to	\$15	Stable/Stable

These pine timberland tracts reflect cut-over base land prices - merchantable timber is not considered

These hardwood tracts reflect only fair timber quality and income is from hunting leases

# Region 4 Contributors

**Mark A. Lewis, ARA**  
Lewis & Seely Appraisals, Inc.  
308 East Lufkin Avenue  
Lufkin, TX 75901

(936) 632-4230; fax (936) 637-3964  
[Mark@LewisSeely.com](mailto:Mark@LewisSeely.com)

**William P. “Pat” Murphy, ARA**  
Pat Murphy and Associates  
5295 Clarksville Street  
Paris, TX 75462

(903) 785-0441; fax (903) 784-0076  
[Pat@PMAappraisal.com](mailto:Pat@PMAappraisal.com)

**James K. Norwood, ARA**  
James K. Norwood, Inc.  
4025 Diamond Loch West  
Fort Worth, TX 76180

(817) 284-2222; fax (817) 595-2549  
[Norwood2@charter.net](mailto:Norwood2@charter.net)

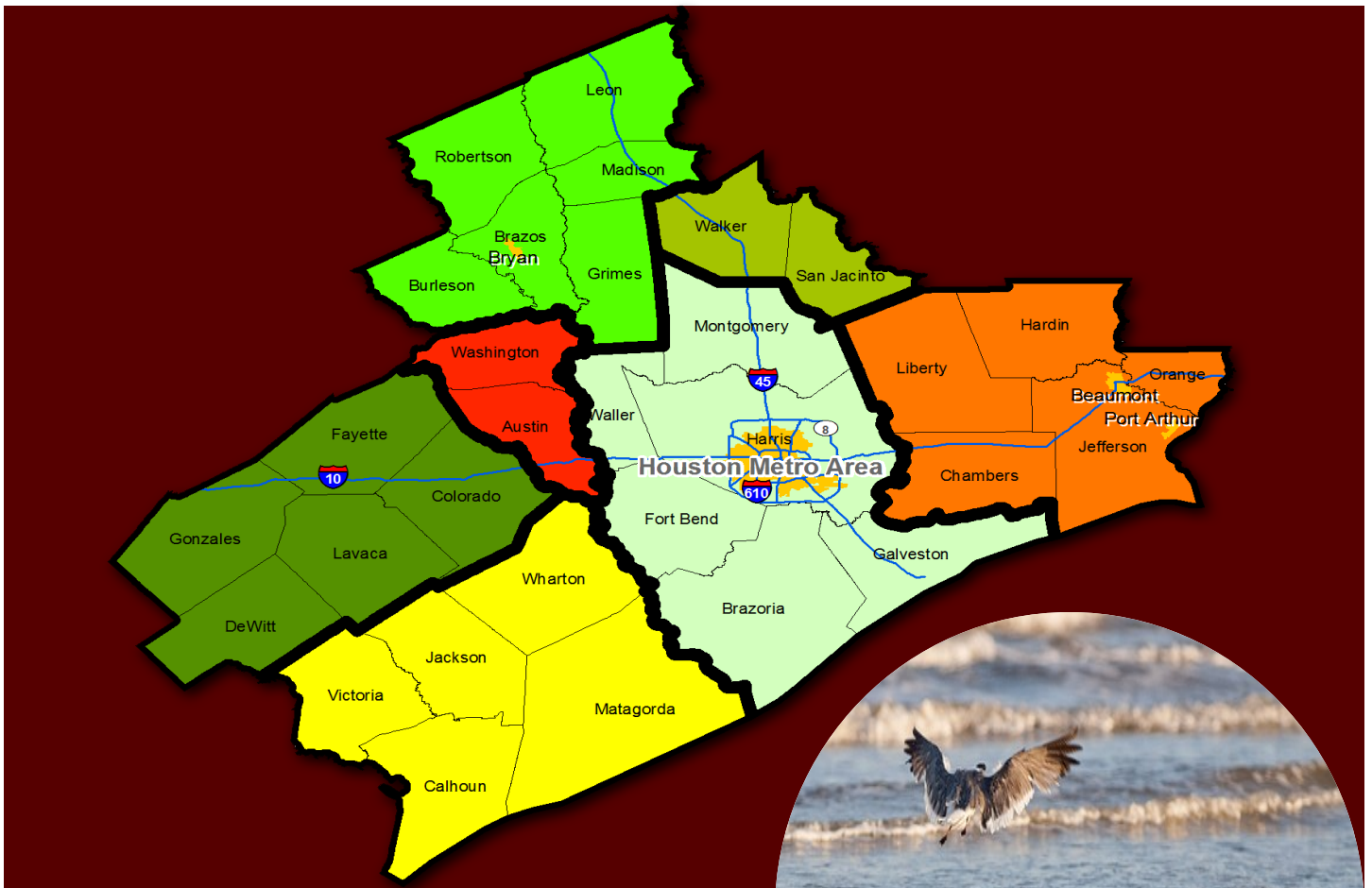
**Charles S. “Scott” Seely, ARA**  
Lewis & Seely Appraisals, Inc.  
308 East Lufkin Avenue  
Lufkin, TX 75901

(936) 632-4230; fax (936) 637-3964  
[Scott@LewisSeely.com](mailto:Scott@LewisSeely.com)









### Eastern Coastal Prairie

#### & Southeastern Piney Woods

Chambers, Hardin, Jefferson, Liberty and Orange  
Counties

### Southwestern Piney Woods

San Jacinto and Walker Counties

### Brazos Bottom

Brazos, Burleson, Grimes, Leon, Madison and  
Robertson Counties

### Houston Area

Brazoria, Fort Bend, Galveston, Harris,  
Montgomery and Waller Counties

### Central Coastal Prairie

Calhoun, Jackson, Matagorda, Victoria  
and Wharton Counties

### North Coastal Prairie

Colorado, DeWitt, Fayette, Gonzales and Lavaca  
Counties

### Bellville & Brenham Area

Austin and Washington Counties



5

## REGION

Wayne T. Young, ARA

Wade L. Kubecka, ARA

Andrew M. Sirman, ARA



## REGION

### *Southern Piney Woods, Coastal Prairies and the Brazos Bottom of Texas*

Region Five is one of two regions in the State of Texas that fronts the Gulf of Mexico. Houston, the largest city in Texas, is located within the region, in Harris County. The City of Houston, along with the Woodlands and Katy areas dominate the region.

Highlights for the overall market for the counties in Region Five precede brief discussions related to the each of the sub-regions.

- As has been the case for many years the City of Houston and nearby densely populated areas impact all properties within Region Five to a significant degree. In general as you move north west the most probable use of land, in the counties adjacent to Harris County, is end-user rural residential and holding for residential development. There are traditional agricultural areas east and southwest from Houston and the timber industry still impacts the northeast. In the last year there has been increased interest in farmland. This area has not seen the level of demand apparent in the Midwest part of the country, but interest has certainly increased. As discussed in past years the land uses, or classes, in Region 5 overlap into one class that is often best described as “land in Houston’s growth path”.
- Due to the extremes found in land prices in both Harris and Galveston counties, they have not been included in the value/trend grid as has been the case for some time.

- As the demand for recreational property in out-lying areas has increased, the differences associated with land types and uses, i.e., quality of pasture, etc., are having less impact on price. In most cases, native and improved pasture prices are tending to overlap significantly. While the individual factors are difficult to isolate, in aggregate they do have impact on price. More and more recreational properties can best be divided into poor, average and good. Factors that impact a properties appeal change from area to area and the challenge, from an appraisal standpoint, is to know what combination creates the greatest value in the area you are working. In general those tracts with varied topography, water features, trees, and good access establish the upper end and those tracts that are flat, open with poor access establish the lower end. In the latter part of 2011 a change in the “attitude” of buyers and sellers became apparent. While we have not seen wild fluctuations in rural land prices over the last several years we did move from a very strong seller’s market, to a buyer’s market, to a more balanced market at the end of 2011.
- Individuals in and around Houston have purchased farms and ranches in out-lying counties for investment, recreation and use as weekend retreats. Historically a major motivation for the purchase was hunting, and while that is still a significant factor, “quality of life” issues have replaced hunting as the primary motivation for purchasing properties in the more scenic counties in the region.
- Pasture lease rates have remained essentially constant over the last several years and appear to be disconnected from land value. In some cases cropland leases have increased, but environmental factors, primarily the drought negatively impacted income to the point that leases did not necessarily mirror the general run up in commodity prices.
- In general the sentiment among brokers contacted seemed to be more favorable compared to the last few years. A number of the brokers and investors seemed to be optimistic about the coming year.

### *Eastern Coastal Prairie and Southeastern Piney Woods*

#### *Chambers, Hardin, Jefferson, Liberty and Orange Counties*

In 2006, the classification “Rural Residential/Agricultural” was added to the categories on the trend grid. This accounts for most of the tracts typically considered a small-to-large hobby farm. This type of property has been gaining in popularity as the timber tracts and large farms break up. Drainage is often a critical factor in this category as much of the area is low lying.

Cropland sales were very limited and were removed from the trend grid. Most of the tracts that were historically rice farms have been converted to pasture. It is noted there are a few transactions each year, but not enough to establish a trend and when idle cropland sells, it is not utilized as cropland after purchase. Once again, there was essentially no expansion of active rice and row crop farming operations. Rice farming is a small part of the area market.





As in the past tracts near Houston and near Beaumont have seen some increase in demand due to urban sprawl, being most pronounced in the Beaumont area. There have been a fair number of transactions involving small to medium acreage tracts with the intent to build a home.

Over the past few years, many large timber holdings have been liquidated in East Texas. The level of activity involving sales of large acreage holdings continued to decline through 2011, however the sales of these properties from prior years will continue to impact on land in the area. As the tract sizes decrease with further sales, this part of Texas will continue to gain in popularity. This is in part due to proximity of population centers. As Houstonians look west and north for land they have begun running into people from San Antonio, Austin and the Dallas Metroplex. Growth will continue in this direction as there is still a considerable supply of “new land” that appears to be selling at reasonable prices relative to other areas.

### *Southwestern Piney Woods*

#### *San Jacinto and Walker Counties*

The difference in price between improved pasture and native range is difficult to identify in the market. As mentioned earlier typically the purchase decision is a “quality of life” issue. Buyers are just as likely to want to see a deer and a wood duck as they are a bunch of fat cattle on pasture. There are very few large pasture tracts that sell in either county. It is difficult to establish a trend in pasture prices and for all practical purposes most pasture tracts would fit in the rural residential/agricultural category. As in the past, the influence from the Woodlands greatly influences land values in this area.

Young timber, i.e., under five years or so, is difficult to evaluate in this area. It boils down to a highest and best use decision. If the area market supports timber production then the young timber will contribute value as a future income stream. But in areas that are becoming more recreational in nature the trees may be more of an aesthetic feature inherent in the land value. Some buyers show equal motivation for future appreciation and/or hunting as compared to timber prospects. Most tracts range from 150 to 600 acres. There is continued sentiment that timber is a “safe haven” for money. Several brokers were asked how many land buyers in the 25 to 100 acre range were interested in or familiar with the timber market. The replies ranged from 10% to 15%.

The growth of the Woodlands allows more individuals to live further north and still commute to work. Walker County continues to benefit more from its proximity to Houston than San Jacinto County; however, the advantage Walker County has enjoyed is decreasing.





### *Brazos Bottom*

*Brazos, Burleson, Grimes, Leon, Madison and Robertson Counties*

Both the dry land and irrigated cropland markets are situated predominantly along the Brazos River or in the Brazos Bottom. Historically there has been very little activity in the bottom with land seldom changing hands. The cultivated market has been reasonably stable, with the prices represented by the few arms length transactions being fairly consistent. Rents are for the most part at the same general levels. A few rental agreements based on recent high commodity prices were above the norm. The drought last year impacted landlord's ability to raise rental rates. That situation may change next year if commodity prices remain high and the weather pattern improves for our area. The improved pasture and native range markets have been stable to up depending on quality of land, again there is demand for "good" tracts.

Brazos and Grimes Counties again account for most of the higher priced land. As noted in previous years Burleson County, Grimes County, Madison County and the east sector of Robertson County are gaining in popularity as land for sale becomes harder to find.

### *Houston Area*

*Brazoria, Fort Bend, Galveston, Harris, Montgomery and Waller Counties*

As stated, both Harris and Galveston counties are not included in the trend grid as there is essentially no open land not impacted by development. Land in this area is essentially one land class. Price is more a factor of location than type and aesthetic appeal determines whether a tract sells high or low.

There is essentially no cropland in the immediate vicinity of the Houston metropolitan area. What rural lands that is in this area tends to be classed as somewhat maintained land or native land. The more aesthetically appealing tracts, that have been somewhat "fixed up" or maintained, continued to command a premium. All other types tend to fall into a different land class that is at a slightly lower price.

Fort Bend County continues to be the focus of much of the new commercial development, along the U.S. Highway 59 corridor, near Richmond and Rosenberg. The nearby communities of Needville, Beasley and Fulshear continued to see a demand for acreage home sites, although the market for tracts being developed for single family residential subdivisions slowed considerably.

Activity in Montgomery and Waller Counties has picked up in 2011. It is not reminiscent of 2007, but it is slightly improved over 2010. In some cases one could make an argument that top tier tracts have begun to appreciate.

The south portion of Brazoria County is typically low-lying, with dense brush, and is perceived as being somewhat remote.



## *Central Coastal Prairie*

### *Calhoun, Jackson, Matagorda, Victoria and Wharton Counties*

In 2011, as was the case in previous years, quality properties with good aesthetics and recreational appeal have still remained “king” and were commanding the highest prices throughout the region. However, due to high commodity prices and relative uncertainty as to where the economy is ultimately headed, cropland has once again emerged as a hot ticket item. A renewed interest from out of state buyers and a dwindling supply of farmland properties held by long-time landowners has increased the competition between potential buyers in the market and therefore increased the prices being paid for cropland within this region. Buyers have indicated the annual income stream generated by cropland tracts is more appealing than their recreational tract counterparts which have a much lower potential for generating sizeable income streams on an annual basis.

It should be noted that most of this focus on cropland has been centered around row crop tracts as opposed to irrigated tracts which have traditionally been utilized for rice production. Due to the severe drought conditions suffered by much of the state in 2011, the Lower Colorado River Authority (LCRA) began issuing statements in the summer notifying farmers in Wharton and Matagorda Counties who are supplied irrigation water by LCRA, may not be guaranteed their irrigation water for 2012. Although recent rains have alleviated some of the drought concerns across portions of the state, LCRA issued a statement in early 2012 confirming that irrigation water would not likely be supplied for the 2012 crop year. This has left some of the area producers in somewhat of a bind as to what the future of rice production in the area will hold. Irrigation water concerns combined with a reduction in government farm program payments has somewhat stifled the market for irrigated cropland. While some of the larger landowners are being proactive by drilling irrigation wells to “sure up” irrigation water supply to their tracts, several landowners are still in a “wait-and-see” mode. While the tracts traditionally used for rice production still hold some potential for recreational waterfowl hunting, without a rice crop or water to flood the fields these too become less appealing to the ducks and geese migrating along the flyway.

As with the previous year, rural residential tracts continued to be in high demand. Larger tracts purchased, in 2005 through 2007, have been subdivided and sold off as ranchettes. Rural residential properties continued to be in limited supply.

Following a trend from previous years, it is noted that Houston is having a relatively significant influence on north and east Wharton County, most notably in the Hungerford area. While Houston’s presence is felt, it is not as dramatic as it is in the adjoining Fort Bend, Waller and Austin counties.

The improved and native range category is again combined. Many brokers from surrounding areas, where property available for sale is limited, continued to come into this area.





## *North Coastal Prairie*

*Colorado, DeWitt, Fayette, Gonzales and Lavaca Counties*

There is limited cropland in the North Coastal Prairie region, with most concentrated in Colorado County. The few sales suggest there is still some increased interest in cultivated tracts and prices have gradually increased throughout the year. Improved pasture and native range sales volume seems to have stabilized or slightly increased. North Colorado County continued to benefit with buyers spilling over from Austin County due to a lack of properties. The upper end of the prices shown for native range and recreational land comes from the north part of Colorado County.

## *Bellville and Brenham Area*

*Austin and Washington Counties*

There is very little cropland in these two counties. No price difference is apparent between native and improved tracts; the two categories have been combined for several years. Activity in this area seems to have picked up slightly in 2010, but was hampered considerably by the drought. This area sells “pretty”; if nothing is pretty it does not sell.

Driving forces creating value are trees, hills and views. After pairing area sales, a desirable recreational tract can sell for twice as much as an adjoining property due to aesthetics. The Region Five grid has a scenic category that combines some or all of the characteristics.

The area around Sealy is predominantly flat, with less tree cover; this area sells for significantly less than the lands to the north.



# 2011 Region 5 - Southern Piney Woods, Coastal Prairies and Brazos Bottom

Land Use or Class	Value Ranges			Activity/Trend	Rental Range			Activity/Trend
-------------------	--------------	--	--	----------------	--------------	--	--	----------------

## Eastern Coastal Prairie and Southeastern Piney Woods

Chambers, Hardin, Jefferson, Liberty and Orange Counties

Rural Residential/Ag 50-150	\$1,500	to	\$5,000	Active / Up	\$10	to	\$15	Stable / Stable
Improved and Native Pasture	\$1,200	to	\$2,600	Stable / Up	\$8	to	\$15	Stable / Stable
Bottom Timber	\$700	to	\$1,100	Active / Up	\$5			Stable / Stable
Upland Timber	\$1,100	to	\$1,900	Active / Up	\$5			Stable / Stable
Marsh								

## Southwestern Piney Woods

San Jacinto and Walker Counties

Rural Residential/Ag 50-100	\$2,500	to	\$7,200	Active / Stable				
Improved and Native Pasture	\$1,900	to	\$3,800	Active / Stable	\$10	to	\$15	Stable / Stable
Bottom Timber	\$1,200	to	\$1,500	Stable / Stable	\$5	to	\$10	Stable / Stable
Upland Timber	\$1,700	to	\$2,800	Active / Up	\$5	to	\$10	Stable / Stable

## Brazos Bottom

Brazos, Burleson, Grimes, Leon, Madison and Roberson Counties

Irrigated Cropland	\$2,500	to	\$3,500	Slow / Up	\$60	to	\$100	Stable / Up
Dry Cropland	\$1,800	to	\$2,500	Slow / Up	\$35	to	\$70	Stable / Up
Improved and Native Pasture	\$1,700	to	\$5,200	Active / Up	\$12	to	\$20	Stable / Stable
Rural Residential/Ag 50-100	\$2,700	to	\$12,000	Active / Up				

## Houston Area

Brazoria, Fort Bend, Galveston, Harris, Montgomery and Waller Counties

Improved and Native Pasture	\$2,000	to	\$7,500	Slow/Up	\$10	to	\$15	Stable/Stable
Rural Residential/Ag 50-100	\$2,500	to	\$15,000	Slow/Up				

Harris and Galveston Counties - Removed from grid as there is essentially no open land not impacted by development

## Central Coastal Prairie

Calhoun, Jackson, Matagorda, Victoria and Wharton Counties

Irrigated Cropland	\$1,400	to	\$2,200	Slow/Stable	\$50	to	\$90	Stable/Up
Dry Cropland	\$1,200	to	\$2,500	Active/Up	\$35	to	\$80	Active/Up
Improved and Native Pasture	\$1,200	to	\$4,000	Active/Up	\$10	to	\$15	Stable/Stable
Rural Residential/Ag 50-100	\$2,000	to	\$6,000	Active/Up				

## North Coastal Prairie

Colorado, DeWitt, Fayette, Gonzales and Lavaca Counties

Irrigated Cropland	\$1,400	to	\$1,600	Slow/Stable	\$20	to	\$60	Stable/Stable
Dry Cropland	\$1,400	to	\$1,800	Slow/Stable	\$20	to	\$30	Stable/Stable
Improved and Native Pasture	\$2,500	to	\$4,500	Slow/Up	\$12	to	\$15	Stable/Stable
Rural Residential/Ag 50-100	\$4,000	to	\$10,000	Slow/Up				

## Bellville and Brenham Areas

Austin and Washington Counties

Scenic Recreational Land	\$8,000	to	\$15,000	Slow/Stable				
--------------------------	---------	----	----------	-------------	--	--	--	--



## Region 5 Contributors

Wade L. Kubecka, ARA

Capital Farm Credit  
1807 North Mechanic  
El Campo, TX 77437

(979) 543-2078; fax (979) 543-8120

[Wade.Kubecka@CapitalFarmCredit.com](mailto:Wade.Kubecka@CapitalFarmCredit.com)

Andrew M. Sirman, ARA

Capital Farm Credit  
2896 Greene Sanders Road  
Pollok, TX 75969

(936) 853-4845; fax (936) 853-4851

[Andrew.Sirman@CapitalFarmCredit.com](mailto:Andrew.Sirman@CapitalFarmCredit.com)

Wayne T. Young, ARA

Capital Farm Credit  
624 FM 1791  
Huntsville, TX 77340

(936) 439-0379; fax (936) 436-0192

[Wayne.Young@CapitalFarmCredit.com](mailto:Wayne.Young@CapitalFarmCredit.com)









6

## REGION

Transitional Zone between the  
Texas Hill Country & the Up-  
per Brush Country

Atascosa, Bexar, Comal, Guadalupe, Medina,  
Wilson and Uvalde Counties

Upper South Texas  
(Upper to Mid Brush Country)

Dimmit, Frio, La Salle, Live Oak, Maverick,  
McMullen, Webb and Zavala Counties

Lower South Texas  
(Lower Brush Country)

Brooks, Duval, Jim Hogg, Jim Wells, Starr  
and Zapata Counties

Coastal Plains

Aransas, Bee, Goliad, Karnes and  
Refugio Counties

Coastal Bend

Kenedy, Kleberg, Nueces and  
San Patricio Counties

Rio Grande Valley

Cameron, Hidalgo and Willacy Counties



Merrill E. Swanson, ARA  
Richard L. Dockery, ARA  
Derry T. Gardner  
Ryan C. Healy, ARA  
Jon W. Mask, ARA  
Robert A. Moran, ARA  
David L. Maxwell, ARA

John P. "Tooter"  
Robertson, Jr., ARA  
William R. "Bill"  
Schott, AFM, ARA  
James B. "Nardi"  
Vine, Jr., ARA  
Fred Wells, ARA-Retired



## REGION

### *Texas Hill Country, South Texas, Coastal Plains, Coastal Bend and the Rio Grande Valley of Texas*

Region Six is comprised of southern Texas including the southern fringe of the Edwards Plateau, portions of the Coastal Plains and Coastal Bend, the South Texas Brush Country and the Rio Grande Valley. Counties in this region are those between Comal and Cameron, on a north/south basis, and between Refugio and Maverick, on an east/west basis. The region is bound by the Gulf of Mexico on the east and the Republic of Mexico on the west.

The following highlights the South Texas market.

- **Market Activity** – 2011 tentatively picked up for most land brokers with some renewed interest in farms and ranches with sales taking place. Sales volume and related market activity were still off from pre-2008 levels.
- Better consumer confidence, the continuance of current capital gains tax levels for 2011, the result of the Fall 2010 Congressional elections, increase in commodity prices and the positive impact of the Eagle Ford Shale exploration in South Texas have led to better demand for rural land.



- **Weather Conditions** - The severe drought of 2011 was by most standards worse than the drought of the 1950's decimating most all areas of Region 6. Rangeland forage inventories on properties in particularly in the Upper and Lower Brush Country reveal significant long term damage to the grass stock which will require several periods of at least normal rainfall and competent management to allow for recovery. Range science professionals who have evaluated properties in the area were amazed at the level of damage many properties have sustained due to the drought and excessive heat experienced in 2011. Potential increases in dryland farm values were likely tempered by the drought.
- **Land Values/Land Pricing** - Farm and ranch asking prices posted on electronic advertising mediums have typically been reduced since mid to late 2008. Many of these ranch offerings were aggressively priced and later re-priced in closer alignment with the perceived level of market value. Typical marketing periods for most types of rural land has increased.
- There appears to be some movement in pricing between sellers and buyers. Properties with reduced pricing at least had better activity and in some cases sold. After the decrease in pricing of late 2008/early 2009, land prices for the most part have held steady. Consummated sale prices continue to reflect the reduction in most areas in the range of 10 to 25% from 2007/2008 levels. To sell land in current market conditions, asking prices must be fairly aligned with value.

The Region 6 Team is aware of several foreclosed and distressed properties; however, the level of these properties is not as abundant as one might think. Land values range from holding fairly steady to decreasing somewhat from 2007/2008 levels.

- **Sellers** - Continue to be the same as noted last year including (1) absentee land owners wanting to take advantage of at least favorable land prices; (2) owners who may have full equity in their properties out right but require a cash infusion for their business that may have slowed during the recession; (3) owners of distressed properties.

Sellers continue to be relieved over the extension of current capital gains rates and passing of the \$5,000,000 per spouse life time exemption for estate tax purposes. Certain land owners, who were contemplating a sale, are motivated to take equity out of their farms and ranches prior to a forecasted increase in the above tax rates. 1031 Tax Deferred Exchanges continue to be fairly popular. However, a number of sellers paid the capital gains tax rather than effect an exchange because they believe capital gains rates will rise.

- **Buyers** - End users were the most prevalent land buyers last year. Certain buyers may have sold a ranch and were looking for a replacement property. Certain "ag" landowners in transition areas sold high-priced land and then re-invested in replacement land in lower-priced areas. Most buyers are viewing land as a "safe haven" to place their capital as opposed to other investments.

The Eagle Ford Shale boom is in its third year in portions of South Texas which has led to new found wealth among the mineral owners in the benefitted areas and the oil company and related service company owners. Mineral owners and oil company owners are traditional buyers of rural land. While the production is still in its early stages, the lease bonuses alone have led to some land purchases by mineral owners. Most buyers want some minerals; most sellers do not want to give any if there is any potential for a lease.

A few ranch investor buyers are back in the market offering cash and a quick close, but expecting a deep discount related to price. Some of these transactions have taken place, but not many.

Institutional investors/agricultural REIT's requiring a return have shown significantly increased interest in farmland. The positive investment return provided by cropland along with tax benefits related to depreciation has positively impacted marketability and farmland pricing. Buyers of farmland continued to be farmers, absentee investors and for the larger properties in the market, the Institutional investor is on the hunt. High farmland prices in the Midwest United States have led to better demand for farmland.

- **Demand for Ranches** - Recreational demand to end users accounted for most of the activity. Demand for good recreational ranches within moderate driving distance of South Texas cities remains better than the more remote ranches. Demand for standard ranches was moderate at best, with demand for "finished/turn-key" ranches being slightly better as long as the price was perceived as reasonable. Demand for ranches with some or all of the mineral estate is good.

Hunting ranches with improvements and established game management present, continued to command premiums; many buyers wanted "ready to go" properties. As such, top end ranches with all of the amenities may have sold while other more standard ranches are still for sale. Standard ranches acquired for land infrastructure enhancement and later resale require longer marketing times. The margin for resale with these type ranches is fairly thin but may be improving.

Active ranch brokers report a few more active qualified buyers in 2011. There appears to have been an increase in the number of farms and ranches advertised on the various online and printed advertising mediums. Marketing periods for most land has increased. The market still continues to be a “buyer’s market”.

- ***Demand for Farmland*** – Farmland buyers continued to be active with investors looking for a positive return. Positive returns from commodity prices encourage farmland producers and investors. Farmers and/or investors bought good farmland for a steady return, along with farm program benefits and appreciation potential. Demand for farmland moved from stable to increasing.

The drought impacted most all dryland farmland in the region even for coastal areas which receive normal rainfall. Many of the farms did not make a crop. A number of dryland farmers benefitted from crop insurance in 2011. Cropland demand in the Coastal Bend and in the lower Rio Grande Valley remains strong. However, few properties are available and rising rental rates have restrained several potential sellers who have deferred sales due to improved returns from higher rental rates.

Water rights speculation has inflated irrigated farmland prices in the farming areas near San Antonio. A much defined water rights market is present in the Edwards Aquifer area, with transferrable rights selling separately from the land and the base water rights. The much anticipated Supreme Court decision in the Edward Aquifer Authority v. Day which most recently affirmed the surface owner’s ownership in the ground water will likely spur the development of active water markets in aquifers other than the Edwards. The non-Edwards aquifers with a few exceptions have not seen significant water rights sales or marketing activity, in part due to the lingering question regarding the ownership status of ground water. Edwards water price levels have remained mostly level during 2011 around the \$5,500 per AF level for unrestricted water rights. Leasing activity remains active with an upward bias in the rate. The anticipated full scale operation of the SAWS Aquifer Storage and Recovery (ASR) system will likely produce increased demand for lease water to meet ASR storage goals.

- ***Demand for Subdivision Development Land*** – This market segment continues to be slow at best. Most national home builders have slowed new development. Credit tightening and sub-prime lending problems negatively impacted the residential real estate markets.
- ***Financing*** – While interest rates are very attractive, available credit to land buyers has strict underwriting criteria. A number of existing ranch owners, who have debt, refinanced loans. It is understood that the required equity portion of a financed transaction has risen for most ag lenders.
- ***Minerals*** – Historically, most South Texas properties are offered with limited minerals or as surface estate only. The recent Eagle Ford Shale discovery and perfected extraction techniques are positively influencing the South Texas economy. In South Texas, the Eagle Ford Shale formation generally extends northeast from northern Webb and southern Dimmit Counties through portions of LaSalle, Frio, McMullen, Live Oak, and Karnes Counties.

Leasing, seismic, and drilling activity are on the increase in these counties. According to the San Antonio Express News, there were 33 drilling permits issued by the Texas Rail Road Commission in 2008; between 2009 and 2011, drilling permits increased to 94 in 2009, 1,229 in 2010 and 2,826 in 2011. Much of the initial leasing was by major publicly owned oil companies like EOG, ConocoPhillips, Chesapeake Energy, Anadarko Petroleum Corporation, Swift Energy Company, Petrohawk Energy, and British Petroleum (BP) along with privately owned firms like Lewis Petroleum and Dan A. Hughes Company. There have been some joint ventures between private and publicly owned companies as well as sellout to outside companies. With the new discovery of the Eagle Ford Shale, most sellers will convey limited if any minerals.

### ***Transition Zone between the Texas Hill Country and the Upper Brush Country***

#### ***Atascosa, Bexar, Comal, Guadalupe, Medina, Wilson and Uvalde Counties***

Historically, residential subdivision development is the primary investment motive for large tracts in adjoining counties to Bexar County and the City of San Antonio. Uvalde County is less influenced by subdivision pressure due to its location being over one hour west of San Antonio and typically out of commuting range. Overall development activity throughout this area continues to be flat. National residential development companies continue to have extensive unsold lot inventories.

South San Antonio and South Bexar County have some positive economic factors which are influenced by the resurgence of interest in the south and west sectors of Bexar County. The new Texas A&M University campus on the south side of San Antonio, will positively affect South Bexar County and the northern sectors of Atascosa and Wilson counties. The Toyota Tundra truck plant is in operation in South Bexar County. Land near Toyota has stabilized in value. Halliburton Services and other oilfield service companies are developing staging areas in South Bexar County at the “gateway to the Eagle Ford”.

Demand for recreational land was moderate in the outlying areas. Weekend recreational ranches are common in the Transition Zone due to the short driving distance to San Antonio. Live water features are a driving force for these properties located along the edge of the Texas Hill Country.

Demand for farmland in Bexar, Comal and Guadalupe counties is stable to increasing. Open farmland, in the San Antonio area, may be “prime” for high density residential development as long as public utilities are nearby. However, few developers are presently buying land to hold. Overall, western Medina County and Uvalde County generally have less intense land uses and good recreational appeal. Irrigated farmland has a good level of demand.

Water rights speculation continues to positively impact farmland pricing in Bexar, Medina and Uvalde counties. Irrigated farms with good Edwards water rights are in demand. Irrigated farms with Carrizo irrigation water continue to be in demand.

The market for Edwards water rights in Bexar, Atascosa, Medina and Uvalde counties, was extremely active in 2008, 2009, and 2010. The Edwards Aquifer Authority reported a record total of 14,600 acre feet of water transactions with the average price of about \$5,400 per acre foot in 2010. The volume of transactions slowed somewhat in 2011 to 9,708 acre feet in sales averaging \$5,500 per AF and total lease volume was 26,890. Lease rates varied significantly in 2011 depending on term and use. The reported lease rates generally ranged from \$100 to \$200 per AF with some special cases reaching \$300 AF. San Antonio Water System (SAWS) agreement with Gonzales County Underground Water Conservation District for up to 11,700 AF of Carrizo water annually is under way and will be in operation in late 2013. New factors which will have an impact on the water market in the Edwards area in the coming years will be the implementation of the Habitat Conservation Plan (HPC) which will entail Voluntary Irrigation Suspension with SAWS leasing water from irrigators at rates adequate to induce irrigators to suspend all or part of their operations. The initial ten year program will offer standby fees of \$57.50 per AF and Implementation Fees of \$172.50 per AF per annum for years 1-5 and \$70.20AF standby fee with implementation fees of \$210.60AF for years 6-10 and leasing water for injection into the Aquifer Storage and Recovery System. The actual suspension will trigger if J-17 falls below 643’MSL on September 1 in a participating year. Additional leasing options may be available later.

In addition to the Irrigation Suspension Program, SAWS will lease and option and additional 50,000 AF per year for storage in the ASR. The initial phase will begin in 2013 with 16,667 AF which will be leased for an initial term of 10 years. The option portions will feature a \$40AF/yr option fee and a lease payment of \$150AF/yr when the option is triggered.







### *Upper South Texas (Upper to Mid Brush Country)*

*Dimmit, Frio, La Salle, Live Oak, Maverick, McMullen, Webb and Zavala Counties*

50

Recreation is the primary source of demand for land – this area has an excellent reputation for good trophy deer and upland bird hunting. For a number of years now, land stewardship practices have been more focused on the balance of livestock, wildlife and oil and gas production. However, in some instances, new ranch owners are abandoning traditional grazing of livestock and concentrating strictly on wildlife.

A number of ranches are high fenced and game managed. Deer breeding programs, along with trap and transport programs are popular. Many ranches have MLD permits (Managed Lands Deer Permits) through Texas Parks and Wildlife which allow for extended hunting seasons and give land owners time to achieve wildlife management goals. The deer operations are used to positively enhance trophy buck quality.

2011 was a dismal rainfall year with most areas receiving less than 10 inches for the entire year. Severe drought conditions caused long term damage to range conditions.

Hunting lease prices remained level, i.e., especially for ranches with good game management. It is understood that some high priced leases were “dropped” by tenants due to the national recession. Some hunting tenants vacated leases on Eagle Ford area ranches due to the extreme surface disruption from the drilling and related oilfield activities.

Frio County continued to be a county with a slight uptick in sales activity. Counties with heavy oil and gas activity may be somewhat slower.

The primary economic generator in South Texas and in particular to this area is oil and gas exploration of the Eagle Ford Shale formation. Leasing activity leveled off in the summer of 2010. Many oil and gas leases were negotiated with large operating companies. There have been many wells drilled now in the Eagle Ford Shale in Webb, Dimmit, Frio, LaSalle, McMullen and Live Oak Counties. The water requirement to complete these wells is very extensive which may have a negative impact on ground water levels. The production infrastructure (pipelines, etc.) is currently being installed in most areas which have taken some time. The countryside in the most affected areas is changing - there are a number of drilling rigs on the horizon, gas wells being flared which are most visible at night, heavy oil and gas traffic, construction of new tank batteries, central processing facilities, pipelines, oilfield yards, sand and gravel operations, etc. A number of land owners with property along the major thoroughfares near the small communities with the most activity are leasing land on a monthly basis to the oilfield service companies rather than an outright sale. Cafes in all of the small towns in the Eagle Ford are packed. Man Camps have been developed for housing of oilfield personnel in the some of the towns. RV parks are also popular. A number of small regional hotels have been built or are under construction in most of the small communities in the Eagle Ford.

Subdivision development in the area has leveled out. Farmland pricing has stabilized to increased. Upward commodity prices should have a positive impact on farmland demand and values. In the drought of 2011, ranchers bought irrigated farms for hay production and irrigated improved pasture for grazing cattle.

### *Lower South Texas (Lower Brush Country)*

*Brooks, Duval, Jim Hogg, Jim Wells, Starr and Zapata Counties*

Lower South Texas has a similar level of demand for land compared to Upper South Texas. This is one of the most popular hunting areas in South Texas. Land prices have stabilized. Ranch investors are willing to drive further to these good hunting areas, with hopes of finding lower land pricing and large blocks of native land. Several ranch sales were reported in this area. Duval County has been one of the more active South Texas counties. There have been a number of ranch sales transact in the Duval County area. In fact the largest single sale to have occurred in Region 6 in 2011 was in Duval County, totaling over 34,000 acres.

Farmland pricing is considered to have remained fairly stable. Farms adjoining low fenced brush properties offer certain recreational appeal.

This area is south of the Eagle Ford Shale formation. However, drilling activity continues in other formations in this historic oil and gas producing area. Traditional oilfields in this area continue to have good interest.



## *Coastal Plains*

### *Aransas, Bee, Goliad, Karnes and Refugio Counties*

This area is popular with Houston and Corpus Christi investors, with recreational lands being the most active category. Many Houston investors look closely at this area because of a shorter drive, when compared to other portions of South Texas. The blend of live oaks and South Texas brush found in this area is very appealing to a large market segment.

Bee and Goliad are the most active counties in this market; however sales volume in 2011 was below that of 2010 and price levels remained relatively steady. It is, however, noted that Karnes County typically relates more to San Antonio investors. It appears that land pricing has generally become consistent for the live oak covered portions of the area, from Bee and San Patricio counties up to Jackson and Lavaca counties (just north/northeast of Victoria).

The market for land along the coast continues to be slow. Upscale development projects from Port Aransas to Rock Port/Fulton that were “hot” several years ago are flat.

Karnes County and the northern fringe of Bee County are in the Eagle Ford Shale formation. EOG Resources, ConocoPhillips and Plains Resources are the primary oil and gas companies with several discovery wells. Karnes City and Kenedy are flourishing with all of the oil and gas activity. There are a number of drilling rigs on the horizon and the flaring of gas to be seen at night. There have been a number of wells drilled in the Karnes City and Kenedy area, west of Campbellton as well as between Gillett and Yorktown in adjoining DeWitt County. For decades, Karnes County has not seen significant oil and gas production. The Eagle Ford Shale will positively change the overall economic outlook for Karnes County.

## *Coastal Bend*

### *Kenedy, Kleberg, Nueces and San Patricio Counties*

The primary demand for rural land is for recreation and agricultural purposes. Limited land sells in the lower portion of this area due to large ownerships.

2011 was a poor crop year for area dryland farmers due to the epic drought. Demand for farmland continued to be stable to increasing. There were only a small number of farmland tracts of significance which traded during the year but those that did confirmed the upward bias that has characterized the row crop farmland market statewide. Investors typically are producers or agricultural investment groups. The best land rarely becomes available because most of the farmland ownership is by long-term tenure. Demand for large blocks of farmland is good, but there is a limited supply of “top shelf” quality farmland, especially in large tracts. With continued distrust in securities by some investors, farmland is viewed as a long-term investment alternative that has a return and some appreciation potential. Farmland prices have shown strength in the few sales that have closed during the period. The continuing attractive commodity price levels have pushed cash rental rates higher and share rent arrangements have strengthened in the landlords favor, but with the landlord taking somewhat greater risks to achieve the higher







returns. Several instances of former pure cash rent contracts have been modified to provide for landlord participation if yield exceed certain levels.

Demand for coastal developments along Mustang Island and other nearby properties continues to be slow.

Wind farms have been developed in Kenedy County and in San Patricio County. The Kenedy County wind project is known as the Penascal Wind Farm and is situated south of Kingsville on the Kenedy Ranch between U.S. Highway 77 and the Laguna Madre. Oregon based PPM Energy is the developer and installed 84 turbines; Australia based Babcock and Brown, Ltd. is to construct 118 turbines. The San Patricio County wind farm is known as the Papalote Creek Wind Farm located between Nueces Bay and Taft. EON Climate & Renewables developed 109 turbines just to the north of the bluff of Nueces Bay.

## *Rio Grande Valley*

### *Cameron, Hidalgo and Willacy Counties*

The rural portions of this three-county area are largely production agriculture driven, with the demand for the best classes of cropland demonstrating increased demand. The farmland is generally pur-

chased by producers or large corporate land trusts; demand for the best irrigated land is typically equal to demand for the best dry cropland.

Various Rio Grande Valley realtors continue to report active interest in larger dryland tracts, in the Harlingen/Raymondville area, with both prices and rents moving up. There have been several instances of cash rent contracts modification to allow landlord participation in percentage rent increase when yields reach certain levels. These modifications were noted in the latter half of the year as arrangements were finalized for the coming season. The better quality dry crop land is often closely held and only a few transactions of any size have occurred. However, the sales that did occur demonstrated continuing strength and upward movement. The unusually good market conditions for Valley citrus products are as a result of relatively recent Florida and California disasters; this situation has spurred new plantings, along with renovation of older plantings. Expectations for continued good citrus market conditions, through 2011, are likely to encourage additional investments in Valley citrus properties.

While the market for Rio Grande water rights continued to be active in 2011, the pace of activity has slowed significantly from the levels seen in 2010. The demand for drilling and hydraulic fracturing water that caused the price of these smaller amounts of one-time lease water to remain very strong in 2011; however most of the sources queried indicate that the demand from the drilling entities has slowed as they have acquired the bulk of the water they were needing early in the year. Most of this unusual leasing activity had water from the Valley being diverted south of Eagle Pass for use in the Eagle Ford Shale program. Water rights sales generally ranged around \$2,500 per acre for Class A rights and with Class B rights in the \$2,250 range. Current mining water lease rates have settled in the \$125/AF range for larger amounts with small amounts of 10 to 20 AF being much higher but spotty. Current agricultural water is leasing in the \$20 to \$25 per AF range.

In the recent past, a significant trend is for agricultural lands close to Edinburg, McAllen, Mission, etc., to be converted into residential developments. However, most if not all of the subdivision activity is on hold due to "sub-prime" lending problems in the Rio Grande Valley. Demand for subdivision land is generally flat, except for a few areas along Military Highway (US 281) in the areas near the Mexico bridge crossing area below McAllen and Harlingen. Subdivision development is less prevalent in Willacy County.

Recreational ranches still have excellent demand. There are few available ranches for sale in the Valley due to the large, long-held ownerships in the northern reaches of the area. Many of the Rio Grande Valley land investors are local buyers.

The construction of the "Border Fence" is essentially complete in the Valley. This development is a source of continuing significant controversy since the fence is located north of the IBWC Levee and is limiting access to significant portions of the river farms below the levee. The impact of this development is not yet evident on land values, along the river, but will likely become more definitive as sales began to occur in the fenced areas.

# 2011 Region 6 - Hill Country, South Texas, Coastal Plains, Coastal Bend and the Rio Grande Valley

Land Use or Class	Value Ranges	Activity/Trend	Rental Range	Activity/Trend
-------------------	--------------	----------------	--------------	----------------

## Transition Zone

Atascosa, Bexar, Comal, Guadalupe, Medina, Uvalde and Wilson Counties

Class I Irrigated Crop*	\$2,000	to	\$3,000	Stable/Stable	\$50	to	\$150	Stable/Stable
Class II Dry Crop	\$1,200	to	\$2,200	Stable/Stable	\$20	to	\$50	Stable/Stable
Permanent Pasture	\$1,500	to	\$2,750	Stable/Stable	150/AU			Stable/Stable
Rangeland <2,000 Acres	\$1,200	to	\$8,000	Stable/Stable	150/AU			Stable/Stable
Rangeland >2,000 Acres	\$1,000	to	\$3,500	Stable/Stable	150/AU			Stable/Stable
Development Land**	\$3,000	to	\$15,000	Slow/Decreasing	N/A			N/A
Transferable Edwards*** Aquifer Water Rights	\$5,000	to	\$5,500	Stable/Stable	\$99	to	\$150	
Hunting Lease					\$6	to	\$20	Stable/Stable

Value ranges are generally reflective of partial mineral transactions.

\*Speculation on water rights in Bexar, Medina and Uvalde Counties; small lots of water rights are selling to various users for \$10,000 to \$12,500 per acre foot.

Live water features or subdivision development potential increases the achievable pricing throughout region.

## Upper South Texas - Upper to Mid Brush Country

Dimmit, Frio, La Salle, Live Oak, Maverick, McMullen, Webb & Zavala Counties

Class I Irrigated Crop	\$2,000	to	\$2,500	Active/Stable	\$50	to	\$150	Stable/Stable
Class II Irrigated Crop	\$1,600	to	\$2,000	Active/Stable	\$50	to	\$125	Stable/Stable
Class II & III Dry Crop	\$1,000	to	\$1,500	Stable/Stable	\$20	to	\$40	Stable/Stable
Permanent Pasture/Improved Pasture	\$1,400	to	\$2,200	Moderate/Stable	165/AU			Stable/Stable
Rangeland <2,000 Acres	\$1,175	to	\$2,750	Moderate/Stable	165/AU			Stable/Stable
Rangeland >2,000 Acres	\$1,000	to	\$2,450	Moderate/Stable	165/AU			Stable/Stable
Hunting Lease (Rangeland)					\$10	to	\$20	Stable/Stable

Value ranges are generally reflective of partial mineral or surface only transactions; few tracts sell with significant minerals in this market.

## Lower South Texas - Lower Brush Country

Brooks, Duval, Jim Hogg, Jim Wells, Starr & Zapata Counties

Dry Cropland	\$800	to	\$1,600	Moderate/Stable	\$20	to	\$30	Stable/Stable
Rangeland <2,000 Acres	\$1,100	to	\$2,450	Moderate/Stable	165/AU			Stable/Stable
Rangeland >2,000 Acres	\$1,100	to	\$2,450	Moderate/Stable	165/AU			Stable/Stable
Hunting Lease (Rangeland)					\$10	to	\$20	Stable/Stable

Value ranges are generally reflective of surface only transactions; few tracts sell with significant minerals in this market.

## Coastal Plains

Aransas, Bee, Karnes, Goliad & Refugio Counties

Class II & III Dry Crop	\$1,200	to	\$1,500	Moderate/Stable	\$30	to	\$50	Stable/Stable
Permanent Pasture & Improved Pasture	\$1,300	to	\$2,350	Moderate/Stable	165/AU			Stable/Stable
Rangeland <2,000 Acres	\$1,700	to	\$2,750	Moderate/Stable	165/AU			Stable/Stable
Rangeland >2,000 Acres	\$1,500	to	\$2,500	Moderate/Stable	165/AU			Stable/Stable
Hunting Lease (Rangeland)					\$8	to	\$15	Stable/Stable

Value ranges are generally reflective of partial mineral or surface only transactions; few tracts sell with significant minerals in this market.

## 2011 Region 6 - Hill Country, South Texas, Coastal Plains, Coastal Bend and the Rio Grande Valley

Land Use or Class	Value Ranges	Activity/Trend	Rental Range	Activity/Trend
-------------------	--------------	----------------	--------------	----------------

### Coastal Bend

Kenedy, Kleberg, Nueces & San Patricio Counties

Class I Dry Crop	\$1,650	to	\$2,550	Stable/Stable	\$70	to	\$175	Stable/Stable
Class II Dry Crop	\$1,200	to	\$1,800	Stable/Stable	\$40	to	\$75	Stable/Stable
Rangeland	\$1,700	to	\$2,500	Moderate/Stable	\$165/AU			Stable/Stable
Hunting Lease (Rangeland)					\$8	to	\$20	Stable/Stable

Value ranges are generally reflective of surface only transactions; few tracts sell with significant minerals in this market.

### Rio Grande Valley

Cameron, Hidalgo and Willacy Counties

Class I Irrigated Crop	\$3,500	to	\$4,100	Stable/Up	\$110	to	\$200	Stable/Up
Class II Irrigated Crop	\$2,000	to	\$3,400	Stable/Up	\$75	to	\$110	Stable/Up
Class I Dry Crop	\$1,750	to	\$2,500	Stable/Up	\$70	to	\$110	Stable/Up
Class II Dry Crop	\$1,200	to	\$1,500	Stable/Up	\$45	to	\$75	Stable/Up
Permanent Pasture	\$1,500	to	\$2,250	Moderate/Stable	\$165/AU			Stable/Up
Rangeland	\$1,750	to	\$4,000	Moderate/Stable	\$165/AU			
Hunting Lease (Rangeland)					\$10	to	\$20	Stable/Stable

Value ranges are generally reflective of surface only transactions; few tracts sell with significant minerals in this market.





## Region 6 Contributors

**Richard L. Dockery, SRA, ARA**

Dockery & Associates

PO Box 459

Three Rivers, TX 78071

(361) 786-2562; fax (800) 536-8115

[Richard@Dockery.cc](mailto:Richard@Dockery.cc)

**Derry T. Gardner**

Gardner Appraisal Group, Inc.

10 Ledge Lane

San Antonio, TX 78212

(210) 737-1321; fax (210) 732-6554

[DerryG7@aol.com](mailto:DerryG7@aol.com)

**Ryan C. Healy, ARA**

Dugger, Canaday, Grafe, Inc.

111 Soledad

Suite 800

San Antonio, TX 78205

(210) 299-8910; fax (210) 227-8520

[Ryan\\_Healy@DCGAppraisers.net](mailto:Ryan_Healy@DCGAppraisers.net)

**Jon W. Mask, ARA**

Capital Farm Credit, ACA

116 Chaparral Creek

San Antonio, TX 78006

(210) 492-2550; fax (210) 492-2550

[Jon.Mask@CapitalFarmCredit.com](mailto:Jon.Mask@CapitalFarmCredit.com)

**Robert A. Moran, ARA**

Moran Real Estate and Appraisal

902 Jefferson Street

Kerrville, TX 78028

(830) 896-3433; fax (830) 895-4678

[Morans@ktc.com](mailto:Morans@ktc.com)

**John P. "Tooter" Robertson, Jr., ARA**

Dugger, Canaday, Grafe, Inc.

111 Soledad

Suite 800

San Antonio, TX 78205

(210) 227-6229; fax (210) 227-8520

[Robertson@DCGAappraisers.net](mailto:Robertson@DCGAappraisers.net)

**William R. (Bill) Schott, AFM, ARA**

Schott Consulting and Appraisal

PO Box 701475

San Antonio, TX 78270-1475

(210) 495-1006; fax (210) 494-1609

[WR.Schott@att.net](mailto:WR.Schott@att.net)

**Merrill E. Swanson, ARA**

Dugger, Canaday, Grafe, Inc.

111 Soledad

Suite 800

San Antonio, TX 78205

(210) 227-6229; fax (210) 227-8520

[MESwanson@DCGAppraisers.net](mailto:MESwanson@DCGAppraisers.net)

**James B. Vine, Jr., ARA**

Vine and Associates

6106 Vance Jackson #2

San Antonio, Texas 78230-3373

(210) 696-8909; fax (210) 568-6215

[JBVine@satx.rr.com](mailto:JBVine@satx.rr.com)

Fred Wells, ARA-Retired  
Wells Appraisals  
601 Monticello Circle  
Devine, TX 78016

(830) 665-5773; fax (830) 665-5773  
[Fr.Wells@sbcglobal.net](mailto:Fr.Wells@sbcglobal.net)









### Southern Grand Prairie

Brown, Callahan, Coleman, Comanche, Eastland, Erath and Counties

### Central Basin

Hamilton, Lampasas, Llano, McCulloch, Mills and San Saba Counties

### Central Blacklands, Grand Prairie & Post Oaks within a 50 mile Radius of Waco

Bell, Bosque, Coryell, Falls, Freestone, Hill, Limestone, McLennan and Navarro Counties

### East Edwards Plateau, Central Blacklands and South Post Oaks—Austin Area

Bastrop, Blanco, Burnet, Caldwell, Hays, Lee, Milam, Travis and Williamson Counties

### East Hill Country

Bandera, Gillespie, Kendall, Kerr and Real Counties

### West Hill Country

Kimble, Mason and Menard Counties

7

## REGION

Wendell C. Wood, ARA

Bill S. Beam, ARA

Aaron D. Bierschwale, ARA

Justin P. Bierschwale, ARA

Paul E. Bierschwale, ARA

Reagan Bownds, ARA

James J. “Jim” Jeffries, ARA

Larry D. Kokel, ARA

Lonnie Marquardt

Jon W. Mask, ARA

Michael Mays

Rebecca McWilliams

Robert A. Moran, ARA

A.E. “Butch” Nelson, Jr., ARA

Tom J. Sammons, Jr.

James Synatzske, ARA

Patricia R. Weber, ARA



## REGION

---

### *Grand Prairie, Central Basin, Blacklands, Post Oak Belts, Edwards Plateau and the Texas Hill Country*

Region Seven forms the central core of the State of Texas. The geographic center of the state is in this region at a point approximately fifteen miles northeast of Brady, the county seat of McCulloch County.

Highlights for the overall market for the counties in Region Seven precede a brief discussion related to each of the sub-regions.

- The level of sales volume within the region during 2011 as compared to 2010 was variable throughout the region. Many counties in the region indicated slightly lower volume numbers while other counties showed positive sales volume trends. The survey participants indicated sales activity improved in the latter part of the year.
- Sales prices in 2011 were generally stable for most land classes throughout the region. Sales prices for cultivated acreage indicated stable to higher prices.
- Productivity characteristics come into play in the market for cultivated lands. Demand for average and good quality culti-

vated acreage has been positively impacted by the higher commodity prices observed over the past two years and the anticipation by producers and investors for continued strength in commodity price levels.

- Recreational uses of land, primarily hunting, continue to be a primary influence in the minds of buyers. Investment demand remains below the levels observed in the years prior to 2009.
- Sales activity appears to be focused on higher quality properties while those having less market appeal (aesthetic characteristics of the land including views and live water) continuing to experience weak demand.
- Buyer motivation to purchase and retain rural land seems to be reinforced by investment diversification. Market participants noted some buyers were motivated by concerns over the potential for long-term inflation.

### *Southern Grand Prairie*

*Brown, Callahan, Coleman, Comanche, Eastland, Erath and Counties*

The Southern Grand Prairie experienced a generally stable market in 2011 with sale volumes being similar to those reported for 2010. Price levels remain stable. The drought of the past year reduced the market appeal of most acreage properties in the area. Value trends remained stable in each of the land classes surveyed. The buyers are predominately motivated by recreational activities with less demand noted for investment properties. In general, land values tend to increase as one moves from west to east, with the higher values being associated with properties in counties nearer to the Dallas-Fort Worth metroplex. Erath County enjoys the benefits of its proximity to Fort Worth but also has support provided by buyers within the Stephenville area seeking recreational home sites.

### *Central Basin*

*Hamilton, Lampasas, Llano, McCulloch, Mills and San Saba Counties*

Land sales activity improved during 2011 as compared to 2010 but remains well below 2007 and 2008 levels. Recreational uses along with investment continued to be the primary motivating factor behind most land purchases in the Central Basin with outdoor recreation including hunting and general enjoyment of the outdoors. Land values tend to increase as one moves from the west to the east and are directly impacted by the presence of live water. The Central Basin includes Llano County where recreational buyers have historically sought properties for deer hunting. The Highland Lakes influence sales prices with lake proximity impacting buyer's purchase decisions. The higher values in Llano County continue to support land values in the northern portions of the Central Basin.

Value trends in the central basin during 2011 continue to indicate stable to weaker sales prices as compared to late 2007 and 2008. Stable trends with increased activity are noted relative to 2010. The properties with the strongest aesthetic qualities have remained in the greatest demand and indicate mostly stable price trends while the lower quality or distressed properties appear to indicate weaker demand and lower prices.

### *Central Blacklands, Grand Prairie and Post Oaks within a 50-Mile Radius of Waco*

*Bell, Bosque, Coryell, Falls, Freestone, Hill, Limestone, McLennan and Navarro Counties*

This area is influenced by the population centers of Dallas, Fort Worth and Austin in addition to residents in Waco, Temple and Killeen. The northern portion of the region represents the area with the strongest demand due to its location with respect to Dallas-Fort Worth buyers seeking recreational land and retirement properties. The southeastern areas of this sub-region tend to provide the lower range of values due to their more remote locations with respect to the major metro centers.

Sales activity continued to be slow during 2011 similar to the level of activity in 2010. In general, land values within this sub-region tend to be higher along and near the IH 35 corridor and the neighborhood's population centers. The Central Blacklands and Grand Prairie areas are noted as containing significant areas of cultivated acreage. Cropland is noted as showing strong demand with few average to above average quality farms being offered for sale. Those properties with strong production characteristics have exhibited moderate upward value trends although the level of increase has not been significant. Cash lease rates for cultivated acreage remained stable in 2011 but remained in active demand as producers sought additional acreage despite the drought conditions. Following historic trends, the amount of cultivated acreage placed on the market for sale remained low. The drought conditions throughout the summer likely impacted buyer demand. The demand for the higher quality recreational properties is reported to have increased during the last quarter of the year. Prices remained stagnant with some price weakness reported in Bosque County and Bell County recreational properties.



## *East Edwards Plateau, Central Blacklands and South Post Oaks – Austin Area*

### *Bastrop, Blanco, Burnet, Caldwell, Hays, Lee, Milam, Travis and Williamson Counties*

This sub-region includes the Austin MSA and, as a result, significant urban influence is present in Travis, Williamson and Hays counties with the adjacent counties being influenced by trends in the development market of Austin and adjacent cities.

Location, with respect to Austin and the primary cities in the region, is a primary factor impacting land values in this area. Generally, as one travels further from Austin, land values decline, with land values to the west being stronger than land values to the east. The Austin MSA has not been immune to the general economic trends impacting the nation and has resulted in lower sales volumes in 2010 and 2011 for most land classes as compared to the peak years of 2006-2007. The Austin area sub-region represents a diversity of land types ranging from black clay soils in eastern Travis County, Williamson County and most of Milam and Caldwell Counties to sandy soils in the majority of Lee and Bastrop Counties. The western counties in the sub-region are more typical of Hill Country lands with rolling to rugged shallow limestone soils. Cultivated land within the region has experienced strength as most crop based agricultural lands have over the past two years. The number of high quality farms offered for sale is low and the sales which have occurred indicate upward price trends. Cropland rental rates have also firmed over the 2010 and 2011 period as producers compete for land and landlords seek to capitalize on the higher commodity prices. Drought conditions through the region appear to have negatively impacted sales activity through the middle portion of the year with many market participants indicating greater buyer interest and sales activity in the last quarter of 2011. Pasture land and recreational use dominated properties in the eastern portion of this sub-region indicate stable value trends with prices generally being stable.

Market activity in the western portion of the Austin sub-region also appears to have been impacted by the weather conditions with a tendency for greater sales activity in the early and latter portions of 2011 as compared to the middle part of the year experiencing record high temperatures and drought. Sales activity was stronger in the latter portion of 2011. A number of larger ranch properties sold during 2011 with price levels indicating market stability. The higher quality properties appear to remain in the greatest demand. Sales activity for average and lower quality properties remains low compared to the 2006-2008 period.

The market for urban fringe properties continues to be slow with a number of foreclosures noted in properties previously purchased for suburban development. Proximity to developed infrastructure remains a critical factor influencing the demand and pricing of urban fringe properties. Land sales activity in the Austin area was generally higher in 2011 than was observed in 2010, but remained well below the peak levels of the mid-2000's. Activity in the small acreage tract market of up to 50 acres remains stagnant with sales volumes below historic trends. Prices are stable but sales  $\pm 20\%$  below peak levels have been observed. Secondary locations and tracts with poor aesthetic qualities have the weakest demand and have experienced the most significant price declines.





## *East Hill Country*

### *Bandera, Gillespie, Kendall, Kerr and Real Counties*

Buyers from the metropolitan areas of the state represent the bulk of land buyers in the area with many of these buyers seeking to retire to the area. Buyers continue to seek properties with strong aesthetic qualities and prefer locations within a short drive of the primary cities. Overall sales volumes are indicated to be moderate and improved over 2010. The average size of properties sold in the region continues to be small as the market is influenced by home site demand.

The East Hill Country continues to be the highest priced area within Region Seven. During 2011, price levels were overall stable to weaker with moderate sales activity. Survey participants indicate recreational based properties with live water features and superior aesthetic qualities showed moderate sales activity and static prices. Properties with live water features continue to be in the greatest demand and command the highest prices.

Recreational properties without unique water features or above average aesthetics showed weaker demand with stable to weaker price trends during the year. The number of properties offered for sale during 2011 continues to be high with some sellers being more willing to negotiate off of the asking price.

## *West Hill Country*

### *Kimble, Mason and Menard Counties*

Sales activity remained low compared to 2007 and 2008 but higher than was observed in 2009 and 2010. Properties with strong water features continued to be in the greatest demand with general price trends throughout the western Hill Country being stable with some lower trends noted in the lower quality land classes. The general trend has been toward stable prices with some declines in asking prices. Market activity appears to have been improving in the latter portion of 2011. Area buyers are typical of the Hill Country in that they seek properties with strong aesthetic and recreational features. Investors seeking land for recreational uses and long-term store of wealth were evident in the area. The number of purchases made for speculation and/or subdivision remains low.



## 2011 Region 7 - Grand Prairie, Central Basin, Blacklands, Post Oak Belts, Edwards Plateau and the Texas Hill Country

Land Use or Class	Value Range			Activity/Trend	Rental Range			Activity/Trend
-------------------	-------------	--	--	----------------	--------------	--	--	----------------

### Southern Grand Prairie

Brown, Callahan, Coleman, Comanche, Eastland, Erath and Counties

Dry Cropland	\$800	to	\$1,600	Moderate/Stable	\$15	to	\$30	Active/Higher
Improved Pasture	\$1,100	to	\$2,500	Slow/Stable	\$10	to	\$20	Moderate/Stable
Native Pasture - Open	\$1,200	to	\$2,500	Slow/Stable	\$4	to	\$10	Moderate/Stable
Native Pasture - Wooded	\$1,500	to	\$3,000	Slow/Stable	\$4	to	\$12	Moderate/Stable
Live Water - Recreational	\$2,500	to	\$4,000	Slow/Stable	\$5	to	\$15	Moderate/Stable
Pecan Groves - Improved	\$1,500	to	\$3,000	Slow/Stable				
Hunting Leases					\$10	to	\$20	Moderate/Stable

### Central Basin

Hamilton, Lampasas, Llano, McCulloch, Mills and San Saba Counties

Dry Cropland	\$1,000	to	\$1,600	Slow/Stable	\$15	to	\$25	Moderate/Stable
Improved Pasture	\$950	to	\$1,800	Slow/Stable	\$10	to	\$22	Moderate/Stable
Native Pasture - Open	\$1,250	to	\$2,200	Slow/Weaker	\$7	to	\$10	Moderate/Stable
Native Pasture - Wooded	\$1,600	to	\$4,000	Moderate/Stable	\$7	to	\$15	Moderate/Stable
Pecan Groves - Improved	\$2,000	to	\$3,000	Slow/Stable				Owner or Shares
Live Water - Recreation	\$2,500	to	\$7,000	Moderate/Stable	\$10	to	\$25	Owner Dominated
Transitional <50 Acres	\$3,000	to	\$10,000	Slow/Stable				
Hunting Leases - Rangeland					\$10	to	\$25	Moderate/Stable

### Central Blacklands, Grand Prairie and North Central Post Oaks (±50 Mile Radius of Waco)

Bell, Bosque, Coryell, Falls, Freestone, Hill, Limestone, McLennan and Navarro Counties

Dry Cropland - Good	\$1,800	to	\$3,000	Strong/Higher	\$30	to	\$60	Active/Stable
Dry Cropland - Marginal	\$1,500	to	\$2,500	Strong/Higher	\$25	to	\$45	Active/Stable
Improved Pasture	\$1,500	to	\$2,700	Moderate/Stable	\$15	to	\$25	Moderate/Stable
Native Pasture - Open	\$1,200	to	\$2,300	Moderate/Stable	\$8	to	\$15	Moderate/Stable
Native Pasture - Wooded	\$1,300	to	\$5,000	Moderate/Stable	\$8	to	\$15	Moderate/Stable
River Properties	\$2,500	to	\$7,000	Moderate/Stable	\$15	to	\$30	Moderate/Stable

### East Edwards Plateau, Central Blacklands, and Southern Post Oaks (Austin Area)

Bastrop, Blanco, Burnet, Caldwell, Hays, Lee, Milam, Travis and Williamson Counties

Dry Cropland - Good	\$2,000	to	\$3,300	Active/Higher	\$40	to	\$80	Active/Higher
Dry Cropland - Marginal	\$1,700	to	\$2,800	Active/Higher	\$30	to	\$50	Active/Higher
Improved Pasture	\$2,500	to	\$3,500	Slow/Stable	\$15	to	\$25	Active/Stable
Native Pasture - Wooded	\$2,200	to	\$8,000	Slow/Stable	\$10	to	\$20	Moderate/Stable
Single Family - Utilities	\$15,000	to	\$30,000	Slow/Stable				
Urban Fringe - No Utilities	\$5,000	to	\$15,000	Slow/Stable				
Ranchette <50 Acres	\$3,200	to	\$10,000	Moderate/Stable				



## 2011 Region 7 - Grand Prairie, Central Basin, Blacklands, Post Oak Belts, Edwards Plateau and the Texas Hill Country

Land Use or Class	Value Range		Activity/Trend	Rental Range		Activity/Trend
-------------------	-------------	--	----------------	--------------	--	----------------

### Eastern Hill Country

Bandera, Gillespie, Kendall, Kerr and Real Counties

Recreational w/ Live Water	\$3,500	to	\$10,000	Moderate/Stable				
Recreational w/o Live Water	\$1,650	to	\$4,500	Moderate/Stable				
Rangeland	\$1,650	to	\$3,500	Moderate/Stable	\$4	to	\$10	Active/Stable
Hunting Leases- Rangeland					\$5	to	\$25	Active/Stable

### Western Hill Country

Kimble, Mason and Menard Counties

Native Rangeland > 500 < 1,500 Acres	\$1,600	to	\$3,000	Slow/Stable	\$2	to	\$5	Moderate/Stable
Native Rangeland > 1,500 Acres	\$1,450	to	\$2,000	Slow/Stable	\$2	to	\$5	Moderate/Stable
Native Rangeland - Live Water > 1,000 Acres.	\$2,500	to	\$8,000	Slow/Stable	\$2	to	\$6	Moderate/Stable
Native Rangeland- Live Water +/- 500 Acres	\$5,000	to	\$8,000	Slow/Stable	\$2	to	\$6	Moderate/Stable
Hunting Leases					\$12	to	\$20	Moderate/Stable



## Region 7 Contributors

**Bill S. Beam, ARA**

Western Appraisal, LLC  
1250-A Petroleum Drive, Suite 100  
Abilene, TX 79608

(325) 437-7600; fax (325) 437-7601  
[Bill@WesternAppr.com](mailto:Bill@WesternAppr.com)

**Aaron Bierschwale, ARA**

Bierschwale Land Company, LLC  
PO Box 154  
Junction, TX 76849-0154

(325) 446-3052; fax (325) 446-3237  
[Aaron\\_Bierschwale@yahoo.com](mailto:Aaron_Bierschwale@yahoo.com)

**Justin Bierschwale, ARA**

Bierschwale Land Company, LLC  
PO Box 154  
Junction, TX 76849-0154

(325) 446-3052; fax (325) 446-3237  
[JBierschwale@gmail.com](mailto:JBierschwale@gmail.com)

**Paul E. Bierschwale, ARA**

Bierschwale Land Company, LLC  
PO Box 154  
Junction, TX 76849-0154

(325) 446-3052; fax (325) 446-3237  
[PBier@ctesc.net](mailto:PBier@ctesc.net)

**Reagan Bownds, ARA**

Capital Farm Credit, ACA  
PO Box 800  
Mason, TX 76825

(325) 265-4465; fax (325) 265-4465  
[Reagan.Bownds@CapitalFarmCredit.com](mailto:Reagan.Bownds@CapitalFarmCredit.com)

**James J. "Jim" Jeffries, ARA**

Jeffries Appraisal Services  
404 West 9<sup>th</sup> Street, Suite 101B  
Georgetown, TX 78626

(512) 930-5559; fax (512) 869-5600  
[JJeff@swbell.net](mailto:JJeff@swbell.net)

**Larry D. Kokel, ARA**

Kokel-Oberrender-Wood Appraisal, Ltd.  
404 West 9<sup>th</sup> Street, Suite 201  
Georgetown, TX 78626

(512) 863-6428; fax (512) 930-5348  
[Larry@K-O-Wappraisal.com](mailto:Larry@K-O-Wappraisal.com)

**Lonnie Marquardt**

The Marquardt Company  
404 West 9<sup>th</sup> Street, Suite 201  
Comfort, TX 78013

(830) 995-3100; fax (830) 995-4893  
[LonnieM@hctc.net](mailto:LonnieM@hctc.net)

**Jon W. Mask, ARA**

Capital Farm Credit, ACA  
116 Chaparral Creek  
Boerne, TX 78006

(210) 492-2550; fax (210) 492-2950  
[Jon.Mask@CapitalFarmCredit.com](mailto:Jon.Mask@CapitalFarmCredit.com)

**Michael Mays**

Kokel-Oberrender-Wood Appraisal, Ltd.  
404 West 9<sup>th</sup> Street, Suite 201  
Georgetown, TX 78626

(512) 863-6428; fax (512) 930-5348

[Michael@K-O-Wappraisal.com](mailto:Michael@K-O-Wappraisal.com)

**Rebecca McWilliams**

Texas Land Bank  
230 CR 447  
Thorndale, TX 76577

(512) 446-6114; fax (512) 446-4998

[Rebecca.McWilliams@TexasLandBank.com](mailto:Rebecca.McWilliams@TexasLandBank.com)

[McWilliams@hughes.net](mailto:McWilliams@hughes.net)

**Robert A. Moran, ARA**

Moran Real Estate & Appraisal  
902 Jefferson Street  
Kerrville, TX 78028

(830) 896-3433; fax (830) 895-4678

[Morans@ktc.com](mailto:Morans@ktc.com)

**A.E. AButch@ Nelson, Jr., ARA**

Nelson Farm & Ranch Properties  
PO Box 5051  
Abilene, TX 79608

(325) 698-3374; fax (325) 698-3381

[AENelson2@earthlink.net](mailto:AENelson2@earthlink.net)

**Tom J. Sammons, Jr.**

The Sammons McAnally Company  
PO Box 1316  
Brady, TX 76825

(325) 597-1391; fax (325) 597-1391

[TJSammons81@gmail.com](mailto:TJSammons81@gmail.com)

**James Synatzske, ARA**

Appraisal Services - Consulting  
701 Heritage Way  
Stephenville, TX 76401

(254) 965-5914

[1JASyn@embarqmail.com](mailto:1JASyn@embarqmail.com)

**Patricia R. Weber, ARA**

Texas Land Bank  
1030 County Road 220  
Gatesville, Texas 76528

(254) 865-6299; fax (254) 865-6289

[Patricia.Weber@TexasLandBank.com](mailto:Patricia.Weber@TexasLandBank.com)

**Wendell C. Wood, ARA**

Kokel-Oberrender-Wood Appraisal, Ltd.  
404 West 9<sup>th</sup> Street, Suite 201  
Georgetown, Texas 78626

(512) 863-6428; fax (512) 930-5348

[Wendell@K-O-Wappraisal.com](mailto:Wendell@K-O-Wappraisal.com)





# Texas Chapter ASFMRA Membership Directory

**Karl F. Armstead, ARA**

Accredited Member

Omega Appraisals, LLC  
P.O. Box 358  
Ft. Stockton, TX 79735  
[karl@armsteads.us](mailto:karl@armsteads.us)

(432) 336-8455  
fax: (432) 336-8462

**Robert A. Berrien, ARA**

Accredited Member

Berrien Associates Ltd.  
P.O. Box 578  
Okotoks, AB T1S-1A7 CANADA  
[alzona@telus.net](mailto:alzona@telus.net)

(403) 938-2000  
fax: (403) 938-6229

**Fred H. Awe, AFM**

Accredited Member

Awe Agricultural Services  
P.O. Box 490  
Dalhart, TX 79022  
[aweag@xit.net](mailto:aweag@xit.net)

(806) 249-6555  
fax: (806) 249-6557

**Stan Bevers, AFM**

Academic Member

Texas AgriLife Extension Service  
P.O. Box 2159  
Vernon, TX 76385  
[s-bevers@tamu.edu](mailto:s-bevers@tamu.edu)

(940) 552-9941 x 231  
fax: (940) 553-4657

**V. Keith Barlow, ARA**

Accredited Member

Barlow Appraisal Associates  
P.O. Box 2135  
Midland, TX 79702-2135  
[kbarlow@suddenlink.net](mailto:kbarlow@suddenlink.net)

(432) 689-9878  
fax: (888) 677-4541

**Aaron D. Bierschwale, ARA**

Accredited Member

Bierschwale Land Company, LLC  
P.O. Box 154  
517 College Street  
Junction, TX 76849  
[aaron\\_bierschwale@yahoo.com](mailto:aaron_bierschwale@yahoo.com)

(325) 446-3052  
fax: (325) 446-3237

**Bill S. Beam, ARA**

Accredited Member

Western Appraisal, LLC  
1250-A Petroleum Drive  
Suite 100  
Abilene, TX 79608  
[bill@westernappr.com](mailto:bill@westernappr.com)

(325) 437-7600  
fax: (325) 437-7601

**Justin P. Bierschwale, ARA**

Accredited Member

Bierschwale Land Company, LLC  
P.O. Box 154  
517 College Street  
Junction, TX 76849  
[jbierschwale@gmail.com](mailto:jbierschwale@gmail.com)

(325) 446-3052  
fax: (325) 446-3237

**Steven M. Beck, ARA**

Accredited Member

JMP Land Services  
7607 Eastmark Drive  
Suite 112  
College Station, TX 77840 (979) 485-8840  
[sbeck@jmplandservices.net](mailto:sbeck@jmplandservices.net)

(979) 696-2143

**Paul E. Bierschwale, ARA**

Accredited Member

Bierschwale Land Company, LLC  
P.O. Box 154  
517 College Street  
Junction, TX 76849  
[pbier@ctesc.net](mailto:pbier@ctesc.net)

(325) 446-3052  
fax: (325) 446-3237

**Bryan Bednarz, ARA**

Accredited Member

Capital Farm Credit, ACA  
P.O. Box 6520  
Lubbock, TX 79493  
[bryan.bednarz@capitalfarmcredit.com](mailto:bryan.bednarz@capitalfarmcredit.com)

(806) 281-1789  
fax: (806) 799-6999

**Carmen K. Bierschwale**

Affiliate Member

Bierschwale Land Company, LLC  
P.O. Box 154  
517 College Street  
Junction, TX 76849  
[ckbierschwale@gmail.com](mailto:ckbierschwale@gmail.com)

(325) 446-3052  
fax: (325) 446-3237

**Tom Benton**

Associate Member

Clift Land Brokers  
P.O. Box 561  
Borger, TX 79008  
[tbenton@bentonauctionlivestockappraisal.com](mailto:tbenton@bentonauctionlivestockappraisal.com)

(806) 336-9105

**Steven J. Bilicek**  
Associate Member  
The Bilicek Company  
12695 Whittington Drive  
Suite 220  
Houston, TX 77077  
[sbilicek@sbcglobal.net](mailto:sbilicek@sbcglobal.net)

(281) 497-2774  
fax: (281) 497-2366

**William R. Chase, ARA**  
Accredited Member  
Frost National Bank  
100 West Houston Street  
Frost Bank Appraisal Services RB-5  
San Antonio, TX 78205  
[bill.chase@frostbank.com](mailto:bill.chase@frostbank.com)

(210) 220-6752  
fax: (210) 220-5058

**Walcott G. Black**  
Associate Member  
Walcott G. Black, SRA  
314-C North Walnut Street  
Sherman, TX 75090  
[chevy49@cablone.net](mailto:chevy49@cablone.net)

(903) 893-7998  
fax: (903) 892-9864

**Brad J. Cottrell**  
Associate Member  
Rabo AgriFinance  
P.O. Box 8305  
Amarillo, TX 79114-8305  
[brad.cottrell@raboag.com](mailto:brad.cottrell@raboag.com)

(806) 353-4024  
fax: (806) 351-0526

**Reagan Bownds, ARA**  
Accredited Member  
P.O. Box 800  
Mason, TX 76856  
[reagan.bownds@capitalfarmcredit.com](mailto:reagan.bownds@capitalfarmcredit.com)

(325) 265-4465  
fax: (325) 265-4465

**James M. Cowsert, ARA**  
Accredited Member  
James M. Cowsert, Appraiser  
P.O. Box 9  
Munday, TX 76371  
[cowsertj@valornet.com](mailto:cowsertj@valornet.com)

(940) 422-4931  
fax: (940) 422-4460

**Clint Bumguardner**  
Associate Member  
WT Appraisal, Inc.  
1302 Petroluem Drive  
Building B  
Abilene, TX 79602  
[clintbum@westtexasappraisal.com](mailto:clintbum@westtexasappraisal.com)

(325) 692-5039  
fax: (325) 692-1587

**D. Mark Davis, RPRA**  
Accredited Member  
U.S. Department of Interior  
Appraisal Services Directorate  
9418 Sendera Drive  
Magnolia, TX 77354  
[dmd@sbcglobal.net](mailto:dmd@sbcglobal.net)

(281) 259-6575  
fax: (281) 259-6525

**Reid A. Busch, ARA-Retired**  
Accredited Member  
C/O Fort Victoria RV Park  
129 Burnett Road #304  
Victoria, BC V9B-4P6 CANADA  
[reidbusch@shaw.ca](mailto:reidbusch@shaw.ca)

(250) 727-3765  
fax: (250) 727-3765

**Justin Die**  
Associate Member  
Farmers National Company  
420 Throckmorton Street  
Suite 650  
Fort Worth, TX 76102  
[jdie@farmersnational.com](mailto:jdie@farmersnational.com)

(817) 884-4413

**W. Clyde Cantrell, ARA-Retired**  
Accredited Member  
Legacy Properties  
PO Box 1076  
Brenham, TX 77834  
[polkaman20@gmail.com](mailto:polkaman20@gmail.com)

(979) 836-5490

**Richard L. Dockery, SRA, ARA**  
Accredited Member  
Dockery & Associates  
200 E. Alexander Street  
P.O. Box 459  
Three Rivers, TX 78071  
[richard@dockery.cc](mailto:richard@dockery.cc)

(361) 786-2562  
fax: (800) 536-8115

**Douglas Glenn Cauble**  
Associate Member  
Texas General Land Office (Retired)  
6701 Bayside Court  
Granbury, TX 76049  
[gcauble@charter.net](mailto:gcauble@charter.net)

(817) 579-6812

**M. Chad Dugger**  
Associate Member  
Chas. S. Middleton & Son  
1507 13th Street  
Lubbock, TX 79401  
[chad@csmanson.com](mailto:chad@csmanson.com)

(806) 763-5331  
fax: (806) 763-1340



- Derry T. Gardner** (210) 737-1321  
Associate Member fax: (210) 732-6554  
Gardner Appraisal Group, Inc.  
10 Ledge Lane  
San Antonio, TX 78212  
[derryg7@aol.com](mailto:derryg7@aol.com)
- Charles E. Gilliland, Ph.D.** (979) 845-2080  
Academic Member fax: (979) 845-0460  
Real Estate Center  
Texas A&M University  
2115 TAMU  
College Station, TX 77843-2115  
[c-gilliland@tamu.edu](mailto:c-gilliland@tamu.edu)
- Ted L. Glaub, AFM** (870) 972-6996  
Accredited Member fax: (870) 931-5985  
Glaub Farm Management  
1702 Stone Street  
Suite C  
Jonesboro, AR 72401  
[ted@glaubfm.com](mailto:ted@glaubfm.com)
- Kevin J. Halfmann, ARA** (325) 655-1278  
Accredited Member fax: (325) 658-7158  
Halfmann Appraisals  
133 West Concho  
Suite 208  
San Angelo, TX 76903  
[kevin@halfmannrealty.com](mailto:kevin@halfmannrealty.com)
- Don L. Harris, ARA-Retired** (806) 762-6300  
Accredited Member fax: (806) 763-3700  
Don L. Harris Appraisal Co.  
2201 University Avenue  
Lubbock, TX 79410-1651  
[harrisap@nts-online.net](mailto:harrisap@nts-online.net)
- Ryan Charles Healy, ARA** (210) 299-8910  
Accredited Member fax: (210) 227-8520  
Dugger, Canaday, Grafe, Inc.  
111 Soledad  
Suite 800  
San Antonio, TX 78205  
[ryan\\_healy@dgcgappraisers.net](mailto:ryan_healy@dgcgappraisers.net)
- John C. Hodges, ARA** (830) 278-5221  
Accredited Member fax: (830) 278-5024  
John Hodges RE Appraisals  
P.O. Box 1213  
Uvalde, TX 78802  
[ichodges2295@sbcglobal.net](mailto:ichodges2295@sbcglobal.net)
- James J. (Jim) Jeffries, ARA** (512) 930-5559  
Accredited Member fax: (512) 869-5600  
Jeffries Appraisal Services  
404 West 9th Street  
Suite 101B  
Georgetown, TX 78626  
[jjeff@swbell.net](mailto:jjeff@swbell.net)
- Kelly W. Jennings** (817) 326-6089  
Associate Member fax: (817) 326-6089  
Lone Star Ag Credit  
3712 Dry Creek Rd.  
Granbury, TX 76049  
[kelly.jennings@lonestarcgcredit.com](mailto:kelly.jennings@lonestarcgcredit.com)
- Ronny W. Johnson** (830) 608-0883  
Associate Member fax: (830) 620-9482  
Capital Farm Credit, ACA  
1301 F.M. 1863  
New Braunfels, TX 78132  
[ronny.johnson@capitalfarmcredit.com](mailto:ronny.johnson@capitalfarmcredit.com)
- Stanley S. Johnson** (512) 463-5272  
Associate Member fax: (512) 463-5304  
Texas General Land Office  
1700 N. Congress Avenue  
Suite 111  
Austin, TX 78701  
[stanley.johnson@glo.texas.gov](mailto:stanley.johnson@glo.texas.gov)
- B. L. Jones, III, ARA** (806) 745-4631  
Accredited Member fax: (806) 687-4074  
AgTexas Appraisal Services  
6901 Quaker Ave., Suite 300  
P.O. Box 63240  
Lubbock, TX 79453  
[bjones@agtexas.com](mailto:bjones@agtexas.com)
- Deborah Caughron Jones** (512) 303-1010  
Associate Member  
P.O. Box 10  
Bastrop, TX 78602  
[dcjones@austin.rr.com](mailto:dcjones@austin.rr.com)
- Tom N. Jones** (806) 763-8261  
Professional Member  
Service Title Company  
1408 Buddy Holly Avenue  
Lubbock, TX 79401

**Kenneth G. Kaiser, ARA-Retired**

Accredited Member

Kaiser & Associates  
1975 Gilbert Mueller Rd  
Nordheim, TX 78141  
[kennethkgk@aol.com](mailto:kennethkgk@aol.com)

(361) 938-5896

fax: (361) 938-5896

**Paul V. Loeffler**

Associate Member

Superior Land Services, LLC  
1501 W Fort Davis Street  
P.O. Box 1407  
Alpine, TX 79831  
[pvl913@yahoo.com](mailto:pvl913@yahoo.com)

(432) 386-3101

fax: (432) 837-2635

**Ronald D. Kay, Ph.D.**

Academic Member

4033 Stillforest Circle  
College Station, TX 77845-9652  
[rkaytx@verizon.net](mailto:rkaytx@verizon.net)

(979) 690-7539

fax: (979) 690-3603

**Lonnie Marquardt**

Associate Member

The Marquardt Company  
706 Front Street  
P.O. Box 628  
Comfort, TX 78013-0628  
[lonniem@hctc.net](mailto:lonniem@hctc.net)

(830) 995-3100

fax: (830) 995-4893

**Ken Kisner**

Associate Member

Texoma Ag Valuations  
4 Masterson Circle  
Wichita Falls, TX 76308  
[ken.kisner@yahoo.com](mailto:ken.kisner@yahoo.com)

(940) 631-8479

**Jon W. Mask, ARA**

Accredited Member

Capital Farm Credit, ACA  
116 Chaparral Creek  
Boerne, TX 78006  
[jon.mask@capitalfarmcredit.com](mailto:jon.mask@capitalfarmcredit.com)

(210) 492-2550

fax: (210) 492-2950

**Larry D. Kokel, ARA**

Accredited Member

Kokel-Oberrender-Wood Appraisal, Ltd.  
404 West 9th Street  
Suite 201  
Georgetown, TX 78626  
[larry@k-o-wappraisal.com](mailto:larry@k-o-wappraisal.com)

(512) 863-6428

fax: (512) 930-5348

**David Maxwell, ARA**

Accredited Member

P.O. Box 294  
Devine, TX 78016  
[dmaxwell@securitystbk.com](mailto:dmaxwell@securitystbk.com)

(830) 663-9181

**Kyle V. Kokel**

Student Member

P.O. Box 153  
Walburg, TX 78673-0153  
[kicker102004@yahoo.com](mailto:kicker102004@yahoo.com)

(512) 497-6841

**Michael Mays**

Associate Member

Kokel-Oberrender-Wood Appraisal, Ltd.  
404 W. 9th Street  
Suite 201  
Georgetown, TX 78626  
[michael@k-o-wappraisal.com](mailto:michael@k-o-wappraisal.com)

(512) 863-6428

fax: (512) 930-5348

**Wade L. Kubecka, ARA**

Accredited Member

Capital Farm Credit, ACA  
1807 N Mechanic  
El Campo, TX 77437  
[wade.kubecka@capitalfarmcredit.com](mailto:wade.kubecka@capitalfarmcredit.com)

(979) 543-2078

fax: (979) 543-8120

**Mark A. McAnally, ARA**

Accredited Member

Texas General Land Office  
1700 North Congress Avenue  
Room 111  
Austin, TX 78701-1495  
[mark.mcanally@glo.texas.gov](mailto:mark.mcanally@glo.texas.gov)

(512) 463-5231

fax: (512) 463-5304

**Mark A. Lewis, ARA**

Accredited Member

Lewis & Seely Appraisals, Inc.  
308 East Lufkin Avenue  
P.O. Box 877  
Lufkin, TX 75902-0877  
[mark@lewisseeely.com](mailto:mark@lewisseeely.com)

(936) 632-4230

fax: (936) 637-3964

**Sam D. McAnally, ARA-Retired**

Accredited Member

Texas Chapter Lifetime Member

The Sammons McAnally Company  
203 East Commerce  
P.O. Box 1066  
Brady, TX 76825-1066  
[sammcanally@gmail.com](mailto:sammcanally@gmail.com)

(325) 597-1391

fax: (325) 597-1391

- Rebecca McWilliams** (512) 446-6114  
Associate Member fax: (512) 446-4998  
Texas Land Bank  
230 CR 447  
Thorndale, TX 76577  
[mcwilliams@hughes.net](mailto:mcwilliams@hughes.net)
- L. Sam Middleton, ARA** (806) 763-5331  
Accredited Member fax: (806) 763-1340  
Charles S. Middleton & Son  
P.O. Box 2524  
1507 13th Street  
Lubbock, TX 79408-2524  
[sam@csmanson.com](mailto:sam@csmanson.com)
- Robert A. Moran, ARA** (830) 896-3433  
Accredited Member fax: (830) 895-4678  
Moran Real Estate & Appraisal  
902 Jefferson Street  
Kerrville, TX 78028  
[morans@krc.com](mailto:morans@krc.com)
- William P. (Pat) Murphy, ARA** (903) 785-0441  
Accredited Member fax: (903) 784-0076  
Pat Murphy & Associates  
5295 Clarksville Street  
Paris, TX 75462-2632  
[pat@pmaappraisal.com](mailto:pat@pmaappraisal.com)
- Alvin E. (Butch) Nelson, Jr., ARA** (325) 698-3374  
Accredited Member fax: (325) 698-3381  
Nelson Farm & Ranch Properties  
P.O. Box 5051  
Abilene, TX 79608  
[aenelson2@earthlink.com](mailto:aenelson2@earthlink.com)
- Mickey R. Nixon, ARA** (806) 281-1789  
Accredited Member fax: (806) 799-6999  
Capital Farm Credit, ACA  
P.O. Box 6520  
Lubbock, TX 79493  
[mickey.nixon@capitalfarmcredit.com](mailto:mickey.nixon@capitalfarmcredit.com)
- Samuel Noble** (210) 979-6800  
Associate Member fax: (210) 979-6825  
Noble & Associates, Inc.  
10205 Oasis Drive  
Suite 300  
San Antonio, TX 78216  
[sam@noblesa.com](mailto:sam@noblesa.com)
- James K. Norwood, ARA** (817) 284-2222  
Accredited Member  
James K. Norwood, Inc.  
4025 Diamond Loch West  
Fort Worth, TX 76180  
[norwood2@charter.net](mailto:norwood2@charter.net)
- Victor R. Probandt, ARA** (325) 658-2773  
Accredited Member fax: (325) 659-4192  
Stribling-Probandt Appraisals  
502 South Koenigheim  
Suite 3B  
San Angelo, TX 76903  
[victor.probandt@suddenlinkmail.com](mailto:victor.probandt@suddenlinkmail.com)
- Lee W. Puckitt** (325) 655-6989  
Associate Member fax: (325) 653-1906  
Lee, Lee, & Puckitt Assoc. Inc.  
1002 South Koenigheim  
Suite C  
San Angelo, TX 76903  
[llp@wcc.net](mailto:llp@wcc.net)
- John P. (Tooter) Robertson, Jr., ARA** (210) 227-6229  
Accredited Member fax: (210) 227-8520  
Dugger, Canaday, Grafe, Inc.  
111 Soledad  
Suite 800  
San Antonio, TX 78205  
[robertson@dcgappraisers.net](mailto:robertson@dcgappraisers.net)
- Tom J. Sammons, Jr.** (325) 597-1391  
Associate Member fax: (325) 597-1391  
The Sammons McAnally Company  
P.O. Box 1316  
203 East Commerce  
Brady, TX 76825  
[tjsammons81@gmail.com](mailto:tjsammons81@gmail.com)
- Luke Sammons** (325) 456-4725  
Student Member  
P.O. Box 1316  
Brady, TX 76825  
[sammons\\_25@tamu.edu](mailto:sammons_25@tamu.edu)
- John W. Schmedemann** (210) 220-5805  
Associate Member fax: (210) 220-4377  
The Frost National Bank  
P.O. Box 2950  
San Antonio, TX 78299-2950  
[jschmedemann@frostbank.com](mailto:jschmedemann@frostbank.com)



**Ivan W. Schmedemann, Ph.D.**  
Honorary Member  
Texas Chapter Lifetime Member  
513 Winged Foot Lane  
Kerrville, TX 78028-6508

(830) 896-1966  
fax: (830) 257-4033

**Mattson Schmidt**  
Associate Member  
West Texas Appraisal  
1302 Petroleum Drive, Bldg B  
Abilene, TX 79602  
[matts@westtexasappraisal.com](mailto:matts@westtexasappraisal.com)

(325) 692-5039  
fax: (325) 692-1587

**Margaret B. Schneider, ARA**  
Accredited Member  
TexAppraise, Inc.  
231 Earl Garrett  
Suite 200  
Kerrville, TX 78028  
[mbschneider@windstream.net](mailto:mbschneider@windstream.net)

(830) 257-2177  
fax: (830) 896-1416

**William R. (Bill) Schott, AFM, ARA**  
Accredited Member  
Schott Consulting And Appraisal  
P.O. Box 701475  
San Antonio, TX 78270-1475  
[wr.schott@att.net](mailto:wr.schott@att.net)

(210) 495-1006  
fax: (210) 494-1609

**Charles S. (Scott) Seely, ARA**  
Accredited Member  
Lewis & Seely Appraisals, Inc.  
308 East Lufkin Avenue  
P.O. Box 877  
Lufkin, TX 75902-0877  
[scott@lewisseely.com](mailto:scott@lewisseely.com)

(936) 632-4230  
fax: (936) 637-3964

**Andrew M. Sirman, ARA**  
Accredited Member  
Capital Farm Credit, ACA  
2896 Greene Sanders Road  
Pollok, TX 75969  
[andrew.sirman@capitalfarmcredit.com](mailto:andrew.sirman@capitalfarmcredit.com)

(936) 853-4845  
fax: (936) 853-4851

**James Connor Smith, ARA-Retired**  
Accredited Member  
BCR - Brazosland Classic Realty  
700 University Drive East  
Suite 108  
College Station, TX 77840  
[jasconnor@bcrbcs.com](mailto:jasconnor@bcrbcs.com)

(979) 694-8844  
fax: (979) 694-2299

**Billy D. Snow, ARA**  
Accredited Member  
TexAppraise, Inc.  
231 Earl Garrett  
Suite 200  
Kerrville, TX 78028  
[bdsnow@windstream.net](mailto:bdsnow@windstream.net)

(830) 257-2177  
fax: (830) 896-1416

**David G. Springer, ARA**  
Accredited Member  
J. B. Featherston Assoc., Inc.  
P.O. Box 916  
Iowa Park, TX 76367  
[dspringer2443@gmail.com](mailto:dspringer2443@gmail.com)

(940) 723-6615  
fax: (940) 592-0432

**Merrill E. Swanson, ARA**  
Accredited Member  
Dugger, Canaday, Grafe, Inc.  
111 Soledad  
Suite 800  
San Antonio, TX 78205-2283  
[meswanson@dcgappraisers.net](mailto:meswanson@dcgappraisers.net)

(210) 227-6229  
fax: (210) 227-8520

**James Synatzske, ARA**  
Accredited Member  
Appraisal Services - Consulting  
701 Heritage Way  
Stephenville, TX 76401  
[1jasyn@embarqmail.com](mailto:1jasyn@embarqmail.com)

(254) 965-5914

**William J. Thompson**  
Academic Member  
Texas AgriLife Extension Service  
7887 U.S. Highway 87 North  
San Angelo, TX 76901  
[w-thompson@tamu.edu](mailto:w-thompson@tamu.edu)

(325) 653-4576  
fax: (325) 482-9946

**Nathan L. Tonne**  
Student Member  
301 Krenek Tap #122  
College Station, TX 77840  
[nathan.tonne@gmail.com](mailto:nathan.tonne@gmail.com)

(254) 212-9160

**Robby B. Vann, ARA**  
Accredited Member  
Farm Credit Bank of Texas  
P.O. Box 202590  
Austin, TX 78720-2590  
[robby.vann@farmcreditbank.com](mailto:robby.vann@farmcreditbank.com)

(512) 465-1857  
fax: (512) 483-9279

**James B. (Nardie) Vine, Jr., ARA** (210) 696-8909  
 Accredited Member fax: (210) 568-6215  
 Vine and Associates  
 6106 Vance Jackson  
 Unit 2  
 San Antonio, TX 78230-3373  
[jbvine@satx.rr.com](mailto:jbvine@satx.rr.com)

**Patricia Weber, ARA** (254) 865-6299  
 Accredited Member fax: (254) 865-6289  
 Texas Land Bank  
 1030 County Road 220  
 Gatesville, TX 76528  
[patricia.weber@texaslandbank.com](mailto:patricia.weber@texaslandbank.com)

**Fred Wells, ARA-Retired** (830) 665-5773  
 Accredited Member fax: (830) 665-5773  
 Wells Appraisals  
 601 Monticello Circle  
 Devine, TX 78016  
[fr.wells@sbcglobal.net](mailto:fr.wells@sbcglobal.net)

**John B. Whatley, Jr.** (972) 680-0407  
 Associate Member  
 1613 Baltimore Drive  
 Richardson, TX 75081-5306  
[jswhatley@tx.rr.com](mailto:jswhatley@tx.rr.com)

**Don R. Whitney, ARA** (254) 675-6740  
 Accredited Member fax: (254) 752-8225  
 240 County Road 4270  
 Clifton, TX 76634-5067  
[dwhitney@mclennanacad.org](mailto:dwhitney@mclennanacad.org)

**Wendell C. Wood, ARA** (512) 863-6428  
 Accredited Member fax: (512) 930-5348  
 Kokel-Oberrender-Wood Appraisal, Ltd.  
 404 West 9th Street  
 Suite 201  
 Georgetown, TX 78626  
[wendell@k-o-wappraisal.com](mailto:wendell@k-o-wappraisal.com)

**Wayne T. Young, ARA** (936) 439-0379  
 Accredited Member fax: (936) 436-0192  
 Capital Farm Credit, ACA  
 624 FM 1791  
 Huntsville, TX 77340  
[wayne.young@capitalfarmcredit.com](mailto:wayne.young@capitalfarmcredit.com)

## Roster of ASFMRA Members by County

<b>Angelina County</b> .....	Mark A. Lewis, ARA Charles S. (Scott) Seely, ARA Andrew M. Sirman, ARA
<b>Bastrop County</b> .....	Deborah Caughron Jones
<b>Bexar County</b> .....	William R. Chase, ARA Derry T. Gardner Ryan Charles Healy, ARA Samuel Noble Hampton Pratka John P. (Tooter) Robertson, Jr., ARA John W. Schmedemann William R. (Bill) Schott, AFM, ARA Merrill E. Swanson, ARA James B. (Nardie) Vine, Jr., ARA
<b>Bosque County</b> .....	Don R. Whitney, ARA
<b>Brazos County</b> .....	Steven M. Beck, ARA Charles E. Gilliland, Ph.D. Ronald D. Kay, Ph.D. James Connor Smith, ARA-Retired Nathan Tonne
<b>Brewster County</b> .....	Paul V. Loeffler
<b>Comal County</b> .....	Ronny W. Johnson
<b>Coryell County</b> .....	Patricia Weber, ARA
<b>Dallas County</b> .....	Fred H. Awe, AFM John B. Whatley, Jr.
<b>De Witt County</b> .....	Kenneth G. Kaiser, ARA-Retired
<b>Erath County</b> .....	James Synatzske, ARA
<b>Grayson County</b> .....	Walcott G. Black
<b>Harris County</b> .....	Steven J. Bilicek
<b>Hood County</b> .....	Douglas Glenn Cauble Kelly W. Jennings
<b>Hutchinson County</b> .....	Tom Benton



<b>Kendall County</b> .....	Lonnie Marquardt Jon W. Mask, ARA
<b>Kerr County</b> .....	Robert A. Moran, ARA Ivan W. Schmedemann, Ph.D. Margaret B. Schneider, ARA Billy D. Snow, ARA
<b>Kimble County</b> .....	Aaron D. Bierschwale, ARA Justin P. Bierschwale, ARA Paul E. Bierschwale, ARA
<b>Knox County</b> .....	James M. Cowsert, ARA
<b>Lamar County</b> .....	William P. (Pat) Murphy, ARA
<b>Live Oak County</b> .....	Richard L. Dockery, SRA, ARA
<b>Lubbock County</b> .....	Bryan Bednarz, ARA M. Chad Dugger Don L. Harris, ARA-Retired B. L. Jones, III, ARA Tom N. Jones L. Sam Middleton, ARA Mickey R. Nixon, ARA
<b>Mason County</b> .....	Reagan Bownds, ARA
<b>McCulloch County</b> .....	Sam D. McAnally, ARA-Retired Luke Sammons Tom J. Sammons, Jr.
<b>Medina County</b> .....	David Maxwell, ARA Fred Wells, ARA-Retired
<b>Midland County</b> .....	V. Keith Barlow, ARA
<b>Milam County</b> .....	Rebecca McWilliams
<b>Montgomery County</b> .....	D. Mark Davis, RPRA
<b>Pecos County</b> .....	Karl F. Armstead, ARA
<b>Randall County</b> .....	Brad J. Cottrell
<b>Tarrant County</b> .....	Justin Die James K. Norwood, ARA

**Taylor County** ..... Bill S. Beam, ARA  
 Clint Bumguardner  
 Alvin E. (Butch) Nelson, Jr., ARA  
 Mattson Schmidt

**Tom Green County** ..... Kevin J. Halfmann, ARA  
 Victor R. Probandt, ARA  
 Lee W. Puckitt  
 William J. Thompson

**Travis County** ..... Stanley S. Johnson  
 Mark A. McAnally, ARA  
 Robby B. Vann, ARA

**Uvalde County** ..... John C. Hodges, ARA

**Walker County** ..... Wayne T. Young, ARA

**Washington County** ..... W. Clyde Cantrell, ARA-Retired

**Wharton County** ..... Wade L. Kubecka, ARA

**Wichita County** ..... Ken Kisner  
 David G. Springer, ARA

**Wilbarger County** ..... Stan Bevers, AFM

**Williamson County** ..... James J. (Jim) Jeffries, ARA  
 Kyle V. Kokel  
 Larry D. Kokel, ARA  
 Michael Mays  
 Wendell C. Wood, ARA

## OUTSIDE OF TEXAS

**Arkansas** ..... Ted L. Glaub, AFM

## OUTSIDE OF THE USA

**Canada** ..... Robert A. Berrien, ARA  
 Reid A. Busch, ARA-Retired