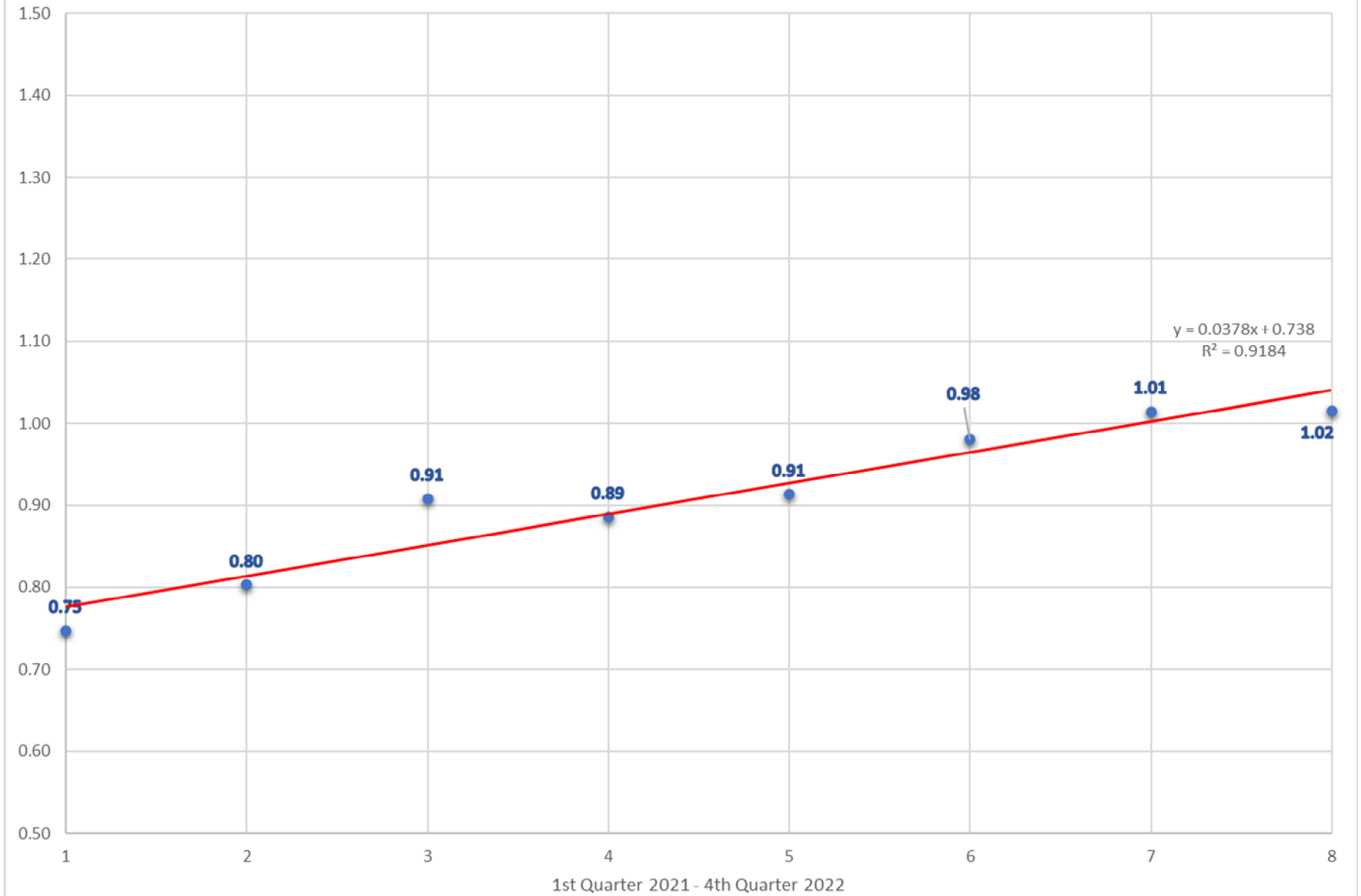


# 2023 General Market Trend Indicators

Data based on 2022 sales information.



Catagory A, Single Family Residential S/A Ratio



The above chart shows sales prices / appraised values for Category A, single family residential properties within Freestone County for properties that sold between January 1, 2021, through December 31, 2022. In the 24-month period there was a 27% increase in total, which equates to 1.12% per month. Over the 12-month period starting January 1, 2022, there was a 10% increase or .85% per month.

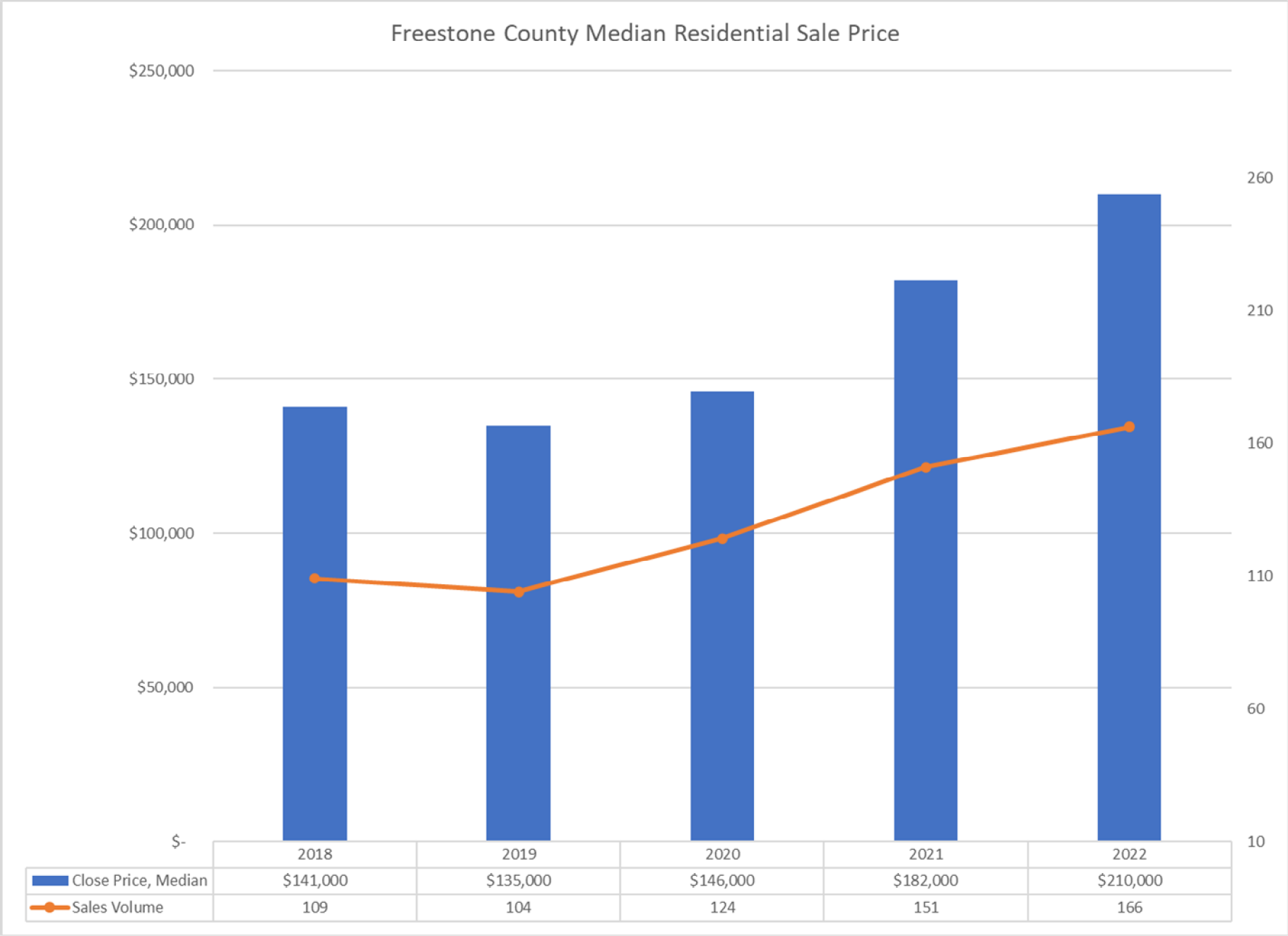


Chart of the median sales price of single family residential properties sold in Freestone County 2018-2022. The year over year increase between 2021 and 2022 was 15.38% and sales volume increased by 9.93%.

## Home Sales and Average Price



Highcharts.com

Date	Sales	Dollar Volume	Average Price	Median Price	Total Listings	Months Inventory
1990	103,344	8,868,486,663	85,815	68,470	102,813	10.6
1991	102,789	9,023,993,917	87,791	71,656	96,551	9.8
1992	110,830	10,195,442,651	91,992	75,525	92,153	8.8
1993	120,749	11,816,870,835	97,863	78,396	88,265	7.8
1994	126,525	12,773,127,612	100,953	80,294	81,379	7.3
1995	126,279	13,007,453,162	103,006	81,851	85,283	7.5
1996	142,940	15,624,853,648	109,311	86,462	91,193	7.1
1997	151,861	17,685,408,333	116,458	90,879	88,854	6.3
1998	177,179	21,852,868,199	123,338	96,063	78,717	4.9
1999	191,189	25,014,064,081	130,834	100,952	77,627	4.6
2000	195,568	28,347,928,010	144,952	111,642	80,525	4.9
2001	204,084	30,360,494,647	148,765	118,808	91,608	5.1
2002	209,438	32,304,649,888	154,244	123,725	99,803	5.8
2003	224,215	35,475,315,389	158,220	127,017	114,760	6.0

Date	Sales	Dollar Volume	Average Price	Median Price	Total Listings	Months Inventory
2004	250,380	40,811,382,739	162,998	128,883	123,949	5.6
2005	277,649	48,033,968,917	173,002	135,788	124,638	4.8
2006	304,762	55,604,234,113	182,451	141,905	127,074	4.8
2007	286,778	54,850,688,964	191,265	146,105	143,885	5.9
2008	241,666	45,984,101,554	190,280	145,613	148,487	6.5
2009	221,768	40,816,804,922	184,052	144,633	133,284	6.6
2010	211,640	40,426,147,040	191,014	146,417	142,676	7.6
2011	213,833	41,494,798,745	194,052	147,500	132,940	6.3
2012	246,940	50,588,511,651	204,862	157,000	112,287	4.6
2013	286,626	64,011,788,148	223,329	170,000	96,984	3.7
2014	295,672	70,336,331,399	237,886	182,500	91,808	3.3
2015	307,115	76,781,456,052	250,009	195,500	88,827	3.2
2016	320,326	83,276,941,899	259,976	210,000	91,864	3.1
2017	332,995	91,178,700,955	273,814	223,900	95,490	3.0
2018	341,181	96,750,267,752	283,575	233,200	97,001	3.2
2019	356,191	104,159,459,001	292,426	241,400	101,001	3.0
2020	389,692	123,272,115,017	316,332	259,990	78,203	1.6
2021	414,232	154,744,791,067	373,570	300,000	48,319	1.2
2022	367,649	151,981,843,967	413,388	340,000	65,945	2.7

## Trends

Housing Activity Trends ()

## Housing Activity

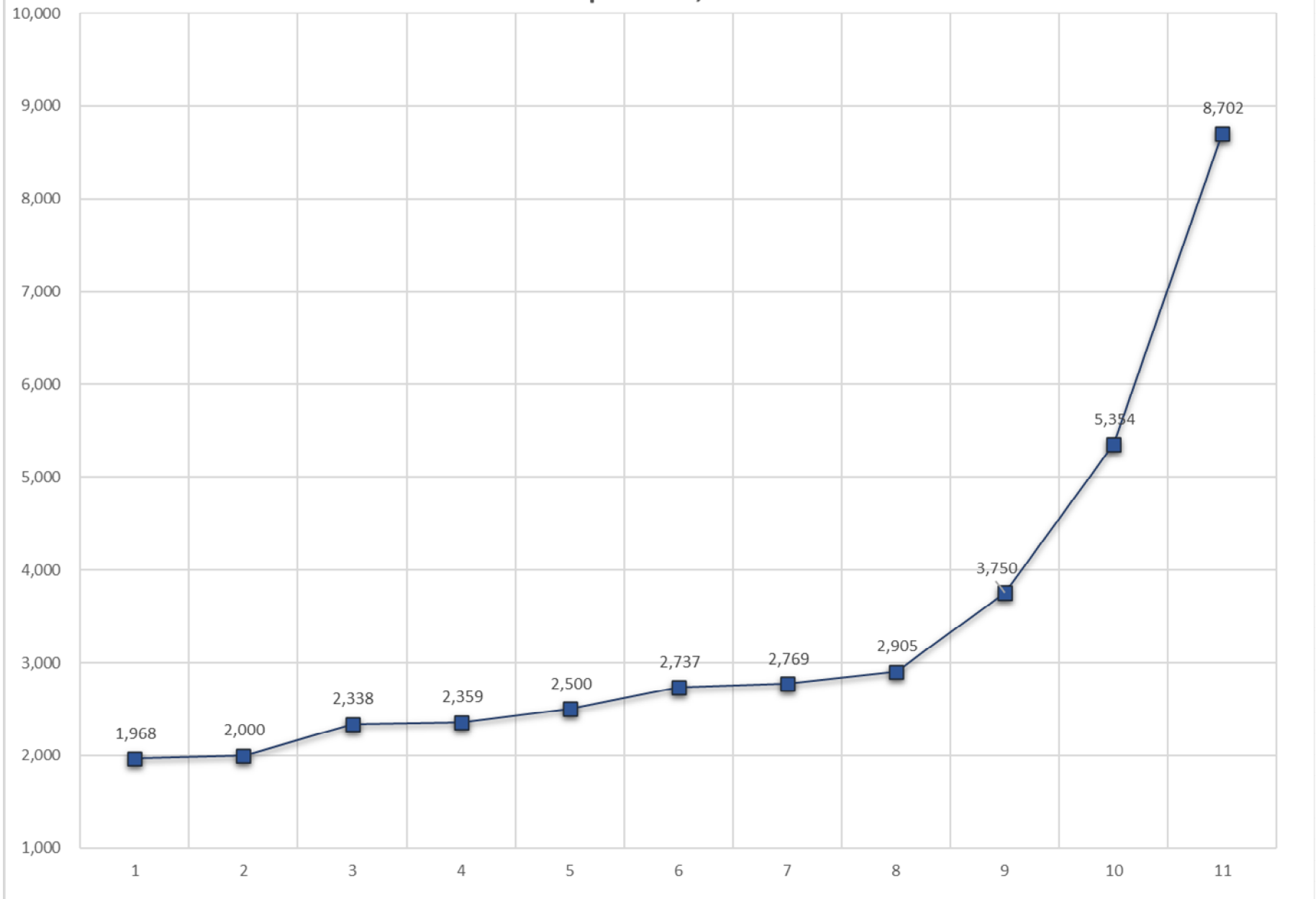
State

Texas



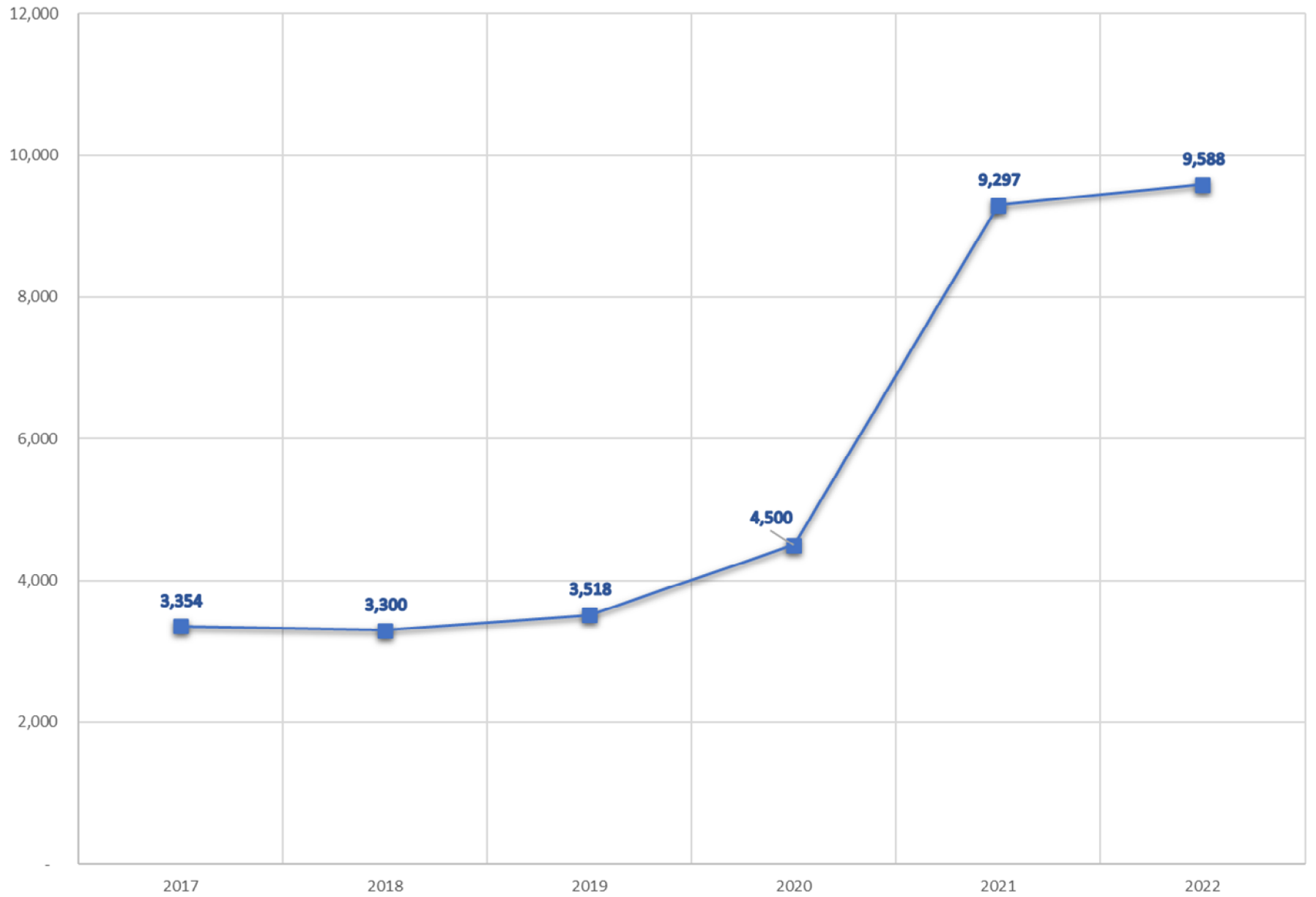
MSA

**Median Sale Price per Acre, D1 Land 2012-2022**



The median sales price per acre of Freestone County rural land sales for the last 11 years. This does not represent any particular sale but is a median of the sales price per acre of all rural land sales that qualified for Open-Space "Ag, Timber, Wildlife" valuation, that occurred for the given year. This indicates a year-over-year increase of 62.53% between 2021-2022.

**Median Sale Price per Acre, D1 Land, Up to 20 acres 2017-2021**



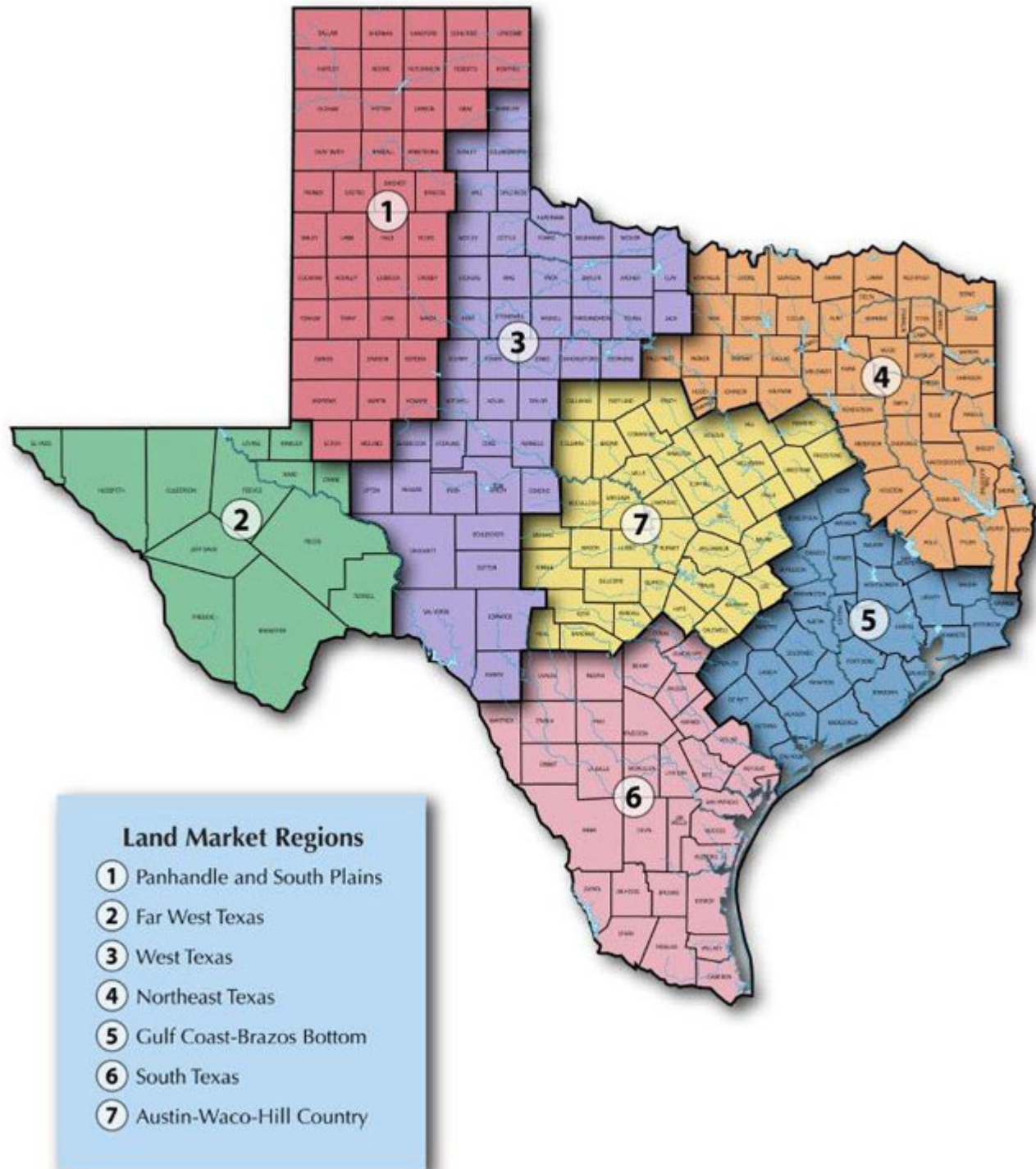
The median sales price per acre of Freestone County rural land sales of tracts up to 20 acres in size, for the last 6 years. This does not represent any particular sale but is a median of the sales price per acre of all rural land sales that qualified for Open-Space "Ag, Timber, Wildlife" valuation, that occurred for the given year.





(/about-us/our-gallery/?Image=gallery\_02)

## Rural Land Prices for Austin-Waco-Hill Country

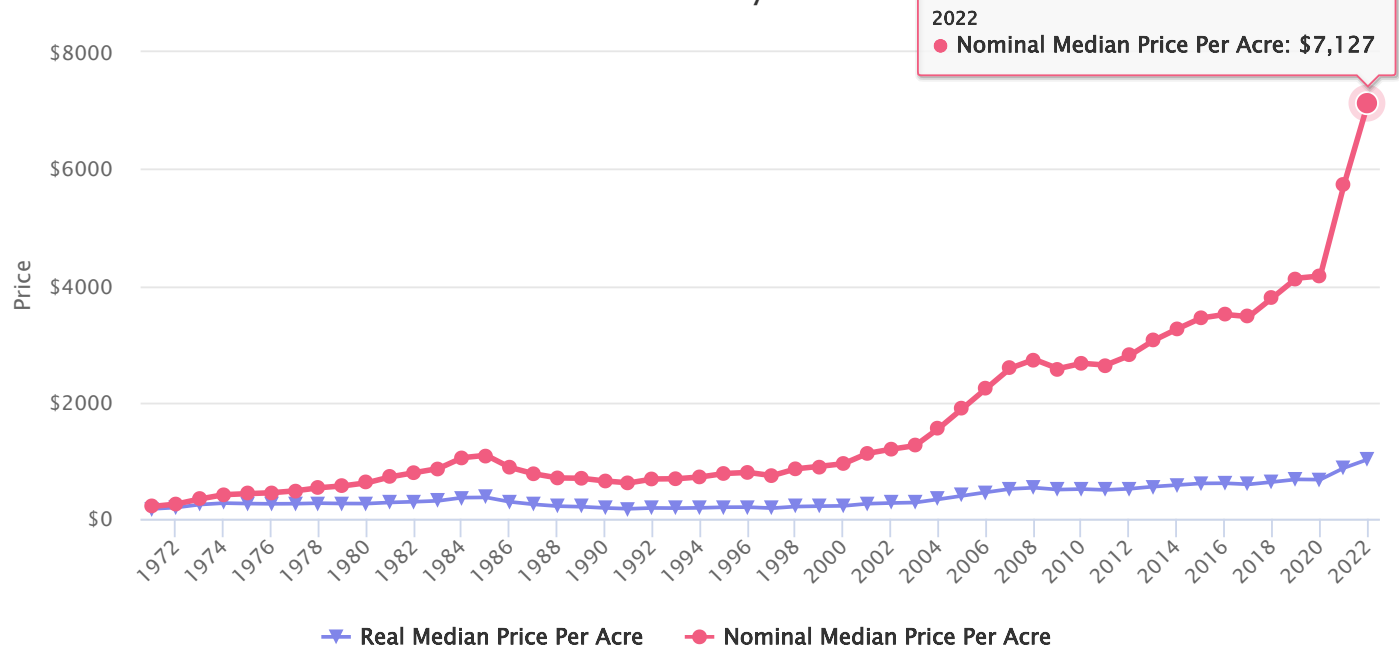


Quarterly Data ()

Annual Data ()

Includes Freestone and surrounding counties of Navarro and Limestone

## Austin-Waco-Hill Country Land Price Data



Highcharts.com

Year	Tract Size (acres)	Nominal			Real		Volume of Sales
		Price Per Acre	Percentage Change (YoY)	Annual Compound 5-Year Growth Rate	Price per Acre	Percentage Change (YoY)	
1971	213	\$212	12.17%	8.5%	\$170	6.92%	1,034
1972	227	\$253	19.34%	11.02%	\$194	14.12%	1,132
1973	237	\$341	34.78%	17.38%	\$245	26.29%	934
1974	226	\$414	21.41%	18.52%	\$269	9.8%	780
1975	232	\$431	4.11%	17.92%	\$261	-2.97%	561
1976	225	\$447	3.71%	16.09%	\$257	-1.53%	701
1977	214	\$480	7.38%	13.66%	\$259	0.78%	777
1978	210	\$533	11.04%	9.34%	\$268	3.47%	783
1979	227	\$565	6%	6.42%	\$262	-2.24%	759
1980	214	\$618	9.38%	7.47%	\$261	-0.38%	686

Year	Tract Size (acres)	Nominal			Real		Volume of Sales
		Price Per Acre	Percentage Change (YoY)	Annual Compound 5-Year Growth Rate	Price per Acre	Percentage Change (YoY)	
1981	220	\$721	16.67%	10.03%	\$281	7.66%	781
1982	216	\$792	9.85%	10.53%	\$293	4.27%	719
1983	229	\$862	8.84%	10.09%	\$309	5.46%	847
1984	217	\$1,048	21.58%	13.15%	\$363	17.48%	998
1985	228	\$1,089	3.91%	12%	\$367	1.1%	910
1986	208	\$881	-19.1%	4.09%	\$291	-20.71%	602
1987	210	\$772	-12.37%	-0.51%	\$248	-14.78%	544
1988	229	\$701	-9.2%	-4.05%	\$217	-12.5%	630
1989	214	\$695	-0.86%	-7.89%	\$207	-4.61%	643
1990	209	\$648	-6.76%	-9.86%	\$186	-10.14%	749
1991	220	\$616	-4.94%	-6.91%	\$172	-7.53%	702
1992	227	\$683	10.88%	-2.42%	\$186	8.14%	758
1993	221	\$687	0.59%	-0.4%	\$183	-1.61%	811
1994	223	\$718	4.51%	0.65%	\$188	2.73%	949
1995	213	\$777	8.22%	3.7%	\$199	5.85%	849
1996	219	\$795	2.32%	5.23%	\$200	0.5%	886
1997	221	\$740	-6.92%	1.62%	\$183	-8.5%	798
1998	235	\$857	15.81%	4.52%	\$210	14.75%	753
1999	211	\$900	5.02%	4.62%	\$217	3.33%	1,001
2000	219	\$945	5%	3.99%	\$222	2.3%	888
2001	208	\$1,121	18.62%	7.11%	\$259	16.67%	922
2002	221	\$1,194	6.51%	10.04%	\$271	4.63%	1,164
2003	214	\$1,254	5.03%	7.91%	\$279	2.95%	1,399
2004	215	\$1,554	23.92%	11.54%	\$336	20.43%	1,463

Year	Tract Size (acres)	Nominal			Real		Volume of Sales
		Price Per Acre	Percentage Change (YoY)	Annual Compound 5-Year Growth Rate	Price per Acre	Percentage Change (YoY)	
2005	209	\$1,896	22.01%	14.94%	\$396	17.86%	1,617
2006	225	\$2,240	18.14%	14.85%	\$456	15.15%	1,541
2007	220	\$2,584	15.36%	16.7%	\$513	12.5%	1,237
2008	204	\$2,733	5.77%	16.86%	\$533	3.9%	1,008
2009	230	\$2,575	-5.78%	10.63%	\$501	-6%	709
2010	211	\$2,666	3.53%	7.05%	\$510	1.8%	770
2011	217	\$2,636	-1.13%	3.31%	\$495	-2.94%	781
2012	221	\$2,801	6.26%	1.63%	\$515	4.04%	948
2013	222	\$3,057	9.14%	2.27%	\$552	7.18%	1,176
2014	216	\$3,256	6.51%	4.8%	\$579	4.89%	1,297
2015	218	\$3,443	5.74%	5.25%	\$607	4.84%	1,526
2016	200	\$3,504	1.77%	5.86%	\$610	0.49%	1,597
2017	218	\$3,466	-1.08%	4.35%	\$591	-3.11%	1,692
2018	204	\$3,792	9.41%	4.4%	\$632	6.94%	1,684
2019	213	\$4,125	8.78%	4.85%	\$676	6.96%	1,701
2020	209	\$4,164	0.95%	3.88%	\$672	-0.59%	2,364
2021	219	\$5,733	37.68%	10.35%	\$873	29.91%	2,623
2022	214	\$7,127	24.32%	15.51%	\$1,020	16.84%	1,741

## Rural Land

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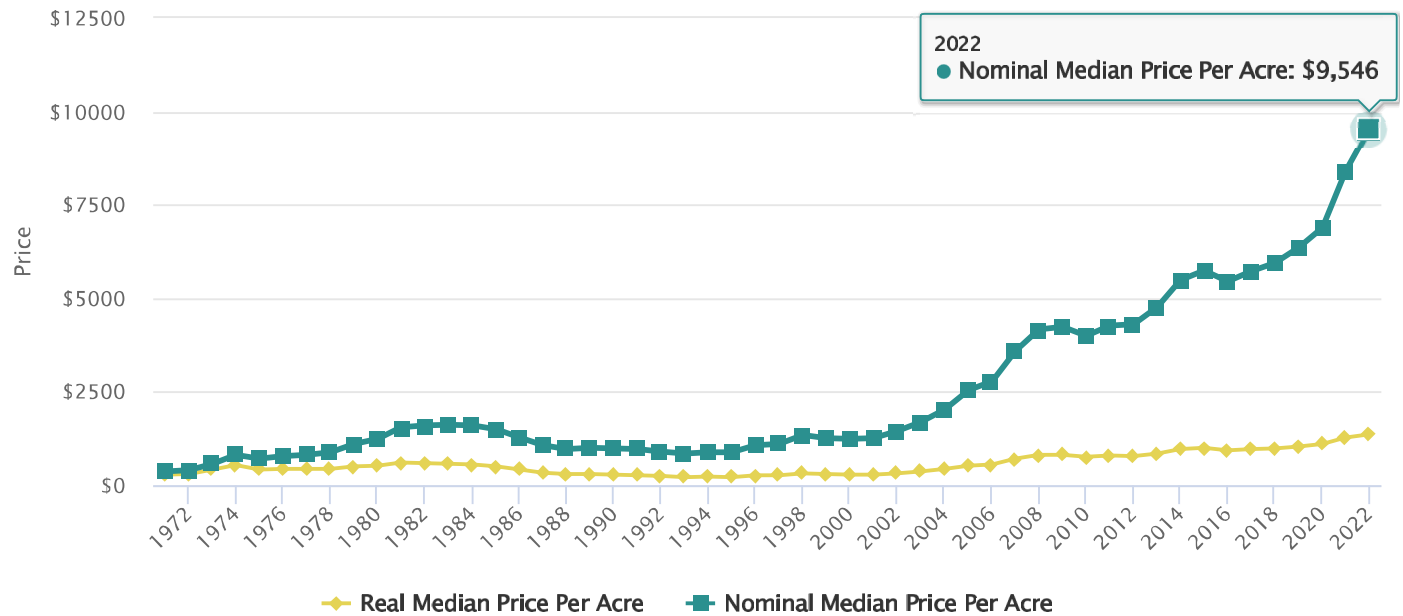
## Select a Geography

States:

Quarterly Data ()

Annual Data ()

## Gulf Coast-Brazos Bottom Land Price Data



Highcharts.com

Year	Tract Size (acres)	Nominal			Real		Volume of Sales
		Price Per Acre	Percentage Change (YoY)	Annual Compound 5-Year Growth Rate	Price per Acre	Percentage Change (YoY)	
1971	148	\$372	9.09%	10.19%	\$298	3.83%	374
1972	162	\$405	8.87%	9.87%	\$311	4.36%	326
1973	160	\$585	44.44%	15.07%	\$421	35.37%	438
1974	167	\$828	41.54%	22.27%	\$539	28.03%	479
1975	143	\$718	-13.29%	16.06%	\$435	-19.29%	347
1976	151	\$779	8.5%	15.93%	\$449	3.22%	312
1977	150	\$829	6.42%	15.4%	\$448	-0.22%	445
1978	146	\$887	7%	8.68%	\$447	-0.22%	394
1979	139	\$1,106	24.69%	5.96%	\$513	14.77%	347
1980	146	\$1,250	13.02%	11.73%	\$529	3.12%	340

Year	Tract Size (acres)	Nominal			Real		Volume of Sales
		Price Per Acre	Percentage Change (YoY)	Annual Compound 5-Year Growth Rate	Price per Acre	Percentage Change (YoY)	
1981	138	\$1,556	24.48%	14.84%	\$607	14.74%	327
1982	145	\$1,603	3.02%	14.1%	\$594	-2.14%	317
1983	140	\$1,619	1%	12.79%	\$580	-2.36%	450
1984	140	\$1,606	-0.8%	7.75%	\$556	-4.14%	440
1985	134	\$1,503	-6.41%	3.76%	\$506	-8.99%	385
1986	132	\$1,284	-14.57%	-3.77%	\$425	-16.01%	338
1987	149	\$1,074	-16.36%	-7.7%	\$345	-18.82%	318
1988	147	\$973	-9.4%	-9.68%	\$301	-12.75%	439
1989	146	\$1,005	3.29%	-8.95%	\$300	-0.33%	494
1990	143	\$992	-1.29%	-7.97%	\$285	-5%	527
1991	146	\$975	-1.71%	-5.36%	\$272	-4.56%	547
1992	144	\$914	-6.26%	-3.17%	\$249	-8.46%	499
1993	146	\$850	-7%	-2.67%	\$227	-8.84%	566
1994	147	\$893	5.06%	-2.34%	\$233	2.64%	665
1995	153	\$888	-0.56%	-2.19%	\$227	-2.58%	457
1996	142	\$1,073	20.83%	1.93%	\$270	18.94%	514
1997	140	\$1,116	4.01%	4.07%	\$276	2.22%	535
1998	156	\$1,346	20.61%	9.63%	\$330	19.57%	510
1999	147	\$1,265	-6.02%	7.21%	\$305	-7.58%	584
2000	144	\$1,249	-1.26%	7.06%	\$294	-3.61%	463
2001	145	\$1,273	1.92%	3.48%	\$294	0%	400
2002	151	\$1,450	13.9%	5.38%	\$329	11.9%	514
2003	155	\$1,695	16.9%	4.72%	\$377	14.59%	679
2004	152	\$2,036	20.12%	9.99%	\$440	16.71%	708

Year	Tract Size (acres)	Nominal			Real		Volume of Sales
		Price Per Acre	Percentage Change (YoY)	Annual Compound 5-Year Growth Rate	Price per Acre	Percentage Change (YoY)	
2005	156	\$2,547	25.1%	15.32%	\$533	21.14%	646
2006	162	\$2,791	9.58%	17%	\$568	6.57%	651
2007	163	\$3,589	28.59%	19.87%	\$712	25.35%	585
2008	157	\$4,173	16.27%	19.74%	\$813	14.19%	435
2009	162	\$4,230	1.37%	15.75%	\$822	1.11%	313
2010	153	\$4,001	-5.41%	9.45%	\$765	-6.93%	312
2011	177	\$4,268	6.67%	8.87%	\$801	4.71%	324
2012	156	\$4,294	0.61%	3.65%	\$790	-1.37%	327
2013	138	\$4,761	10.88%	2.67%	\$860	8.86%	511
2014	138	\$5,480	15.1%	5.31%	\$975	13.37%	583
2015	143	\$5,735	4.65%	7.47%	\$1,012	3.79%	592
2016	135	\$5,443	-5.09%	4.98%	\$947	-6.42%	731
2017	138	\$5,727	5.22%	5.93%	\$976	3.06%	646
2018	147	\$5,955	3.98%	4.58%	\$993	1.74%	837
2019	151	\$6,359	6.78%	3.02%	\$1,043	5.04%	718
2020	147	\$6,887	8.3%	3.73%	\$1,112	6.62%	959
2021	144	\$8,392	21.85%	9.04%	\$1,277	14.84%	1,160
2022	146	\$9,546	13.75%	10.76%	\$1,367	7.05%	879

## Rural Land

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## Select a Geography

**States:**