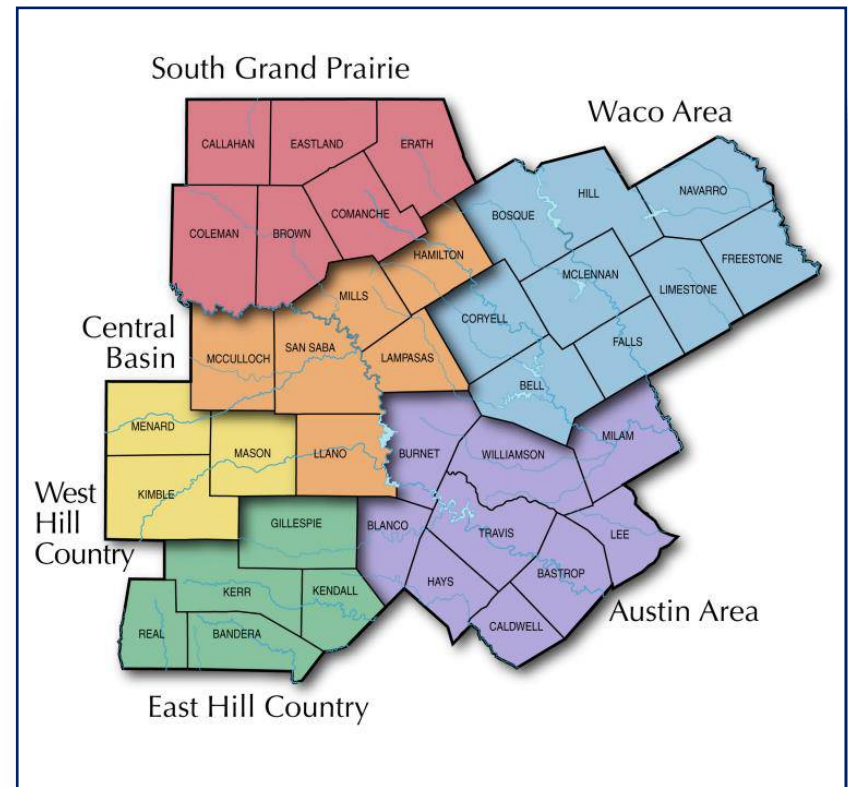


REGION SEVEN: AUSTIN – WACO – HILL COUNTRY

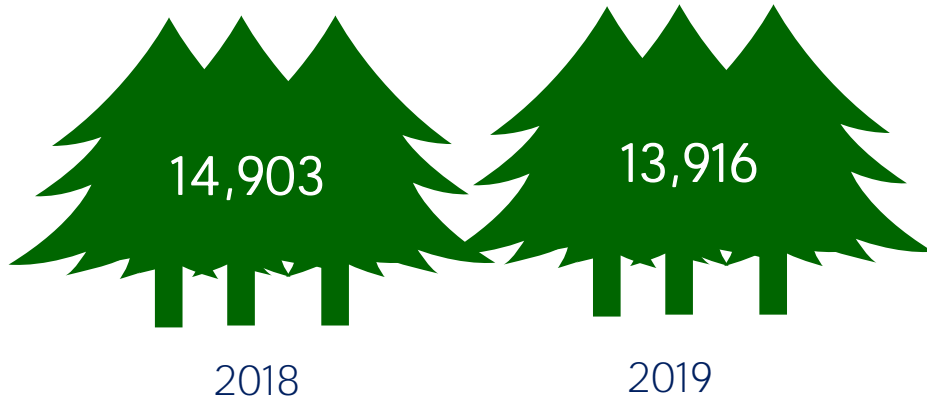
CHARACTERISTICS

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



Region Seven: Austin-Waco-Hill Country

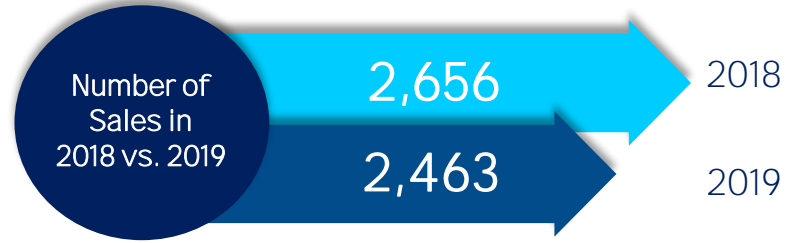
Total Acres Sold



Total Sales Dollar Volume



Small Land Sales Volume



Average Tract Size



20 Acres in 2018 | 20 Acres in 2019

Unchanged from 2018 to 2019

Average Price Per Acre



\$9,219 in 2018 | \$9,775 in 2019

6% Increase from 2018 to 2019