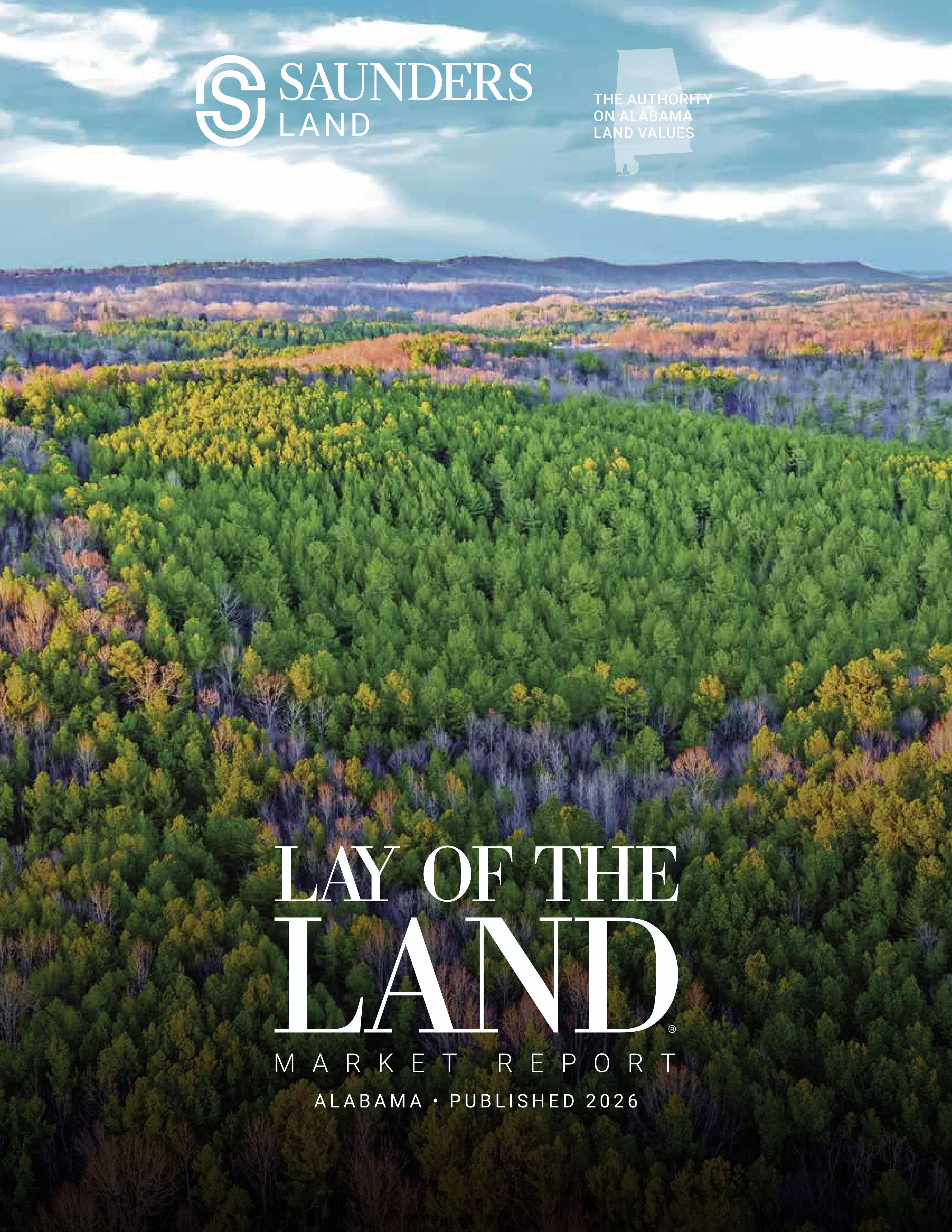

SAUNDERS LAND

THE AUTHORITY ON ALABAMA LAND VALUES

LAY OF THE LAND®

MARKET REPORT

ALABAMA • PUBLISHED 2026

President’s Message

Welcome to the Lay of the Land® Market Report, published and presented by Saunders Land.

While this is our inaugural Alabama Lay of the Land Market Report, 2026 marks a major milestone for our firm as we celebrate our 30th anniversary. Since 1996, we have been dedicated to serving landowners, investors, and developers across the Southeast, and this three-decade legacy is a testament to the trust you have placed in us for your real estate needs.

The 2026 report is powered by Atlas by Saunders Real Estate, our new proprietary mapping and market intelligence system. This in-house technology has revolutionized how our team identifies and verifies transaction data, allowing our research analysts to provide even more precise sale information and deeper market clarity than ever before.

Our firm has experienced several new things over the past year:

Alabama Leadership and Office: To better serve the Alabama market, we officially appointed Hoke Smith IV, ALC, as a Regional Managing Director and opened a new regional office in Montgomery. We also are excited to announce that the Great Southern Land team, led by industry veteran Fletcher Majors, ALC, JD have joined Saunders Real Estate. Great Southern Land has been the leading Alabama land brokerage since 1974 and we're excited to have them as part of Saunders Land. Joining Hoke and Fletcher on our Alabama team are Realtors Land Institute Alabama Chapter President Neil Colbert, ALC, Jay Gilmer, Eric Leisy, ALC, Kent McNaughton, and Mike Hutcheson.

Saunders Valuations: We are thrilled to announce the launch of our appraisal and valuation company. To lead this new venture, we welcomed industry veteran appraiser Jim Pruitt to the team. His expertise ensures our clients receive the highest level of valuation accuracy.

Land Management: We have seen continued, robust growth in our Land Management division, as more owners look to us to maximize the productivity, sustainability, and long-term value of their portfolio.

Our mission statement remains the same: to be the most trusted and knowledgeable land experts in the markets we serve. Throughout 2025, our history and production continue to reflect our commitments:

In 2025, Saunders Real Estate brokered 158,210 acres, bringing our total to 531,392 acres brokered since 2020.

In 2025, Saunders Real Estate brokered $1,071,115,365 in transactions, bringing our total to $3,828,960,843 in transactions since 2020.

Thank you for your continued engagement with the Alabama land market. We trust this report provides the valuable insights you need to navigate the year ahead. To discuss your specific land objectives or to see how our brokerage, management, and valuation divisions can be of assistance, please contact us today. We look forward to connecting with you and hope you enjoy the inaugural Alabama Lay of the Land Market Report.

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YEAR IN REVIEW

2025

A Legacy of Excellence

$1,071,115,365
in Transaction Volume

158,210 Acres
Total Sales Volume

$3.8B+
531,392 Acres
Since 2020

30 Years of Trusted Results

We deliver full-service real estate solutions, expert guidance, market knowledge, and empower informed decisions in today's evolving landscape.

$8B+
Transaction Volume
Since 1996

Introduction

Alabama's land market in 2025 held steady in an environment that tested both producers and capital. Despite weaker commodity pricing, rising operating costs, and elevated interest rates, transaction activity remained consistent across much of the state. Land continues to be a favored asset class, but buyer behavior has clearly shifted. Decisions are more deliberate, underwriting is tighter, and outcomes vary more meaningfully depending on location and property characteristics.

That shift is most evident in agricultural land. Farm and cropland sales totaled over 13,000 acres and approached $69 million in volume, with pricing averaging roughly $5,300 per acre statewide. The range across regions remains wide, from $6,361 per acre in Lower Alabama to $4,793 per acre in Central Alabama, illustrating how strongly values are tied to soils, infrastructure, and local demand. In stronger agricultural areas, expansion-driven buyers continue to support pricing, while in more mixed-use regions, demand is often supplemented by non-ag buyers. With operating margins tightening throughout the year, the focus shifted toward efficiency, layout, and long-term usability rather than short-term yield potential.

Timberland continues to operate on a different timeline. Larger tract sales averaged just over $2,000 per acre across more than 45,000 acres, reflecting a market that remains active but grounded in longer-term expectations. Supply conditions, particularly the imbalance between growth and removals, continue to weigh on pricing, while demand is influenced by mill capacity and broader wood markets. Even so, timberland remains a consistent component of the Alabama landscape and continues to attract buyers focused on scale and long-term returns.

Recreational land remains one of the most reliable sources of demand in the state. More than 84,000 acres traded across over 400 transactions, totaling roughly $269 million in volume and averaging near $3,200 per acre. Activity remains widespread, with buyers drawn to properties offering a combination of access, habitat, and usability. This segment continues to support values across other land types, as many buyers evaluate properties through both recreational and investment lenses.

Pastureland reflects a similar crossover dynamic. Demand remains steady, supported not only by cattle operations but also by buyers seeking properties that can serve multiple functions. Across roughly 12,800 acres and nearly $60 million in volume, pricing averaged just under $4,700 per acre, reinforcing the strength of this segment. Whether for grazing, hunting, residential use, or long-term hold, these tracts continue to attract a broad audience. This overlap has become a defining feature of Alabama's land market, where single-use underwriting is far less common than in more specialized markets.

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Transitional land tells a different story, driven almost entirely by growth and infrastructure. Across nearly 3,500 acres and over $62 million in volume, pricing averaged roughly $18,000 per acre statewide. Activity is concentrated along key expansion corridors such as Huntsville along Highway 72 and I-565, Birmingham along I-65, Montgomery along I-85, and the Gulf-facing markets of Baldwin and Mobile Counties. In these areas, value is tied less to current use and more to positioning, access, and the path to development.

Taken together, these trends point to a market that is not moving uniformly, but one shaped by where and how demand intersects. Agricultural performance, recreational interest, and development potential are no longer isolated drivers. They are increasingly layered within the same transactions. Some properties benefit from that overlap, while others are evaluated more narrowly.

As a result, outcomes are becoming more property specific. Tracts that offer flexibility across use, access, and long-term potential continue to attract the deepest buyer pools. Others require more precise alignment between price and purpose. In Alabama, understanding value today requires looking beyond category alone and focusing instead on how each property fits within the broader landscape of demand.

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Acreage and Estates

First, it is important to define the Acreage and Estates category. This segment represents a distinct portion of the rural land market that does not fit neatly into traditional classifications such as hunting land, timber tracts, or agricultural farms. These properties are best defined as rural residences situated on meaningful acreage, typically ranging from 20 to 60 acres, where lifestyle and land use intersect. They often include a home along with improvements such as a barn or workshop and may feature a garden area or hobby farm. In many cases, this category also includes more extensive, high-quality estate properties that are not quite farms and not timber tracts, but rather highly managed and well-groomed landholdings designed around lifestyle, presentation, and long-term enjoyment.

Acreage and estates have remained one of the more active and desirable property types in North Alabama, driven largely by lifestyle trends and regional economic growth. Demand continues to be supported by buyers seeking privacy, usable land, and flexibility, while maintaining proximity to employment centers such as Huntsville, Alabama. In 2025, this segment accounted for over 120 verified sales, totaling roughly 5,700 acres and more than $42 million in volume in North Alabama alone, reinforcing both the depth and consistency of demand.

From 2020 through 2023, the market experienced an unprecedented surge in demand, fueled by shifting lifestyle preferences, remote work, and historically low interest rates. Limited inventory and increased buyer competition led to rapid price appreciation and accelerated transaction timelines across much of the rural residential market.

Following elevated pricing conditions in 2025, the market has transitioned into a more balanced phase. What may have initially appeared as a pricing decline is more accurately understood as a normalization. Buyers have become more selective, and pricing has adjusted to reflect a broader and more representative range of properties.

North Alabama continues to demonstrate strong demand, largely due to its proximity to Huntsville and the region's ongoing economic growth. As a result, it remains one of the most consistent and desirable areas in the state for estates and acreage properties.

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Property values in this segment are influenced by a combination of factors, including location, accessibility, quality of improvements, usable acreage, privacy, and overall setting. Properties that align well with these attributes continue to command premium pricing, while those lacking key characteristics tend to align more closely with underlying land value.

The market is currently undergoing a measured correction, reflecting a shift away from the accelerated conditions of the COVID era. Buyers and sellers are more informed than ever, resulting in more disciplined decision-making and pricing that is more closely aligned with property fundamentals.

Interest rates have also played a meaningful role in shaping buyer behavior. Elevated rates throughout 2025 reduced purchasing power and contributed to more cautious decision-making. As 2026 progresses, modest rate reductions may support continued activity; however, the future direction of interest rates remains uncertain.

Top 3 Transactions

$3,950,000 • 1,029 acres • DeKalb County

$2,325,000 • 490 acres • Dallas County

$2,000,000 • 930 acres • Dallas County

Looking ahead, the acreage and estates market in North Alabama is expected to remain active, with stable demand supported by ongoing lifestyle trends. However, pricing will continue to depend heavily on property quality, location, and overall usability, reflecting a more disciplined and sustainable market environment.

This analysis is informed by verified market activity across North Alabama, including a combination of brokered transactions, MLS data, and publicly available records. Not all transactions were facilitated by a single brokerage, providing a broader and more accurate view of overall market conditions.

Over the past 12 months, the estates and acreage market has transitioned into a more transparent, balanced, and sustainable environment. While pricing has moderated from prior peaks, demand remains strong, and the market continues to be supported by long-term fundamentals rather than short-term pressures.

For those considering buying or selling property in North Alabama, understanding these market dynamics is critical to making informed and strategic decisions.

Hunting and Recreational

Hunting and recreational land continues to be one of the most active and important segments of the land market across Alabama. In 2025, demand stayed strong statewide, driven by buyers looking for more than just an investment, they want a place to enjoy, spend time with family, and get outdoors.

Unlike strictly agricultural land, recreational properties tend to draw a broader group of buyers. We're seeing interest from both in-state and out-of-state folks who are less tied to commodity prices and more focused on lifestyle, experience, and long-term value.

Over the past several years, recreational land has played a big role in supporting overall land values in Alabama, and that trend held steady through 2025. Buyers continue to prioritize properties that offer quality hunting, privacy, and the ability to build a cabin or home. In many cases, these tracts also carry timber value or small areas of pasture, which only adds to their appeal.

One of the biggest factors shaping this market right now is limited inventory, especially when it comes to well-managed recreational properties. Tracts with established food plots, good internal road systems, and strong wildlife habitat continue to see steady competition.

The numbers back it up. In 2025, there were 434 verified hunting and recreational land sales across Alabama, totaling more than 84,000 acres and over $269 million in volume. The statewide average came in around $3,500 per acre. Of course, that's just a benchmark, actual values vary quite a bit depending on location, improvements, and the overall quality of the property.

Regionally, values were surprisingly consistent, although each part of the state brings something different to the table.

In North Alabama, recreational land averaged around $3,396 per acre. Demand here remains strong thanks to diverse terrain, solid wildlife populations, and proximity to growing population centers. A lot of buyers in this region are looking for a place they can get to easily for weekend use.

Central Alabama saw averages at about $3,572 per acre, along with the highest number of transactions. This area has long been known for strong deer hunting and well-managed timberland. Many of these properties check all the boxes, pine timber, hardwood bottoms, and established food plots, which makes them especially attractive to serious hunting buyers.

Lower Alabama came in at roughly $3,734 per acre, right in line with the rest of the state. This region offers excellent hunting as well, with strong deer and turkey populations and longer growing seasons that benefit both habitat and timber. Properties here often appeal to buyers looking for larger, more secluded tracts.

When it comes to what drives value, recreational land is a different animal than traditional ag property. Wildlife habitat is at the top of the list, things like hardwood bottoms, bedding cover, and reliable water sources such as creeks and ponds. Properties that have been actively managed, whether through food plots, prescribed fire, or timber work, consistently bring stronger prices.

Usability matters too. Good internal road systems and trail networks make a property easier to access and enjoy, which buyers recognize. Improvements also play a role. Cabins, lodges, or even a well-placed campsite can make a tract more appealing.

At the same time, there's always a balance between access and privacy. Properties with solid road frontage and easy entry tend to bring stronger numbers, but buyers still place a premium on seclusion, especially those looking to get away from more populated areas.

Top 3 Transactions

$4,153,726 • 940 acres • Macon County

$2,000,000 • 877 acres • Lauderdale County

$1,850,000 • 741 acres • Chilton County

Another trend we continue to see is strong demand for multi-use properties. Many buyers want more than just hunting, they're also looking for timber income, small pasture areas, or future homesite potential. Tracts that offer a combination of these features tend to stand out and often command premium pricing.

Looking ahead, the outlook for recreational land in Alabama remains very positive. Demand is steady and, in many cases, less tied to traditional agricultural economics. Buyers continue to place a high value on land that offers both enjoyment and long-term upside.

At the same time, the supply of high-quality recreational tracts remains limited, which should continue to support values moving forward, especially for well-managed properties in desirable locations.

All in all, 2025 reinforced what we've been seeing for several years now, recreational land remains a key driver in Alabama's rural land market, with strong demand, a diverse buyer pool, and solid fundamentals pointing toward continued stability, and in many cases, growth.

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Farms and Cropland

The market for farms and cropland across Alabama in 2025 was shaped by a mix of agricultural economics and long-term land demand. Commodity prices for crops like corn, soybeans, and cotton eased off compared to recent highs, while input costs such as fuel, fertilizer, and equipment remained elevated. That combination tightened margins for many producers and created a more measured buying environment than what we saw in the previous few years.

Even so, land values held firm. Quality farmland remains a limited resource, and when good farms come to market, they continue to draw strong interest. In many cases, buyers weren't just traditional farmers. Investors and recreational buyers also remained active, especially when a property offered a blend of income potential and recreational appeal. Higher interest rates did cause some buyers to slow down or be more selective, but they didn't significantly weaken overall land values.

Looking at verified sales across the state, there were 88 farm and cropland transactions in 2025, totaling just over 13,000 acres and nearly $69 million in sales volume. On average, cropland brought about $5,300 per acre statewide. That number, however, only tells part of the story, as values varied widely depending on where the land was located and how productive it was.

North Alabama led the way in pricing, with cropland averaging around $6,293 per acre. This region benefits from strong soils, established farming operations, and consistent demand from local producers looking to expand. When productive ground becomes available in these areas, it tends to be competitive.

Central Alabama, on the other hand, came in lower, averaging around $4,793 per acre. That doesn't necessarily reflect weak demand, but rather a different type of land market. Farms in this region are often smaller, more mixed-use, and sometimes purchased as much for lifestyle or recreational purposes as for pure agricultural production.

Lower Alabama averaged roughly $6,361 per acre, placing it toward the higher end of the state. This part of the state includes some highly productive farmland, particularly in row crop areas where peanuts and cotton are common. Larger tracts and strong agricultural infrastructure continue to support solid land values there.

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What becomes clear when looking at these numbers is just how much location and land quality matter. Cropland is not a one-size-fits-all asset, and buyers pay close attention to the details. Soil quality is typically the biggest driver of value, but factors like irrigation, drainage, field size, and access all play a role. Farms that are well laid out, easy to operate, and have a proven production history tend to command premium prices.

At the same time, many buyers today are looking beyond strictly agricultural returns. Properties that offer additional uses, whether that's hunting, timber, or a potential homesite, often attract more interest. That crossover appeal has become an important part of the land market in Alabama and continues to support values across multiple land types.

Top 3 Transactions

- $3,185,250 • 685 acres • Escambia County
- $2,500,000 • 508 acres • Blount County
- $2,300,000 • 718 acres • Escambia County

As we look ahead, the outlook for farms and cropland in Alabama remains steady. Much will depend on commodity prices and input costs, as those directly impact farm profitability. Interest rates will also continue to influence how aggressive buyers are willing to be. Still, the underlying fundamentals remain strong. There is a limited supply of quality farmland, and demand, whether from farmers, investors, or recreational buyers, continues to be consistent.

Overall, 2025 can be characterized as a year of stability for Alabama cropland. While the rapid appreciation seen in earlier years has leveled off, values remain historically strong. Well-located, productive farms continue to be in demand, and that trend is likely to carry forward into the coming years.

Ranches and Pastureland

The market for ranches and pasture land across Alabama remained strong throughout 2025. Demand continues to be driven by a combination of cattle production, recreational use, rural residential demand, and long-term land investment. While cattle prices moved some during the year and input costs remained a concern for producers, pastureland values held steady, largely due to limited inventory and continued interest from a wide range of buyers.

One of the trends that continues to shape the pastureland market in Alabama is the number of buyers looking for multi-use properties. Many pasture tracts are being purchased not strictly for cattle production, but for a combination of uses that may include a homesite, hunting, timber, and long-term investment potential. In areas near growing cities and along transportation corridors, some pasture properties are also being purchased as transitional land, where buyers see future development potential. These factors have helped keep demand strong even in a changing agricultural economy.

Verified sales activity in 2025 shows solid movement in the ranch and pastureland market across the state. There were 90 verified pastureland transactions totaling just over 12,700 acres and more than $60 million in sales volume. The statewide average price came in at approximately $4,700 per acre. While that average is helpful as a benchmark, values still vary depending on location, property improvements, and the overall quality of the land.

Regionally, pastureland values were fairly consistent across the state, though each region has its own market influences. North Alabama reported the highest average pastureland price at around $5,322 per acre. Much of the demand in this part of the state comes from a mix of agricultural buyers and recreational buyers, along with some influence from population growth around areas like Huntsville. Many of the pasture properties in North Alabama are used for both cattle and hunting, which helps support higher per-acre values.

Central Alabama pastureland averaged around $4,578 per acre, making it the most affordable region for pasture purchases in 2025. Even so, this region saw strong transaction volume and consistent demand. Many properties in Central Alabama tend to be mixed-use tracts that include both open pasture and timberland, and buyers are often looking for a property that can serve multiple purposes such as cattle, hunting, and a rural homesite.

Lower Alabama averaged approximately $5,621 per acre, placing it toward the higher end of the state. This region benefits from a longer growing season and a strong cattle presence, and in some areas pastureland values are supported by nearby row crop farming operations. Pasture properties in Lower Alabama are often more production-oriented, but recreational demand still plays a role in pricing.

When looking at pastureland values, there are several factors that consistently influence what a property is worth. The quality of the grass and overall pasture condition is one of the first things buyers evaluate, along with water sources such as ponds, creeks, or wells that support cattle operations. Fencing, cross fencing, working pens, and barns can significantly impact value, as these improvements are expensive to build and save a buyer time and money. Soil quality also plays a role, especially if the land could be converted to cropland in the future. In many parts of Alabama, wildlife habitat is also a factor, as buyers often want a property that can support both cattle and hunting. Access, road frontage, and proximity to nearby towns or cities can also influence value, particularly for buyers who plan to build on the property.

Top 3 Transactions

$5,900,000 • 1,621 acres • Jackson County

$3,200,000 • 842 acres • Marengo County

$2,000,000 • 525 acres • Perry County

Perhaps the biggest factor in Alabama pastureland today is multi-use potential. Properties that can support cattle, hunting, timber, and a homesite tend to bring stronger prices because they appeal to a broader range of buyers. This has been a consistent trend in the land market over the past several years and continued throughout 2025.

Looking ahead, the outlook for ranch and pastureland in Alabama remains positive. Demand is expected to remain strong from both agricultural and recreational buyers, and the supply of quality pastureland remains limited in many areas. Smaller pasture tracts in particular continue to see strong demand, especially from buyers looking for rural homesites with enough acreage for cattle or horses. At the same time, rising costs for improvements such as fencing, ponds, and barns are making improved pasture properties more valuable.

Overall, pastureland values across Alabama are expected to remain stable to increasing, particularly for well-located properties with good infrastructure and multi-use potential. Alabama continues to be an attractive state for pastureland buyers due to its long growing season, relatively affordable land compared to other parts of the country, and the strong influence of recreational land buyers in the market.

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Timberland

The state of Alabama has over 23 million forested acres, 93% of which is privately owned, and these timberlands remain a strong attraction for investors, timber companies, and private landowners alike. With its $36 billion annual economic impact, extensive ecological benefits, and personal pride generated by land ownership, Alabama's forests are and will continue to be one of the state's most important asset classes.

While timberland values may fluctuate regionally due to both micro and macro-economic conditions, timberland sales overall remained steady in 2025 across all regions of the state and the outlook for 2026 remains consistent. In 2025, Saunders Real Estate verified approximately 45,800 acres of timberland sales across Alabama, defined as transactions exceeding 700 acres, spanning multiple deals statewide, with average pricing just over $2,200 per acre across all regions.

Broken out into regions, timberland values were largely consistent across the state. North Alabama timberland averaged approximately $2,003 per acre, Central Alabama averaged around $2,466 per acre, and Lower Alabama averaged approximately $2,012 per acre. In Central Alabama, overall values remain generally in line with the broader timberland market across the state. Compared to other land types such as cropland or transitional land, timberland remains one of the more affordable large-acreage investment options in Alabama.

While relatively affordable compared to other asset classes, there are a variety of factors that affect individual timberland values. Many of these factors are site-specific, including proximity to mills, age and species of timber, road access, and terrain. In addition, timberland owners face pricing competition from buyers who value forestlands not for their economic value, but for their recreational value, creating pricing competition for new land acquisition.

However, perhaps the single most important factor affecting timberland values in Alabama is the long-range expectation for stumpage prices. Simply put, stumpage is the price landowners are paid for standing timber. Those prices are heavily influenced by the balance of regional timber stocks and mill demand for the primary two markets for wood: pulp and paper mills and sawmills.

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Alabama's highly productive forests have produced growth rates that have significantly outpaced regional demand, causing sustained pressure on timber values overall. Most notably, since 2015, net loblolly growth has exceeded removals by over 45% in Alabama, underscoring the supply imbalance that is causing forest owners to grapple with how to best sustainably manage, grow, and market their forests for the future.

On the demand side, Alabama wood markets have fared better overall than some of its counterparts in neighboring states who are dealing with the fallout of several major mill closure announcements in 2025, but pressures remain for sustainable growth in demand for wood products.

Top 3 Transactions

$9,518,172 • 8,881 acres • Tuscaloosa County

$9,385,662 • 5,752 acres • Wilcox County

$4,200,000 • 2,370 acres • Barbour County

Pulp and paper mills have responded to evolving demand for their products, resulting in mixed news for Alabama markets. Overall, demand for pulp and paper is down nationally and local markets have responded accordingly with softer demand and lower prices. However, 2025 did bring some positive announcements for the pulp and paper industry in Alabama, with Georgia-Pacific and International Paper announcing major investments in their Alabama operations to give timberland owners some confidence in sustained demand for regional wood fiber.

Alabama-based sawmills, like their counterparts nationally, have had to weather softer demand for lumber from the national housing sector, causing flat pricing for chip-n-saw and other sawlogs. However, 2026 includes some optimism for resiliency in lumber demand for many timberland owners in the state, most notably the anticipated impact of Two Rivers Lumber's new East Alabama mill.

Overall, while land managers continue to adjust to new market realities for forests regionally, Saunders is forecasting 2026 Alabama timberland sales to be consistent with 2025 numbers. The headwinds in the forestry industry have created some near-term challenges for timberland owners, but the long-term nature of timberland investments gives landowners the ability to adjust management practices and continue to sustainably manage forests for years to come.

Transitional Land

Development, or transitional land, was one of the highest-performing segments of the Alabama land market in 2025, driven by population growth, infrastructure expansion, and concentrated economic activity. Unlike traditional land categories, this segment is valued on future use, with pricing primarily determined by location, infrastructure, and zoning, or the ability to achieve a higher and better use.

Demand remained concentrated around Huntsville, Birmingham, Montgomery, and the coastal markets of Mobile and Baldwin County, where growth corridors and infrastructure investment are actively driving land use transitions.

In North Alabama, expansion around Huntsville continued to push development along key corridors including Highway 72 and the I-565 corridor into Madison and Limestone Counties. Sales show a direct relationship between zoning position and pricing. A 60-acre Madison County tract acquired for residential development traded at approximately $43,333 per acre, while a 75-acre parcel with a longer entitlement timeline traded near $28,359 per acre. Parcels positioned along Highway 72 and near I-565 interchanges, where residential and mixed-use zoning is actively expanding, consistently achieved premium pricing compared to more rural tracts requiring rezoning.

Central Alabama led the state in pricing, averaging approximately $36,407 per acre. Growth around Birmingham, particularly along the I-65 corridor through Shelby and Jefferson Counties, continues to support strong values where zoning aligns with residential expansion. A 41-acre Shelby County tract acquired for residential development achieved nearly $49,317 per acre, while a 69-acre Jefferson County site tied to subdivision growth traded around $36,232 per acre. These transactions reflect land positioned within or adjacent to established development corridors, where zoning and infrastructure are already in place.

The Montgomery region demonstrated how corridor-driven growth and zoning alignment can significantly elevate value. Expansion along the I-85 corridor, particularly in the Pike Road submarket, continues to drive demand for both residential and commercial land. A 38-acre site acquired for industrial use traded for approximately $189,076 per acre, highlighting the premium associated with employment-driven zoning and proximity to infrastructure. Additional activity near Pike Road reflects continued municipal and developer interest in areas where zoning is actively transitioning to support growth.

Lower Alabama remained a strong-performing region, averaging approximately $33,624 per acre. In Mobile and Baldwin Counties, pricing was closely tied to corridor positioning and zoning readiness. Along Schillinger Road and key access points to I-10, smaller parcels acquired for commercial or residential development traded above $60,000 per acre, while larger tracts without immediate zoning alignment traded closer to $20,000–$25,000 per acre. In Baldwin County, continued expansion along coastal corridors and Highway 181 supported consistent demand, particularly where parcels were positioned near existing subdivisions and infrastructure.

Top 3 Transactions

$6,062,424 • 158 acres • Shelby County

$5,500,000 • 123 acres • Jefferson County

$2,750,000 • 150 acres • Lauderdale County

Statewide, transitional land totaled approximately 2,789 acres across 61 sales, generating nearly $70 million in volume, with an average exceeding $25,000 per acre. This segment outperformed all others, reflecting strong demand for land positioned for future development.

Across all regions, zoning and entitlement feasibility were the primary drivers of value in 2025. Properties with existing residential, commercial, or industrial zoning, or those located along active growth corridors such as I-65, I-85, I-10, and I-565, consistently commanded premium pricing. Conversely, tracts lacking zoning clarity or requiring longer entitlement timelines were underwritten more conservatively, contributing to wider pricing dispersion.

Higher interest rates introduced discipline but did not reduce demand. Instead, buyers placed greater emphasis on zoning certainty, infrastructure access, and corridor positioning. Properties with clear paths to development continued to transact at strong pricing, while those with entitlement risk required adjustment.

Overall, transitional land remained one of the most competitive and highest-value segments of the Alabama land market in 2025, with performance increasingly tied to zoning alignment, infrastructure, and location within key growth corridors.

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Contributors

This market report was made possible by Saunders Real Estate land professionals and staff, and a professional network of real estate appraisers and consultants.

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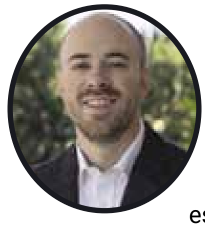
Founder, Managing Director

Dean Saunders has received national and regional recognition for his sales performance. In 2026, the REALTORS® Land Institute (RLI) named him APEX 2025 Broker of the Year for Ag Land Ranch Sales for the second consecutive year, an APEX Top Twenty National Producer for the ninth consecutive year, and a recipient of the ALC-to-ALC Networking Award. He was also recognized as the 2024 Land REALTOR® of America and APEX 2023 Region 10 Broker of the Year. Dean earned the APEX Top National Producer award as the nation's top land broker in 2021, an honor he also received in 2020 and 2018. Additionally, he received the National Commercial Award from the National Association of REALTORS® (NAR) in 2025, 2022, 2021, and 2020.



Tyler Davis, ALC

President

Tyler Davis drives the firm's strategic initiatives to ensure continued growth and success throughout the US competitive real estate market. He is responsible for guiding the firm's geographic expansion, diversifying its service offerings, and positioning the company for long-term sustainability. Tyler is dedicated to maintaining a deep commitment to landowners and fostering a culture where colleagues and clients alike are treated like family. His commitment to operational excellence and data-driven decision-making ensures Saunders Real Estate continues to meet the evolving needs of its clients while staying true to its mission of service and stewardship.

Eric Leisy, ALC, GRI

Senior Advisor

Eric Leisy, ALC, GRI is a Senior Advisor at Saunders Real Estate, helping clients navigate the complex process of buying and selling land. With Eric, clients receive trusted guidance, market expertise, and proven results throughout every stage of a land transaction.

Fletcher Majors, ALC, JD

Senior Advisor

For over 50 years, Fletcher served as the Founder, President, and Owner of Great Southern Land, where he built a solid reputation for providing personalized assistance and in-depth professional real estate services across the Alabama land market.

Hoke Smith IV, ALC

Regional Managing Director

Hoke Smith IV, ALC is the Regional Managing Director and Senior Land Advisor at Saunders Real Estate in Alabama. Since entering the industry in 2016, he has specialized in the sale of recreational land, timberland, and agricultural property, helping clients unlock the full value of rural and investment-grade land across the state.

Jay Gilmer

Associate Advisor

Jay Gilmer is a third-generation landowner based in Selma, Alabama. For the past several years, he has played an active role in his family's timber and land management business, focused on forest management planning, timber marketing, and business diversification.

Neil Colbert, ALC

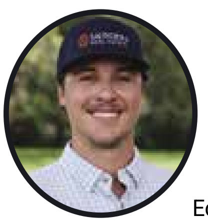
Senior Advisor

Based in North Alabama, Neil brings over 30 years of real estate sales experience and a hard-earned reputation as one of the region's most respected land professionals. Known as the Alabama and Georgia "Land Pro," he has built a loyal client base through expert guidance, honest counsel, and a results-driven approach to selling land, farms, and rural homes.

For nearly 30 years, our brokerage has provided a full-service experience with land advisors who are experts with diverse backgrounds, advanced training, industry leadership, community involvement, and proven success.

Our team members are passionate about the state and aim to bring value to their clients through effective real estate marketing strategies. Strong exposure to the market backed by local, highly experienced agents translates to landowners receiving top-dollar for their property.

Saunders Real Estate Research Team



Zane Mueller

Associate Advisor and Lead Research Analyst

Zane Mueller has a strong background in agriculture, having worked in crop genetics, produce brokerage, and horticulture research. Holding a Bachelor's in Food and Resource Economics and a Master's in Real Estate from the University of Florida, he combines marketing expertise with deep knowledge of Florida's landscape to serve clients, specializing in North Central Florida and the Nature Coast.

Luke Dierlam

Associate Advisor and Research Analyst

Luke specializes in vacant commercial land, commercial development analysis, and site selection strategy, providing detailed market research and valuation insight to support acquisition, disposition, and leasing assignments across Tampa Bay and Central Florida. Luke holds a Bachelor of Science in Real Estate from Florida State University and began his career with the firm as an intern before transitioning into a full-time advisory and research role.

Richard 'Mac' Bayless

Associate Advisor and Research Analyst

Richard "Mac" Bayless specializes in medical office and industrial real estate. With a background in finance from Colorado Mesa University and experience in investment portfolio management and market research, he provides strategic real estate solutions and thorough due diligence for his clients.

Kennon Jones

Associate Advisor and Research Analyst

Kennon specializes in farms & cropland, hunting & recreation land, and timberland. He earned his BSBA in Financial Management from the University of Arkansas. As a licensed advisor, Kennon also analyzes market trends, verifies land sales, and supports property valuations while building strong relationships with clients across Arkansas.

Special thanks to Research Analyst Ramon Balbin

2025 Sales Data

Acreage and Estates

County	Sale Date	Sale Price	Acres	Price Per Acre
Autauga	8/21/2025	$130,000	20	$6,500
Autauga	4/11/2025	$170,000	59	$2,881
Autauga	4/3/2025	$325,496	42	$7,750
Autauga	4/1/2025	$150,000	23	$6,522
Autauga	3/10/2025	$150,000	39	$3,886
Autauga	2/12/2025	$155,000	26	$5,962
Autauga	2/6/2025	$125,290	50	$2,506
Autauga	1/14/2025	$125,000	20	$6,149
Baldwin	11/24/2025	$970,000	38	$25,526
Baldwin	9/22/2025	$1,500,000	33	$45,455
Baldwin	4/21/2025	$200,000	41	$4,878
Baldwin	3/21/2025	$250,000	40	$6,250
Baldwin	3/3/2025	$495,000	41	$12,073
Baldwin	2/21/2025	$1,023,760	39	$26,250
Baldwin	2/11/2025	$220,000	20	$11,168
Baldwin	2/5/2025	$120,833	40	$3,021
Baldwin	1/14/2025	$142,000	38	$3,737
Baldwin	1/10/2025	$600,000	39	$15,385
Bibb	4/4/2025	$520,000	201	$2,587
Bibb	2/5/2025	$135,000	25	$5,404
Bibb	1/24/2025	$114,000	40	$2,850
Bibb	1/22/2025	$114,000	40	$2,850
Blount	3/28/2025	$570,000	21	$27,143
Blount	3/28/2025	$150,000	43	$3,521
Blount	3/19/2025	$242,352	48	$5,049
Blount	3/10/2025	$160,000	33	$4,848
Blount	2/13/2025	$650,000	21	$31,707
Blount	1/31/2025	$240,000	40	$6,000
Chambers	3/28/2025	$100,000	21	$4,762
Chambers	3/27/2025	$190,000	41	$4,602
Chambers	3/14/2025	$190,000	50	$3,838
Chambers	3/6/2025	$150,000	31	$4,918
Chambers	2/25/2025	$160,000	43	$3,701
Cherokee	10/29/2025	$283,300	54	$5,246
Cherokee	3/25/2025	$370,700	39	$9,505
Cherokee	3/6/2025	$200,000	57	$3,509
Cherokee	2/6/2025	$225,000	40	$5,625
Cherokee	1/4/2025	$130,000	40	$3,250
Chilton	9/8/2025	$150,000	30	$5,000
Chilton	8/15/2025	$430,000	60	$7,167
Chilton	3/24/2025	$700,000	54	$12,963

denotes Saunders Land sale

Acreage and Estates cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Chilton	2/19/2025	$105,000	42	$2,500
Clay	3/21/2025	$238,000	34	$6,939
Clay	2/24/2025	$108,000	40	$2,700
Coffee	9/25/2025	$645,000	30	$21,500
Coffee	3/20/2025	$130,000	40	$3,250
Coffee	3/13/2025	$139,000	19	$7,316
Coffee	3/11/2025	$111,000	20	$5,550
Coffee	2/25/2025	$299,775	36	$8,367
Coffee	2/25/2025	$200,000	40	$5,000
Colbert	9/30/2025	$750,000	67	$11,139
Covington	11/4/2025	$674,000	53	$12,717
Covington	4/21/2025	$269,000	25	$10,760
Covington	3/26/2025	$175,580	39	$4,502
Covington	3/24/2025	$300,000	46	$6,522
Covington	3/19/2025	$105,000	25	$4,200
Covington	2/21/2025	$399,000	36	$11,083
Covington	1/30/2025	$100,000	30	$3,333
Covington	1/17/2025	$146,000	40	$3,650
Cullman	4/18/2025	$440,000	48	$9,167
Cullman	4/4/2025	$650,000	57	$11,404
Cullman	3/26/2025	$215,000	32	$6,719
Cullman	3/21/2025	$236,000	20	$11,800
Cullman	3/12/2025	$208,000	37	$5,622
Cullman	3/6/2025	$325,500	47	$7,000
Cullman	3/6/2025	$163,688	42	$3,897
Cullman	2/28/2025	$124,583	23	$5,384
Cullman	2/10/2025	$280,000	30	$9,333
Cullman	1/27/2025	$230,000	19	$12,105
Cullman	1/27/2025	$132,000	20	$6,600
Cullman	1/23/2025	$280,000	40	$7,000
Cullman	1/21/2025	$697,000	30	$23,233
Cullman	1/17/2025	$225,000	40	$5,625
Cullman	1/8/2025	$210,000	22	$9,459
Cullman	1/3/2025	$252,000	30	$8,400
Dale	3/25/2025	$125,000	28	$4,433
Dale	3/10/2025	$230,000	23	$9,914
Dale	2/14/2025	$105,000	20	$5,250
Dallas	9/29/2025	$2,325,000	490	$4,745
Dallas	5/1/2025	$2,000,000	930	$2,151
DeKalb	11/24/2025	$3,950,000	1,029	$3,839
DeKalb	10/9/2025	$250,000	44	$5,682

2025 Sales Data

Acreage and Estates cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
DeKalb	9/4/2025	$195,000	130	$1,500
DeKalb	8/26/2025	$690,000	30	$23,000
DeKalb	8/22/2025	$750,000	40	$18,750
DeKalb	7/28/2025	$1,000,000	52	$19,387
DeKalb	7/21/2025	$450,000	30	$15,000
DeKalb	7/17/2025	$450,000	58	$7,759
DeKalb	3/31/2025	$132,000	31	$4,258
DeKalb	3/24/2025	$183,000	20	$9,150
DeKalb	3/18/2025	$185,000	21	$8,810
DeKalb	3/12/2025	$120,000	33	$3,609
DeKalb	2/28/2025	$130,500	35	$3,729
DeKalb	2/26/2025	$205,000	29	$7,069
DeKalb	2/26/2025	$180,000	38	$4,721
DeKalb	2/24/2025	$140,000	40	$3,500
DeKalb	2/18/2025	$181,500	26	$6,981
DeKalb	2/7/2025	$300,000	31	$9,677
DeKalb	1/31/2025	$100,000	29	$3,448
DeKalb	1/30/2025	$410,000	30	$13,667
DeKalb	1/29/2025	$130,000	27	$4,815
DeKalb	1/28/2025	$170,000	24	$7,234
DeKalb	1/21/2025	$120,000	30	$4,000
DeKalb	1/17/2025	$125,000	38	$3,289
DeKalb	1/16/2025	$100,000	28	$3,534
DeKalb	1/9/2025	$3,900,000	51	$76,471
DeKalb	1/9/2025	$200,000	28	$7,143
DeKalb	1/9/2025	$150,000	26	$5,769
DeKalb	1/9/2025	$123,500	45	$2,744
DeKalb	1/7/2025	$220,110	45	$4,891
Elmore	11/19/2025	$1,687,000	157	$10,745
Elmore	11/14/2025	$380,000	34	$11,167
Elmore	3/26/2025	$150,000	50	$3,000
Elmore	3/13/2025	$250,000	20	$12,500
Elmore	2/28/2025	$135,000	32	$4,162
Elmore	1/29/2025	$174,000	29	$5,988
Elmore	1/28/2025	$180,000	38	$4,762
Elmore	1/6/2025	$165,000	44	$3,747
Fayette	9/19/2025	$250,000	42	$5,952
Fayette	8/4/2025	$100,000	40	$2,500
Fayette	4/11/2025	$279,500	48	$5,823
Franklin	8/8/2025	$365,000	55	$6,636
Franklin	4/8/2025	$150,000	21	$7,317

denotes Saunders Land sale

Acreage and Estates cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Franklin	3/27/2025	$555,000	212	$2,621
Franklin	3/20/2025	$102,500	59	$1,752
Franklin	2/14/2025	$120,000	40	$3,000
Franklin	1/15/2025	$260,000	24	$10,833
Geneva	4/18/2025	$212,000	38	$5,579
Geneva	4/4/2025	$160,000	24	$6,711
Geneva	3/7/2025	$207,000	50	$4,140
Geneva	2/28/2025	$278,500	26	$10,799
Geneva	2/4/2025	$200,000	39	$5,128
Henry	4/30/2025	$935,956	206	$4,554
Henry	4/7/2025	$440,509	147	$2,997
Houston	4/11/2025	$130,000	20	$6,354
Houston	3/21/2025	$290,000	19	$15,263
Houston	3/7/2025	$155,000	49	$3,163
Houston	2/25/2025	$102,000	32	$3,157
Houston	2/20/2025	$166,500	40	$4,163
Jefferson	10/20/2025	$675,000	100	$6,720
Jefferson	10/15/2025	$250,000	68	$3,676
Jefferson	8/6/2025	$205,000	41	$5,000
Jefferson	4/16/2025	$533,500	45	$11,803
Jefferson	3/17/2025	$300,000	45	$6,667
Jefferson	2/28/2025	$524,000	39	$13,436
Jefferson	2/14/2025	$253,000	54	$4,685
Jefferson	2/7/2025	$150,000	20	$7,500
Jefferson	1/25/2025	$118,000	26	$4,542
Jefferson	1/17/2025	$140,000	22	$6,393
Lauderdale	10/13/2025	$186,700	40	$4,668
Lauderdale	3/24/2025	$205,000	55	$3,727
Lauderdale	2/12/2025	$220,000	35	$6,286
Lauderdale	2/6/2025	$240,000	37	$6,431
Lauderdale	2/5/2025	$236,000	26	$9,077
Lauderdale	1/30/2025	$285,990	29	$9,862
Lowndes	8/8/2025	$229,983	84	$2,738
Madison	4/7/2025	$399,900	37	$10,808
Madison	3/19/2025	$170,000	40	$4,250
Madison	3/6/2025	$100,000	21	$4,762
Marshall	10/16/2025	$860,000	54	$15,926
Marshall	4/24/2025	$283,860	34	$8,300
Marshall	4/22/2025	$265,000	42	$6,274
Marshall	4/15/2025	$150,000	21	$7,143
Marshall	3/31/2025	$450,000	40	$11,222

denotes Saunders Land sale

2025 Sales Data

Acreage and Estates cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Marshall	3/20/2025	$340,000	40	$8,500
Marshall	3/7/2025	$225,000	19	$11,842
Marshall	2/7/2025	$100,000	29	$3,484
Marshall	2/3/2025	$298,800	59	$5,064
Marshall	1/21/2025	$285,000	44	$6,436
Mobile	11/18/2025	$550,000	63	$8,764
Mobile	4/30/2025	$130,000	40	$3,248
Mobile	3/25/2025	$1,954,070	82	$23,830
Mobile	3/12/2025	$212,000	44	$4,767
Mobile	2/21/2025	$140,000	20	$7,143
Mobile	2/4/2025	$152,304	40	$3,808
Mobile	1/23/2025	$250,000	40	$6,250
Mobile	1/17/2025	$115,000	38	$3,003
Mobile	1/14/2025	$400,000	34	$11,716
Mobile	1/9/2025	$199,998	39	$5,128
Monroe	1/3/2025	$180,920	20	$9,046
Montgomery	4/7/2025	$195,000	37	$5,270
Montgomery	4/2/2025	$100,000	26	$3,802
Montgomery	4/1/2025	$200,000	40	$5,000
Montgomery	2/28/2025	$308,750	33	$9,488
Montgomery	2/14/2025	$340,000	24	$13,940
Montgomery	1/15/2025	$379,900	46	$8,250
Morgan	11/20/2025	$775,000	37	$20,946
Morgan	4/11/2025	$125,000	28	$4,464
Morgan	3/31/2025	$275,000	50	$5,500
Morgan	3/7/2025	$350,000	46	$7,609
Morgan	2/13/2025	$116,100	27	$4,300
Morgan	2/5/2025	$139,500	40	$3,488
Morgan	2/3/2025	$210,000	20	$10,500
Morgan	1/20/2025	$115,000	22	$5,227
Pike	4/21/2025	$280,000	35	$8,000
Pike	2/4/2025	$197,292	25	$7,767
Pike	2/3/2025	$125,000	40	$3,125
Pike	1/24/2025	$120,000	20	$5,894
Pike	1/14/2025	$205,710	29	$7,193
Shelby	4/16/2025	$190,000	36	$5,278
Shelby	4/10/2025	$400,000	36	$11,111
Shelby	3/12/2025	$160,000	20	$8,000
Shelby	3/3/2025	$260,000	64	$4,063
Shelby	2/12/2025	$373,500	40	$9,338
Shelby	1/31/2025	$104,000	23	$4,541

Acreage and Estates cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Shelby	1/14/2025	$985,000	31	$31,320
St. Clair	11/19/2025	$675,000	53	$12,801
St. Clair	9/25/2025	$147,000	42	$3,500
St. Clair	9/24/2025	$146,000	11	$13,774
St. Clair	9/16/2025	$895,000	33	$27,121
St. Clair	5/27/2025	$362,000	40	$9,050
St. Clair	5/16/2025	$500,000	41	$12,107
St. Clair	3/3/2025	$595,000	30	$19,833
St. Clair	2/28/2025	$145,000	51	$2,843
St. Clair	1/22/2025	$200,000	30	$6,689
Talladega	4/7/2025	$175,000	45	$3,915
Talladega	3/31/2025	$320,560	39	$8,219
Talladega	3/28/2025	$115,000	20	$5,750
Talladega	3/21/2025	$102,252	47	$2,176
Talladega	3/14/2025	$275,000	26	$10,577
Talladega	3/7/2025	$271,000	33	$8,262
Talladega	2/26/2025	$147,500	50	$2,950
Talladega	2/5/2025	$168,091	23	$7,308
Talladega	1/21/2025	$105,000	20	$5,234
Talladega	1/7/2025	$200,000	44	$4,545
Tuscaloosa	10/31/2025	$242,000	63	$3,841
Tuscaloosa	10/15/2025	$2,744,900	93	$29,515
Tuscaloosa	8/15/2025	$520,000	91	$5,714
Tuscaloosa	4/25/2025	$100,000	40	$2,500
Tuscaloosa	4/4/2025	$280,000	29	$9,655
Tuscaloosa	4/1/2025	$105,000	65	$1,615
Tuscaloosa	3/31/2025	$385,000	42	$9,167
Tuscaloosa	3/24/2025	$320,000	36	$8,889
Tuscaloosa	3/2/2025	$160,500	33	$4,864
Tuscaloosa	2/28/2025	$1,500,000	108	$13,889
Tuscaloosa	1/30/2025	$300,000	40	$7,500
Tuscaloosa	1/27/2025	$3,295,000	180	$18,306
Tuscaloosa	1/8/2025	$130,000	41	$3,171
Tuscaloosa	1/7/2025	$301,150	31	$9,715
Walker	4/7/2025	$825,000	80	$10,313
Walker	3/10/2025	$210,000	21	$10,000
Walker	3/6/2025	$129,500	27	$4,796
Winston	9/8/2025	$148,000	40	$3,663
Winston	4/16/2025	$220,000	55	$4,000
Winston	3/26/2025	$120,000	40	$3,000
Winston	2/25/2025	$300,000	42	$7,229

denotes Saunders Land sale

2025 Sales Data

Hunting and Recreational Land

County	Sale Date	Sale Price	Acres	Price Per Acre
Autauga	3/17/2025	$1,305,960	280	$4,664
Autauga	7/2/2025	$907,857	372	$2,440
Autauga	9/30/2025	$180,000	139	$1,300
Autauga	12/24/2025	$1,374,500	589	$2,336
Baldwin	2/27/2025	$770,000	78	$9,872
Baldwin	2/28/2025	$290,000	64	$4,531
Baldwin	3/17/2025	$155,500	134	$1,160
Baldwin	4/16/2025	$190,000	102	$1,863
Baldwin	5/1/2025	$410,600	136	$3,019
Baldwin	5/23/2025	$307,980	43	$7,162
Baldwin	8/22/2025	$420,000	130	$3,231
Baldwin	11/25/2025	$400,000	115	$3,478
Barbour	6/20/2025	$450,000	200	$2,250
Barbour	12/24/2025	$2,800,000	477	$5,870
Bibb	1/19/2025	$900,000	408	$2,204
Bibb	2/27/2025	$185,000	160	$1,156
Bibb	4/4/2025	$540,000	240	$2,250
Bibb	4/9/2025	$166,500	90	$1,850
Bibb	5/2/2025	$166,500	71	$2,362
Bibb	5/22/2025	$282,920	150	$1,886
Bibb	7/17/2025	$160,000	139	$1,154
Bibb	7/19/2025	$223,429	100	$2,234
Bibb	7/29/2025	$2,393,918	357	$6,706
Bibb	7/29/2025	$957,898	240	$3,992
Bibb	7/29/2025	$569,239	422	$1,349
Bibb	7/29/2025	$449,706	320	$1,405
Bibb	8/12/2025	$320,000	168	$1,905
Bibb	8/29/2025	$144,900	40	$3,623
Bibb	9/25/2025	$172,000	120	$1,433
Bibb	10/27/2025	$738,500	211	$3,500
Bibb	12/2/2025	$250,000	102	$2,463
Blount	2/28/2025	$950,000	154	$6,169
Blount	5/19/2025	$1,250,000	117	$10,684
Blount	9/15/2025	$3,000,000	655	$4,580
Bullock	1/7/2025	$1,657,500	510	$3,250
Bullock	1/23/2025	$1,943,904	583	$3,335
Bullock	2/24/2025	$200,000	106	$1,887
Bullock	10/29/2025	$890,000	264	$3,371
Calhoun	12/30/2025	$552,000	240	$2,300
Chambers	1/2/2025	$299,000	102	$2,926
Chambers	1/24/2025	$138,000	58	$2,388

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Chambers	2/4/2025	$670,000	85	$7,901
Chambers	2/14/2025	$1,250,000	117	$10,684
Chambers	2/18/2025	$1,600,000	131	$12,197
Chambers	2/21/2025	$274,900	60	$4,582
Chambers	3/14/2025	$505,000	64	$7,891
Chambers	3/18/2025	$190,000	50	$3,838
Chambers	4/7/2025	$1,241,250	566	$2,193
Chambers	6/11/2025	$1,100,000	301	$3,654
Chambers	7/9/2025	$720,000	152	$4,737
Chambers	10/2/2025	$325,000	44	$7,408
Chambers	10/3/2025	$715,500	30	$23,850
Chambers	10/30/2025	$285,000	118	$2,411
Cherokee	1/16/2025	$265,000	120	$2,208
Cherokee	3/10/2025	$350,000	85	$4,118
Cherokee	4/10/2025	$105,000	60	$1,750
Cherokee	11/7/2025	$356,000	149	$2,389
Chilton	1/29/2025	$225,000	54	$4,167
Chilton	2/7/2025	$132,000	31	$4,258
Chilton	2/27/2025	$305,000	299	$1,019
Chilton	3/12/2025	$1,850,000	741	$2,497
Chilton	3/24/2025	$310,000	80	$3,875
Chilton	6/2/2025	$350,000	126	$2,778
Chilton	7/23/2025	$406,000	255	$1,592
Chilton	11/6/2025	$750,000	328	$2,287
Choctaw	4/15/2025	$1,050,000	337	$3,116
Clarke	7/25/2025	$920,000	356	$2,584
Clay	1/14/2025	$160,000	80	$2,000
Clay	1/23/2025	$200,000	119	$1,681
Clay	3/5/2025	$415,000	225	$1,844
Clay	3/11/2025	$773,785	295	$2,623
Clay	3/20/2025	$195,000	84	$2,334
Clay	3/25/2025	$273,404	161	$1,698
Clay	3/26/2025	$403,500	164	$2,460
Clay	4/8/2025	$450,000	178	$2,528
Clay	4/22/2025	$550,000	365	$1,507
Clay	5/9/2025	$492,800	266	$1,853
Clay	6/5/2025	$315,000	208	$1,514
Clay	7/9/2025	$320,000	150	$2,133
Clay	7/17/2025	$186,000	122	$1,525
Clay	9/24/2025	$3,235,220	407	$7,949
Clay	9/24/2025	$234,000	102	$2,294

2025 Sales Data

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Clay	10/30/2025	$254,250	113	$2,250
Coffee	2/14/2025	$185,000	58	$3,190
Coffee	2/18/2025	$355,000	60	$5,949
Coffee	2/28/2025	$219,000	62	$3,561
Coffee	3/27/2025	$600,000	211	$2,844
Coffee	4/17/2025	$400,000	156	$2,564
Colbert	8/15/2025	$480,000	240	$2,000
Colbert	8/28/2025	$615,000	75	$8,200
Colbert	8/28/2025	$100,000	75	$1,333
Colbert	9/12/2025	$190,000	145	$1,310
Conecuh	8/11/2025	$800,000	202	$3,960
Coosa	1/15/2025	$284,900	75	$3,796
Coosa	1/16/2025	$125,500	20	$6,307
Coosa	2/6/2025	$172,500	70	$2,464
Coosa	2/24/2025	$310,000	80	$3,899
Coosa	3/7/2025	$168,000	80	$2,100
Coosa	3/12/2025	$774,000	218	$3,550
Coosa	4/9/2025	$385,000	130	$2,962
Coosa	4/9/2025	$155,000	45	$3,444
Coosa	4/25/2025	$750,000	150	$5,000
Coosa	6/18/2025	$792,000	207	$3,826
Coosa	10/7/2025	$680,000	60	$11,333
Coosa	11/10/2025	$1,460,000	300	$4,867
Coosa	11/25/2025	$1,500,000	123	$12,240
Covington	2/7/2025	$202,350	58	$3,489
Covington	2/12/2025	$385,000	145	$2,655
Covington	2/20/2025	$186,000	76	$2,447
Covington	3/14/2025	$135,000	63	$2,143
Covington	3/25/2025	$499,000	160	$3,119
Covington	3/31/2025	$412,750	54	$7,644
Covington	4/3/2025	$300,000	46	$6,522
Covington	4/7/2025	$339,000	152	$2,230
Covington	4/9/2025	$1,750,000	420	$4,167
Covington	4/14/2025	$287,434	104	$2,764
Covington	6/4/2025	$520,000	130	$4,000
Covington	8/15/2025	$285,000	40	$7,125
Covington	8/26/2025	$175,000	44	$3,977
Covington	10/7/2025	$1,104,000	198	$5,576
Covington	10/14/2025	$1,518,000	690	$2,200
Covington	10/17/2025	$156,750	53	$2,958
Covington	11/13/2025	$550,000	190	$2,895

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Covington	11/18/2025	$138,000	115	$1,200
Covington	12/8/2025	$365,000	106	$3,459
Covington	12/18/2025	$2,300,000	439	$5,240
Covington	12/19/2025	$2,300,000	623	$3,692
Crenshaw	1/31/2025	$1,324,000	724	$1,829
Crenshaw	8/21/2025	$952,770	318	$3,000
Cullman	1/9/2025	$475,000	124	$3,846
Cullman	1/15/2025	$170,000	73	$2,329
Cullman	4/7/2025	$155,000	126	$1,230
Cullman	4/17/2025	$219,500	41	$5,354
Cullman	4/25/2025	$429,000	111	$3,876
Cullman	5/17/2025	$885,000	134	$6,593
Cullman	7/14/2025	$2,029,446	655	$3,098
Cullman	7/29/2025	$375,000	135	$2,779
Cullman	8/7/2025	$610,000	111	$5,495
Cullman	11/19/2025	$333,000	145	$2,301
Cullman	12/10/2025	$413,000	374	$1,104
Dale	1/28/2025	$290,000	55	$5,273
Dale	2/5/2025	$270,800	67	$4,072
Dale	2/11/2025	$204,860	79	$2,593
Dale	2/21/2025	$518,600	118	$4,395
Dale	8/21/2025	$126,000	104	$1,212
Dallas	4/3/2025	$1,800,000	716	$2,515
Dallas	8/4/2025	$950,000	225	$4,222
Dallas	8/19/2025	$1,449,749	568	$2,552
Dallas	9/25/2025	$470,000	260	$1,806
DeKalb	1/27/2025	$665,000	184	$3,611
DeKalb	4/2/2025	$300,000	100	$3,000
DeKalb	4/30/2025	$430,000	200	$2,150
DeKalb	8/22/2025	$215,000	78	$2,756
DeKalb	8/25/2025	$144,000	120	$1,200
DeKalb	9/22/2025	$400,000	115	$3,472
DeKalb	11/20/2025	$140,927	120	$1,174
Elmore	2/27/2025	$475,000	55	$8,572
Elmore	3/18/2025	$225,000	84	$2,679
Elmore	3/19/2025	$674,500	199	$3,389
Elmore	3/28/2025	$132,000	66	$2,000
Elmore	4/2/2025	$475,000	55	$8,572
Elmore	4/8/2025	$250,000	52	$4,817
Elmore	4/22/2025	$350,000	67	$5,224
Elmore	8/21/2025	$275,724	39	$6,998

2025 Sales Data

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Elmore	12/23/2025	$2,199,400	426	$5,163
Escambia	9/5/2025	$1,779,370	639	$2,785
Fayette	2/27/2025	$310,000	233	$1,330
Fayette	3/4/2025	$1,345,000	361	$3,721
Fayette	3/31/2025	$325,000	174	$1,868
Fayette	6/17/2025	$212,000	157	$1,350
Fayette	6/25/2025	$176,400	152	$1,161
Fayette	9/16/2025	$1,467,696	611	$2,402
Fayette	9/18/2025	$340,000	174	$1,954
Fayette	12/15/2025	$1,067,595	691	$1,545
Fayette	12/19/2025	$1,067,595	691	$1,545
Franklin	1/9/2025	$134,400	32	$4,200
Franklin	1/15/2025	$236,500	75	$3,153
Franklin	1/15/2025	$206,000	80	$2,575
Franklin	3/12/2025	$390,100	161	$2,422
Franklin	3/13/2025	$350,000	63	$5,556
Franklin	3/28/2025	$692,000	477	$1,451
Franklin	5/8/2025	$1,689,200	499	$3,385
Franklin	6/3/2025	$261,000	260	$1,004
Franklin	9/10/2025	$671,000	150	$4,473
Franklin	12/11/2025	$450,000	120	$3,764
Geneva	1/17/2025	$355,000	34	$10,441
Geneva	2/13/2025	$450,000	121	$3,719
Geneva	3/13/2025	$600,000	180	$3,333
Geneva	4/14/2025	$316,000	77	$4,104
Geneva	7/14/2025	$1,250,000	440	$2,841
Geneva	9/4/2025	$350,000	77	$4,545
Geneva	9/29/2025	$260,000	80	$3,250
Geneva	10/2/2025	$600,000	116	$5,172
Geneva	10/13/2025	$227,500	131	$1,742
Hale	1/17/2025	$350,000	180	$1,944
Hale	3/26/2025	$510,000	273	$1,868
Hale	3/27/2025	$510,000	273	$1,868
Hale	4/24/2025	$3,484,405	471	$7,398
Hale	6/24/2025	$316,000	184	$1,717
Hale	10/23/2025	$366,800	147	$2,495
Henry	2/28/2025	$570,000	217	$2,627
Henry	2/28/2025	$517,710	160	$3,236
Henry	3/28/2025	$1,050,000	251	$4,178
Henry	4/15/2025	$1,211,000	360	$3,369
Henry	4/16/2025	$476,000	140	$3,400

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Henry	4/22/2025	$600,000	208	$2,885
Henry	4/25/2025	$1,260,000	357	$3,529
Henry	4/28/2025	$935,956	205	$4,577
Henry	5/14/2025	$681,250	197	$3,458
Henry	7/10/2025	$300,040	113	$2,655
Henry	7/23/2025	$1,758,342	621	$2,831
Henry	7/25/2025	$1,054,380	229	$4,604
Henry	7/25/2025	$723,158	141	$5,141
Henry	7/28/2025	$1,758,342	681	$2,582
Henry	8/7/2025	$500,000	100	$5,000
Henry	9/24/2025	$2,817,560	663	$4,251
Henry	10/17/2025	$1,743,000	315	$5,533
Henry	11/25/2025	$660,000	201	$3,284
Houston	1/7/2025	$1,249,000	429	$2,913
Houston	1/16/2025	$582,000	173	$3,364
Houston	2/27/2025	$182,500	120	$1,521
Houston	3/13/2025	$1,200,000	266	$4,511
Houston	3/20/2025	$220,680	191	$1,158
Houston	4/2/2025	$820,000	314	$2,614
Houston	4/14/2025	$1,078,550	289	$3,732
Houston	9/4/2025	$165,000	110	$1,500
Houston	10/28/2025	$225,600	113	$2,000
Houston	11/7/2025	$240,000	222	$1,081
Houston	11/14/2025	$1,527,000	509	$3,000
Houston	11/14/2025	$1,400,000	340	$4,118
Jackson	4/22/2025	$1,700,000	550	$3,091
Jefferson	2/6/2025	$225,000	75	$3,000
Jefferson	3/24/2025	$100,000	62	$1,613
Jefferson	3/27/2025	$748,000	184	$4,057
Jefferson	3/28/2025	$107,000	25	$4,280
Jefferson	9/29/2025	$901,817	360	$2,505
Jefferson	10/17/2025	$150,000	68	$2,219
Jefferson	10/21/2025	$237,000	77	$3,078
Lauderdale	2/3/2025	$305,000	80	$3,813
Lauderdale	3/19/2025	$800,000	150	$5,333
Lauderdale	5/9/2025	$1,095,000	706	$1,551
Lauderdale	5/9/2025	$540,000	108	$5,000
Lauderdale	6/5/2025	$2,000,000	877	$2,281
Lauderdale	9/25/2025	$373,020	131	$2,847
Lauderdale	10/27/2025	$572,000	169	$3,385
Lauderdale	12/22/2025	$270,000	163	$1,656

denotes Saunders Land sale

2025 Sales Data

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Lauderdale	12/22/2025	$215,000	107	$2,009
Limestone	4/11/2025	$1,480,000	180	$8,222
Limestone	5/9/2025	$228,000	118	$1,932
Limestone	10/29/2025	$130,000	40	$3,250
Lowndes	5/21/2025	$975,000	532	$1,833
Lowndes	8/15/2025	$535,600	278	$1,927
Macon	6/6/2025	$475,000	150	$3,167
Macon	10/6/2025	$1,010,000	400	$2,525
Macon	11/5/2025	$4,153,726	940	$4,419
Macon	12/12/2025	$1,500,000	330	$4,545
Madison	1/29/2025	$1,060,000	306	$3,464
Madison	2/7/2025	$625,000	69	$9,058
Madison	3/31/2025	$750,000	220	$3,409
Madison	6/10/2025	$332,500	124	$2,681
Madison	10/23/2025	$280,000	166	$1,687
Marengo	11/13/2025	$1,050,000	210	$5,000
Marengo	11/19/2025	$835,000	280	$2,982
Marshall	5/2/2025	$170,000	107	$1,589
Mobile	1/15/2025	$375,000	58	$6,420
Mobile	2/14/2025	$780,000	431	$1,810
Mobile	3/3/2025	$231,500	84	$2,756
Mobile	3/19/2025	$400,000	164	$2,444
Mobile	3/24/2025	$680,557	402	$1,693
Mobile	3/28/2025	$125,000	79	$1,585
Mobile	4/3/2025	$383,500	177	$2,167
Mobile	5/8/2025	$1,725,056	203	$8,484
Mobile	7/22/2025	$5,495,779	727	$7,560
Mobile	9/3/2025	$230,000	63	$3,651
Mobile	9/8/2025	$1,000,000	635	$1,575
Mobile	9/15/2025	$214,000	44	$4,812
Mobile	10/1/2025	$325,000	82	$3,949
Mobile	10/9/2025	$200,000	38	$5,263
Mobile	10/13/2025	$839,538	406	$2,068
Mobile	10/15/2025	$200,000	69	$2,894
Mobile	10/24/2025	$275,000	44	$6,317
Mobile	11/3/2025	$298,000	241	$1,237
Mobile	11/11/2025	$350,000	162	$2,160
Mobile	11/14/2025	$495,000	45	$10,978
Mobile	11/17/2025	$1,700,000	158	$10,779
Mobile	11/18/2025	$1,700,000	595	$2,857
Monroe	1/8/2025	$115,000	55	$2,091

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Monroe	2/18/2025	$370,000	60	$6,167
Monroe	3/11/2025	$667,575	386	$1,729
Monroe	4/8/2025	$528,000	279	$1,892
Monroe	6/30/2025	$240,000	121	$1,983
Monroe	8/18/2025	$252,252	156	$1,617
Monroe	10/30/2025	$440,000	160	$2,750
Montgomery	1/15/2025	$510,000	384	$1,328
Montgomery	1/22/2025	$420,000	99	$4,242
Montgomery	3/14/2025	$110,000	59	$1,864
Montgomery	3/25/2025	$803,253	293	$2,741
Montgomery	3/27/2025	$1,300,000	240	$5,408
Montgomery	4/4/2025	$867,000	111	$7,811
Montgomery	5/5/2025	$395,485	69	$5,750
Montgomery	5/14/2025	$1,075,000	212	$5,071
Montgomery	6/1/2025	$320,000	91	$3,507
Montgomery	6/16/2025	$100,000	31	$3,268
Montgomery	6/24/2025	$162,000	115	$1,404
Montgomery	7/31/2025	$822,300	93	$8,832
Montgomery	9/3/2025	$660,000	205	$3,227
Montgomery	9/24/2025	$591,500	127	$4,657
Montgomery	9/24/2025	$400,000	210	$1,907
Montgomery	12/1/2025	$701,500	194	$3,625
Morgan	11/10/2025	$1,339,955	111	$12,072
Morgan	12/30/2025	$675,000	162	$4,167
Perry	7/18/2025	$830,000	391	$2,123
Pickens	12/11/2025	$1,082,797	302	$3,585
Pike	1/7/2025	$178,500	28	$6,375
Pike	1/9/2025	$304,000	83	$3,663
Pike	1/31/2025	$221,000	81	$2,742
Pike	3/25/2025	$474,500	63	$7,532
Pike	3/26/2025	$240,000	61	$3,934
Pike	4/3/2025	$405,350	82	$4,943
Pike	4/8/2025	$500,000	206	$2,422
Pike	4/9/2025	$323,490	104	$3,105
Pike	9/26/2025	$1,040,000	218	$4,765
Russell	5/1/2025	$1,765,000	490	$3,603
Russell	5/23/2025	$271,000	160	$1,694
Russell	8/8/2025	$300,400	171	$1,757
Russell	12/15/2025	$1,650,000	369	$4,472
Shelby	1/7/2025	$484,719	88	$5,516
Shelby	2/13/2025	$172,000	34	$5,131

denotes Saunders Land sale

2025 Sales Data

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Shelby	2/23/2025	$575,000	98	$5,867
Shelby	2/28/2025	$1,525,000	650	$2,346
Shelby	3/28/2025	$384,900	332	$1,159
Shelby	4/4/2025	$280,000	123	$2,276
Shelby	4/14/2025	$142,000	21	$6,913
Shelby	10/27/2025	$200,000	41	$4,878
St. Clair	1/2/2025	$237,500	100	$2,375
St. Clair	3/13/2025	$290,000	66	$4,394
St. Clair	3/14/2025	$290,000	161	$1,801
St. Clair	3/24/2025	$169,000	38	$4,447
St. Clair	5/23/2025	$1,100,000	319	$3,454
St. Clair	6/3/2025	$139,900	110	$1,272
St. Clair	6/9/2025	$466,680	150	$3,111
St. Clair	6/27/2025	$250,000	200	$1,250
St. Clair	8/4/2025	$340,000	86	$3,953
St. Clair	8/26/2025	$250,000	78	$3,205
St. Clair	9/4/2025	$195,000	130	$1,500
St. Clair	9/4/2025	$165,000	110	$1,499
St. Clair	9/22/2025	$237,500	30	$7,838
Talladega	2/24/2025	$184,900	72	$2,568
Talladega	2/28/2025	$204,000	60	$3,400
Talladega	3/20/2025	$310,000	80	$3,875
Talladega	3/20/2025	$225,000	37	$6,081
Talladega	3/21/2025	$800,000	312	$2,564
Talladega	3/25/2025	$127,800	109	$1,172
Talladega	4/8/2025	$110,000	19	$5,741
Talladega	5/21/2025	$150,000	119	$1,261
Talladega	6/5/2025	$550,000	234	$2,350
Talladega	7/10/2025	$634,000	212	$2,996
Talladega	7/23/2025	$819,360	201	$4,076
Talladega	8/14/2025	$138,000	135	$1,022
Talladega	9/17/2025	$1,050,000	617	$1,702
Talladega	10/13/2025	$470,000	271	$1,734
Talladega	10/27/2025	$347,517	237	$1,466
Talladega	11/26/2025	$550,000	230	$2,391
Talladega	12/31/2025	$735,000	144	$5,104
Tallapoosa	9/18/2025	$585,000	236	$2,479
Tuscaloosa	1/22/2025	$127,600	50	$2,557
Tuscaloosa	1/31/2025	$300,000	40	$7,500
Tuscaloosa	2/11/2025	$174,677	57	$3,065
Tuscaloosa	2/12/2025	$478,500	231	$2,075

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Tuscaloosa	2/18/2025	$478,400	231	$2,074
Tuscaloosa	2/18/2025	$194,805	60	$3,262
Tuscaloosa	2/20/2025	$285,000	96	$2,969
Tuscaloosa	2/21/2025	$174,678	57	$3,065
Tuscaloosa	2/26/2025	$986,000	166	$5,940
Tuscaloosa	3/6/2025	$188,959	77	$2,454
Tuscaloosa	3/7/2025	$500,000	117	$4,274
Tuscaloosa	3/14/2025	$300,000	81	$3,727
Tuscaloosa	3/18/2025	$938,400	335	$2,801
Tuscaloosa	3/18/2025	$300,000	81	$3,727
Tuscaloosa	3/24/2025	$360,000	240	$1,500
Tuscaloosa	3/25/2025	$255,500	50	$5,082
Tuscaloosa	3/27/2025	$327,500	149	$2,198
Tuscaloosa	3/27/2025	$187,000	164	$1,140
Tuscaloosa	3/28/2025	$105,000	65	$1,615
Tuscaloosa	4/10/2025	$877,500	253	$3,468
Tuscaloosa	4/11/2025	$275,000	153	$1,797
Tuscaloosa	4/23/2025	$310,000	166	$1,867
Tuscaloosa	5/30/2025	$327,750	120	$2,731
Tuscaloosa	5/30/2025	$170,000	120	$1,417
Tuscaloosa	7/8/2025	$135,769	57	$2,382
Tuscaloosa	7/18/2025	$159,000	120	$1,325
Tuscaloosa	8/4/2025	$276,000	96	$2,875
Tuscaloosa	8/22/2025	$273,400	68	$4,021
Tuscaloosa	8/22/2025	$220,000	160	$1,375
Tuscaloosa	8/25/2025	$365,000	68	$5,368
Tuscaloosa	10/3/2025	$122,000	40	$3,050
Tuscaloosa	10/16/2025	$400,000	125	$3,200
Tuscaloosa	10/16/2025	$375,000	180	$2,083
Tuscaloosa	10/17/2025	$135,000	42	$3,214
Tuscaloosa	10/22/2025	$300,000	40	$7,500
Tuscaloosa	10/31/2025	$600,000	245	$2,449
Tuscaloosa	12/31/2025	$980,000	310	$3,161
Walker	1/13/2025	$261,580	165	$1,585
Walker	1/22/2025	$299,000	87	$3,457
Walker	1/31/2025	$126,000	20	$6,300
Walker	2/19/2025	$161,500	25	$6,383
Walker	2/21/2025	$480,000	165	$2,909
Walker	3/10/2025	$238,000	51	$4,667
Walker	5/6/2025	$397,900	103	$3,863
Walker	5/9/2025	$853,000	538	$1,585

2025 Sales Data

Hunting and Recreational Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Walker	7/16/2025	$379,000	123	$3,076
Walker	9/24/2025	$745,200	151	$4,935
Walker	9/24/2025	$745,000	276	$2,699
Walker	9/24/2025	$415,000	100	$4,150
Walker	10/22/2025	$359,900	76	$4,736
Walker	12/4/2025	$598,740	198	$3,024
Walker	12/10/2025	$2,839,050	390	$7,283
Wilcox	1/9/2025	$1,376,880	363	$3,793
Wilcox	6/18/2025	$395,000	230	$1,717
Wilcox	11/21/2025	$1,479,131	469	$3,154
Winston	1/28/2025	$254,000	100	$2,540
Winston	3/21/2025	$355,000	132	$2,680
Winston	4/11/2025	$315,000	113	$2,783
Winston	4/15/2025	$275,000	65	$4,231
Winston	4/28/2025	$731,880	189	$3,872
Winston	6/30/2025	$340,930	158	$2,152
Winston	7/1/2025	$635,950	120	$5,300
Winston	8/15/2025	$689,000	120	$5,742
Winston	10/9/2025	$500,000	100	$5,000
Winston	10/9/2025	$150,000	32	$4,688
Winston	10/10/2025	$249,840	127	$1,967
Winston	11/18/2025	$124,000	107	$1,159

Farms and Cropland

County	Sale Date	Sale Price	Acres	Price Per Acre
Autauga	8/25/2025	$720,000	180	$4,009
Baldwin	8/5/2025	$294,990	71	$4,155
Baldwin	7/14/2025	$1,156,100	98	$11,797
Baldwin	6/11/2025	$700,000	40	$17,500
Baldwin	4/4/2025	$2,680,000	354	$7,571
Baldwin	3/7/2025	$800,000	59	$13,559
Blount	7/11/2025	$2,500,000	508	$4,921
Chilton	3/14/2025	$500,000	100	$5,000
Coffee	3/4/2025	$100,000	80	$1,250
Colbert	3/7/2025	$410,000	105	$3,904
Covington	10/1/2025	$647,660	64	$10,120
Covington	2/25/2025	$430,000	81	$5,309
Cullman	4/15/2025	$1,500,000	297	$5,051
Cullman	4/15/2025	$1,500,000	236	$6,356
Cullman	3/24/2025	$480,000	105	$4,571
Dale	7/23/2025	$1,250,000	274	$4,562
Dale	5/9/2025	$778,760	102	$7,635
Dale	4/1/2025	$448,000	127	$3,528
Dallas	11/6/2025	$2,002,600	219	$9,165
Dallas	5/1/2025	$1,160,000	223	$5,202
DeKalb	9/11/2025	$175,000	55	$3,182
DeKalb	6/20/2025	$500,000	102	$4,902
DeKalb	3/21/2025	$850,000	155	$5,480
DeKalb	3/11/2025	$200,000	45	$4,444
DeKalb	1/22/2025	$644,000	40	$16,100
DeKalb	1/22/2025	$450,000	31	$14,516
DeKalb	1/22/2025	$120,000	30	$4,000
Elmore	8/15/2025	$184,800	107	$1,720
Escambia	9/4/2025	$3,500,000	326	$10,723
Escambia	2/26/2025	$3,185,250	234	$13,612
Escambia	2/25/2025	$3,185,250	685	$4,650
Escambia	2/10/2025	$2,300,000	718	$3,203
Geneva	8/22/2025	$1,500,000	101	$14,851
Geneva	4/30/2025	$935,956	206	$4,554
Geneva	4/23/2025	$254,600	67	$3,800
Geneva	2/5/2025	$113,600	34	$3,341
Geneva	1/30/2025	$248,000	52	$4,769
Geneva	1/10/2025	$215,000	80	$2,688
Hale	1/13/2025	$950,000	126	$7,540
Henry	10/2/2025	$1,134,000	284	$3,993
Henry	10/2/2025	$400,000	34	$11,765

denotes Saunders Land sale

2025 Sales Data

Farms and Cropland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Henry	9/18/2025	$1,601,648	400	$4,004
Henry	4/7/2025	$510,554	119	$4,290
Houston	12/10/2025	$357,500	130	$2,758
Houston	11/14/2025	$50,000	1	$34,965
Houston	8/21/2025	$495,000	160	$3,094
Houston	8/21/2025	$130,000	20	$6,500
Houston	8/20/2025	$130,000	116	$1,121
Houston	8/18/2025	$179,120	22	$8,000
Houston	8/8/2025	$229,983	84	$2,738
Houston	8/8/2025	$229,982	173	$1,329
Houston	6/23/2025	$210,600	122	$1,732
Houston	6/12/2025	$182,036	101	$1,795
Houston	4/4/2025	$352,900	63	$5,646
Houston	3/12/2025	$125,000	111	$1,129
Houston	3/11/2025	$520,000	132	$3,939
Houston	3/3/2025	$162,000	53	$3,057
Houston	1/31/2025	$696,000	96	$7,266
Houston	1/31/2025	$330,000	59	$5,593
Lauderdale	5/15/2025	$269,990	104	$2,596
Lauderdale	3/17/2025	$1,500,000	157	$9,554
Lauderdale	2/6/2025	$1,152,000	105	$10,971
Limestone	6/18/2025	$1,392,000	115	$12,104
Limestone	4/1/2025	$1,163,000	120	$9,692
Limestone	3/31/2025	$461,200	119	$3,887
Madison	11/20/2025	$355,903	120	$2,966
Madison	11/14/2025	$990,150	187	$5,295
Madison	5/8/2025	$1,017,810	173	$5,883
Madison	3/23/2025	$642,600	186	$3,455
Madison	3/3/2025	$1,094,900	138	$7,934
Madison	1/31/2025	$155,000	96	$1,615
Mobile	10/8/2025	$822,000	50	$16,569
Mobile	8/27/2025	$1,271,120	159	$7,977
Mobile	4/9/2025	$177,305	37	$4,746
Mobile	3/11/2025	$519,000	201	$2,577
Monroe	6/30/2025	$900,000	209	$4,306
Montgomery	10/30/2025	$542,340	136	$3,988
Pike	12/30/2025	$495,000	174	$2,845
Pike	8/21/2025	$733,050	326	$2,250
Pike	3/31/2025	$325,185	93	$3,489
Russell	1/7/2025	$900,896	269	$3,349
Shelby	4/2/2025	$146,000	124	$1,173
Shelby	1/27/2025	$1,550,000	195	$7,949
St. Clair	8/18/2025	$179,120	22	$8,000
St. Clair	3/14/2025	$275,000	123	$2,236
Talladega	3/4/2025	$1,700,000	269	$6,320
Tuscaloosa	6/6/2025	$278,900	158	$1,769
Tuscaloosa	1/11/2025	$250,000	60	$4,167

denotes Saunders Land sale

Ranches and Pastureland

County	Sale Date	Sale Price	Acres	Price Per Acre
Autauga	2/21/2025	$252,000	72	$3,500
Autauga	3/27/2025	$550,000	161	$3,410
Baldwin	5/13/2025	$850,000	59	$14,407
Bullock	12/3/2025	$1,550,000	216	$7,176
Cherokee	9/10/2025	$200,000	107	$1,878
Clay	8/26/2025	$228,841	129	$1,771
Coffee	2/7/2025	$125,000	77	$1,623
Coffee	5/12/2025	$1,416,730	201	$7,054
Colbert	12/19/2025	$385,000	115	$3,336
Covington	2/26/2025	$184,000	44	$4,183
Covington	2/27/2025	$450,000	78	$5,799
Covington	3/3/2025	$899,000	72	$12,486
Covington	9/16/2025	$342,000	76	$4,500
Covington	10/17/2025	$475,000	44	$10,795
Covington	12/18/2025	$319,000	133	$2,398
Dallas	3/20/2025	$748,200	107	$7,005
Dallas	11/18/2025	$1,330,797	360	$3,697
DeKalb	1/14/2025	$100,000	58	$1,724
DeKalb	1/16/2025	$255,000	40	$6,375
DeKalb	2/10/2025	$715,000	60	$11,917
DeKalb	3/1/2025	$399,900	52	$7,632
DeKalb	3/11/2025	$524,000	62	$8,403
DeKalb	5/14/2025	$366,500	119	$3,075
DeKalb	7/1/2025	$115,774	109	$1,062
DeKalb	7/28/2025	$364,000	136	$2,677
DeKalb	7/28/2025	$117,500	40	$2,938
DeKalb	9/10/2025	$210,000	56	$3,737
DeKalb	12/9/2025	$200,000	141	$1,418
Elmore	3/10/2025	$279,900	53	$5,315
Elmore	4/17/2025	$265,000	60	$4,399
Franklin	2/24/2025	$221,432	59	$3,759
Geneva	3/20/2025	$215,000	71	$3,028
Geneva	8/11/2025	$615,000	123	$5,000
Geneva	11/17/2025	$125,000	31	$4,043
Houston	10/21/2025	$800,000	216	$3,704
Houston	11/21/2025	$289,735	60	$4,829
Houston	12/17/2025	$465,000	106	$4,369
Jackson	3/5/2025	$5,900,000	1,621	$3,640
Lauderdale	2/3/2025	$623,000	154	$4,045
Lauderdale	2/10/2025	$147,000	53	$2,774
Lauderdale	2/20/2025	$623,000	78	$7,987

2025 Sales Data

Ranches and Pastureland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Lauderdale	2/27/2025	$112,000	79	$1,418
Lauderdale	3/6/2025	$112,000	79	$1,418
Lauderdale	3/17/2025	$878,000	65	$13,508
Lauderdale	3/21/2025	$2,600,000	157	$16,561
Lauderdale	8/21/2025	$234,840	111	$2,116
Lauderdale	9/8/2025	$379,900	47	$8,083
Limestone	10/22/2025	$2,130,300	249	$8,555
Madison	3/21/2025	$275,000	92	$2,976
Madison	4/3/2025	$2,500,000	157	$15,924
Madison	5/21/2025	$216,900	114	$1,903
Marengo	11/20/2025	$3,200,000	842	$3,800
Marion	3/4/2025	$1,345,000	525	$2,562
Marshall	1/17/2025	$209,500	107	$1,962
Marshall	3/14/2025	$164,000	72	$2,278
Marshall	4/1/2025	$680,000	91	$7,456
Mobile	3/20/2025	$386,100	96	$4,032
Monroe	2/27/2025	$250,570	93	$2,694
Montgomery	1/15/2025	$121,000	77	$1,571
Montgomery	1/22/2025	$400,000	86	$4,651
Montgomery	1/31/2025	$500,000	100	$5,000
Montgomery	2/21/2025	$625,000	125	$5,000
Montgomery	3/20/2025	$1,011,195	225	$4,494
Montgomery	5/5/2025	$100,000	54	$1,869
Montgomery	5/29/2025	$541,080	162	$3,347
Montgomery	6/13/2025	$3,388,800	234	$14,482
Montgomery	6/26/2025	$541,080	329	$1,645
Montgomery	7/22/2025	$575,000	86	$6,686
Montgomery	8/29/2025	$439,000	93	$4,720
Montgomery	9/19/2025	$2,346,059	200	$11,730
Montgomery	12/2/2025	$590,600	164	$3,601
Morgan	1/30/2025	$700,000	59	$11,864
Morgan	6/30/2025	$400,000	229	$1,747
Perry	11/7/2025	$2,000,000	525	$3,810
Pike	4/17/2025	$127,750	73	$1,757
Shelby	2/6/2025	$450,000	31	$14,511
Shelby	2/7/2025	$231,877	77	$3,011
Shelby	2/14/2025	$199,614	77	$2,592
Shelby	2/21/2025	$746,220	125	$5,985
Shelby	2/26/2025	$247,620	125	$1,986
St. Clair	3/21/2025	$368,500	67	$5,500
St. Clair	8/1/2025	$338,000	41	$8,168

Ranches and Pastureland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Talladega	1/13/2025	$188,500	95	$1,992
Talladega	3/12/2025	$228,200	68	$3,356
Talladega	9/3/2025	$430,000	102	$4,216
Tuscaloosa	2/4/2025	$295,000	121	$2,438
Tuscaloosa	10/28/2025	$293,700	93	$3,158
Tuscaloosa	12/23/2025	$499,500	119	$4,197
Winston	2/28/2025	$500,000	92	$5,435
Winston	6/4/2025	$655,000	148	$4,426

Timberland

County	Sale Date	Sale Price	Acres	Price Per Acre
Barbour	7/28/2025	$4,200,000	2,370	$1,772
Dale	7/18/2025	$3,373,281	1,323	$2,550
Dallas	6/17/2025	$6,715,516	1,869	$3,592
Dallas	8/19/2025	$4,980,508	1,621	$3,073
Franklin	10/2/2025	$3,990,000	1,711	$2,332
Franklin	9/27/2025	$4,200,000	1,499	$2,802
Greene	11/21/2025	$4,600,000	1,930	$2,383
Lowndes	2/25/2025	$2,506,000	895	$2,800
Macon	7/5/2025	$4,400,000	2,118	$2,077
Madison	1/29/2025	$1,060,000	729	$1,455
Marengo	12/15/2025	$4,800,000	2,000	$2,400
Marengo	12/22/2025	$7,650,000	1,224	$6,250
Montgomery	6/17/2025	$3,732,975	1,059	$3,525
Shelby	2/20/2025	$1,158,006	911	$1,271
Tuscaloosa	2/24/2025	$9,518,172	8,881	$1,072
Walker	12/12/2025	$2,995,000	2,103	$1,424
Washington	1/31/2025	$2,120,669	1,030	$2,059
Wilcox	12/23/2025	$9,385,662	5,752	$1,632
Wilcox	5/15/2025	$2,900,000	1,656	$1,751
Wilcox	5/15/2025	$2,900,000	1,621	$1,789
Wilcox	4/1/2025	$3,105,750	1,175	$2,643

2025 Sales Data

Transitional Land				
County	Sale Date	Sale Price	Acres	Price Per Acre
Autauga	3/24/2025	$790,000	47	$16,727
Autauga	3/24/2025	$673,568	41	$16,428
Baldwin	1/1/2025	$643,500	39	$16,500
Blount	4/11/2025	$285,000	20	$14,250
Chambers	5/09/2025	$630,000	149	$4,228
Coffee	2/20/2025	$577,500	42	$13,750
Cullman	1/30/2025	$468,719	26	$18,028
Cullman	2/6/2025	$400,000	23	$17,467
Cullman	3/6/2025	$600,000	40	$15,000
Dale	1/17/2025	$620,000	40	$15,500
DeKalb	2/4/2025	$282,000	20	$14,002
DeKalb	2/28/2025	$582,450	40	$14,561
Elmore	4/4/2025	$270,000	20	$13,500
Franklin	2/24/2025	$666,625	45	$14,690
Houston	1/15/2025	$1,500,000	20	$74,627
Houston	3/12/2025	$1,130,500	157	$7,201
Jefferson	1/7/2025	$5,500,000	123	$44,715
Jefferson	1/13/2025	$150,000	26	$5,774
Jefferson	2/21/2025	$600,000	43	$13,953
Jefferson	3/26/2025	$1,000,000	66	$15,152
Jefferson	9/12/2025	$1,650,000	88	$18,707
Jefferson	10/30/2025	$1,500,000	60	$25,000
Lauderdale	3/13/2025	$310,000	22	$14,091
Lauderdale	9/23/2025	$2,750,000	150	$18,333
Madison	2/14/2025	$1,900,000	96	$19,693
Madison	2/27/2025	$665,504	89	$7,478
Madison	2/28/2025	$2,000,500	157	$12,742
Madison	3/14/2025	$1,644,400	125	$13,155
Madison	4/1/2025	$820,000	55	$14,909
Madison	7/14/2025	$2,384,200	160	$14,901
Madison	10/2/2025	$2,126,890	75	$28,359
Madison	10/8/2025	$1,300,000	113	$11,494
Marshall	1/22/2025	$393,800	20	$19,690
Marshall	4/1/2025	$846,000	20	$43,163
Mobile	3/26/2025	$1,954,070	82	$23,830
Montgomery	4/16/2025	$1,840,000	23	$81,778
Montgomery	4/24/2025	$2,077,590	253	$8,212
Morgan	4/23/2025	$698,600	24	$29,108
Pike	2/6/2025	$1,630,000	86	$18,976
Shelby	1/24/2025	$339,900	24	$13,942
Shelby	2/21/2025	$276,000	20	$13,800

Transitional Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Shelby	9/19/2025	$6,062,424	158	$38,370
St. Clair	7/19/2025	$1,045,000	105	$10,000
Talladega	10/31/2025	$720,000	115	$6,261
Tuscaloosa	1/16/2025	$1,135,000	40	$28,375
Tuscaloosa	2/5/2025	$194,805	60	$3,262
Tuscaloosa	4/2/2025	$385,000	32	$12,031
Tuscaloosa	4/15/2025	$643,275	45	$14,295

All transaction data included in this report is derived from public records and independent sources and has been reviewed and verified by the Saunders Real Estate Research team. While reporting delays and data availability may prevent the inclusion of every transaction, the report is intended to provide the most accurate, transparent, and current representation of market activity available at the time of publication.

SAUNDERS LAND

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