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## **Washington County Gates Ranch Sales Surge Reflects Rural Land Demand**

**Houston, TX – April 6, 2021** A continued swell of interest and five recent closings leave only six available farms remaining at [Wolff Companies'](#) Gates Ranch, a 1,500-acre community of family farms in historic Washington County, Texas. In the past three months, the last two community estates in Phase II were sold in addition to three estates in the final Phase III.

The activity at [Gates Ranch](#) reflects a broader trend of growing interest in Texas' rural land. A recent [study](#) by Texas Real Estate Research Center at Texas A&M University shows a 33.57% increase in the number of 2020 land sales in the Gulf Coast-Brazos Bottom area, which includes Washington County. The activity was particularly strong in the third and fourth quarters of 2020, with 45.4% and 78% increases in sales, respectively. Overall, 552,707 acres were purchased for a record \$1.69 billion in Texas in 2020.

"Fourth quarter 2020 produced a remarkable increase in rural property transactions across most of Texas," said Dr. Charles Gilliland, research economist for the Texas Real Estate Research Center at Texas A&M University. "Statewide, the 7,684 sales were up 28.9 percent from last year."

Gates Ranch land buyer Kevin Morley, Market President at Frost Bank, seized the opportunity to fulfill a family dream. "What initially attracted us to the area was its location, which is central to our children in Austin, Dallas and Houston, yet close enough to all the necessary amenities while offering a wonderful country feel," he said. "Once we walked the property and saw the rolling hills, the long views and beautiful pastures, we understood what Gates Ranch was about and made the decision to make it our new home the same day."

Current residents and recent buyers come from all walks of life, from former elected officials, professional athletes and senior executives in the finance and energy industries to physicians and teachers. What they all share is a life-long dream of living on a farm, some having grown up in similar environs and others seeking to escape busy city life after having led successful careers. Another commonality – none consider Gates Ranch to be solely an investment property but as their last, ideal family home for the years to come.

“We’ve spent several years looking for the ideal location,” said another recent buyer, who moved 13 times around the globe owing to his busy career in the energy industry. “In that time, we have seen many beautiful properties in Hill Country and Washington County where we could build our dream retirement home and enjoy gardening, but we did not want to be isolated. The integrated vision of Gates Ranch, which offers full privacy while still being a part of a community really appealed to us. We love the bucolic setting, with the rolling hills, ponds and creeks but more importantly, we were thoroughly impressed by the meticulous job Wolff Companies did to restore the land and make each property unique. We see Gates Ranch as a template for other rural land development in Texas. Not just a profit maker, but a legacy for both the developer and all homeowners thanks to the deep sense of ownership and environmentally-sound commitment to the land.”

The remaining six parcels range from 19 to 113 acres, allowing buyers to build custom homes to the scale and style of their liking, from traditional farmhouses to modern ranch homes. Many buyers choose to combine parcels to create larger family estates or use the restored pastures for horse breeding, cattle grazing, bee keeping or hay production to be eligible for agricultural tax exemptions.

“The Washington County area has been gaining steady interest over the past few years and the COVID-19 pandemic has further accelerated that trend,” said Brad Bevers, local realtor and founder of Legend Texas Properties who represents Gates Ranch. “Thanks to its protective covenants, carefully restored land and its close proximity to Chappell Hill, Brenham and College Station, Gates Ranch is a unique concept that appeals to those who seek privacy yet want to live in an established community of like-minded neighbors. We anticipate continued strong activity at Gates Ranch throughout 2021.”

### **About Wolff Companies**

For 50 years, Wolff Companies has been a leader in developing master-planned, mixed-use business communities in the Houston area. The company’s commercial developments include: Beltway; Park 10; Interwood; Westway Park; First Crossing; Ten Oaks at the Texas Medical Center – West Campus; Central Park; and Beacon Hill. The American Society of Landscape Architects, Scenic Houston, Keep America Beautiful, the American Institute of Architects and the Municipal Art Commission have all recognized Wolff Companies’ developments for enhancing and preserving the natural beauty of land, while meeting the ever-changing needs of business. For more information, [www.wolffcompanies.com](http://www.wolffcompanies.com).