

Lauderdale County & Florence, AL — Land Cost Analysis

What vacant land actually sells for, by type and area. Built from **1,371 arm's-length land sales (2023–2026)** pulled from recorded deeds — every price is the real recorded consideration (not an estimate or asking price), joined to county assessor parcel data. "Land" = a parcel with no dwelling. Commercial / large-tract deals are separated out so residential land figures stay clean. Prepared June 24, 2026 · planning-level, verify locally.

LAND COST BY TYPE — headline

Median = the typical sale; range = middle 50% (25th–75th percentile). \$/acre is the key metric for acreage (farm/rural/lake); \$/lot is the key metric for lots (city/subdivision).

Land type	Sales	Median \$/lot	Typical range (25–75%)	Median \$/acre	(n w/ acreage)
Farmland / agricultural *	270	\$152,450	\$67,025 – \$309,250	\$6,775	223
Rural acreage (raw land) *	227	\$115,000	\$45,550 – \$285,000	\$18,927	227
Small county lot / tract (<2 ac)	314	\$59,200	\$22,000 – \$150,000	\$85,000	217
Lake / waterfront *	87	\$77,000	\$30,500 – \$218,600	\$60,879	49
City vacant lot (residential)	190	\$67,000	\$20,000 – \$238,750	\$263,157	101
New-subdivision lot	194	\$81,936	\$30,000 – \$335,500	\$310,105	158

* \$/acre is the headline metric for these acreage types. City & new-subdivision lots are priced per lot (small parcels → very high \$/acre that isn't meaningful).

BY LOCATION — city vs county

Jurisdiction	Land sales	Median \$/lot	Median \$/acre
Florence (city)	362	\$195,000	\$254,545
County town	1009	\$88,000	\$26,785

Rural / raw land + farmland — \$/acre by named county region (assessor neighborhoods; other areas omitted for small samples):

County region	Sales (w/ acreage)	Median \$/acre	Median \$/lot
County — North	127	\$8,155	\$110,000
County — East	77	\$9,000	\$89,000
County — West	52	\$5,432	\$77,550

City vacant lots — median \$/lot by Florence zone (assessor neighborhood zones):

Florence zone	Lot sales	Median \$/lot	Range (25–75%)
West Florence	76	\$125,000	\$25,375 – \$251,250
East Florence	65	\$24,000	\$9,400 – \$100,000
Northeast Florence	24	\$214,750	\$51,250 – \$270,265
Central / other Florence	24	\$208,500	\$48,000 – \$372,500

DETAIL BY LAND TYPE — with example recorded sales

Farmland / agricultural

270 sales · median **\$152,450/lot** · middle 50% \$67,025–\$309,250 · median **\$6,775/acre** (n=223)

Current-use agricultural / timber parcels and large acreage (25+ ac). Priced per acre.

Example sale (date)	Acres	Price	\$/acre	Location
0 SECOND CREEK RD (2023-06-14)	-	\$150,000	-	COUNTYEAST
0 COUNTY RD 8 (2023-03-06)	10.00	\$150,000	\$15,000	COUNTYWEST
0 COUNTY RD 258 (2023-04-18)	106.59	\$150,000	\$1,407	COUNTYNRTH

Rural acreage (raw land)

227 sales · median **\$115,000/lot** · middle 50% \$45,550–\$285,000 · median **\$18,927/acre** (n=227)

County tracts ~2–25 acres, not in current-use ag — homesites, mini-farms, raw land.

Example sale (date)	Acres	Price	\$/acre	Location
3724 COUNTY RD 31 (2026-01-28)	7.00	\$115,000	\$16,428	NE001
12170 HWY 17 (2024-03-29)	3.00	\$115,000	\$38,333	COUNTYNRTH
620 COUNTY RD 385 (2024-04-01)	8.70	\$115,000	\$13,218	COUNTYNRTH

Small county lot / tract (<2 ac)

314 sales · median **\$59,200/lot** · middle 50% \$22,000–\$150,000 · median **\$85,000/acre** (n=217)

Small unincorporated-county parcels under 2 acres, outside platted subdivisions.

Example sale (date)	Acres	Price	\$/acre	Location
2831 COUNTY RD 130 (2025-12-23)	1.00	\$60,000	\$60,000	COUNTYNRTH
0 COUNTY RD 96 (2026-05-08)	-	\$60,000	-	COUNTYEAST
0 COUNTY RD 24 (2024-05-16)	1.17	\$58,400	\$49,914	LINDA SUMMERS PROPERTY

Lake / waterfront

87 sales · median **\$77,000/lot** · middle 50% \$30,500–\$218,600 · median **\$60,879/acre** (n=49)

Vacant lots & land in waterfront-named subdivisions (Tennessee River / Wilson & Pickwick Lakes / Elk River). Wide range: interior lots to prime frontage.

Example sale (date)	Acres	Price	\$/acre	Location
334 YORK DR (2026-02-20)	2.83	\$77,000	\$27,208	ELK RIVER PARK LOTS 1-42
327 HERON COVE RD (2023-12-29)	-	\$75,000	-	HERON COVE
246 CLIFFPOINT DR (2026-05-26)	-	\$80,000	-	SHOALS CREEK ESTATES

City vacant lot (residential)

190 sales · median **\$67,000/lot** · middle 50% \$20,000–\$238,750 · median **\$263,157/acre** (n=101)

Vacant residential lots inside Florence (old city blocks + close-in infill). Upper tail = larger / near-campus / assemblage parcels.

Example sale (date)	Acres	Price	\$/acre	Location
1136 WOOD AVE (2023-03-02)	0.05	\$70,000	\$1,400,000	VIRGINIA F IRVINE
109 HOWELL ST (2026-06-03)	-	\$64,000	-	CITY OF FLORENCE BLOCK 0
810 MOBILE ST (2024-04-11)	0.24	\$63,000	\$262,500	BUNTING HILLS

New-subdivision lot

194 sales · median **\$81,936/lot** · middle 50% \$30,000–\$335,500 · median **\$310,105/acre** (n=158)

Vacant lots in platted residential subdivisions (Estates / Ridge / Phase developments).

Example sale (date)	Acres	Price	\$/acre	Location
0 COUNTY RD 230 (2023-09-13)	0.49	\$83,872	\$171,167	GLENDALE ESTATES
189 SHOALS OVERLOOK (2025-12-15)	0.89	\$80,000	\$89,887	FISHER HOLLOWES PHASE IV
602 WHITETAIL LANE (2025-09-10)	0.33	\$84,000	\$254,545	HUNTER'S RIDGE PHASE I

Commercial / large-tract land (reference, not residential): 89 sales, median \$350,000, range \$70,000–\$1,075,000, up to \$8,275,000.

Separated out (retail/office/medical corridors, industrial, and bulk/assemblage deals over \$1M) so they don't skew the residential land figures.

METHOD & CAVEATS

Source. Recorded deeds in the Lauderdale probate pipeline (pipeline.db), filtered to arm's-length sales, 2023–2026. Every price is the real recorded consideration (best_value — the amount stated in the deed), never an estimate, asking price, or the deed-tax basis. Parcels joined to county assessor (KCS) data for acreage, classification, and location.

What counts as land. A sold parcel with no dwelling (vacant, or only ag structures). Vacancy is judged from current assessor status, so a small number of close-in city parcels may be recent teardowns/redevelopment sold at improved-lot prices — that shows up as the upper tail of the city category (medians are unaffected).

Categories. Assigned by a priority rule using waterfront subdivision names (lake), current-use ag / timber / 25+ acres (farmland), acreage

(rural), Florence city limits + city blocks (city lots), and subdivision names (new-subdivision). Commercial separated by name (office/medical/retail/industrial), commercial corridors (Cox Creek Pkwy, Florence Blvd, Mall Rd, Helton Dr), and vacant deals over \$1M.

Acreage. From assessor deeded/calculated acres; present on ~75% of land sales. \$/acre shown only where known. Some deeds convey multiple parcels for one price — those can inflate a single parcel's \$/acre, so lean on medians. City/county split uses the parcel's municipality code (Florence verified against 'City of Florence' block parcels).