



LANDZILLE

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YOUR TRUSTED GUIDE TO SMART LAND INVESTMENTS.



I AM LAND

ELEMENTS OF WORTH

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1. FROM THE CEO'S DESK: ON THE NATURE OF WORTH.

Worth does not shout, it waits. In a world that moves faster each day, where timelines shorten and attention fragments, land reminds us that some forms of value grow in silence. The soil does not rush, the rain does not ask for applause, and even the wind, invisible yet powerful, reshapes what it touches slowly, almost imperceptibly. This is the quiet rhythm of true worth.



As land investors, we often chase data, deadlines, and deals, forgetting that the deeper truth of value lies in stillness and patience. It lives in the act of watching a barren stretch of earth turn green after a season of trust, or in walking the same acres a year later and realizing that something has quietly changed. The earth anchors us to what is real and lasting. The air carries our vision toward opportunities just beyond our reach. Water, ever adaptable, reminds us that value flows where flexibility exists. And vision, the rarest element gives purpose to it all. Together, these elements form the unseen foundation of worth, where art and assets meet.

At Landzille, we have come to understand that worth cannot be measured by market value alone. It is also found in what the land teaches us: patience, foresight, and the discipline to see beyond the present moment. Every lot, every tract, is both a mirror and a lesson in time, faith, and transformation.

So as you turn the pages of this month's **I AM LAND**, take a moment to pause and breathe between them. Reflect on what is unseen but steadily at work beneath the ground, beyond the horizon, and within your own plans. Because sometimes, the most valuable things are not yet visible. They are simply taking root.

Thank you for being part of this growing community, for your trust, your curiosity, and your shared belief that land is more than an asset; it is a legacy in motion. Together, we continue to shape not just property lines, but possibilities.

Warmly,

Akingbade Akinfenwa

Founder & CEO, Landzille

2. ELEMENT ONE: EARTH - THE WEIGHT OF VALUE



The true value of land begins beneath the surface, where soil quality and geography lay the foundation for enduring growth and wealth. In land investment, Earth is more than a surface, it is the first ledger of worth. Beneath every acre lies a story of minerals, moisture, and memory; a quiet balance of science and patience that has shaped civilizations, economies, and destinies. The earth's composition—its soil types, mineral content, and geographical setting—can dramatically influence its worth and potential, shaping real estate futures often invisible to the casual observer. For discerning investors, understanding this subterranean landscape is crucial, as the most profound returns stem from patience and a deep reading of the ground beneath growth.

Soil is often an unsung hero in land investment. Fertile loamy soils, rich in organic matter and with excellent drainage, consistently command higher valuations because they maximize agricultural productivity and support sustainable land use. Such lands naturally attract farmers, developers, and environmental programs, increasing competition and value.

On the other hand, sandy or clay-heavy soils with poor water retention can limit use and curb price appreciation. Areas with mineral rights or renewable energy potential such as solar or wind farms can further boost land value beyond its surface utility. For instance, lands with ownership of mineral rights may have significantly higher market prices due to potential oil, gas, or renewable energy development opportunities, which can create a compelling financial upside for investors focused on long-term returns.

When we talk about **value**, it is easy to think in terms of numbers; price per acre, return on investment, appreciation rate. But what anchors those numbers is always the same: the ground itself. The soil composition, elevation, and geological history of a property determine more than what can grow; they influence zoning, drainage, construction potential, and, ultimately, market value.

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A recent **USDA report** found that regions with well-managed agricultural soil systems saw land appreciation rates **14–18% higher over a ten-year period** than those without consistent soil maintenance or environmental planning. Meanwhile, **Texas A&M's Real Estate Center notes that North Texas rural land values have risen by over 23% since 2020**, driven not only by development but by the renewed recognition that fertile, well-positioned ground is a finite resource.

The ground beneath growth tells a patient story. ***In places like Fannin, Hunt, and Cooke counties, what once looked like endless open fields are now part of a rising economic corridor.*** Highways, utilities, and residential migration may grab the headlines but it is the stability of the earth below that makes progress possible. Infrastructure is only as sustainable as the land that holds it. When investors walk a property, most look outward toward horizons, boundaries, and access roads. But seasoned investors, surveyors, and soil scientists look downward. They study the subtle gradients, the type of grass, the moisture underfoot. They know that a few inches of sandy loam can change everything from future crop yield to septic feasibility to long-term appreciation potential.

To see the land, truly see it, requires both art and analysis. And no one understands this better than those who map it. The impact of geography transcends simple location; it encompasses topography, climate, access to infrastructure, economic vitality, and ecosystem uniqueness. Studies confirm that properties near urban centers with robust infrastructure enjoy superior appreciation rates. Desirable climates whether temperate coastal zones or areas with unique natural features also enhance appeal and thus market value. Geography shapes destiny by connecting land to the rhythms of human activity and natural forces, making the context of each parcel pivotal to its investment potential.

3. ELEMENT TWO: AIR - THE CURRENCY OF VISION



Air is invisible but it moves everything. There is a dimension as vital as the soil beneath our feet, the dimension of air. It is the intangible yet powerful currency of vision, shaped by foresight, propelled by innovation, and swept along with the winds of migration. This element symbolizes the ability to see beyond the present landscape, to navigate the currents of change, and to harness emerging forces that define tomorrow's value long before the ground itself transforms. In the world of land investment, *vision* is the air we breathe. It is what separates speculation from strategy, and short-term gain from long-term value. The most successful investors are not merely reacting to market shifts, they are anticipating them, reading the subtle winds of change before the world feels their full force.

The North Texas land market is a masterclass in this invisible motion. Over the past five years, the region has witnessed one of the fastest population migrations in the country, with ***nearly 400 people moving into the Dallas–Fort Worth area every single day***, according to U.S. Census data.

That growth, combined with infrastructure expansion like the **\$5 billion Dallas North Tollway extension** and increased manufacturing investments, is driving demand far beyond city limits.

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Where others see open air, visionary investors see opportunity forming in the path of progress. A 2024 CBRE report found that **rural-to-suburban transition zones in North Texas, especially** within 60–90 minutes of Dallas are experiencing **land appreciation rates up to 28% higher** than state averages. These are areas where development is not yet visible, but inevitable; where airspace and zoning are being quietly redrawn to accommodate future industrial, residential, and renewable projects.

Migration, the movement of people driven by opportunity, lifestyle, and economic tides creates invisible currents that uplift or diminish land values before structures rise. Understanding these patterns gives investors a vital edge, allowing them to invest in areas on the cusp of demographic change, where the wind carries new neighbors and fresh economic energy that will increase land's worth long before it becomes obvious. Vision, like air, demands perspective. It is not about what's happening today, but what's quietly aligning tomorrow's migration trends, utility corridors, school district expansions, environmental resilience, and even digital infrastructure. **“Every map has layers,”** says Jason Harper, an urban planning consultant who advises developers across the I-35 corridor. **“But only those who look through all of them at once can see the future forming. The smart investor is not chasing movement, they are aligning with its direction.”**

That is the paradox of Air: it is intangible, yet measurable through its effects. You cannot see value forming in the breeze, but you can feel its pressure in rising demand, shifting demographics, and legislative priorities. North Texas continues to attract visionaries who recognize that value doesn't begin at the surface; it begins with foresight. When a buyer steps onto a quiet field and imagines tomorrow's skyline, they are engaging in the purest form of vision, one that breathes life into the invisible.

Air is the currency of that vision. It rewards those who study movement, understand timing, and trust in direction. In every great investment story, there is a moment when the data is still quiet, the land still empty, and the opportunity still unseen. That moment belongs to those who can read the wind. Because while the earth may hold worth, it is the air that carries it forward.

4. ELEMENT THREE: WATER - THE FLOW OF FLEXIBILITY



If Earth gives us foundation and Air gives us vision, then Water gives us flow; the quiet connector between what is possible and what is sustainable. In land investment, flexibility is more than a strategy; it's a survival instinct. Markets shift. Seasons change. Policies evolve. But the land that endures is the land that adapts. Water as a dynamic element in land investment signifies flow, adaptability, and infrastructure-driven resilience. Projects that enhance water management and infrastructure notably increase land value and liquidity while fostering climate resilience and community sustainability. These insights underscore the essential role of planned water systems in maintaining and boosting the economic and ecological robustness of land assets.

Water teaches us that value is never static. It moves with context, shaped by infrastructure, climate, and use. The most resilient investments are those that anticipate change and flow with it rather than resist it. In North Texas, where geography and growth meet in constant motion, adaptability has become a form of currency.

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According to the Texas Water Development Board (TWDB), North Texas is projected to experience a 40% increase in water demand by 2070, driven by both population growth and industrial expansion. At the same time, **strategic watershed management and improved irrigation technologies have reduced regional agricultural water loss by nearly 18% over the past decade**. Behind those numbers lies a simple truth that where water flows, opportunity follows.

For investors, water availability and drainage capacity are not just environmental concerns, they are economic indicators. **A 2023 study by the Texas Real Estate Research Center revealed that land parcels with reliable water access either natural, municipal, or agricultural recorded long-term appreciation rates 22% higher than comparable dry tracts. Similarly, flood-resilient properties with documented drainage infrastructure attracted 30–35% faster buyer interest in rural transactions.**

In regions like **Fannin, Hunt, and Grayson Counties**, proximity to reservoirs such as **Bois d'Arc Lake, Lake Ray Roberts, and Lake Texoma** has transformed once-overlooked acreage into prime investment corridors. These bodies of water are more than geographic features; they are catalysts of connectivity feeding ecosystems, communities, and entire economies. Around **Bois d'Arc Lake**, new roads, recreational zones, and residential developments have turned quiet farmland into vibrant opportunity corridors. **“Water changes the math,”** explains Rachel Denton, a North Texas land surveyor specializing in hydrographic mapping. **“It doesn’t just influence the soil, it also defines the future of land use, from agriculture and recreation to sustainable development.”**

Yet water's influence extends beyond the physical. It is also a metaphor for liquidity, the investor's ability to move with the market. The most agile land portfolios are those built on timing, foresight, and adaptability to policy shifts, interest rate cycles, and zoning transitions. **“Those who thrive in land investment,” says Denton, “understand that rigidity is risk. The market rewards those who stay fluid.”** As climate awareness and urban migration reshape the American landscape, flexibility will become the new foundation of value. Land that adapts whether through diversified zoning, conservation partnerships, or regenerative land use will outperform land that merely waits.

In the end, water reminds us that worth does not always hold still. It bends, adjusts, and finds new paths through resistance. It teaches that flexibility is not a weakness, it's the quiet strength that ensures continuity. Because in land, as in nature, value does not just rest on what is firm. It flows through what is able to move.

5.ELEMENT FOUR: VISION - THE LIGHT THAT CONNECTS IT ALL



The future of land in North Texas is written by those who dare to imagine it differently, who understand that Earth, Air, and Water are essential, but vision is the beacon that guides us to what endures. This is the essence of worth, the courage to see not just what land is, but what it can become. Every great investment begins with a vision, a glimpse of tomorrow seen through the lens of today. Vision is the rarest element because it cannot be touched, measured, or mapped, yet it shapes every decision that defines the future. It is what allows us to see potential in the untouched, promise in the uncertain, and value in the unseen.

In the story of land, vision is the light that connects everything else, the bridge between the tangible and the possible. Earth gives us foundation. Air gives us direction. Water gives us flow. But it is vision that binds them into meaning, turning data into destiny and acreage into ambition. Across North Texas, the evidence of vision is visible in motion.

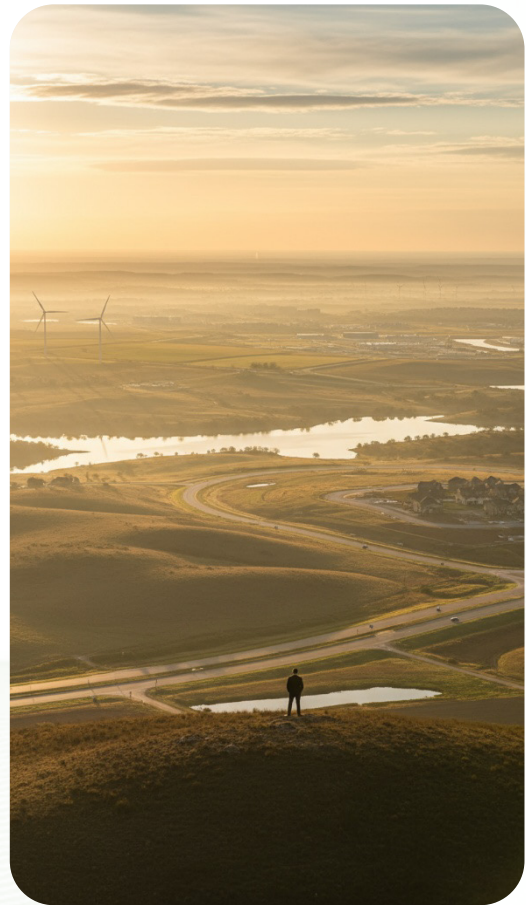
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The ***Dallas–Fort Worth metroplex***, now home to over ***8 million people***, continues to expand outward, with ***rural-to-suburban land sales up 21% year-over-year (Texas Real Estate Research Center, 2024)***. Each mile of that growth tells a story of someone who saw the horizon differently. What was once a remote field in Cooke County is now part of an industrial corridor; what seemed like farmland in Grayson is now the edge of a new residential frontier.

Vision has always rewarded those who see not just what is but what could be. It is what guided early developers who saw beyond barbed-wire boundaries, and what drives today's investors who study patterns of population, logistics, and lifestyle. The same winds that carry opportunity for one region often begin as whispers of change years earlier in census data, highway blueprints, or infrastructure plans.

But beyond numbers, the light that connects it all is emotional and forward-looking, a recognition that land is a living archive of human intention, a canvas where past, present, and future converge. It is the recognition that investment in land is a commitment to legacy, stewardship, and the possibility that the unseen seeds of today will flourish into the landscapes of tomorrow that the acres under your care are part of something larger than yourself. For many, that story isn't just about return on investment. It's about creating continuity for families, for communities, for the future.

At Landzille, we see vision as the heartbeat of worth. It fuels patience, informs planning, and gives purpose to every parcel entrusted to our stewardship. We believe that when people invest in land, they are not acquiring property rather they are participating in a larger conversation between time and terrain. Because in the end, the truest measure of worth is not in what the land is today, but in what we have the courage to imagine it becoming.



6. A LANDSCAPE OF TIME: THE ETERNAL DIALOGUE



As investors, when we look upon land, we see more than acres and coordinates; we see cycles, rhythms, and stories written by time itself. Land is a landscape of seasons unfolding in patient dialogue with nature's elements and the movements of economy and society. This eternal dialogue invites us to consider land not as a mere asset, but as a living archive of growth, resilience, and stewardship.

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In North Texas, the dialogue between land and time is not just poetic, it's economic, measurable, and alive. ***Over the past decade, rural and semi-rural regions within a 90-minute radius of the DFW Metroplex from Gainesville to Bonham, and Muenster to Bowie have seen an average land appreciation of 7.2% per year, outpacing national averages by nearly 40%.*** What looks like patience, in truth, is performance disguised as stillness.

The Texas Real Estate Research Center reports that agricultural and transitional land across North Texas has doubled in market activity since 2018. Yet beneath those figures lies a subtler truth: appreciation follows stewardship. Areas where landowners practice soil regeneration, sustainable water management, and planned mixed-use development show ROI increases up to 18% higher than comparable parcels left unmanaged. It is a reminder that value compounds through care not speculation.

*The seasons, too, conspire with this lesson.
Spring rewards the groundwork of winter.
Summer magnifies what roots have endured.
Autumn teaches recalibration and letting go.
Winter, though quiet, redefines potential.*

Each cycle mirrors the investor's journey through waiting, refining, learning when to yield and when to hold. And as November's cool winds blend earth, water, air, and light, so too must investors blend bold vision with quiet respect for the elements, for time, and for the enduring worth that land offers as both foundation and future.

In a world of algorithms and acceleration, land remains one of the few investments that cannot be rushed. It teaches us to measure time differently not in fiscal quarters, but in harvests; not in exits, but in ecosystems. And so, as this issue closes, we return to where it all began: the elements. Earth, air, water, and vision. Together, they remind us that land investment is not a transaction; it's a relationship across generations.

Editor's Note:

As the pages of I AM LAND turn with the seasons, we thank you our readers, investors, and vision-holders for being part of this unfolding story of North Texas. Every plot, every plan, every patient decision adds to the greater landscape of shared growth.

Until next month, may your roots run deep, your vision stay clear, and your worth like the land itself and continue to rise with time.

The Editorial Board, I AM LAND.

7. LANDZILLE RECOMMENDS: BOOK, TOOLS, EVENTS

BOOK OF THE MONTH

Strategic Land Lease Playbook by Akingbade Akinfenwa



This playbook exemplifies how the elements of vision, flexibility, and grounded strategy converge in North Texas's dynamic market. Download it free at [RESOURCES](#)

TOOLS TO LOVE:

- » USDA Web Soil Survey – A free resource to evaluate soil quality, type, a foundational insight for any serious land investor before purchase.
- » Windy.com – A data-driven tool that visualizes wind, weather, and environmental conditions helping investors align.

UPCOMING & RECENT EVENT:

- » **The Next Chapter: Back on Track, Bigger Than Before** After the success of **Gainesville Phase 1**, we set out to raise the bar even higher. Along the way, we hit a brief pause, an important checklist demanded our attention. At Landzille, we never rush excellence. So, we went back to research, refined our data, and uncovered something even more promising — a location where **growth, demand, and timing** are aligning like never before. Now, we are **back on track**, and what's coming next isn't just another project — it's a **juicier, more rewarding opportunity** for our investors. Stay tuned, the wait will be worth it.
- » **Behind the Build: Refining the Future with GEOTELA** The journey from concept to creation continues and we are closer than ever. The foundation has been built, the vision is taking shape, and now, we are in the refinement stage fine-tuning, perfecting, and adding the finishing touches that will make GEOTELA truly unforgettable. Every screen, every integration, every feature is being shaped with precision because this is not just another tech product; it is a *gateway into the living stories of land and place*. We cannot wait for the world to see and experience what is coming.
- » **October Community Event Recap:**



This month, *The Opportunity Room Podcast* featured CEO Landzille LLC where insights were shared on exploring how cybersecurity and land investment intersect to create tools for empowerment and generational wealth. From digital resilience to strategic land ownership, this discussion bridges two worlds: technology *and real estate* revealing how both can secure a sustainable, prosperous future.



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