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Matre Forestry Consulting, Inc.

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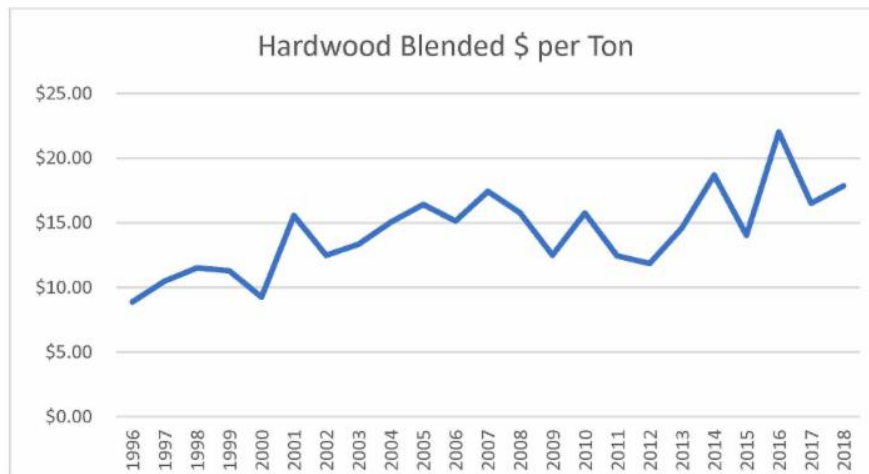
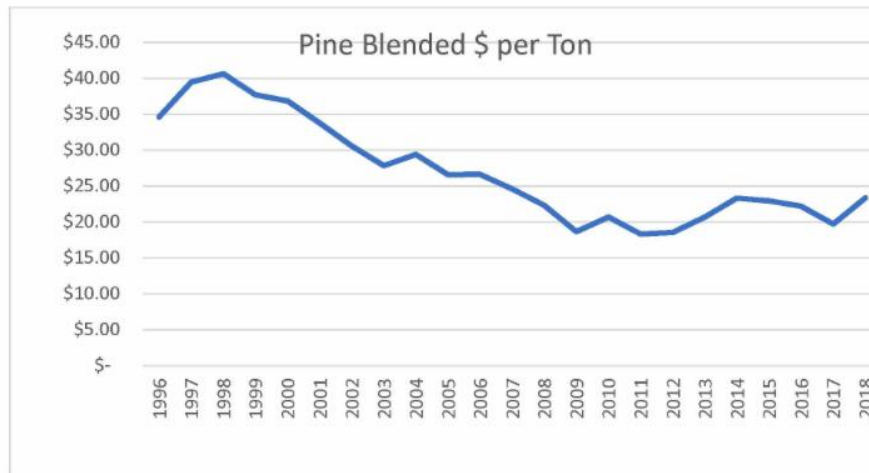
Dear Matre Forestry Newsletter Subscribers,

Yep, this one is a two for one email blast. I am including a little snippet from some southwest Georgia timber market research that may be of interest to you, and also I am including some information on some new pricing and other updates for our land listings.

Timber Price Trend for Southwest Georgia (the general trend should apply to most other southern timber markets):

Below are Southwest Georgia trend lines for pine blended price per ton and hardwood blended price per ton stumpage prices, based largely on RISI timber data, with some tweaks based on Matre Forestry timber sale data. Blended means we averaged the price of pine pulpwood, chip-n-saw, and sawtimber for the pine blend price. And the hardwood blend price is the average of hardwood pulpwood and mixed hardwood sawtimber prices.

So, take a look at the two charts below, and then below that there is a little more commentary. And then finally, some updated listing information.



Well, this is a quick email blast, so I will keep commentary to a minimum. The decline in pine prices and the increase in hardwood prices is a result of the good ole law of supply and demand. My gut tells me that hardwood prices will continue improving overtime, especially for hardwood sawtimber, because supply should always be kind of tight, but the demand will still be there.

On the pine side, during the great recession, which I affectionately refer to as the Obama Years, pine demand was in the dumps while pine supply was high. We still have high pine supply, but fortunately improving pine demand now, improvements in sawmill efficiency, and even a few new pine sawmills coming online. As far as pine supply goes, in 1972 Georgia had about 3,000,000 acres of pine plantation, and by

2012 Georgia had about 7,000,000 acres of pine plantations. (source: https://www.srs.fs.usda.gov/pubs/ru/ru_srs038.pdf). In 1997, over a half million acres was in the CRP program, mostly CRP planted pines (source: https://www.nrcs.usda.gov/Internet/NRCS_RCA/reports/nri_ga.html). Not only does Georgia have a whole lot of pine plantations, we have improved yield significantly through better seedling genetics, better competition control, and some cases fertilization. We have probably maxed out our Georgia acreage of pine plantations or came close to it, so going forward, maybe pine demand will gain some ground on pine supply, leading to some pine price growth over the years.

New Prices and Videos for Matre Forestry Listings:

2018 was a great year for our land sales, and to jump start 2019, we have reduced prices on some listings, produced a couple of drone videos, and working on a couple more videos now. Click the links for more detail. Here we go:

[759 Acres in Worth County GA: Smoking Gun Plantation](#), \$2,850,000 (includes all equipment, furnishings, dogs, and commercial quail hunting business).



Smoking Gun Plantation

[318 Acres in southern Harris County GA](#): HBU Timberland. Fast growing county, mature timber, lake, creeks, paved road frontage, \$1,270,410
 or [Buy Tract 1, 119 Acres](#), \$550,000 **NEW OFFERING**
 or [Buy Tract 2, 199 Acres](#), \$725,000 **NEW OFFERING**

[252 Acres in Terrell & Dougherty County GA](#): HBU Timberland. Kiokee Creek Preserve. Ideal for future development or a permanent conservation easement. Gorgeous property actively managed for timber and wildlife. \$749,700



Kiokee Preserve for Sale

[206 Acres in Baker County GA:](#) Gorgeous property adjoining Elmodel WMA for additional hunting land. Elmodel WMA is archery only, with bird dog training areas and dove fields. This aesthetic fire maintained 206 acre timber property has been babied by the owner since the 1960's, and now it can be handed off to you. \$2490 per acre. **NEW PRICE New video coming soon**

[122 Acres on the Flint River in Dougherty County GA:](#) Cotton Boat Shoals Tract. Hard to find Flint River frontage with mature timber and small, well kept house. \$435,000 **NEW PRICE New video coming soon**

[94 Acres in Atkinson County GA:](#) Only \$1590 per acre with significant merchantable and pre-merchantable timber, plus a small row crop field, paved road frontage, in one of the hottest timber markets in the southeast. Everyone says you have to buy many 100's or 1000's of acres to make a good timberland investment - WRONG. Here is one for less than \$150,000! **NEW PRICE Ideal for a Self Directed IRA!**

43 Acres Terrell County GA: JUST SOLD

[24 Acres Miller County GA:](#) \$42,000 **NEW PRICE, UNDER CONTRACT**

[5 Acres Blakely GA City Limit:](#) \$19,000 **NEW PRICE** Seller says bring all offers. On the Blakely bypass (MLK Jr. Blvd.) in town. Could be a great spot for a business, or apartments.

Are you considering selling land in Georgia or Alabama? If so, we would love to talk with you about it, and if we can help, we will deliver a detailed property specific marketing proposal for you to consider. Contact Mike Matre today at 229-869-1111 or mike@matreforestry.com

Matre Forestry Consulting, Inc. of Albany, Georgia was established in 1999. Matre Forestry assists clients in Georgia and Alabama with land sales, land and timber management, and land acquisitions. Mike Matre is a registered forester in GA & AL, a licensed real estate broker in GA & AL, a member of the Association of Consulting Foresters, & an Accredited Land Consultant with the Realtors Land Institute.

We strive to provide an informative newsletter for those interested in timberland and farmland investments, land management, and land and timber market news. If you were forwarded this email, we hope you will subscribe. We keep our subscriber list confidential and will not share or sell our list, and we will not bombard your inbox with frequent emails. We send our quarterly newsletter notice out once a quarter, and occasionally we send out short email blasts to inform our subscribers of available properties, available hunting leases, and share important current event news that affects the land and timber markets. You can unsubscribe at anytime. Please forward to a friend. We welcome your feedback.

Sincerely,

Mike Matre, ACF, ALC
Georgia & Alabama Registered Forester & Land Broker
Accredited Land Consultant
Association of Consulting Foresters
Matre Forestry Consulting, Inc.
2549 Lafayette Plaza Drive

Suite 204
Albany GA 31707
Office 229-639-4973
Fax 229-255-2910
Mobile 229-869-1111
mike@matreforestry.com
www.matreforestry.com



Matre Forestry Consulting, Inc., 2549 Lafayette Plaza, Suite 204, Albany, GA 31707

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