



7/15/2024



Above: Flatiron Building Cigars, Painting by Plaid Columns, <https://www.matregallery.com/>

Dear Matre Forestry Newsletter Subscribers,

I hope everyone has had a great Monday, despite such a tragic Saturday at the Trump Rally in Butler, PA. Our prayers are with Trump and his family, the family of Corey Comperatore, the other victims and their families, and our country as a whole. Just as Trump decided to power through to the RNC in Milwaukee as planned, we are powering through at work as with any other Monday. I do admit I have taken more breaks than usual to get caught up on the latest today, and to take in some of the RNC and the news of Vance being picked as Trump's VP.

With all of that said, let's jump into to a quick land & timber market update.

LAND MARKET UPDATE



That's yours truly above speaking on the land & timber markets at the recent [Georgia Forestry Association](#) regional meeting in Albany GA. Specifically, I was doing an overview of our SVN Saunders Ralston Dantzler Real Estate [Georgia Lay of the Land Report](#) (click the underlined link for your personal copy of the report). Stay tuned for the announcement of our 2nd Annual Georgia Lay of the Land Conference.

The Georgia Lay of the Land Report is a thorough overview of the Georgia land market, broken out into major categories such as timber, agricultural, recreational, and transitional land.

In Georgia and east Alabama where I most frequently work, very recently things have been a little quite in the summer heat, which often happens. However, in late June and early July it fired back up with several deals going under contract, plus a couple of closings. As we get closer to hunting season, we expect land sale activity to increase.

Recent SOLD Land Highlights:

- Southeast Alabama Recreational Timber Tract: SOLD for \$3500 per acre, cash deal, 100 to 499 acre size class, (co-listed by [Mike Matre](#) & [Troy Amos](#))
- Southwest Ag & Timber Tract (50% dry ag & 50% timber): SOLD for \$4,000 per acre, cash deal, 100 to 499 acre size class, (listing broker Mike Matre)
- Southwest Ag Tract (mostly dry ag with some irrigation): SOLD for \$5605 per acre, cash deal, 500 to 999 acre size class, (off market sale, Mike Matre represented the seller).

**Note: Counties and exact acres not included above due to confidentiality expectations of the buyers and sellers. The closed deals above have not been recorded and made public yet.*

AVAILABLE Land Highlights:

- <https://www.saundersrealestate.com/property-listings/grey-hunt-farms/> +-1137 acres in Worth County GA; Prime hunting, timber, & ag with house; \$6450 per acre AVAILABLE, Listing Broker Mike Matre, SOME DIVISION CONSIDERED, SELLER FINANCING CONSIDERED
- <https://www.saundersrealestate.com/property-listings/flynn-hunting-timber/> +-196 acres in Lee county GA; Prime hunting & timber, lots of wild quail; \$7400 per acre AVAILABLE, Listing Broker Mike Matre, SOME DIVISION CONSIDERED, SELLER FINANCING CONSIDERED
- <https://www.saundersrealestate.com/property-listings/sunspot-hunting-and-timber-north/> +-462 acres in Bullock & Macon Counties, AL; Excellent timber and hunting property; \$3800 per acre AVAILABLE, Listed with Mike Matre & Troy Amos
- <https://www.saundersrealestate.com/property-listings/killingsworth-pataula-creek-farm/> +-310 acres in Randolph County GA; Great timber property with pasture and lots of Pataula Creek frontage (Killingsworth East); \$3300 per acre AVAILABLE, Listing broker Mike Matre
- Browse our company wide listings at <https://www.saundersrealestate.com/property-listings/>

UNDER CONTRACT Land Highlights:

- <https://www.saundersrealestate.com/property-listings/00-county-rd-31-morris-sale/> +-286 acres in Randolph County GA; Great timber property on Deer Creek (Killingsworth West); List Price \$3300 per acre UNDER CONTRACT, cash deal. Listing Broker Mike Matre
- <https://www.saundersrealestate.com/property-listings/peace-ichawaynochaway-retreat/> +-87 acres in Bake County GA; On the Ichawaynochaway Creek with great timber, house, and more; List Price \$9770 per acre UNDER CONTRACT, cash deal, Listing Broker Mike Matre

You may have noticed, the recent SOLD & UNDER CONTRACT DEALS are all cash deals, which seems to be the norm lately in the land market.

We continue to be in a tight land for sale inventory market with still strong demand, so if you have been considering selling land, now is the time and we would love to talk with you. Also, if you are in the market to purchase land, and/or need assistance selling timber, need an appraisal or land/timber investment analysis, or need help or advice regarding all things land management and forestry, we are just a phone call away. Call Mike Matre at 229-869-1111, or email mike at mike@matreforstry.com.

One last thought, if you are gun-shy about buying land in this seller's market, you might as well jump in. With so many people wanting land as not just a safe investment and a place to hunt, but now a place to retreat to in this chaotic world, and so few land owners interested in selling, it could be that the current land prices not only hold but may continue increasing. Also, the fact that so many new landowners are in their tracts debt free or with little debt will help bolster land prices. Of course, land prices could go down, but if you find the land property that is right for you and the purchase price is in your budget and somewhat in line with somewhat similar nearby properties, as Van Halen sang, you might as well jump.

TIMBER MARKET UPDATE

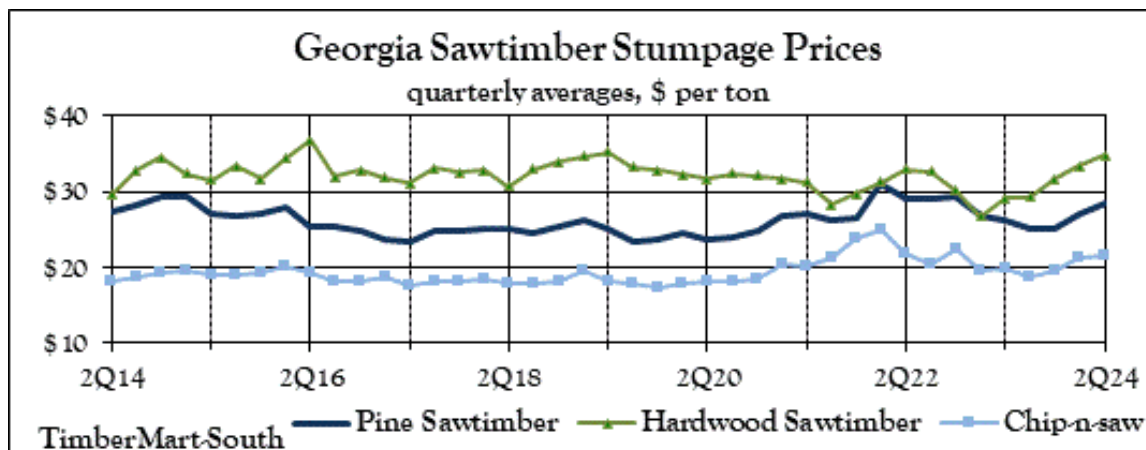


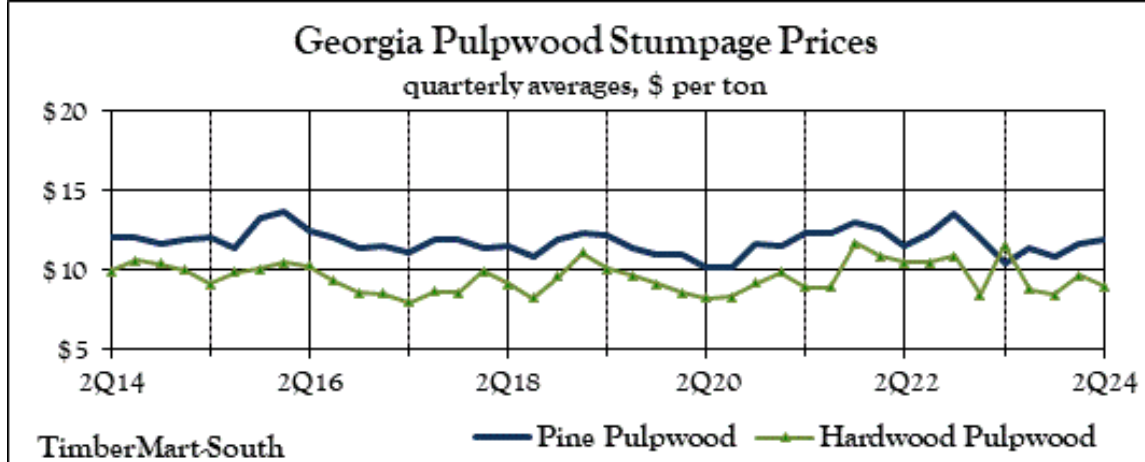
The [Georgia Lay of the Land Report](#) mentioned above has timber market information, in addition to land market information. For a quick summary, sawtimber and chip-n-saw market has been relatively good lately, and flat. Pulpwood, which has been struggling, has been showing signs of improvement. The outlook for chip-n-saw and sawtimber is generally positive, and with pulpwood recently tanking, the pulpwood market should trend in the positive direction, but may do so very slowly.

Southwest Georgia Timber Market Commentary:

We do not publish publicly our prices received for our client timber sales. If you are considering selling timber or if you need a timber appraisal and we handle the project on your behalf, we will provide you with a detailed timber market analysis, just as we provide a detailed land market analysis for our land sales and acquisition services.

The following statewide charts are compliments of [TimberMart-South](#) (TMS):





While local timber prices vary greatly from county to county, and sometimes even within a county, the above statewide charts are useful to see the general timber market trendline. In addition to location, local timber prices are heavily influenced by access quality, especially wet weather loggability, and wood quality.

TIMBER MANAGEMENT RECOMMENDATIONS



Above: **Roller Chopping**, AKA Drum Chopping, last fall in Stewart County GA on a Matre Forestry client tract, after a mid summer herbicide treatment and prior to longleaf planting by hand.

For clearcuts with a couple of years or more of green-up, chopping is a cost effective way of improving planting conditions. Either, we are chopping and then spraying after re-sprouting, or chopping a couple of months after spraying. Chopping is often preferable over site prep burning, because sometimes clearcuts will not burn well, and sometimes they burn to well to the point you have to many jumps. Also, permitting site prep burns is becoming more difficult, especially when highways, towns, airports, etc. are nearby. In many cases, we are preferring chopping over burning for reforestation site prep. The unburned vegetation and woody logging debris chopped and left onsite decomposes, adding nutrients to the soil.

One last thing I will add about reforestation site prep, if the clearcut has only one summer of growth, and in some cases two years of growth, we typically do not have to burn or chop to get a good tree planting job done. It just depends on what type of vegetation comes back and the site index. A high site index clearcut can become pretty hairy quickly, whereas a low site index site may stay relatively clean for a couple of years. However, if the clearcut is on a hunting property or any property where a more groomed look is preferred, burning is an effective way to reduce loading ramp piles and other woody logging debris.

Currently reforestation site prep is in full swing. If you have not planned for tree planting/reforestation for this upcoming 2024/25 winter planting season, it is most likely to late. We did just pick up a smaller +-25 acre job near one of our large reforestation projects, but generally it is to late to both coordinate site pep and reserve seedlings now. There is always next year though,



Above: Wet weather access improved via rock on a Matre Forestry client tract in Worth County GA.

As mentioned above in the Timber Market Update section, timber prices are heavily influenced by wet weather access. The small drain in the above picture stays wet most of the year, and could only be crossed by a log truck during a drought. Less than a dump truck load of rock made the 20 acres of mature pine on the other side of that drain accessible year round for log trucks, increasing the timber value on that 20 acres significantly. The hunters were pretty happy as well.

We opted for a ford, or low water crossing, with rock because the drain moves a lot of water during heavy rains, which we felt was likely to wash out a culvert. This particular drain is also kind of a broad flat, rather than a defined creek channel, which sets up better for a rock ford crossing.

So, if you have some wet spots limiting your property access for logging, hunting, management, and overall property enjoyment, invest in rock. As AC/DC sang, for those about to rock, we salute you.

"Land, an investment you can truly enjoy"

Mike Matre

Thank you very much for being a subscriber to the Matre Forestry Newsletter, a great way to keep up with our land listings, and receive occasional news regarding timber and land market conditions, land management and investment tips, and occasional giveaways. We would also invite you to like Matre Forestry on Facebook and Instagram and/or YouTube, and Mike Matre on LinkedIn. We keep our subscriber list confidential and you can unsubscribe at anytime.

Sincerely,

Mike Matre, ALC, ACF, RF
Georgia & Alabama Registered Forester and Land Broker
CEO, Matre Forestry Consulting, Inc. www.matreforestry.com
Senior Advisor, SVN | Saunders Ralston Dantzler Real Estate www.saundersrealestate.com
Accredited Land Consultant & Member Association of Consulting Foresters

Office 229-639-4973 Cell 229-869-1111
mike@matreforestry.com or mike.matre@svn.com
129 Broadleaf Dr, Albany GA 31701

Matre Forestry Consulting, Inc. |
www.matreforestry.com



Matre Forestry Consulting, Inc. | 129 Broadleaf Dr | Albany, GA 31701 US

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