



6/15/2022

Re: Land Market Report Southwest GA 2022 June

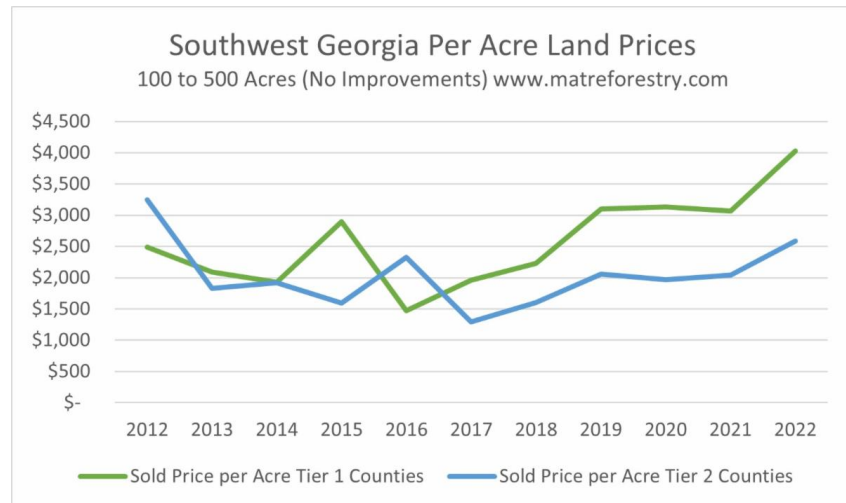
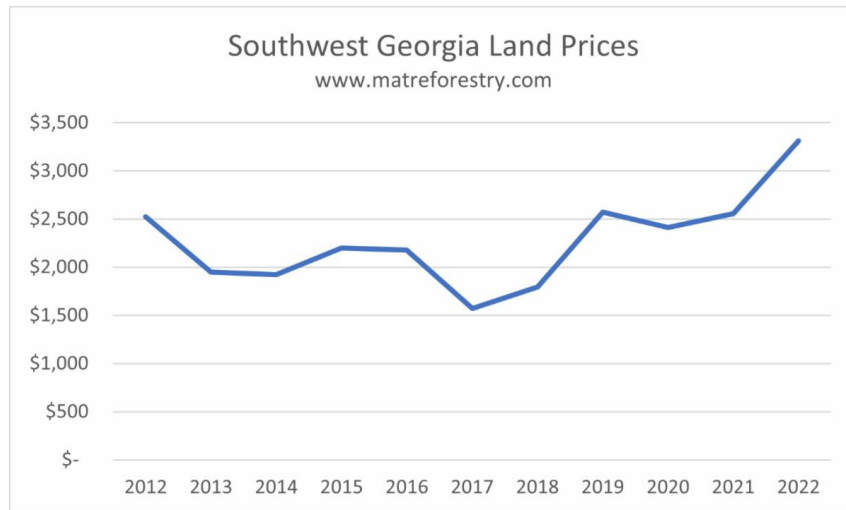
Dear Matre Forestry Newsletter Subscribers,

I thought I would share some Southwest Georgia land & timber market research data I was working on in the form of charts, to visually see where we have been over the past decade.

Source: Lands of America land sales database, which Matre Forestry is a licensed user of. Forest2Market timber sales database, which Matre Forestry is a licensed user of.

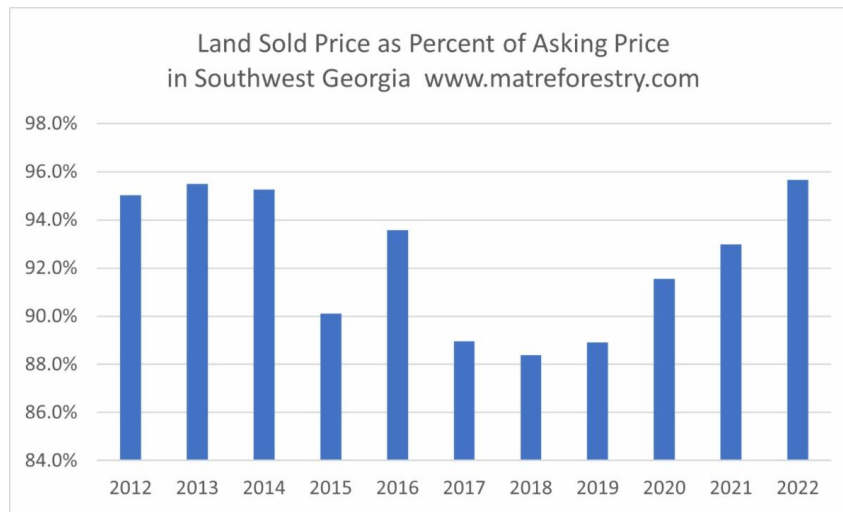
SOUTHWEST GEORGIA LAND MARKET

The following information is for land sales within a 60 mile radius of Albany GA 100 to 500 acres without a house.



Probably the most telling graph of the two above is the 2nd one, which separates the land sale data into

Tier 1 Counties and Tier 2 Counties, as determined by Matre Forestry. We made the distinction because there are two distinct markets in Sowega. We called counties along the Flint River and most of the counties south and east of Albany Tier 1 (premium). Tier 2 counties are generally southwest, west and northwest of Albany. Tier 1 counties have higher per acre values due to so many hunters wanting to be close to the Flint River, a higher percentage of cropland, closer proximity to the Florida line, more high end properties such as quail plantations, and generally larger deer.



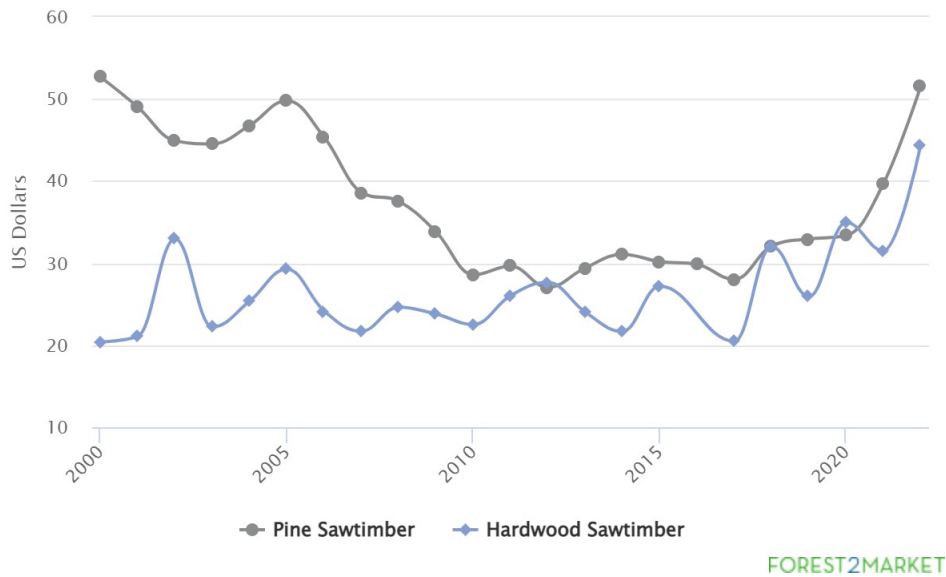
Above: Time on the market and sold price expressed as a percent of asking price is a good indicator of how hot or cold the market is. Prior to covid, it was not uncommon for land to sit on the market well over a year, and it was not uncommon for sellers to let their land go for well under asking price. Since covid, time on the market and room for negotiations has certainly tightened up.

Caution: Land values vary greatly from tract to tract, depending heavily on attributes, location, and access. This information is intended to show the broad land market over time, and should not be used to value a specific property.

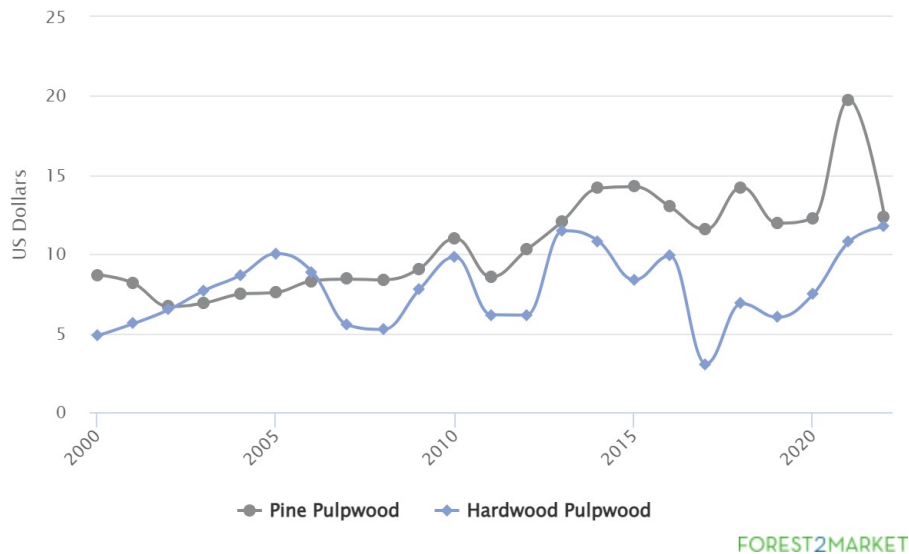
See our land listings including our newest, 25 acres near Lake Seminole and 131 acres near Lake Eufaula, at <https://www.matreforestry.com/properties.html>.

SOUTHWEST GEORGIA TIMBER MARKET

Price Per Ton (Weighted)



Price Per Ton (Weighted)



Caution: The timber price graphs do not reflect a recent cool down in the timber market, due to both dry weather and the numerous negative economic indicators, including the obvious such as high diesel cost, but also labor shortages (both in trucking and logging). Another caution: Timber prices fluctuate greatly over time, and from tract to tract and timber sale to timber sale. And yet another caution: Like the land market, the timber market is generally stronger east, southeast, and south of Albany than it is in the other direction, and the sales database the above graphs are based on have a higher percentage of the sales coming from southeast of Albany. This information is intended to show the broad timber market over time, and should not be used to value a specific stand of timber.

GOING FORWARD

I will stop short of making specific predictions, since we are in uncharted economic and political territory, but if you have been considering selling land and/or timber, it would be probably be a good idea to go ahead and pull the trigger.

God bless America.

Hopefully this information is helpful to those interested in the land and timber markets of Southwest Georgia, one of the best places to own land of any type. Why is Sowega one of the best places to own land? Because, we have excellent hunting and fishing, great people, a great climate, great water, productive soils, solid timber and agriculture markets, and setting Sowega apart from all other US locations, we are sitting right on top of Florida. Why is Florida important? There is a huge population of Florida outdoorsmen that want to own good hunting land within a reasonable driving distance from their homes, and Sowega checks those boxes very very well. The Florida buyers combined with local Georgia buyers create a very liquid land market.

If we can help you buy or sell land in Georgia or Alabama or beyond, or of if you need assistance with land and timber management or sales or appraisals, contact Accredited Land Consultant, Broker, and Registered Forester Mike Matre at 229-869-1111, or contact Registered Forester and Matre Forestry Land Agent Matt Roach at 229-881-5483, or contact Matre Forestry Land Agent Col (Ret.) Jeff Young at 256-468-7473.

SPECIAL ANNOUNCEMENT: Our last few listings have gone under contract right out of the gate, and all of our older listings have sold, SO, WE NEED LISTINGS! If you have been considering selling land, now is the time! Contact Matre Forestry today.

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,

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