



MATRE FORESTRY


CONSULTING, INC.

Est. 1999

4/13/2026

Dear Matre Forestry Newsletter Subscribers,

Good Monday after The Masters to you! To plant pines, or not to plant pines? That seems to be the question lately, with multiple papermills closing recently. I say plant them, and yes, as a consulting forester and land broker I may be biased. But being data and numbers driven, I looked at some data and numbers to check myself, and I think I am right and below are the receipts as the cool kids say:

Discount Rate	3.00%	To Plant Pines, or Not to Plant Pines				4/13/2026			
Bare Land Appreciation:	4.00%	Prepared by Mike Matre, ALC, RF, ACF							
Timber Price Appreciation:	0.00%	Consulting Forester & CEO, Matre Forestry, Leesburg GA							
Annual Cost Inflation Rate:	3.00%	Senior Advisor & Associate Broker, Saunders Land, Thomasville GA							
		www.matreforestry.com				www.saundersrealestate.com			
Year	Year #	Reforestation: Regime #	Planted Pines 1	Planted Pines 2	Planted Pines 3	Planted Pines 4	Natural Regen 5	Natural Regen 6	Natural Regen 7
6/1/2026	0	Cutover Land Acquisition	\$ (2,500.00)	\$ (2,500.00)	\$ (2,500.00)	\$ (2,500.00)	\$ (2,500.00)	\$ (2,500.00)	\$ (2,500.00)
6/1/2027	1	Reforestation	\$ (355.00)	\$ (355.00)	\$ (355.00)	\$ (355.00)	\$ (5.00)	\$ (5.00)	\$ (5.00)
5/31/2028	2		\$ (5.15)	\$ (5.15)	\$ (5.15)	\$ (5.15)	\$ (5.15)	\$ (5.15)	\$ (5.15)
5/31/2029	3		\$ (5.30)	\$ (5.30)	\$ (5.30)	\$ (5.30)	\$ (5.30)	\$ (5.30)	\$ (5.30)
5/31/2030	4		\$ (5.46)	\$ (5.46)	\$ (5.46)	\$ (5.46)	\$ (5.46)	\$ (5.46)	\$ (5.46)
5/31/2031	5		\$ (5.63)	\$ (5.63)	\$ (5.63)	\$ (5.63)	\$ (5.63)	\$ (5.63)	\$ (5.63)
5/30/2032	6		\$ (5.80)	\$ (5.80)	\$ (5.80)	\$ (5.80)	\$ (5.80)	\$ (5.80)	\$ (5.80)
5/30/2033	7		\$ (5.97)	\$ (5.97)	\$ (5.97)	\$ (5.97)	\$ (5.97)	\$ (5.97)	\$ (5.97)
5/30/2034	8		\$ (6.15)	\$ (6.15)	\$ (6.15)	\$ (6.15)	\$ (6.15)	\$ (6.15)	\$ (6.15)
5/30/2035	9		\$ (6.33)	\$ (6.33)	\$ (6.33)	\$ (6.33)	\$ (6.33)	\$ (6.33)	\$ (6.33)
5/29/2036	10		\$ (6.52)	\$ (6.52)	\$ (6.52)	\$ (6.52)	\$ (6.52)	\$ (6.52)	\$ (6.52)
5/29/2037	11		\$ (6.72)	\$ (6.72)	\$ (6.72)	\$ (6.72)	\$ (6.72)	\$ (6.72)	\$ (6.72)
5/29/2038	12		\$ (6.92)	\$ (6.92)	\$ (6.92)	\$ (6.92)	\$ (6.92)	\$ (6.92)	\$ (6.92)
5/29/2039	13	1st Thin	\$ 457.13	\$ 232.13	\$ (7.13)	\$ (107.13)	\$ (7.13)	\$ (7.13)	\$ (7.13)
5/28/2040	14		\$ (7.34)	\$ (7.34)	\$ (7.34)	\$ (7.34)	\$ (7.34)	\$ (7.34)	\$ (7.34)
5/28/2041	15		\$ (7.56)	\$ (7.56)	\$ (7.56)	\$ (7.56)	\$ (7.56)	\$ (7.56)	\$ (7.56)
5/28/2042	16		\$ (7.79)	\$ (7.79)	\$ (7.79)	\$ (7.79)	\$ (7.79)	\$ (7.79)	\$ (7.79)
5/28/2043	17		\$ (8.02)	\$ (8.02)	\$ (8.02)	\$ (8.02)	\$ (8.02)	\$ (8.02)	\$ (8.02)
5/27/2044	18		\$ (8.26)	\$ (8.26)	\$ (8.26)	\$ (8.26)	\$ (8.26)	\$ (8.26)	\$ (8.26)
5/27/2045	19		\$ (8.51)	\$ (8.51)	\$ (8.51)	\$ (8.51)	\$ (8.51)	\$ (8.51)	\$ (8.51)
5/27/2046	20		\$ (8.77)	\$ (8.77)	\$ (8.77)	\$ (8.77)	\$ (8.77)	\$ (8.77)	\$ (8.77)
5/27/2047	21		\$ (9.03)	\$ (9.03)	\$ (9.03)	\$ (9.03)	\$ (9.03)	\$ (9.03)	\$ (9.03)
5/26/2048	22		\$ (9.30)	\$ (9.30)	\$ (9.30)	\$ (9.30)	\$ (9.30)	\$ (9.30)	\$ (9.30)
5/26/2049	23		\$ (9.58)	\$ (9.58)	\$ (9.58)	\$ (9.58)	\$ (9.58)	\$ (9.58)	\$ (9.58)
5/26/2050	24		\$ (9.87)	\$ (9.87)	\$ (9.87)	\$ (9.87)	\$ (9.87)	\$ (9.87)	\$ (9.87)
5/26/2051	25	Clearcut	\$ 2,260.16	\$ 2,260.16	\$ 2,260.16	\$ 2,260.16	\$ 1,010.16	\$ 510.16	\$ (10.16)
5/25/2052	26	Cutover Land Liquidation	\$6,931.17	\$6,931.17	\$6,931.17	\$6,931.17	\$6,931.17	\$6,931.17	\$6,931.17
		IRR:	4.91%	4.73%	4.54%	4.46%	4.41%	4.14%	3.83%
		NPV:	\$1,605.09	\$1,456.34	\$1,298.16	\$1,232.05	\$1,048.45	\$816.60	\$575.33

*See the 4/2026 Matre Forestry Newsletter for explanation and commentary.

*Disclaimer: Obviously, projections are not guaranteed.

[Click here for the PDF version of the above spreadsheet.](#)

I suppose there is a lot to unpack, but here is the quick crash course:

Overview: Above is a simulation of the purchase of a recreational cutover timber tract in 2026 for \$2500 per acre, and some different options the hypothetical new owner has for managing the cutover land. Regimes 1 thru 4 are planted pines under various pulpwood market conditions without cost share (out of pocket expense to plant pines), and Regimes 5 through 7 are natural regeneration also under various pulpwood market conditions. They are ranked in order of profitability from left to right, with Regime 1 being most profitable, based on both Internal Rate of Return and Net Present Value. So, based on this simplistic analysis of a long term recreational timberland investment, planted pines are preferable over natural regeneration, even in a terrible, or even, a no pulpwood market situation.

I should add also that in my opinion, the planting pines on this hypothetical recreational cutover timberland investment will likely provide as good or better wildlife habitat, and will most definitely result in a more manageable and huntable property. Factor in reforestation cost share that many landowners qualify for, and planted pines get even better.

Now for the fun part, at least for those with a little bit of nerd in them. Let's take a look at the inputs, as they occur in the spreadsheet:

Discount Rate: This simulation is assuming a recreational purchase, meaning the Buyer possibly couldn't care less about return on investment. Regardless, Discount Rates (DR) come into play if you are going to look at the purchase as an investment, as you should. DR have been squeezed low as land prices have risen sharply since covid, in both timberland and agriculture investments. As such, I went with a 3% DR.

Bare Land Appreciation: I went with 4%, and before you say that sounds high Mike, without digging into a bunch of technical data, I seem to recall timberland trading for maybe \pm \$500 per acre for the bare land when I graduated from UGA Warnell School of Forestry & Natural Resources just a few years ago in 1996. Now, in 2026, a lot of timberland is trading for \pm \$2500 per acre in the bare dirt and even more. That is 5.51% annual appreciation right there. So, I backed off to 4%, but who knows for sure. If you know, please give me a call and tell me.

Timber Price Appreciation: I used 0%. Again, who knows. I personally think solid wood products should at least keep up with inflation, but to stay ultra conservative, I used 0%. Now for pulpwood, that is the big unknown. Pulpwood will likely go negative if we continue to lose paper mills. But, we will likely hold on to better running paper mills, and hopefully our government will level the playing field where countries with little to no environmental regulations can ship cheap pulp based products into America. Also, the forest products industry is innovative, and I suspect new markets will continue growing to take advantage of the void left by closed papermills, and brand new markets will emerge.

Annual Cost Inflation: Before you say Mike \$5 per acre annual cost is low, you have to attribute the value of hunting somehow, as this is a recreational timberland investment. In a pure timberland investment, the new owner would likely lease the hunting rights to cover annual cost at least. So, I plugged in \$5 for annual cost in this analysis, and I used a 3% inflation rate for annual cost. If property taxes are \$10 per acre per year and throw in another \$10 per acre per year for misc. cost, that is \$20 per acre per year. We are seeing a lot of hunting leases in GA & AL starting at \$20 and going up from there, and we have a few in our best trophy buck counties leasing for \$50ish per acre, yes \$50ish. Now if you are protein feeding and all of that and manicuring your place, cost will be much higher.

Year: Simulated a 26 year holding period.

Transactions: Purchased in year 0, reforestation by planting or natural in year 1, 1st thin for some scenarios year 13, clearcut year 25, and liquidate the property year 26. The figures I used make since to my primary timber market of Southwest Georgia, and may or may not be fairly representative of where you may be.

Regime 1: Planted Pines, in a relatively good pulpwood market, like prior to recent paper mill closures. It is a market that is not with us anymore, and may not come back for quite while or not at all.

Regime 2: Planted Pines, in a relatively poor pulpwood market that many areas have been seeing as these papermill closures began occurring. This is the market some of us are in now, but some are in worse pulpwood markets.

Regime 3: Planted Pines in a terrible market where you can get a 1st thinning done if you give the wood away.

Regime 4: Planted Pines in an awful, and I mean awful, pulpwood market. Sadly, some are in such a pulpwood market. In Regime 4 I simulated paying a logger \$100 per acre to thin the pines.

Regime 5: Natural Regeneration, in a relatively good pulpwood market. It is hard to simulate natural regeneration because you do not know if you will get a pine thicket, better spaced pines, pine/hardwood mix, hardwood, scrub, etc. But for Regimes 5, 6, & 7 I assumed it came back in fairly decent pine/hardwood mix. No first thinning in the Natural Regen, as it takes so long for most natural stands to reach merchantability for a 1st thinning compared to planted pines.

Regime 6: Natural Regeneration, in a relatively poor pulpwood market.

Regime 7: Natural Regeneration, in an awful, and I mean awful, pulpwood market.

Conclusion: Like, Rory McIlroy, The Planted Pines win even in an awful pulpwood market, or even in a no pulpwood market situation. And yes, a lot of assumptions are made in long term financial analysis of a timberland investment, or any investment for that matter, but I would have to come up with some outlandish assumptions to force a natural regen simulation to result in a better Return on Investment than planted pines. And, as mentioned earlier, planted pines are preferable over natural regen from a wildlife management and hunting prospective, in my opinion. Also, many landowners qualify for reforestation cost share programs, which can send planted pine return on investment through the roof.

One thing I do know is I can help you buy land, sell land, and manage land. I can also help you with reforestation, planted or natural. Land is hot and we are motivated to build listing inventory, and we are available for buyer brokerage for serious buyers. Call anytime.



Above: Photo Credit: Mike Matre (<https://land.saundersrealestate.com/about/land-advisors/mike-matre/>)

God bless America.



Above: Art Credit: Rob Matre (<https://www.matregallery.com/about>)

"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 land for sale, 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. Also, please follow the Saunders Real Estate social media pages.

Sincerely,

Mike Matre, ALC, ACF, RF

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