



3/21/2022

Dear Matre Forestry Newsletter Subscribers,

Just a quick newsletter blast with a land and timber market update, a quick note about Mike Matre attending the National Land Conference this week in San Antonio, and information on tree planting and prescribed burning.

**Brief Land & Timber Market Update**

Both the land and timber markets have been hot. On the land side, all of our recent listings have gone under contract almost immediately and are now sold, and we need inventory. If you have been considering selling or buying land, we would like to talk to you. We are licensed in Alabama and Georgia, and we have good contacts nationwide we can cooperate with.

One of our most recent unique land sales is 445 acres we just sold for the second time in 6 months. Following is a deal summary from our Facebook post (follow Matre Forestry on Facebook and Instagram, and Mike Matre on LinkedIn to stay better informed of our offerings and other news):

**"We are pleased to announce the sale of 445 acres in Stewart County GA. Two things make this sale unique:**

- 1. It is the 2nd time we have sold this tract in six months!**
- 2. This go around, the buyer asked if we could go ahead and get the timber sold during his due diligence period. Our answer: Yes sir!**

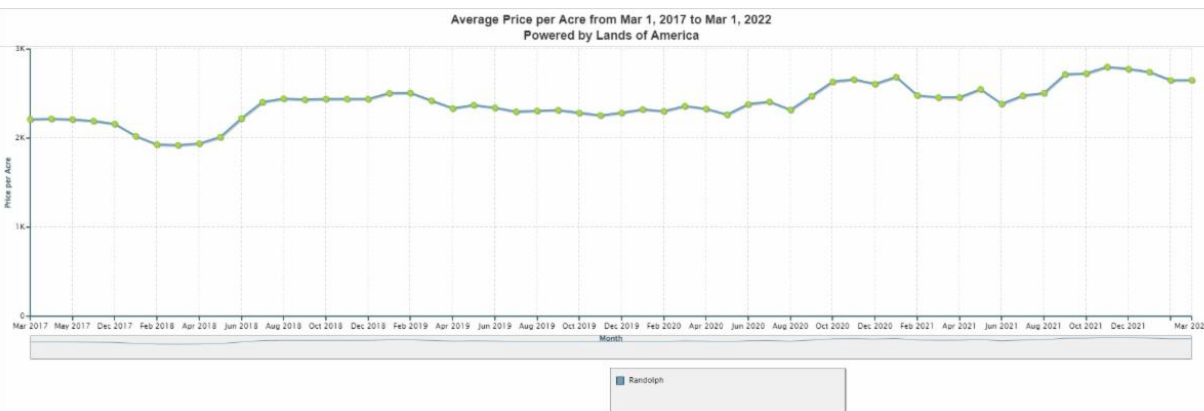
**Today, we wrapped it all up and it's closed. Our seller client is happy, our buyer customer is happy, and the timber company who purchased the timber is happy. That makes us happy!**

**Please let us know if Matre Forestry can help you with land sales, land acquisitions, timber sales and appraisal, and/or land and timber management.**

**#matreforestry "**



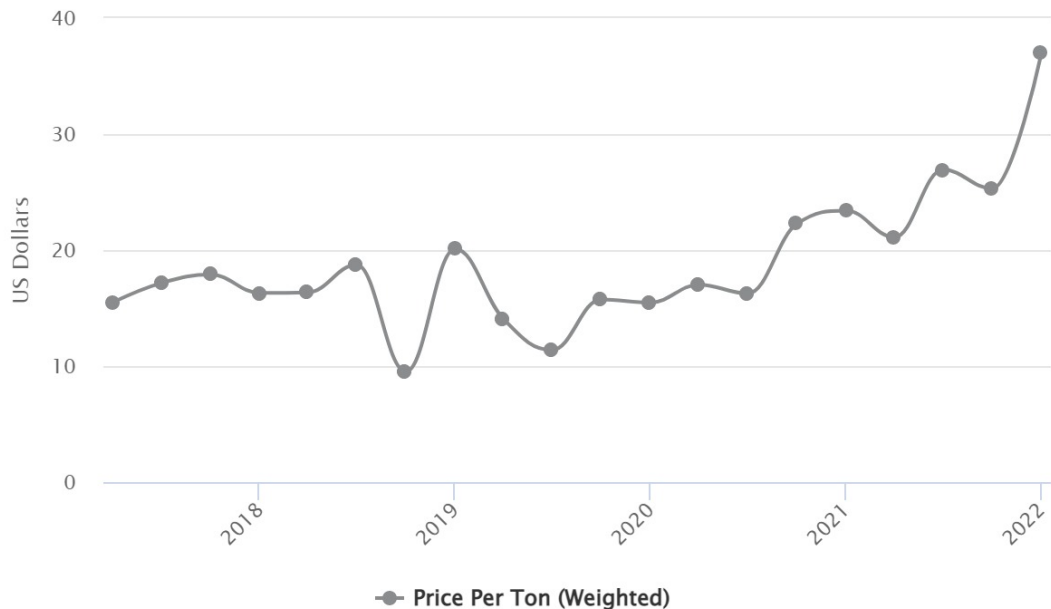
Following is a graph showing average asking prices over five years for Randolph County GA land 50 acres and larger. We selected Randolph County to report on because it is such an active county, and is generally representative of recreational hunting land, with most sales in the county being miscellaneous timberland, occasionally with some dry land agriculture, every once in a while some irrigated crop land, and every once in a while a high end hunting place with significant improvements.



The graph above shows a beginning average asking price of \$2211 per acre in Randolph County GA during March 2017. Fast forward to March 2022 and the average asking price is \$2652 per acre, a 3.8% per year increase. Notice the jump in August 2020, nearly a half year into covid. Since Aug 2020, we have seen asking prices increase 8.53% per year. We attribute a god bit of that to a lot more people realizing the importance of owning a piece of investment land to escape to, not just for relaxation and recreation, but also potentially for safety.

On the timber side of things, prices have recently really heated up, but the current fuel price situation, the concerns regarding Ukraine, and logging production capacity limitations have things now cooling down a bit. Following is a 5 year graph showing the composite timber stumpage price for all major forest products in Southwest Georgia, Southeast Alabama, and Northwest Florida. (Source: Forest2Market):

## Price Per Ton (Weighted)



FOREST2MARKET

Caution about the above graph: It is a weighted composite price of all products reported. It is most likely a little exaggerated looking because a whole lot more pine sawtimber has been selling recently, really driving up the composite price drastically. We can privately provide per product graphs and data to our active clients. The composite price index has increased an amazing 19.04% per year since 1st Quarter 2017, with a chunk of that growth occurring over the past quarter.

By product timber price growth: Over the last 5 years pine sawtimber stumpage price has grown +-13.12% per year, pine pulpwood price has grown +-7.03% per year, misc. hardwood sawtimber price has declined +-4.03% per year, and hardwood pulpwood prices have grown +-11.73% per year. Much of the pine sawtimber price improvement has occurred since the 3rd Quarter of 2021.

Going forward, the outlook for the timber industry and timber prices in the southeast is generally positive.

### National Land Conference

This week, Matre Forestry Consulting, Inc. Land Broker and Consulting Forester and Accredited Land Consultant Mike Matre will be attending the National Land Conference in San Antonio Texas. The conference, put on by the Realtors Land Institute, is the premier conference for land broker and agent professionals to continue their education and network, and then return home even better qualified and motivated to assist their clients.

### Other News and Comments

In addition to increased land and timber sale volume, we are pleased to have recently wrapped another successful tree planting season. With regular rains throughout the planting season, seedlings are off to a good start. Hopefully ample rainfall will continue for a great first spring and summer of growth. NOW IS THE TIME TO GET SEEDLINGS RESERVED FOR NEXT YEAR.

We are also currently winding down prescribed burning season. The number of burn days has been tight, but we have had some excellent burns in the days after the rains. Only once, a couple of weeks ago, did it get to dry and risky to burn, but just as soon as those conditions developed, fortunately we got some rain.

Remember, we need land listings. With inventory tight and demand for land high, now is a great time to sell! Contact Matre Forestry anytime to discuss your land brokerage and/or forestry needs.

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 that box very very well. The Florida buyers combined with local Georgia buyers creating a very liquid land market.

If we can help you buy or sell land in Georgia or Alabama or beyond, or 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.

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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