

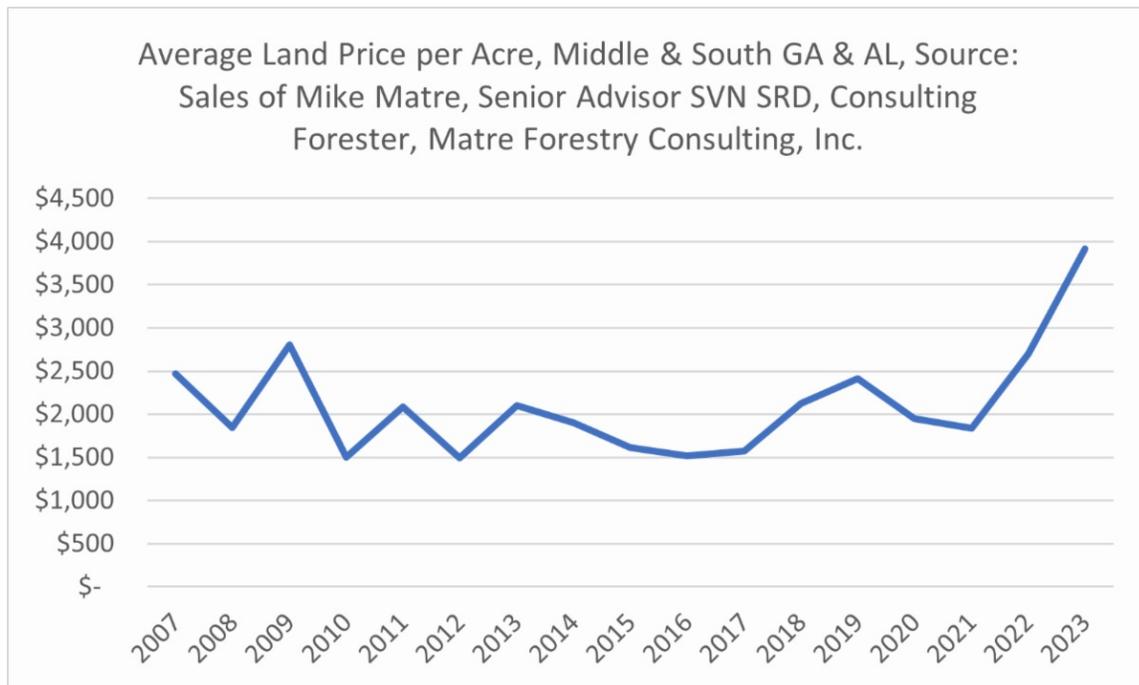


11/2/2023

Dear Matre Forestry Newsletter Subscribers,

Another quick and to the point newsletter. I used to do more lengthy newsletters, but that was before everyone and their brother started constantly posting on social media, and many now doing newsletters. I also seem to be busier these days, with both business and family life. And, if you are like me, you receive so much information from so many sources, your reading time is limited. Man, I'm beginning to ramble, so I will cut to the chase:

Organizing my past land sales for some research yesterday, I ran a quick average per acre report since I started providing land brokerage services to my clients in 2006. I am amazed as you are at the current run up on land prices, simply driven by low inventory of available land, huge demand for land not just for hunting and investment but now for a safe place from chaos, and all of the cash our government pumped into the economy as part of their brilliant (sarcasm) response to (the planned release of) covid.



Disclaimer: The information above is not intended to be used to value any land property. Land is extremely unique, and per acre tract values range greatly depending on location, access, recreational (hunting) value, timber value, ag value, percent operable ground, soil quality, value of improvements, restrictions, water resources, and more.

The big question is what will land prices do from here. I predict that I will be making less predictions going forward, because I do not know, and neither do you. I do not know a single person that predicted rapid land price growth in 2020 as covid did it's (planned) thing and BLM/Antifa wreaked havoc on our cities as they were coddled by so many in power. I can say things in the land market are slowing lately as a whole, but land prices are holding and we often see a slow in early deer season. Often towards the end of deer season, things heat up again as hunters start thinking about acquiring land for next years hunting season.

One question I can answer is "why is the inventory of land so low?". Simple: Most landowners now have more interest in keeping their land now for the very same reasons I mentioned above that so many want to now buy land. Also, when discussing with our clients possibly selling land, we frequently here from

them something like this: "I do not know what to do with the money if I do sell land. I can not find any more land I want to buy as a 1031 replacement property, and I do not want to pay the capital gains tax if I do sell and can not find a replacement property. So, I think I will just keep my land for now".

Upcoming, I hope to soon be putting out a couple of Sowega (Southwest GA) hunting tracts under 100 acres with ag and timber, and a just under 500 acre tract in Southeast LA (Lower Alabama) with timber. Stay tuned.

We have two of arguably the best hunting properties in Southwest Georgia and in the Southeastern US, and you still have time to takeover ownership before deer and quail season is out and before turkey season starts. For video, pictures, maps, and the details please visit:

<https://www.saundersrealestate.com/property-listings/grey-hunt-farms/>



<https://www.saundersrealestate.com/property-listings/flynn-hunting-timber/>



Thank you for taking some of your valuable time to read this, and please let me know if you would like to

look at the above listings or any others; are considering selling land, buying land, selling timber; or if you need help or advice with land management. Even if I am not able to help you, I love talking land and timber with others!

God bless you, and God bless America.

"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,

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