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## Matre Forestry Consulting, Inc.

2/4/2019

Dear Matre Forestry Newsletter Subscribers,

Yep, another two for one email blast. Yesterday we sent out a two for one email blast with some helpful timber market data, plus some updated pricing and offerings for our land listings. Today we do the same, but with some land market data instead of timber market data. We will post yesterdays and todays email at <https://www.matreforestry.com/newsletter.html> .

### **Land Market Data for Southwest Georgia:**

While we do broker land deals outside of southwest Georgia, we are focusing this research on our primary market of southwest Georgia for sake of time. Sowega is one of the best land markets to be in in our humble opinion, thanks to great agriculture, timber, and hunting. You might say that is true for a lot of regions, but how many regions have huge deer plus great quail hunting just a hop, skip, and a jump from Florida, home of so many great sportsman that do not want to travel any further than necessary for big deer. So where do they land when buying land? Right here in Sowega!

Now, the difficult thing about looking at large databases of land sales, compared to timber sale data, is that every tract of land is so very unique. So while average timber prices can tell you a good bit about what to expect for timber after taking into account micro location and access and timber quality, average land prices do not mean to much, until you pick comparables apart. We pick comparables apart for market analysis purposes when advising a client on buying or selling land, but the following is intended to shed some light on the much broader general timber market. Unfortunately, we do not have time to pick apart this large database for property attributes such as timber and agriculture contributory value.

Following is a bullet point list of key statistics from this Sowega land sales database:

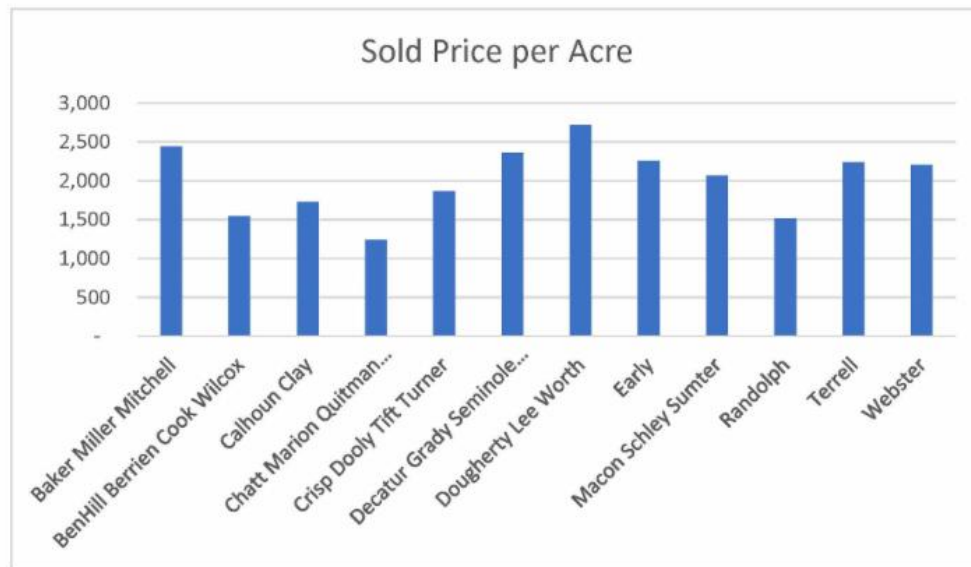
- Database Source: Lands of America land sales database. The database represents mostly retail sales handled by professional land brokers.
- The data covers from 2011 thru 2018, 100 to 1000 acres, land only sales, within 60 miles of Albany GA (GA sales only).
- The average sale price in 2018 was \$2100 per acre.
- From 2011 thru 2018, the average price per acre has been fairly flat in Sowega.



- Number of sales in the entire database: 181
- 51,524 acres in the data base, averaging 285 acres per transaction.
- Average sales price: \$1984 per acre
- Sale price per acre in the entire database ranges from \$770 per acre, and the highest was \$5816 per acre.
- Sale price averaged 92% of asking price.
- Average years on market: 1.3
- Percent of transactions that had a price change before selling: 34%
- Cheapest micro-regions within 60 miles of Albany GA: "Rural Northwest of Albany" averaging \$1759 per acre & Rural East of Albany (mainly east of I-75) averaging \$1705 per Acre
- Highest priced micro-regions within 60 miles of Albany GA: "Albany Area" (Dougherty & and Majority of Adjoining County Sales) averaging \$2509 per acre & "South of Albany" averaging \$2361 per acre.



- The cheapest county group is "Chattahoochee Marion Quitman Stewart" averaging \$1240 per acre (probably a fair amount of cutover and pre-merch timber in those sales).
- The highest priced county group is "Dougherty Lee Worth" averaging \$2715 per acre.



Well, you might be bored by now, and I think I have cherry picked the most useful stats out of the data. So time to move on to our land listing updates:

### **New Prices and Videos for Matre Forestry Listings:**

2018 was a great year for our land sales, and to jump start 2019, we have reduced prices on some listings, produced a couple of drone videos, and working on a couple more videos now. Click the links for more detail. Here we go:

[759 Acres in Worth County GA: Smoking Gun Plantation](#), \$2,850,000 (includes all equipment, furnishings, dogs, and commercial quail hunting business).



Smoking Gun Plantation

[318 Acres in southern Harris County GA](#): HBU Timberland. Fast growing county, mature timber, lake, creeks, paved road frontage, \$1,270,410  
or [Buy Tract 1, 119 Acres](#), \$550,000 **NEW OFFERING**

or [Buy Tract 2, 199 Acres](#), \$725,000 **NEW OFFERING**

[252 Acres in Terrell & Dougherty County GA](#): HBU Timberland. Kiokee Creek Preserve. Ideal for future development or a permanent conservation easement. Gorgeous property actively managed for timber and wildlife. \$749,700



Kiokee Preserve for Sale

[206 Acres in Baker County GA](#): Gorgeous property adjoining Elmodel WMA for additional hunting land. Elmodel WMA is archery only, with bird dog training areas and dove fields. This aesthetic fire maintained 206 acre timber property has been babied by the owner since the 1960's, and now it can be handed off to you. \$2490 per acre. **NEW PRICE New video coming soon**

[122 Acres on the Flint River in Dougherty County GA](#): Cotton Boat Shoals Tract. Hard to find Flint River frontage with mature timber and small, well kept house. \$435,000 **NEW PRICE New video coming soon**

[94 Acres in Atkinson County GA](#): Only \$1590 per acre with significant merchantable and pre-merchantable timber, plus a small row crop field, paved road frontage, in one of the hottest timber markets in the southeast. Everyone says you have to buy many 100's or 1000's of acres to make a good timberland investment - WRONG. Here is one for less than \$150,000! **NEW PRICE Ideal for a Self Directed IRA!**

**43 Acres Terrell County GA: JUST SOLD**

[24 Acres Miller County GA](#): \$42,000 **NEW PRICE, UNDER CONTRACT**

[5 Acres Blakely GA City Limit](#): \$19,000 **NEW PRICE** Seller says bring all offers. On the Blakely bypass (MLK Jr. Blvd.) in town. Could be a great spot for a business, or apartments.

**Are you considering selling land in Georgia or Alabama? If so, we would love to talk with you about it, and if we can help, we will deliver a detailed property specific marketing proposal for you to consider. Contact Mike Matre today at 229-869-1111 or [mike@matreforestry.com](mailto:mike@matreforestry.com)**

Matre Forestry Consulting, Inc. of Albany, Georgia was established in 1999. Matre Forestry assists clients in Georgia and Alabama with land sales, land and timber management, and land acquisitions. Mike Matre is a registered forester in GA & AL, a licensed real estate broker in GA &

AL, a member of the Association of Consulting Foresters, & an Accredited Land Consultant with the Realtors Land Institute.

We strive to provide an informative newsletter for those interested in timberland and farmland investments, land management, and land and timber market news. If you were forwarded this email, we hope you will subscribe. We keep our subscriber list confidential and will not share or sell our list, and we will not bombard your inbox with frequent emails. We send our quarterly newsletter notice out once a quarter, and occasionally we send out short email blasts to inform our subscribers of available properties, available hunting leases, and share important current event news that affects the land and timber markets. You can unsubscribe at anytime. Please forward to a friend. We welcome your feedback.

Sincerely,

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