



8/4/2025

Dear Matre Forestry Newsletter Subscribers,

I hope this email finds you well. In this Newsletter:

- An invitation to attend our Saunders Land Georgia Lay of the Land Conference
- an update on land listings and a call for new listings
- a brief land and timber market update
- land management tips
- Georgia Forestry Association Annual Conference Recap

Saunders Land Georgia Lay of the Land Conference

Man the summer is flying by, and that means our Saunders Land Georgia Lay of the Land Conference is coming up fast on 8/21/2025 in Thomasville GA. Saunders Real Estate has been doing the Florida Lay of the Land Conference years and it has grown into a huge event. Last year was our inaugural Georgia Lay of the Land Conference, and it was a success, and we hope this year's conference is even better.

We invite you will join us and learn more about the land market, receive a print copy of our latest Georgia Lay of the Land of the Land Market Report, fellowship with others, and more. Please register, and download a copy of our latest market report, at <https://land.saundersrealestate.com/land-resources/events/georgia-land-conference/>.

Yours truly Mike Matre will be moderating a panel at the conference titled "Managing Timber for Recreational Value & A Changing Pulpwood Market". See the conference details below:

Georgia Lay of the Land Conference Details

Date: August 21, 2025

Time: 8:30 AM - 2:00 PM

Location: The Biscuit Company

219 Oak Street, Thomasville, Georgia 31792

Event Schedule

THURSDAY, AUGUST 21

8:30 AM Attendee Check-In & Breakfast

9:00 AM Welcome

9:15 AM Managing Timber for Recreational Value & A Changing Pulpwood Market: As the recreational value of timberland continues increasing and the pulpwood market is facing challenges, this panel will

explore timber management strategies to enhance wildlife habitat, maximize sawtimber production, and increase land value. Experts will discuss seedling selection, planting densities, thinning approaches, and understory management that not only support stand health but also enhance wildlife habitat and long-term land value. Whether you're planning your next planting cycle or considering timberland investments, this session will offer ample insight into forestry best practices in evolving markets.

- Mike Matre, ALC, RF, ACF, Senior Advisor - Saunders Real Estate
- Jay Chupp, RF, CF, Owner - Specialty Reforestation
- Tom Tuggle, ALC, Advisor - Saunders Real Estate
- Troy Amos, RF, Associate Advisor - Saunders Real Estate

10:00 AM Networking Break

10:15 AM Tax Reform & Estate Planning: Opportunities & Strategies

As tax reform remains a topic of national focus, landowners are taking a closer look at how potential changes could affect their long-term plans. This session will provide context around today's legislative environment while exploring key estate planning considerations. Whether you're actively managing a plan or just beginning to weigh your options, it offers timely insight for Georgia landowners navigating the current tax landscape.

- Tyler Davis, ALC, President - Saunders Real Estate

10:45 AM Keynote Speaker

11:15 AM Networking Break

11:30 AM Georgia Agriculture: Trends, Challenges, and the Road Ahead

This panel takes a closer look at the challenges and opportunities affecting the value and availability of farmland in Georgia. Whether you farm the land or invest in it, the expert panelists in this session will offer timely perspectives on evolving trends and innovations in agricultural investment.

- Chap Shuman, Advisor - Saunders Real Estate
- Don Clark, Advisor - Saunders Real Estate
- Brandon DuRant, AFM, Agriculture Managing Director & Business Development - Saunders Real Estate
- Adam Bellflower, State Affairs Manager - Georgia Farm Bureau

12:15 PM Lunch

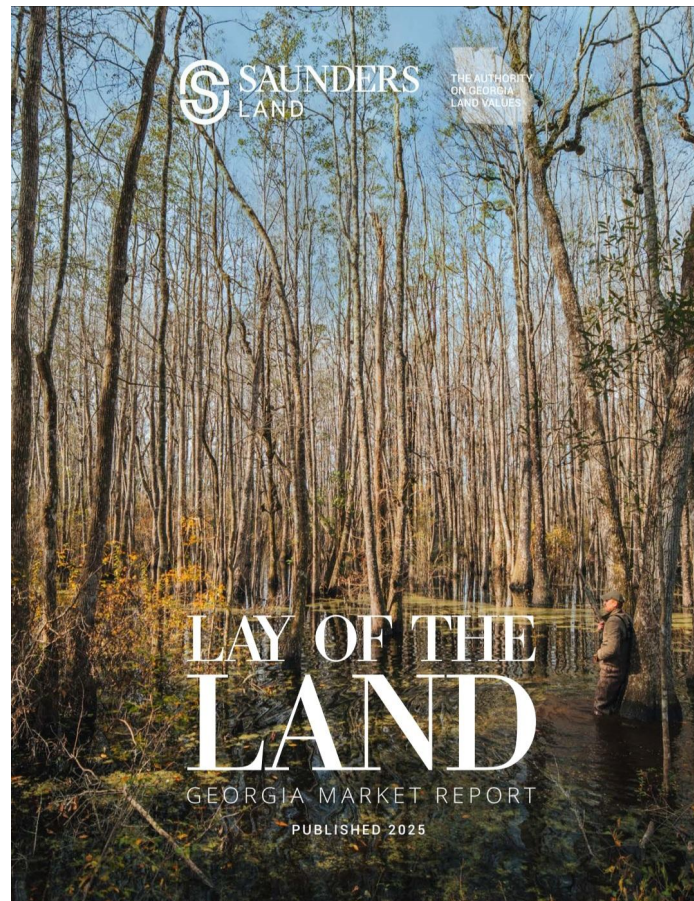
1:00 PM Lay of the Land Market Update: The Lay of the Land Georgia

Market Report remains a trusted benchmark for annual land sales and statewide market trends. This panel builds on that foundation, with Saunders Land advisors offering current insights from the field across key asset classes. Backed by the most current land sales data collected by the Saunders Research team, this session provides timely perspectives and practical guidance for the 2025 Georgia real estate market.

- Bryant Peace, Business Development - Saunders Real Estate
- Austin Fisher, Regional Managing Director - Saunders Real Estate
- Todd Davis, Senior Advisor - Saunders Real Estate
- Chap Shuman, Advisor - Saunders Real Estate

1:45 PM Networking Break

2:00 PM Networking Reception: As the event comes to a close, attendees are invited to stay for an informal reception designed to encourage meaningful connections between fellow landowners, investors, and our Saunders Land advisors. Our team will be available to share insights, answer questions, and continue the conversations that help inform thoughtful land decisions across Georgia and beyond.



Land Listings Update and a Call for New Listings

It has been a great 2025 so far, with 9 land closings to date for myself in 2025, most being recreational timberland tracts, with an irrigated farm deal and a Higher and Better Use tract thrown in the mix for fun. Company wide at Saunders Real Estate, 2025 has been another strong year. Learn more about values of these and other land asset classes at the [Georgia Lay of the Land Conference](#) discussed above!

With such strong sales, listing inventory is low, and with land prices still high, it is a great time to sell. If you are considering selling land in Georgia, Alabama, Florida, Arkansas, North Carolina, and beyond; I would love the opportunity to discuss with you. I deliver a detailed land market analysis and listing proposal for each opportunity, and I sell nearly every listing I take (I can think of only 1 in the past few years that no sold, and it received a couple of good offers, but the Seller did not want to budge). So if you are considering selling and if you want to make a highly informed decision, please call me anytime.

Likewise, if you are considering buying land, and need someone in your corner to quickly analyze opportunities and acquire the property or properties that fit your needs, at a price that makes sense to you, I am available for buyer brokerage services as well.

Attention hunters: California Woods Tract 3 and Tract 2B are sold and closed, and Tract 1B is under informal contract, with the formal contract being negotiated now. Hurry and take a look at Tracts 1A & 2A before deer season sneaks up on you. I do not think you will find quality hunting land this affordable elsewhere. Take a look at them online at the links below, and contact me anytime to schedule a showing:

<https://land.saundersrealestate.com/land-for-sale/california-woods-onea/>

<https://land.saundersrealestate.com/land-for-sale/california-woods-2a/>

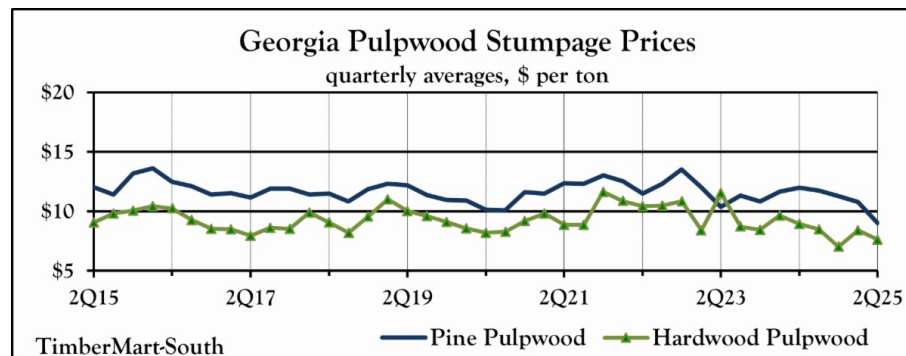
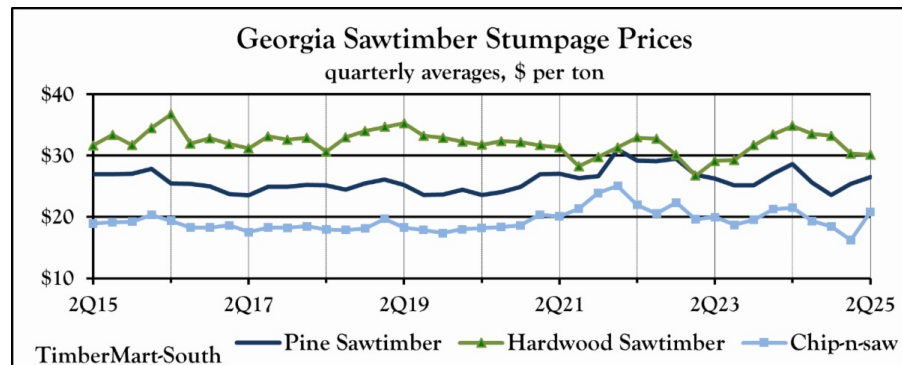
View all of our land listings at <https://land.saundersrealestate.com/>

Brief Land & Timber Market Update

Land prices remain high, with continuing low inventory of available land in most counties and strong demand for land of all types. Some wonder if there is a land price correction coming, and none of us know for sure, but with so many acquisitions being cash or mostly cash over the past few years, low inventory, and strong demand for land the seller's market doesn't look like it is softening anytime soon. It could be the "new normal" as the cool kids like to say. Join us at the [Georgia Lay of the Land Conference](#) for a deep dive into the subject.

On the timber side of things, if you follow the Georgia and Southeastern US timber markets you are probably aware that pulpwood is struggling, especially in Sowega with the closing of the GP Cedar Springs paper mill. Sawtimber and chip-n-saw has been hanging in there, but quotas have tightened up this summer. The Southeast GA timber market is still down following Hurricane Helene, and it is looking like it will take longer than expected to recover.

The following charts are compliments of <https://timbermart-south.com/>



Above picture: Yes, I took that picture from my airconditioned jeep the other day, when the heat index was hitting around 110°. That is a 1st thinning we just wrapped up in Stewart County GA. It is 24 year old longleaf that should have been thinned probably ± 5 years ago, but the pine straw revenues have been to good, so the 1st thinning was delayed. We are going to follow this 1st thinning with a prescribed burn this early spring, and we are looking forward to a flush of early succession habitat taking off in the understory after that.

Land Management Tips

With pine tree planting coming up soon, consider planting on wider spacings. My previous newsletter took a detailed look at tree spacings and seedling genetics, and we will discuss in detail at the Lay of the Land conference. Me and my clients have decided to go with "premium genetics" on a 14x8' spacing this year,

rather than "good genetics" on a 12x6' spacing that we have been doing for years. Wider spacings are better for wildlife and provide a wide window of opportunity timewise for your 1st thinning, which allows you to better time your 1st thinning with the market. Wider spacings also makes no thin rotations more attractive, although not recommended for wildlife management and growing larger sawtimber.

As far as timber sales go, we recommend NOT delaying management driven planted pine thinnings due to low prices. especially if wildlife habitat is important to you. Thinning before basal area becomes excessive is also better for stand health. For decisions regarding final harvest of planted pines, consider your local timber market for the primary products in your clearcut, your income needs, age class diversification goals, and stand health.



Above picture: A picture I took the other day of a 2 year old stand of longleaf that is adjacent to the 24 year old stand in the previous picture. The stand was \pm 75 year old mature upland hardwood that we clearcut a few years ago. We left several nice Streamside Management Zones in the stand that make productive deer corridors, and the deer and quail are absolutely loving the early succession habitat in the rolling uplands. While I love a nice upland hardwood stand, the previous upland hardwood stand had been somewhat high graded in the past, with most of the better oak cut out of it and the scattered pine harvested out of it. Also, over the years it had suffered some storm damage. So, me and my client decided to give that acreage some new life, in the form of newly planted longleaf. For site prep, we sprayed it and roller chopped it, and hand planted container longleaf. We have excellent longleaf survival and lush early succession vegetation. The new stand of longleaf is scheduled for it's first prescribed burn this winter.

Georgia Forestry Association Annual Conference Recap

Saunders Land was honored to support the GFA and have a booth at the GFA annual conference recently held in beautiful Jekyll Island GA. If you were not able to attend this year, I strongly encourage you to attend next year. It is an excellent opportunity to fellowship with likeminded people, network, and learn. Learn more at GFA, and join if you are not already a member, at <https://gfagrow.org/>.



Above picture: When you get two men together with impeccable fashion taste that both shop in Smallbany GA, such as Todd Davis and myself, you are eventually going to show up at an event together wearing the smack dab same exact sport coat.



Above picture: Left to right, Saunders Land Advisors Mike Matre, Chap Shuman, & Todd Davis.



Above picture: Left to right, Saunders Land Advisors Mike Matre, Mike Lansdell, Todd Davis, Chap Shuman, and Conrad LeComte

"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.

Sincerely,

Mike Matre, ALC, ACF, RF

Georgia & Alabama Registered Forester and Land Broker

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Senior Advisor & Associate Broker, **Saunders Land** www.saundersrealestate.com

Accredited Land Consultant & Member Association of Consulting Foresters

[Click here for Mike Matre's Bio](#)

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