



**MATRE  
FORESTRY**  
**CONSULTING, INC.**  
*Est. 1999*

1/15/2025

Dear Matre Forestry Newsletter Subscribers,

Wow, it's still hard remembering to write 2025. Happy New Year, and I hope you had a great Christmas. I thought I would shoot my Newsletter subscribers a quick 2024 year end review for my primary land & timber market, being South Georgia, West Georgia, & Southeast Alabama. However, please remember I work all over GA, AL, FL, & beyond via strategic partnerships, either directly or via co-broker or via referral. So if you are considering buying or selling land, or selling timber, I want to talk to you and hopefully help you.

I will keep this newsletter quick, and cover the loss of my dad and Matre Forestry CFO Marc Matre; cover an exciting announcement from Saunders Real Estate, and lastly provide a quick recap of our 2024 land & timber market.

**Robert Marc Matre, Jr (1944 - 2024)**- I want to just thank y'all again for the outpouring of prayers and support we have received since the time my dad entered the hospital in early December and went on the be with the Lord on 12/26/2024. If you would like to, we have set up a Go Fund Me so you can donate in his memory to our local chapter of Kiwanis, which meant so much to my dad and where he recently served as president for two years. You can make a tax deductible donation at <https://www.gofundme.com/f/marc-matre-kiwanis> ; or mail a check to Dougherty County Kiwanis Charitable Foundation. P.O. Box 70183, Albany, GA 31708. <https://www.mathewsfuneralhome.com/obituaries/robert-matre-jr>



**Saunders Real Estate** - As a Senior Advisor and Associate Broker, I am excited to announce that we are now Saunders Real Estate. Please see our newly designed logos and our press release below. This positive growth and change in our real estate company will allow us to best serve our land and commercial real estate clients as we enter into



**SAUNDERS**  
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**Press Release** - <https://www.saundersrealestate.com/resources/brokerage/florida-based-saunders-real-estate-expands-as-independent-brokerage/>

## **Florida-based Saunders Real Estate Expands as Independent Brokerage**

*The firm will focus on large-acreage land and commercial real estate across the Southeast U.S.*

**LAKELAND, FL, January 13, 2025** - Stepping into a new chapter of growth, Saunders Real Estate has transitioned away from the SVN franchise to operate as an independent brokerage focused on large-acreage land and commercial real estate across Florida and the Southeastern United States. Led by industry veterans Dean Saunders, Gary Ralston, and Todd Dantzler, and their team of over 100 advisors, the firm is now positioned to further expand its services and targeted regions to support clients in their efforts to maximize their land investments and make strategic real estate decisions.

This strategic shift allows Saunders Real Estate to provide comprehensive brokerage solutions uniquely tailored to landowners and commercial investors throughout major Florida markets such as Central Florida and Tampa along with major U.S. markets including Alabama, Arkansas, Georgia, and, soon, North Carolina. Recognized for its focus on agricultural, conservation, recreation, and development land, the firm is set to leverage its local insights and national connections to guide clients in optimizing property value and strategically navigating land and commercial real estate markets.

"We appreciate our time with SVN and the relationships that were made," said Saunders, Founder and Managing Director of the brokerage firm. "We're excited about this next chapter and the opportunity to further refine our approach to serving clients with more specialized focus and regional agility."

Saunders Real Estate provides comprehensive real estate solutions across the Southeast, seamlessly integrating land and commercial services to meet the diverse needs of landowners and developers. The firm's expertise encompasses large land transactions, conservation strategies, property valuation, and consulting, while simultaneously offering robust commercial real estate services across retail, office, and industrial asset classes. With a deep understanding of legislative insights and market dynamics, the team helps clients make strategic decisions through specialized property management, land auctions, leasing, and investment sales. This approach enables Saunders Real Estate to deliver tailored solutions that address the complex real estate challenges faced by clients throughout the region.

Saunders Real Estate extends its brokerage services through strategic knowledge-sharing initiatives, including three key conferences and quarterly and annual reports. The Florida Lay of the Land Conference, the largest land-focused event in Florida, brings together industry professionals to analyze regional real estate trends and investment opportunities. The I-4 Corridor Conference explores commercial real estate potential in Central Florida, while the Georgia Lay of the Land Conference provides insights into the state's agricultural and economic landscape. The firm's annual Lay of the Land Report offers comprehensive research on market conditions and trends across the Southeast. These events and publications position Saunders Real Estate as a vital resource for market intelligence and industry expertise.

"With a team of seasoned experts who know our key markets inside and out, this new independent approach gives us the momentum to accelerate the expansion of services and growth into new Southeast U.S. markets," said Tyler Davis, ALC, President of Saunders Real Estate. "Our expanded presence and specialized focus position Saunders Real Estate to deliver unmatched expertise and value, enabling our clients to achieve their goals in land and commercial real estate faster and more effectively than ever."

## **About Saunders Real Estate**

Saunders Real Estate is a leading land and commercial real estate brokerage serving buyers, sellers, investors, and landowners across the Southeastern United States for nearly 30 years. With over 100 advisors and offices in major U.S. markets including Alabama, Arkansas, Florida and Georgia, we specialize in large-acreage land transactions, commercial property sales and leasing, and property management.

To reflect our legacy and continued growth, Saunders Real Estate operates through two divisions—[Saunders Land](#) and [Saunders Commercial](#). Our expertise spans agriculture, conservation, recreation, residential development, and commercial real estate, supported by specialized services such as forestry, land management, and investment acquisitions.

Today, Saunders Real Estate is recognized as a trusted authority in the region, delivering exceptional results through experienced leadership, innovative

strategies, and a client-focused approach.

For more information, please contact:

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**2024 Land & Timber Market Review** - Below is a quick summary of average land & timber prices my land and timber sales brought on behalf of my clients:

<b>2024 Land &amp; Timber Market Year End Review</b>			
by Mike Matre, ALC, RF, ACF			
Consulting Forester & CEO, Matre Forestry Consulting, Inc.			
			
Senior Advisor & Associate Broker, Sanders Land			
			
<b>2024 Average per Ton Timber Prices (Stumpage) for Southwest Georgia</b>			
Source: Matre Forestry conducted timber sales			
Disclaimer: Every timber sale is highly unique and requires a sale specific analysis to estimate value.			
Primary Products	Min.	Avg.	High
Pine Pulpwood	\$ 6.00	\$ 9.66	\$ 11.50
Pine Chip-N-Saw	\$ 20.00	\$ 26.14	\$ 31.85
Pine Sawtimber	\$ 34.00	\$ 37.13	\$ 38.80
Pine CNS/ST Blend	\$ 33.00	\$ 37.20	\$ 39.00
Pine Topwood	\$ 1.00	\$ 4.72	\$ 7.00
<b>2024 Average per Acre Land Prices for SW GA, W Central GA, &amp; SE AL</b>			
Source: Land Sales conducted by Saunders Land Senior Advisor Mike Matre (Two of the sales were co-listed with Saunders Land Advisor Troy Amos)			
Disclaimer: Every land sale is highly unique and requires a sale specific analysis to estimate value.			
Primary Land Type	Min.	Avg.	High
Recreation/Timber	\$ 3,077	\$ 3,468	\$ 3,667
Non-Irrigated Ag	\$ 4,102	\$ 4,239	\$ 4,430
Ranch/Cattle Farm	\$ 5,610	\$ 5,610	\$ 5,610
Land w/ Significant House	\$ 9,483	\$ 9,483	\$ 9,483

The data provided above is intended to show the broad land and timber market across the specified regions. The data above should not be used to assess a specific sale. Each land and timber sale is highly unique, and on behalf of our clients we perform a sale specific market analysis whenever our clients would like to sell land, purchase land, or sell timber. Please let us know how we can help you.

Comments: The timber market declined throughout 2024, and the outlook for 2025 when we talk to timber buyers and other forestry consultants is somewhat pessimistic. My opinion is that prices may plateau, because I believe mills will have a hard time procuring enough timber for their mills if prices are driven down further. At the same time, there seems to be enough struggle in the lumber and paper end markets to inhibit significant stumpage price increases in the near future.

My opinion in the land market is that current land prices will remain strong, and possibly increase, as we are still seeing strong demand for land, but not a significant increase in inventory of available land. Interestingly, our property inquiries has sharply increased since the election and the new year, which is a sign of continued high demand.

**Mike Matre Listings:**

Deal Name	Acres	Stage	County	State	Price	Price per Acre
California Woods	1443	Available	Stewart	GA	\$ 2,880,780	\$ 1,996
California Woods West	452	Available	Stewart	GA	\$ 901,740	\$ 1,995
Flynn Hunting & Timber	196	Available	Lee	GA	\$ 1,450,400	\$ 7,400
Killingsworth	In					
Pataula Farm East	310	Negotiation	Randolph	GA	\$ 1,023,000	\$ 3,300
Beaver Sign Tract		Under				
Hunting & Timber	202	Contract	Talbot	GA	\$ 585,800	\$ 2,900

**Links:**

- [California Woods](#)
- [California Woods West](#)
- [Flynn Hunting & Timber](#)
- [Killingsworth East](#)
- [Beaver Sign](#)

[Mike Matre Bio](#)

[Saunders Land listings](#) (company wide)

[Saunders Commercial listings](#) (company wide)

**I am actively looking to build my real estate inventory. If you are considering selling or buying land or commercial property, I would love the opportunity to discuss with you. I am also available as needed for forestry consulting and land management assistance. I look forward to working with you in 2025 and beyond. Thank you, and God bless.**

**"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  
 Consulting Forester & CEO, **Matre Forestry Consulting, Inc.** [www.matreforestry.com](http://www.matreforestry.com)  
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 Accredited Land Consultant & Member Association of Consulting Foresters  
[Click here for Mike Matre's Bio](#)

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