



7/6/2021

Dear Matre Forestry Newsletter Subscribers,

I hope you had a great Independence Day! God bless America.

The land and timber markets have been hot in Southwest Georgia, aka Sowega. So let's take a quick look at average asking prices for land over 100 acres in Sowega. Also, we will take a glance at timber prices.

Land Asking Price Overview: In this newsletter we look at asking price rather than sold price, because that data is so easy to pull, and asking price is good information for gauging market trends. The source of the data is a Lands of America database that we subscribe to. Historically, in this database, most tracts do sell, and they average selling for around 91% of asking price. Most every sale in the database is handled by a professional land broker.

Timber Market Overview: The timber markets have been better, but pine chip-n-saw and pine sawtimber have not gone crazy like lumber has. Many are asking why, and my answer is the mills will only pay the least it will take to procure enough logs, and price increases of +-10% or more depending on location have done that. Timber prices have been easing off the past couple of months, and lumber has been correcting significantly. I provided a chart for weighted timber prices of all products (Source: Forest2Market), and a lumber price chart (Source: Trading Economics).

See our Sowega Region Map below:

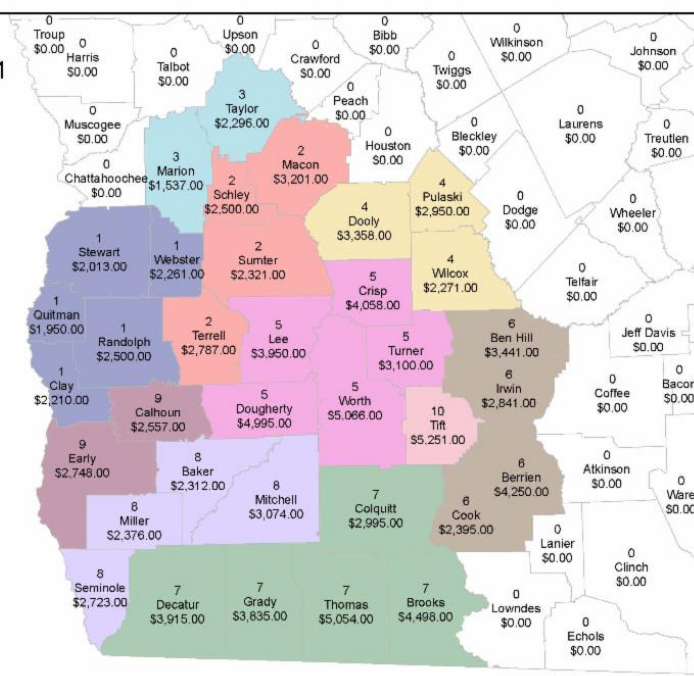
Average per Acre Ask Prices as of July 2021 100 Acres and Larger Southwest Georgia



Labels:
Region #
County Name
Average Asking Price

Note: If a county has no active listings, the most recent asking price was used.

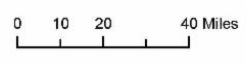
Source: Lands of America



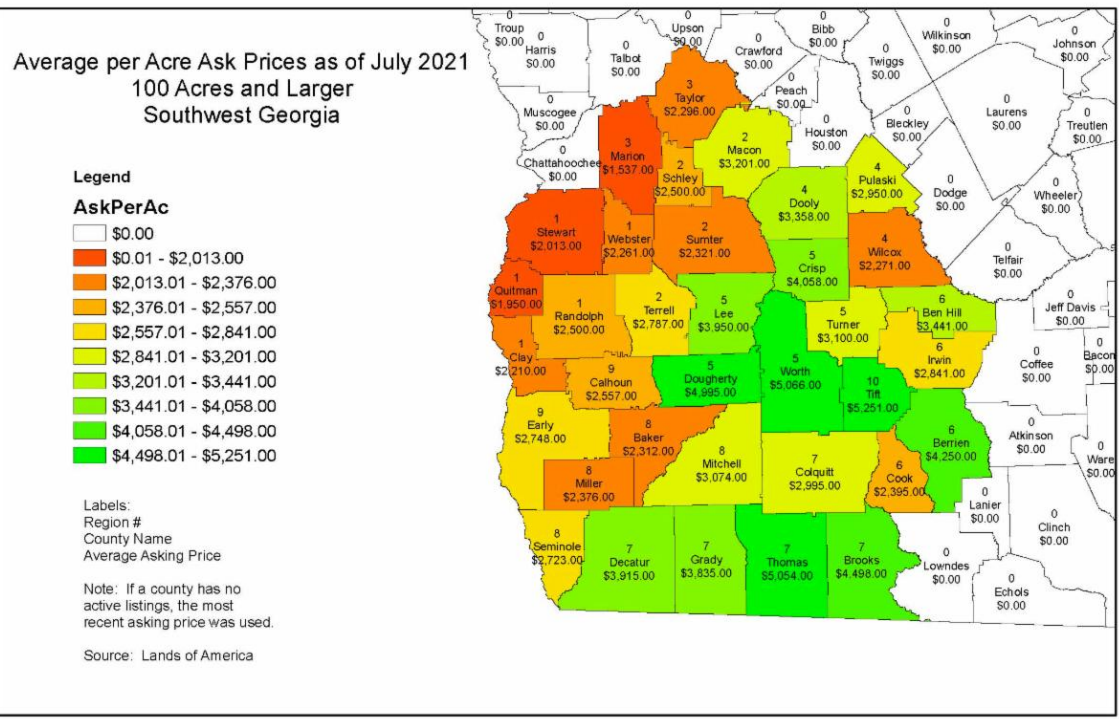
www.matreforestry.com
Leesburg GA 229-639-4973
Date: 7/6/2021

Disclaimer: Map boundaries, colors, labels, descriptions, and all other map data is not guaranteed. The map is not a survey plat. Mapped in ArcMap 10.5 GIS mapping software. Intended for management purposes only.

1 inch equals 25.98 miles 1 in = 137,180.7 feet 1:1,646,169



See Current Asking Price by County Map below:



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Date: 7/6/2021

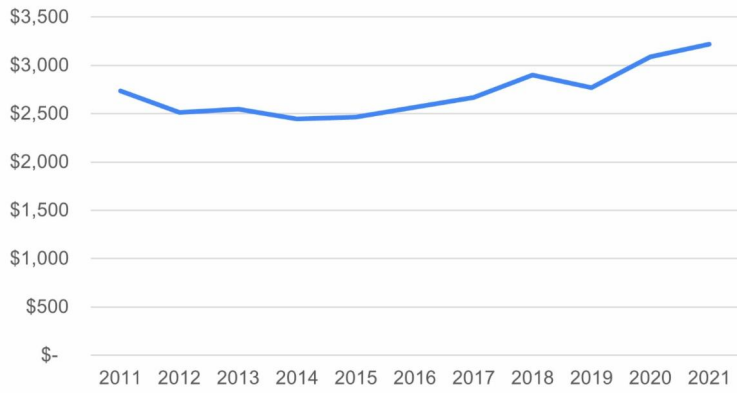
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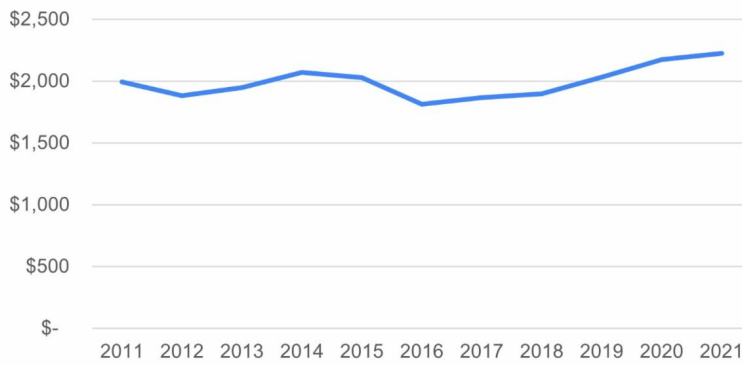


See Asking Price charts by year for all of Sowega and by Region below:

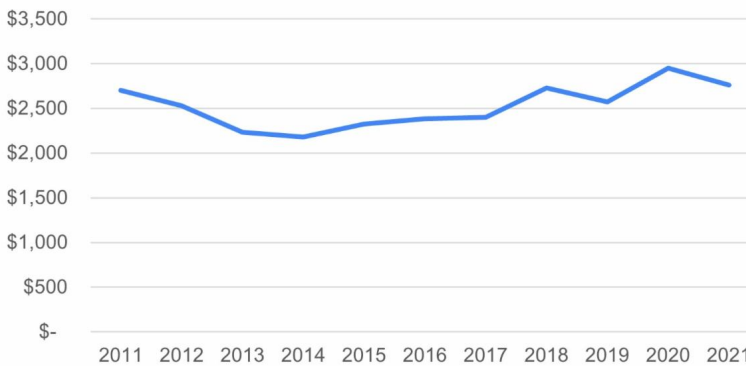
All of Southwest Georgia Average Ask Price



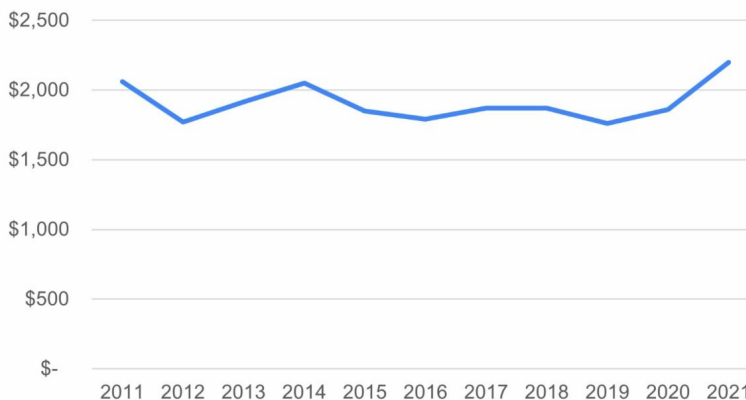
Region 1: Clay, Quitman, Randolph, Stewart, Webster Average Ask Price



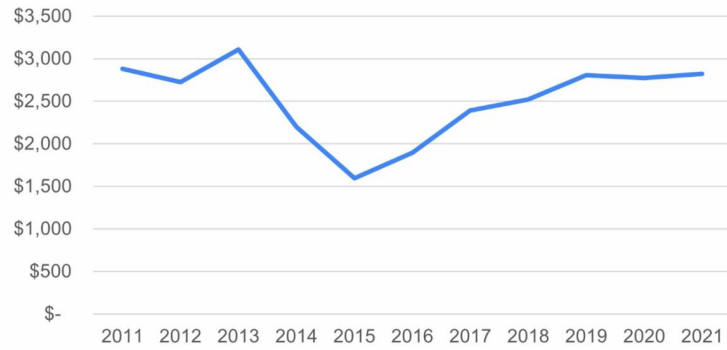
Region 2: Macon, Schley, Sumter, Terrell Average Ask Price



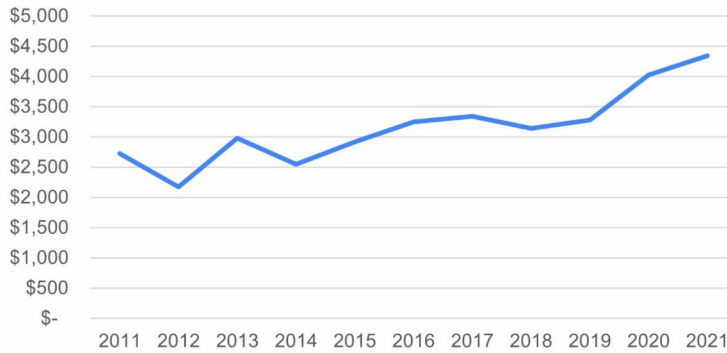
Region 3: Marion, Taylor Average Ask Price



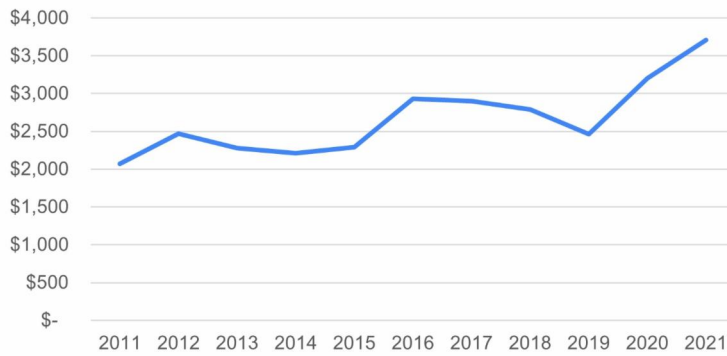
Region 4: Dooly, Pulaski, Wilcox Average Ask Price



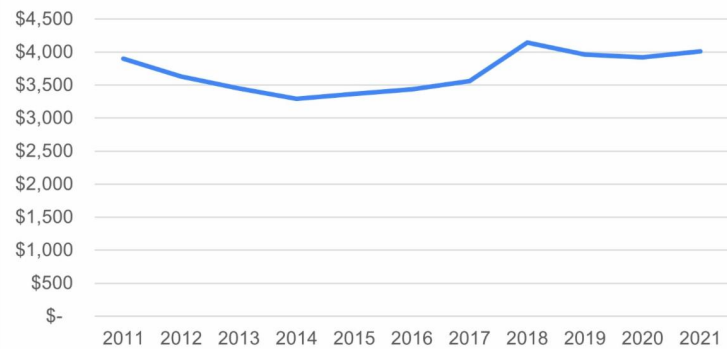
Region 5: Crisp, Dougherty, Lee, Turner, Worth Average Ask Price



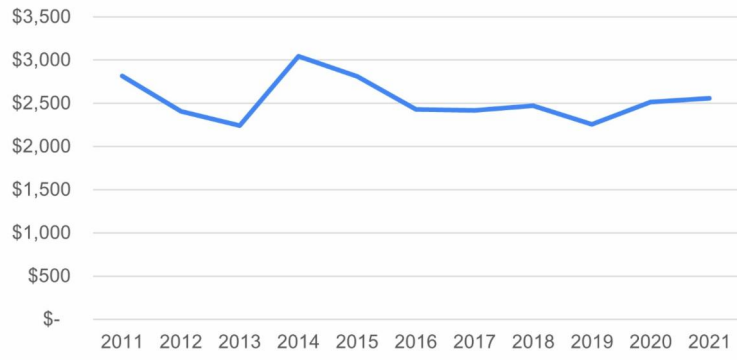
Region 6: Ben Hill, Berrien, Cook, Irwin Average Ask Price



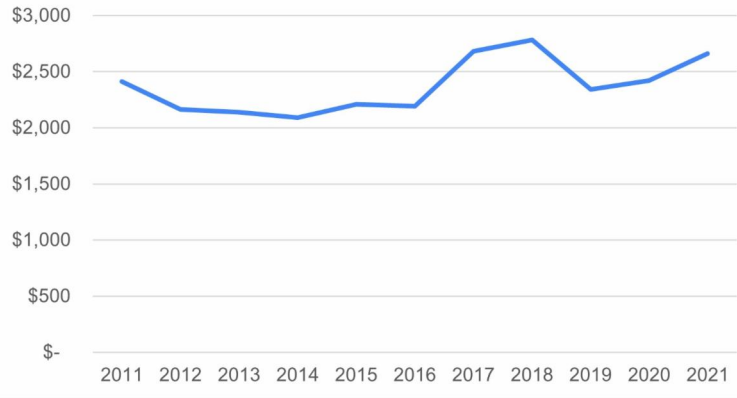
Region 7: Brooks, Colquitt, Decatur, Grady, Thomas Average Price



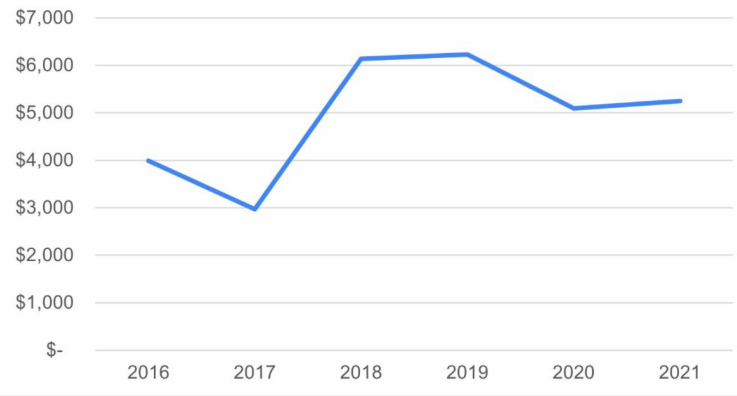
Region 8: Baker, Miller, Mitchell, Seminole
Average Ask Price



Region 9: Calhoun, Early Average Ask Price



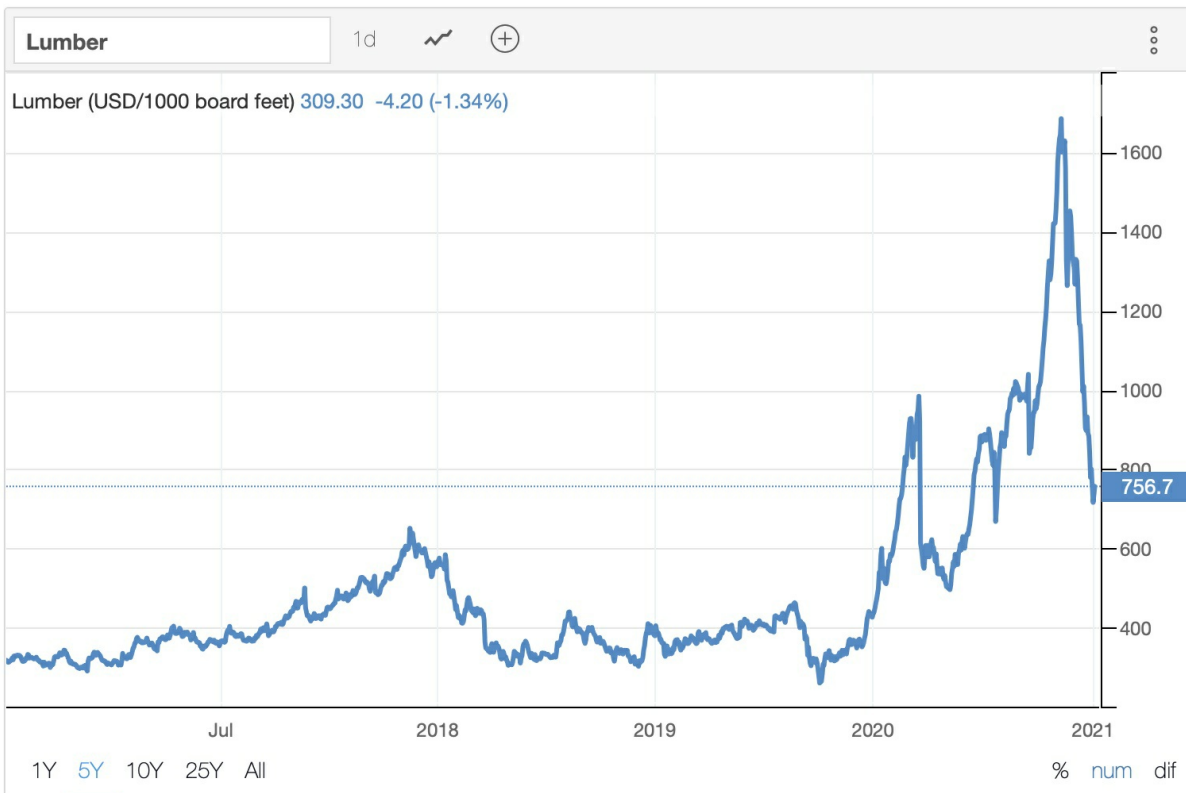
Region 10: Tift Average Ask Price



Price Per Ton (Weighted)



FOREST2MARKET



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.

SPECIAL ANNOUNCEMENT: Our last few listings have gone under contract right out of the gate, and most of our older listings have sold, SO, WE NEED LISTINGS! If you have been considering selling land, now is the time! Contact Matre Forestry today.

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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