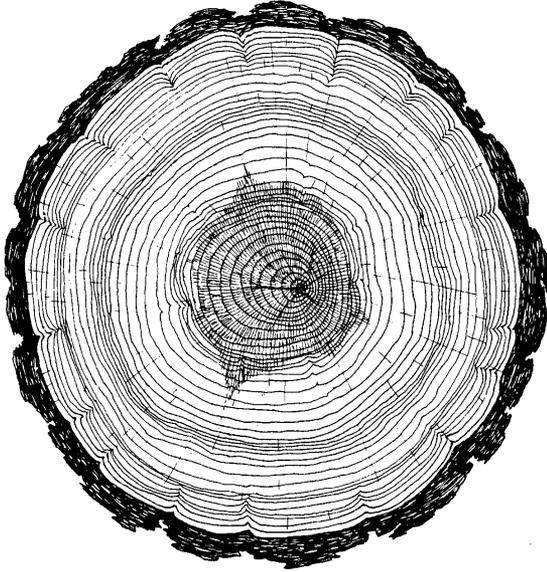


TEXAS TIMBER PRICE TRENDS



BIMONTHLY MARKET REPORT

VOL. 24 NO. 1

January/February 2006

T E X A S
FOREST  **SERVICE**

The Texas A&M University System

TEXAS TIMBER PRICE TRENDS

WHAT IS THE PURPOSE OF THIS REPORT?

Texas Timber Price Trends is a bi-monthly publication reporting average prices paid for standing timber, commonly called the “stumpage price,” for the two months listed in the report. Its purpose is to provide timely information concerning timber market conditions in order to improve decision making and foster fair transactions that benefit both buyer and seller and encourage conservation of the timber resource. Market information is particularly important to nonindustrial private landowners who are only infrequent participants in this complex market.

WHERE DOES THE DATA COME FROM?

Average stumpage prices published in this report are calculated from actual timber sales as reported by as many as 60 cooperators active in the East Texas timber market. Reporters include forest product companies, logging contractors, consulting foresters, non-industrial landowners, financial institutions, and federal agencies. Research has shown that a diversity of reporters tend to reduce bias and improve the reliability of the price estimates.

HOW ARE AVERAGE PRICES CALCULATED?

The calculation of average prices weighs each sale by the volume sold. This is done to filter out the effect that the size of the sale has on the price paid, thus providing a more consistent and meaningful average. The result is that the average price reported is the average price paid per unit of volume, NOT per the average timber sale.

The price per ton for each product category is calculated from the price per ton as reported or using a specific conversion factor for each sale provided by the reporters. When a specific conversion factor for each sale is not available, an average conversion factor listed on page 8 is used instead. Readers should note that volume to weight conversions vary depending on the average diameter of the logs in the sale.

HOW CAN I USE THIS REPORT?

This report is intended to serve only as a guide to general price levels. Individuals interested in selling timber can use this report to monitor market trends and get a general idea of what their timber is worth. However, it should not be used to judge the fair market value of a specific timber sale. The price paid for a specific stand of timber will vary considerably due to such factors as: size, species, and quality of timber; total volume and volume per acre; logging conditions; distance to the mill; end product of manufacture; and current demand and local competition for timber. Additionally, timber markets often change rapidly and therefore past prices are not necessarily a reflection of current market prices. We strongly recommend the use of a competitive bidding process as the ultimate determinant of market price for any specific tract of timber.

COMMENTS

Continued salvage timber operations from September 2005 Hurricane Rita's damage in Southeast Texas area drove down stumpage prices significantly in this period. Dry weather in the early part of 2006 also contributed to the overall lower stumpage prices in East Texas.

Average stumpage price for pine sawtimber for Northeast Texas continued its upward trend. It went up from \$39.39/ton to \$41.06/ton for this period. This was a \$1.67/ton or 4.24% increase from the previous two-month period. Pine Sawtimber stumpage prices in Southeast Texas fell significantly during this period, averaging \$33.71/ton (\$231.55/MBF). This was a \$3.67/ton or 9.82% decline from \$37.38/ton (\$295.22/MBF) for the previous two-month period. Overall, statewide average stumpage price of pine sawtimber decreased by \$1.19/ton, or 3.12%, from 38.12/ton (\$304.14/MBF) to \$36.93/ton (\$260.75/MBF).

Pine pulpwood market prices rebounded from the low level for the previous two-month period. Average stumpage prices of pine pulpwood in Northeast Texas jumped to \$8.66/ton, an increase by \$4.76/ton, from \$3.90/ton in the previous two-month period. In Southeast Texas, stumpage prices of pine pulpwood averaged \$4.77/ton, which is an increase of \$3.12/ton.

Average pine chip-n-saw stumpage price was \$16.82/ton (\$43.79/cord), which remained virtually unchanged from the previous two-month period (\$16.73/ton). There was very limited reporting of pine chip-n-saw sales from Northeast Texas; almost all of the sales were reported from Southeast Texas in this period.

Hardwood sawtimber market weakened compared to last year. Average stumpage price was down by \$1.22/ton, to \$14.09/ton (\$121.17/MBF) from the previous two-month period. This was the lowest price since 2003.

Hardwood pulpwood market tumbled for this period. Stumpage prices fell to the lowest level for years, to \$3.49/ton (9.88/cord). This was a decrease of \$3.19/ton from the previous two-month period.

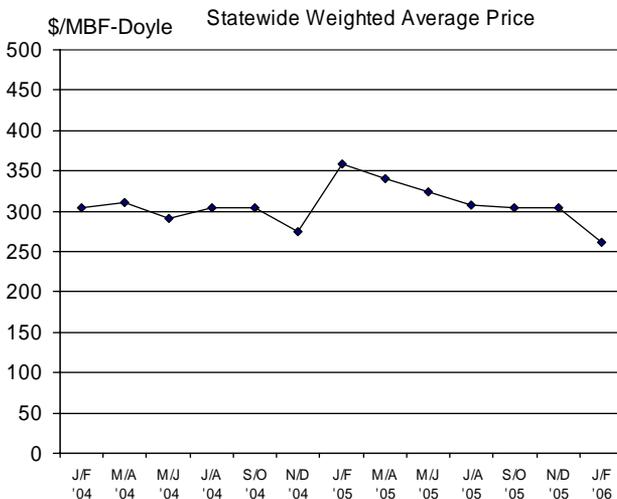
TEXAS TIMBER PRICES FOR 2006 PROPERTY TAX APPRAISAL

	2001	2002	2003	2004	2005
Large Pine Sawtimber	\$ 38.33	\$ 39.23	\$ 36.21	\$ 34.77	\$ 38.93
Small Pine Sawtimber	\$ 15.39	\$ 17.92	\$ 16.81	\$ 18.04	\$ 17.94
Pine Pulpwood	\$ 6.15	\$ 4.65	\$ 5.89	\$ 6.99	\$ 6.47
Hardwood Sawtimber	\$ 13.28	\$ 16.10	\$ 16.49	\$ 19.77	\$ 18.46
Hardwood Pulpwood	\$ 9.70	\$ 4.83	\$ 5.30	\$ 5.87	\$ 7.08

Starting from January 1, 2004, the state legislation (Senate Bill 1646 of 2003) requires stumpage prices to be in tons in the tax appraisal formula. Also, statewide average stumpage prices (vs. northeast and southeast) will also be required for the tax appraisal. Another important new change from this law is that small pine sawtimber (chip-n-saw) is recognized as a timber product.

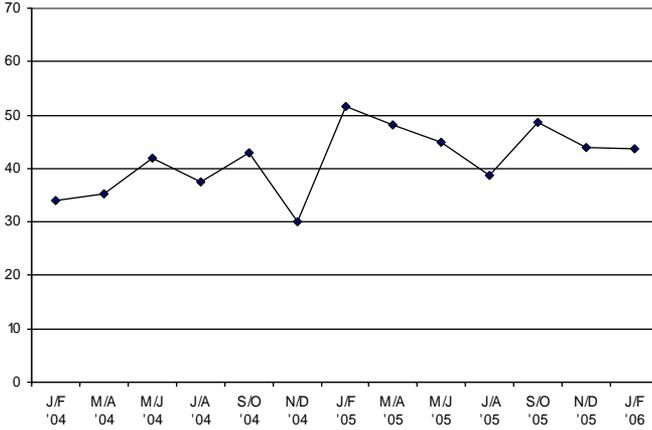
Data Source: Texas Forest Service, February 2006

PINE SAWTIMBER



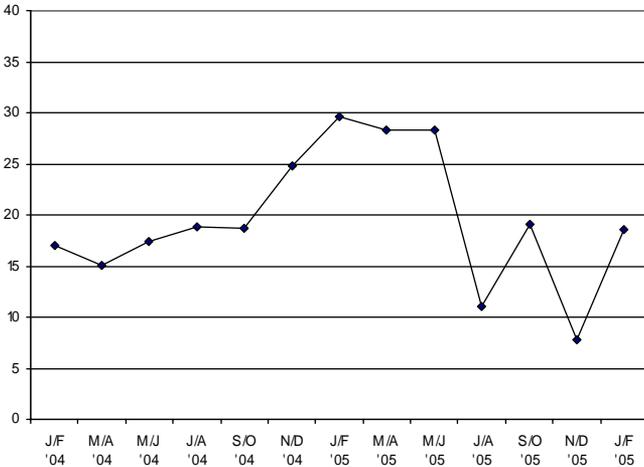
PINE CHIP-N-SAW

\$/cord Statewide Weighted Average Price



PINE PULPWOOD

\$/cord Statewide Weighted Average Price



The prices in this table do not represent market price for a specific tract of timber.

Market price for any specific tract of timber may vary considerably due to variation in tract size, timber quality, species, total volume and volume per acre, logging conditions, distance to the mill, utilization, current demand and local competition for timber, and rapidly changing timber market.

For timber prices used for timberland property taxation, please see page 3.

STUMPAGE PRICE TRENDS IN TEXAS

January/February 2006 17-Mar-06
Volume 24, No. 1

Product/Region	Average Price		Average Price Last Period		Average Price Same Period A Year Ago		# of Sales Reported	Total Volume	
	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>\$/Ton</u>	<u>\$/MBF</u>		<u>Ton</u>	<u>MBF</u>
PINE									
Sawlogs									
Northeast TX	41.06	300.69	39.39	320.03	41.00	360.53	17	112,128.88	15,313.09
Southeast TX	33.71	231.55	37.38	295.22	44.87	337.95	66	143,828.69	20,941.85
Statewide*	36.93	260.75	38.12	304.14	41.18	359.31	83	255,957.56	36,254.95
USFS	**	**	**	**	**	**	**	**	**
Pulpwood									
Northeast TX	8.66	23.10	3.90	10.44	14.36	38.19	33	125,896.05	47,199.28
Southeast TX	4.77	12.86	1.65	4.46	9.46	25.86	30	103,352.18	38,299.87
Statewide*	6.91	18.52	2.92	7.83	10.91	29.57	63	229,248.23	85,499.15
USFS	**	**	**	**	**	**	**	**	**
Chip-N-Saw									
Northeast TX	**	**	21.66	58.08	19.38	51.57	2	103,996.54	39,952.52
Southeast TX	16.82	43.78	16.60	43.55	**	**	44	108,696.54	41,749.56
Statewide*	16.82	43.79	16.73	43.91	19.37	51.56	46		
HARDWOOD									
Mixed Sawlogs									
Northeast TX	14.15	121.70	15.56	139.77	16.98	159.19	4	7,066.00	821.42
Southeast TX	13.51	115.38	**	**	**	**	3	635.53	74.42
Statewide*	14.09	121.17	15.31	137.57	15.01	127.17	7	7,701.53	895.84
USFS	**	**	**	**	**	**	**	**	**
Pulpwood									
Northeast TX	3.55	10.09	6.76	18.94	9.92	28.38	6	15,358.30	5,400.59
Southeast TX	2.14	5.35	**	**	8.27	22.74	3	627.50	251.00
Statewide*	3.49	9.88	6.68	18.72	8.49	23.48	9	15,985.80	5,651.59
USFS	**	**	**	**	**	**	**	**	**

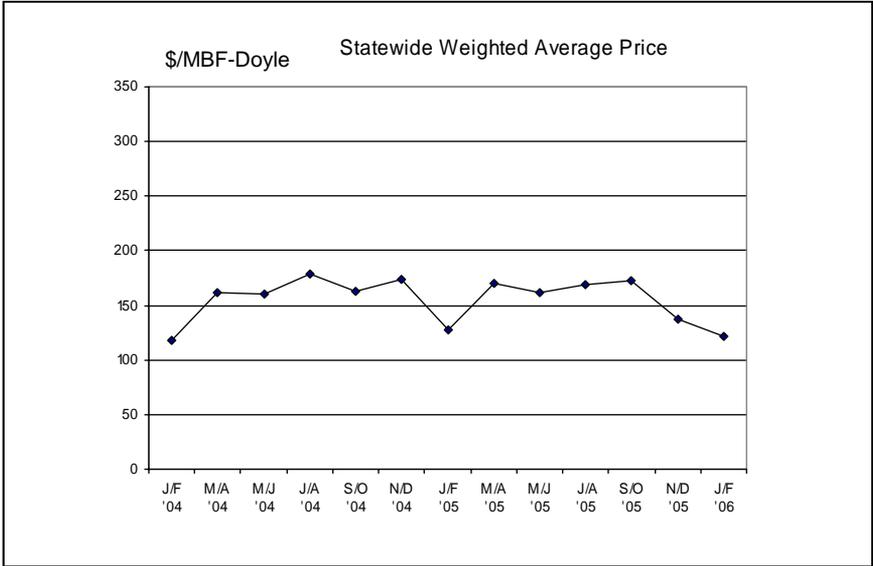
1. Stumpage price statistics included gatewood sales. Stumpage prices from the gatewood sales were estimated by subtracting cut and haul costs, other expenses and profits if any provided by the reporters.

2. Price is calculated from a specific conversion factor reported for each sale if available; otherwise, the average conversion factors listed on page 8 are used. MBF = Thousand Board Feet. The DOYLE LOG SCALE is used for board foot measurements.

* Statewide data excludes U.S. Forest Service sales.

** Insufficient sales to report price statistics (less than three reported sales).

HARDWOOD SAWTIMBER



HARDWOOD PULPWOOD

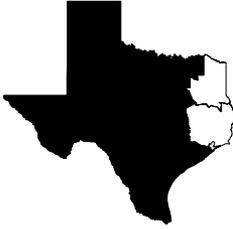


TEXAS ANNUAL STATEWIDE AVERAGE STUMPAGE PRICES

Year	Pine			Hardwood	
	Sawlog \$/MBF-Doyle	Chip-N-Saw \$/Cord	Pulpwood \$/Cord	Sawlog \$/MBF-Doyle	Pulpwood \$/Cord
1984	170.53	30.85	23.48	54.61	4.03
1985	129.87	28.35	18.46	54.79	5.13
1986	127.45	23.68	14.53	46.16	4.18
1987	142.59	22.53	15.28	55.46	6.78
1988	152.31	24.88	16.33	64.93	6.59
1989	156.32	26.25	18.45	69.48	9.27
1990	163.34	30.12	22.17	62.20	6.03
1991	189.33	29.71	22.59	53.83	9.09
1992	252.26	39.39	27.98	67.04	10.10
1993	283.80	39.46	26.89	80.67	12.76
1994	358.03	47.81	22.75	93.77	15.57
1995	438.36	62.96	27.26	105.17	28.65
1996	395.46	59.18	25.25	88.28	10.78
1997	441.75	73.39	28.61	132.20	25.20
1998	414.51	76.40	37.01	138.75	14.41
1999	382.86	68.44	28.95	139.44	12.24
2000	376.57	57.69	19.20	120.88	7.97
2001	325.14	42.06	12.94	120.32	15.11
2002	334.86	41.92	12.33	156.97	15.67
2003	289.30	41.90	14.90	157.81	15.85
2004	392.30	59.55	23.23	189.73	16.90
2005	312.57	46.44	19.25	175.24	20.75
2006.1	260.75	43.79	18.52	121.17	9.88

Texas Timber Price Trends

Market Regions



Northeast TX Region I



Southeast TX Region II

VOLUME CONVERSION FACTORS

A specific conversion factor for each sale reported by the reporters is used for price calculations when available; otherwise, the following average conversion factors are used:

Sawlogs MBF-International-1/4" X 0.74 = MBF-Doyle
 MBF-Scribner X 0.78 = MBF-Doyle
 MBF-USFS Scribner X 0.814 = MBF-Doyle
 Pine - 7.76 Tons = 1 MBF-Doyle
 Hardwood - 9.00 Tons = 1 MBF-Doyle
 Pine Chip-N-Saw: 1 Cord = 2.68 tons

Pulpwood Pine - 2.70 Tons = 1 Cord
 Hardwood - 2.8 Tons = 1 Cord
 Pine - 81 Cubic Feet = 1 Cord
 Hardwood - 80 Cubic Feet = 1 Cord

Note; Average conversion factors for 2005 was not finalized as of the date of this publication pending more data submission. The numbers will be revised accordingly once it is finalized.

SUBSCRIPTION INFORMATION

Texas Timber Price Trends is a publication of the Texas Forest Service and is available at \$2 per copy from your local TFS office, or through an annual mail subscription of \$10 per year. To subscribe, please send your request and check or money order (payable to "Texas Forest Service") to:

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This publication is also available *free of charge* on the Texas Forest Service website: <http://tfsweb.tamu.edu/sustainable/article.aspx?id=145>

WANT TO BE A REPORTER?

If you are active in the East Texas timber market, please consider becoming a cooperating price reporter. You'll receive report forms bi-monthly with a self-return envelope. In addition, you'll receive a complimentary subscription to the report in exchange for your price information. To sign up, contact the Texas Forest Service at the above address.

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