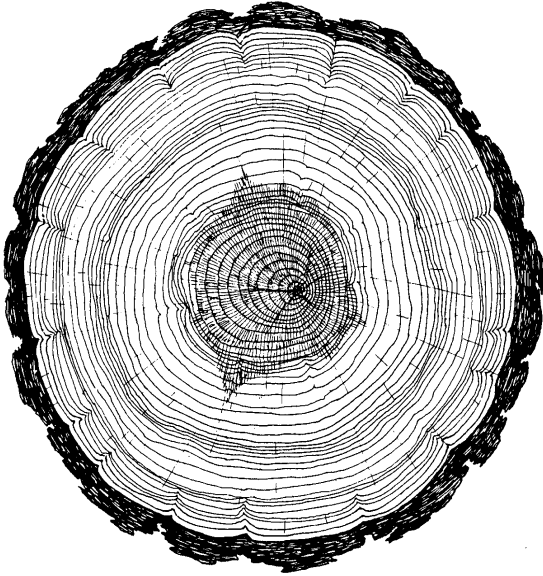


TEXAS TIMBER PRICE TRENDS



BIMONTHLY MARKET REPORT

VOL. 23 NO. 2

March/April 2005

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 tends 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

Average stumpage prices of pine sawtimber continued to rise for the March/April 2005 period. Wet weather reduced available tracts suitable for logging, causing continued upward pressure on timber prices. Sawmills paid higher prices to secure timber supplies during the wet weather conditions. Pine sawtimber prices averaged \$43.82/ton for Northeast Texas, an increase of \$2.82/ton or 6.44% from the January/February period. The average price of Southeast Texas pine sawtimber increased by \$0.77/ton or 1.69% to \$45.64/ton. Overall in East Texas, pine sawtimber prices averaged \$45.04/ton for this period, as compared to \$41.18/ton last period. This was a \$3.86/ton or 8.57% increase.

This year the average price of pine pulpwood increased substantially. For the March/April period, it averaged \$10.44/ton, an increase of \$2.88/ton or 28% from the same period last year. However, compared to the high price in January/February 2005, this was a decline of 4.5% or \$0.47/ton.

The pine small sawtimber (chip-n-saw) market also was much stronger than last year. The price of East Texas pine small sawtimber averaged \$18.42/ton, an increase of \$4.82/ton or 26% from the same period last year. In January/February, it was \$0.95/ton higher.

The price of pine pole timber price was \$90/ton, delivered to Jasper, according to one of our contacts. On average, the stumpage price of pine poles in East Texas for this period was \$70/ton.

Hardwood sawtimber in East Texas rose 18.2% or \$3.34/ton from the January/February period, to \$18.35/ton. Hardwood pulpwood also increased \$1.52/ton or 15.18% from the previous two-month period, to \$10.01/ton. Last year, hardwood pulpwood prices averaged \$5.38/ton for the same period.

Latest timber tax news: State Representative McReynolds and Senator Staples led the passage of a forestry tax bill (HB312, passed on 4/29/05 by the House and 5/25/05 by the Senate) that will eliminate a tax penalty when a landowner decides to set aside a piece of his timberland to build a home on it. It will be effective for land converted for home building after September 1, 2005.

Without this bill, a landowner *must pay back the tax incentives* afforded to timber use on the land converted, up to market value, compounded by 7% annual *interest, for the previous 5 years.*

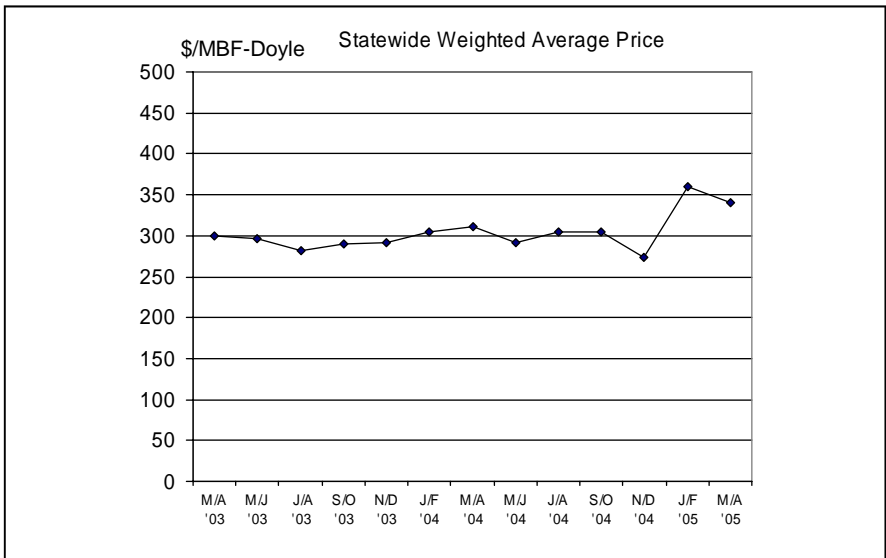
TEXAS TIMBER PRICES FOR 2005 PROPERTY TAX APPRAISAL

	2000	2001	2002	2003	2004
Large Pine Sawtimber	\$ 39.29	\$ 38.33	\$ 39.23	\$ 36.21	\$ 34.77
Small Pine Sawtimber	\$ 19.96	\$ 15.39	\$ 17.92	\$ 16.81	\$ 18.04
Pine Pulpwood	\$ 11.26	\$ 6.15	\$ 4.65	\$ 5.89	\$ 6.99
Hardwood Sawtimber	\$ 15.07	\$ 13.28	\$ 16.10	\$ 16.49	\$ 19.77
Hardwood Pulpwood	\$ 9.05	\$ 9.70	\$ 4.83	\$ 5.30	\$ 5.87

Starting from January 1, 2004, the new 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.

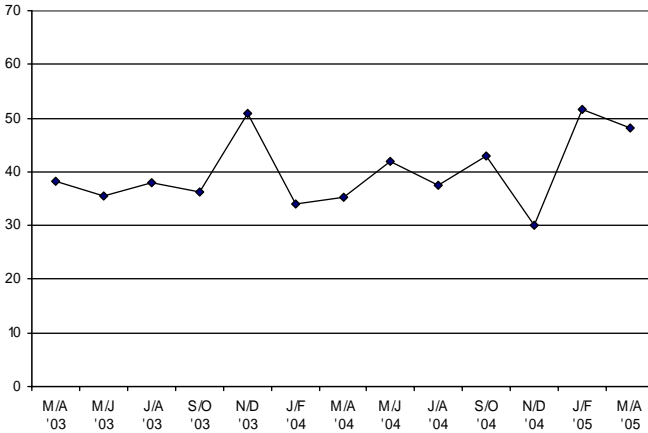
Data Source: Texas Forest Service, February 2005

PINE SAWTIMBER



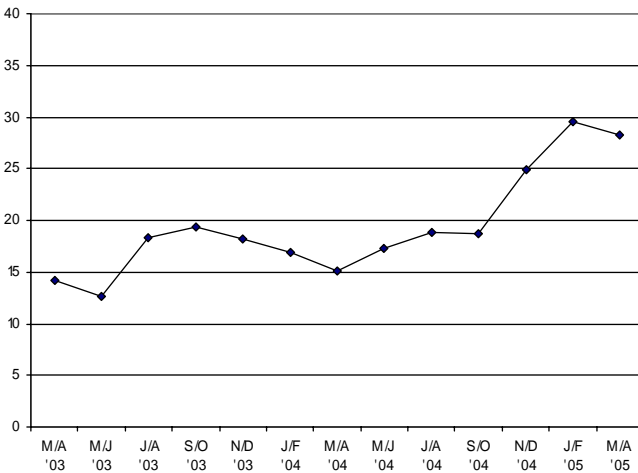
PINE CHIP-N-SAW

\$/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

March/April 2005

14-Jun-05
Volume 23, No. 2

Product/Region	Average Price		Average Price Last Period		Average Price Same Period A Year Ago		# of Sales Reported	Total Volume	
	\$/Ton	\$/MBF	\$/Ton	\$/MBF	\$/Ton	\$/MBF		Ton	MBF
PINE									
Sawlogs									
Northeast TX	43.82	336.65	41.00	360.53	38.21	319.68	34	70,825.81	9,219.13
Southeast TX	45.64	343.06	44.87	337.95	41.33	295.93	75	143,469.84	19,085.04
Statewide*	45.04	340.97	41.18	359.31	39.27	310.77	109	214,295.65	28,304.17
USFS	**	**	**	**	**	**	**	**	**
Pulpwood									
Northeast TX	12.82	34.25	14.36	38.19	7.86	20.81	65	242,756.85	90,834.36
Southeast TX	8.50	23.31	9.46	25.86	6.41	17.23	16	297,656.08	108,593.63
Statewide*	10.44	28.29	10.91	29.57	7.56	20.09	81	540,412.93	199,427.99
USFS	**	**	**	**	**	**	**	**	**
Chip-N-Saw									
Northeast TX	22.17	59.09	19.38	51.57	18.13	45.46	13	7,018.59	2,632.94
Southeast TX	17.51	45.54	**	**	13.26	34.48	16	28,893.67	11,111.11
Statewide*	18.42	48.14	19.37	51.56	13.60	35.27	29	35,912.26	13,744.06
HARDWOOD									
Mixed Sawlogs									
Northeast TX	18.35	169.69	16.98	159.19	16.89	153.02	14	13,483.92	1,458.08
Southeast TX	**	**	**	**	19.65	176.23	**	**	**
Statewide*	18.35	169.69	15.01	127.17	17.91	161.64	14	13,483.92	1,458.08
USFS	**	**	**	**	**	**	**	**	**
Pulpwood									
Northeast TX	9.22	26.35	9.92	28.38	5.37	15.04	23	32,593.25	11,409.11
Southeast TX	**	**	8.27	22.74	**	**	2	46,029.91	16,497.92
Statewide*	10.01	28.21	8.49	23.48	5.38	15.07	25	78,623.16	27,907.03
USFS	**	**	**	**	**	**	**	**	**

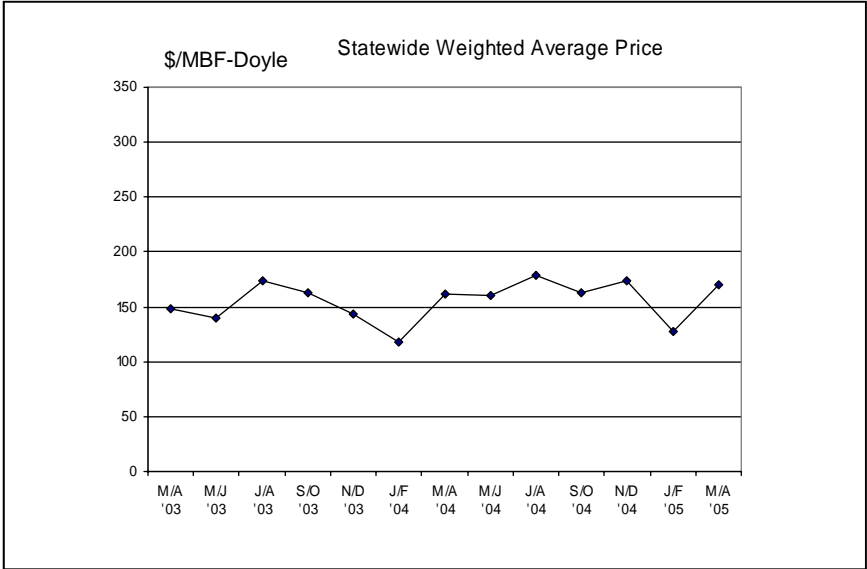
1. Stumpage price statistics included gateway sales. Stumpage prices from the gateway sales were estimated by subtracting cut and haul costs, other expenses and profits if any provided by the reporters.

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

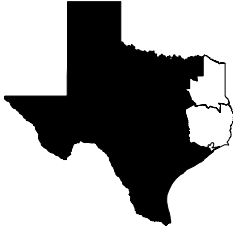


TEXAS ANNUAL STATEWIDE AVERAGE STUMPAGE PRICES

Year	Pine			Hardwood	
	Sawlog	Chip-N-Saw	Pulpwood	Sawlog	Pulpwood
	\$/MBF-Doyle	\$/Cord	\$/Cord	\$/MBF-Doyle	\$/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
2005.1	359.31	51.56	29.57	127.17	23.48
2005.2	340.97	48.14	28.29	169.69	28.21

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 - 7.58 Tons = 1 MBF-Doyle
	Hardwood - 9.05 Tons = 1 MBF-Doyle
	Pine Chip-N-Saw: 1 Cord = 2.68 tons
Pulpwood	Pine - 2.52 Tons = 1 Cord
	Hardwood - 2.8 Tons = 1 Cord
	Pine - 81 Cubic Feet = 1 Cord
	Hardwood - 80 Cubic Feet = 1 Cord

SUBSCRIPTION INFORMATION

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This publication is also available *free of charge* on the Texas Forest Service website:

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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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