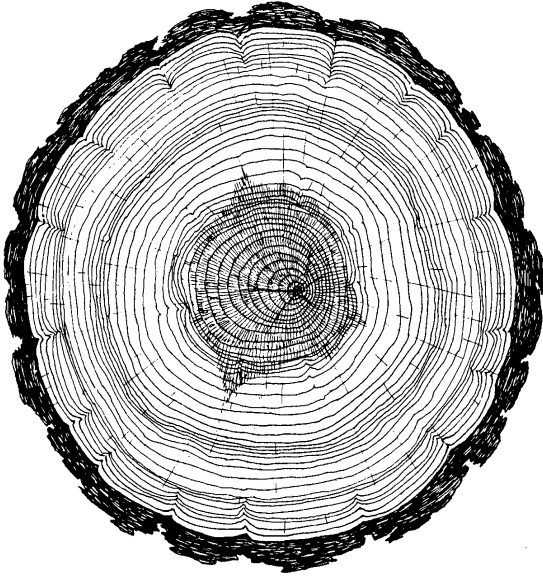


TEXAS TIMBER PRICE TRENDS



BIMONTHLY MARKET REPORT

VOL. 24 NO. 5

September/October 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 family forest 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, family forest 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 which provides 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

Although stumpage price for pine sawtimber remained about the same for the September-October 2006 reporting period compared to the previous two-month period, prices for all other product types increased.

Stumpage price for pine sawtimber averaged \$39.58/ton (\$297.10/MBF) across East Texas. This is 1 percent higher than that reported for the July-August reporting period and less than 2 percent higher than that reported one year ago for the same period. There was a relatively big difference between prices reported in Northeast and Southeast Texas. Average stumpage price was \$36.44/ton (\$287.57/MBF) in Northeast Texas and \$45.70/ton (\$313.19/MBF) in Southeast Texas. This is a difference of \$9.26/ton. Most reports were for Northeast Texas. Northeast Texas had 87 percent of the reported sales and 66 percent of the reported volume sold.

Pine pulpwood stumpage price averaged \$7.07/ton (\$18.88/cord). This is an increase of \$2.14/ton (43%) over that for July-August, which was \$4.93/ton. Pulpwood price was much higher in Northeast Texas than in Southeast Texas. Prices averaged \$8.35/ton in Northeast Texas compared to \$4.81/ton in Southeast Texas. Last year, the September-October stumpage price for pine pulpwood in East Texas was \$7.40/ton (\$13.29/cord).

Only three sales were reported for small pine sawtimber (chip-n-saw)—all in Northeast Texas. Stumpage price for this product type averaged \$21.64/ton (\$54.10/cord). Although this was lower than the \$22.61/ton reported for the previous period in Northeast Texas, it was significantly higher when compared to the statewide average for that period (\$16.36/ton and \$42.66/cord). In 2005, the September-October price was \$24.43/ton (\$65.95/cord).

As reported in 14 sales, mixed hardwood sawtimber prices averaged \$21.59/ton (\$170.41/MBF) in East Texas. This compares with \$16.29/ton (\$170.41/MBF) for the previous period and \$19.87/ton (\$184.60/MBF) for the same period one year ago.

Average stumpage price of hardwood pulpwood was \$7.24/ton (\$21.06/cord). Although the three sales reported for Southeast Texas showed an average of only \$1.32/ton, their total sale volume was insignificant and did not affect the statewide average very much. The statewide average for hardwood pulpwood was \$5.02/ton (\$14.06/cord) the previous period and \$6.80/ton (\$19.02/cord) a year ago.

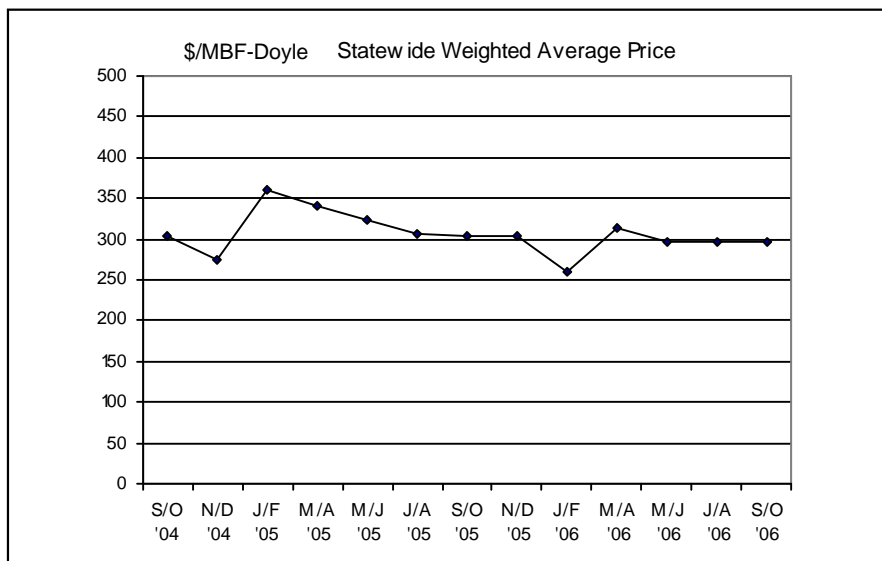
TEXAS TIMBER PRICES FOR 2005 PROPERTY TAX APPRAISAL

	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

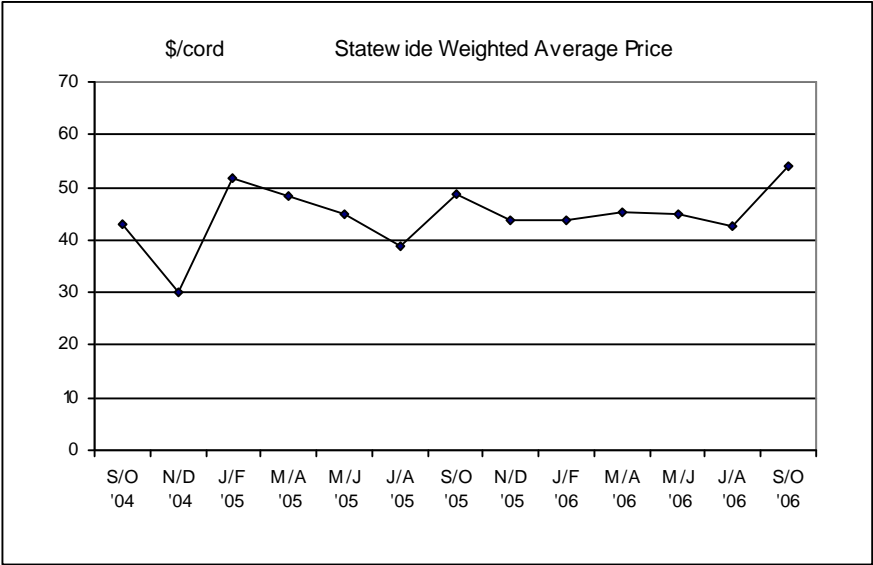
Starting from January 1, 2004, the new legislation (Senate Bill 1646 of 2003) requires stumpage prices to be in tons in the tax appraisal formula. Also, statewide average stumpage prices (vs. northeast and southeast) will also be required for the tax appraisal. Another important new change from this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

Data Source: Texas Forest Service, February 2005

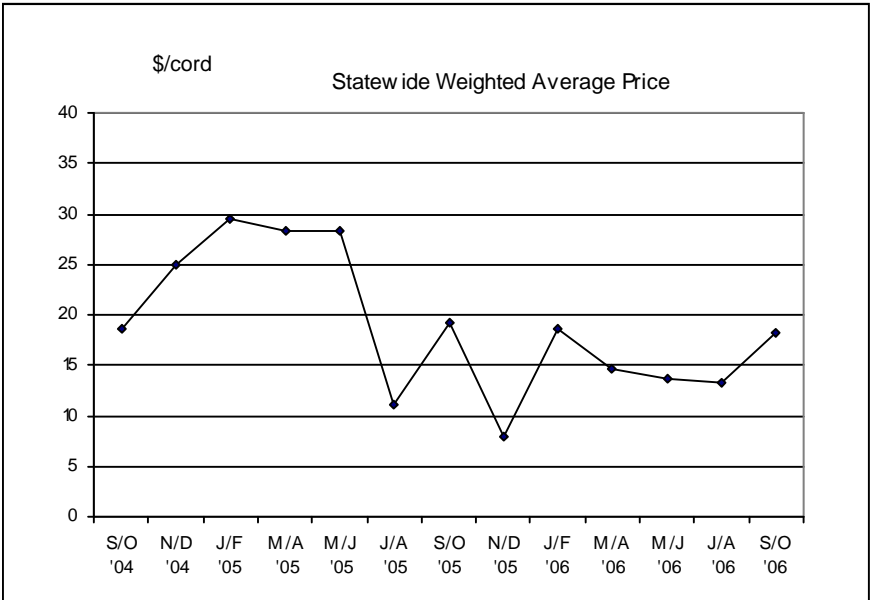
PINE SAWTIMBER



PINE CHIP-N-SAW



PINE PULPWOOD



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 a variety of factors such as quality of timber, logging conditions, volume of timber, and distance to mills.
For timber prices used for timberland property taxation, please refer to page 3.

STUMPAGE PRICE TRENDS IN TEXAS

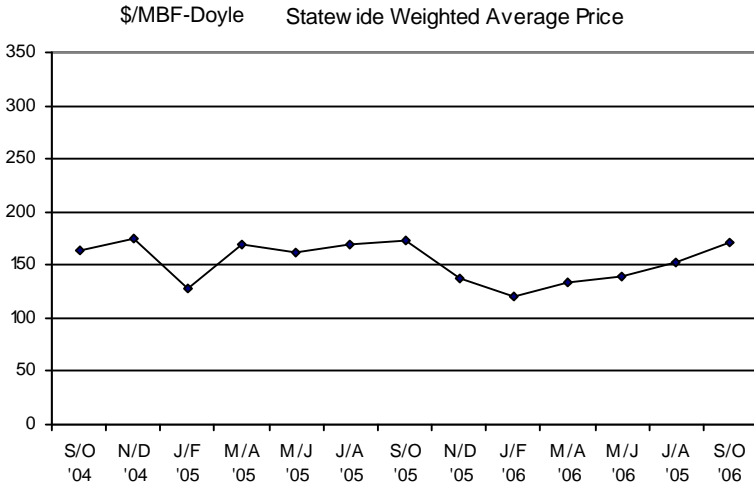
September/October 2006

22-Jan-07
Volume 24, Number 5

Product/Region	Average Price		Average Price Last Period		Average Price Same Period One Year Ago		Sales Reported	Total Volume	
	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>Number</u>	<u>Tons</u>	<u>MBF</u>
PINE									
Sawlogs	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>Number</u>	<u>Tons</u>	<u>MBF</u>
Northeast TX	36.44	287.57	33.50	272.60	38.25	312.67	55	58,170	7,370
Southeast TX	45.70	313.19	41.01	302.23	39.20	302.20	8	29,917	4,366
Statewide	39.58	297.10	39.16	295.48	38.95	304.86	63	88,087	11,736
USFS	25.75	205.96	**	**	**	**	3	23,602	2,950
Pulpwood	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>Number</u>	<u>Tons</u>	<u>Cords</u>
Northeast TX	8.35	22.24	7.17	19.27	9.38	25.32	48	130,447	48,948
Southeast TX	4.81	12.91	2.50	6.74	6.34	17.13	17	73,908	27,530
Statewide	7.07	18.88	4.93	13.29	7.40	19.98	65	204,355	76,478
USFS	2.07	5.60	**	**	**	**	3	10,040	3,719
Chip-N-Saw	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>Number</u>	<u>Tons</u>	<u>Cords</u>
Northeast TX	21.64	54.10	22.61	61.04	24.43	65.95	3	992	397
Southeast TX	**	**	16.19	42.17	**	**	**	**	**
Statewide	21.64	54.10	16.36	42.66	24.43	65.95	3	992	397
HARDWOOD									
Mixed Sawlogs	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>\$/Ton</u>	<u>\$/MBF</u>	<u>Number</u>	<u>Tons</u>	<u>MBF</u>
Northeast TX	22.01	173.66	16.29	152.87	18.79	175.75	13	17,465	2,214
Southeast TX	**	**	**	**	**	**	**	**	**
Statewide	21.59	170.41	16.29	152.87	19.87	184.60	14	18,049	2,287
USFS	**	**	**	**	**	**	**	**	**
Pulpwood	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>\$/Ton</u>	<u>\$/Cord</u>	<u>Number</u>	<u>Tons</u>	<u>Cords</u>
Northeast TX	7.34	21.35	5.02	14.06	6.83	19.12	13	32,942	11,316
Southeast TX	1.32	3.71	**	**	**	**	3	542	193
Statewide	7.24	21.06	5.02	14.06	6.80	19.02	16	33,483	11,509
USFS	**	**	**	**	**	**	**	**	**

- 1 Stumpage price statistics include gatewood sales. Stumpage prices for gatewood sales are estimated by subtracting cut-and-haul costs, other expenses, and profits provided by reporter.
 - 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 DOYI F I O G S C A I F is used for board foot measurements.
- * Statewide data excludes U.S. Forest Service sales.
** Insufficient sales to report price statistics (less than three sales).

HARDWOOD SAWTIMBER



HARDWOOD PULPWOOD

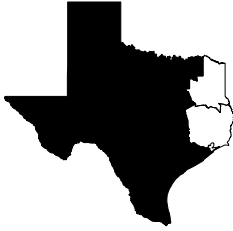


TEXAS ANNUAL STATEWIDE AVERAGE STUMPAGE PRICES

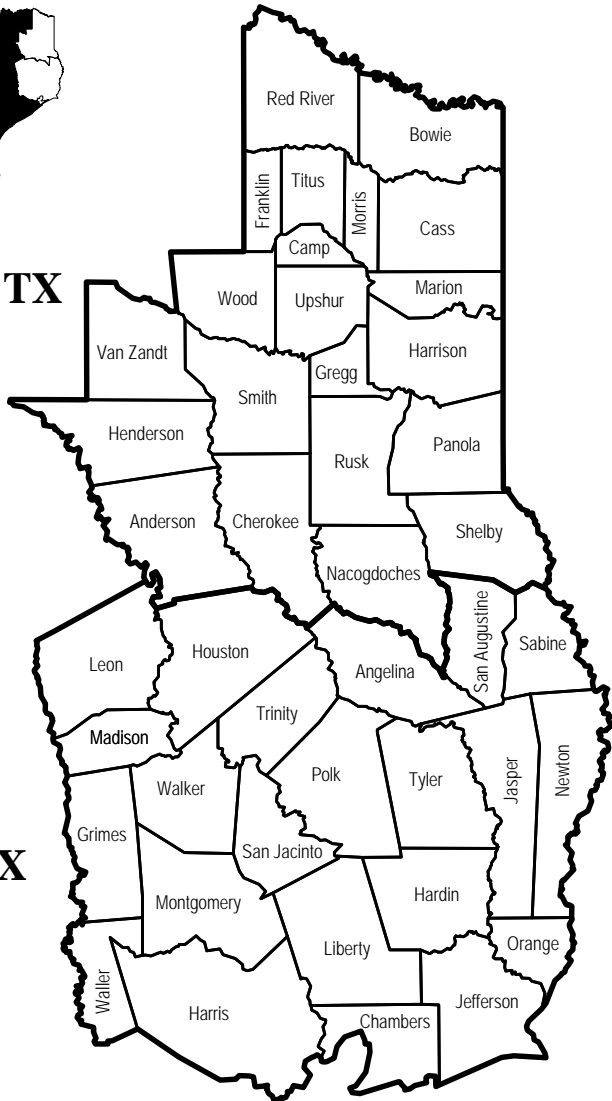
Year	Pine			Hardwood	
	Sawlog	Chip-N-Saw	Pulpwood	Sawlog	Pulpwood
	\$/MBF-Doyle	\$/Cord	\$/Cord	\$/MBF-Doyle	\$/Cord
1984	170.53	30.85	23.48	54.61	4.03
1985	129.87	28.35	18.46	54.79	5.13
1986	127.45	23.68	14.53	46.16	4.18
1987	142.59	22.53	15.28	55.46	6.78
1988	152.31	24.88	16.33	64.93	6.59
1989	156.32	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	312.57	46.44	19.25	175.24	20.75
2006.1	260.75	43.75	18.52	121.17	9.88
2006.2	313.04	45.23	14.74	133.74	16.15
2006.3	295.61	44.79	13.7	140.02	9.27
2006.4	295.48	42.66	13.29	152.87	14.06
2006.5	297.10	54.10	18.18	170.41	21.06

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" \times 0.74 = MBF-Doyle
	MBF-Scribner \times 0.78 = MBF-Doyle
	MBF-USFS Scribner \times 0.814 = MBF-Doyle
	Pine—8 Tons = 1 MBF-Doyle
	Hardwood—9 Tons = 1 MBF-Doyle
	Pine Chip-N-Saw—1 Cord = 2.68 tons
Pulpwood	Pine— 2.7 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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College Station, TX 77840-7896

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