

# TEXAS TIMBER PRICE TRENDS

## Market Overview\*

Housing starts ended the year at 607,000 units, 3.4 percent higher than 2010. Multi-family units were the major driver for the increase while single-family starts dropped 9 percent from 2010, making it the lowest on record. This indicates that the housing market still remains years away from full recovery. Timber markets remained slow in Texas during November/December. Reporters suggested that some of the drought damaged sawlogs were salvaged for pulpwood at discounted prices. Mill inventories were high.

Statewide, the average price of pine sawlog was \$23.08 per ton, 7 percent lower than the last period and the price a year ago. The average pine sawlog price was \$24.43 per ton for Northeast Texas and \$22.47 per ton for Southeast Texas.

Pine pulpwood prices averaged \$5.70 per ton, a 5 percent increase from the last period. This was 11 percent lower than the price a year ago.

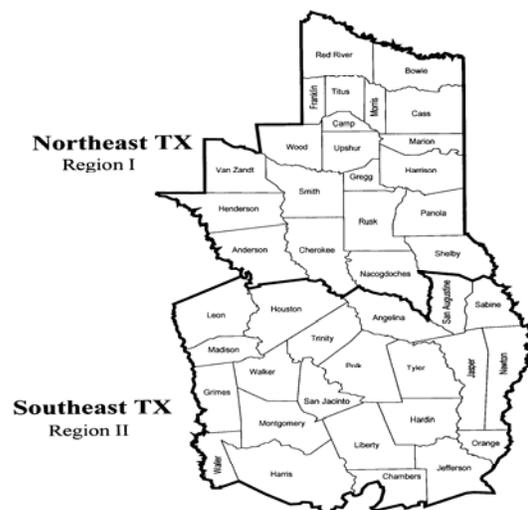
Small diameter sawlog (CNS) prices averaged \$8.85 per ton, 10 percent higher than the last period, but still 32 percent lower than the same period last year.

The average hardwood sawlog price was \$25.15 per ton, 7 percent lower than the price a year ago.

The average hardwood pulpwood price was \$5.83 per ton, slightly higher than the last period but still 22 percent lower than the same period last year.

\*The average prices reported here represent statewide transactions of 88,192 tons of pine sawlogs, 485,739 tons of pine pulpwood, 102,744 tons of pine CNS, 12,069 tons of mixed hardwood sawlogs, and 66,960 tons of hardwood pulpwood during November/December 2011.

**Texas Timber Price Trends  
Market Regions**

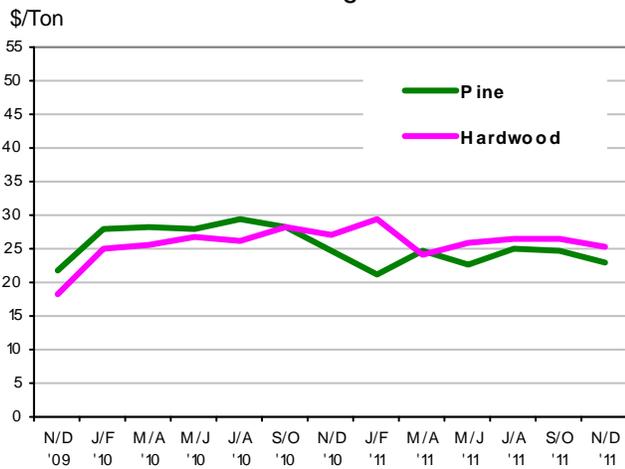


## Stumpage Prices in Texas

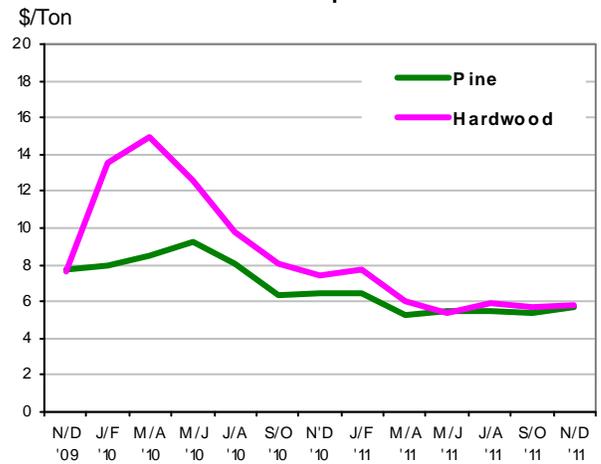
Product /Region	Average Price		Last Period			Year Ago			Report		
<b>PINE</b>											
<b>Sawlogs</b>	<b>\$/ton</b>	<b>\$/MBF</b>	<b>\$/ton</b>	<b>\$/MBF</b>	<b>Chg</b>		<b>\$/ton</b>	<b>\$/MBF</b>	<b>Chg</b>	<b>Number</b>	
Northeast TX	24.43	203.37	25.11	206.15	-3%	↓	24.46	197.31	0%	↓	22
Southeast TX	22.47	173.95	24.64	197.15	-9%	↓	24.85	190.85	-10%	↓	16
Statewide	23.08	182.67	24.81	200.37	-7%	↓	24.74	192.54	-7%	↓	38
USFS	11.59	92.68	**	**	**		**	**	**		5
<b>Pulpwood</b>	<b>\$/ton</b>	<b>\$/cord</b>	<b>\$/ton</b>	<b>\$/cord</b>	<b>Chg</b>		<b>\$/ton</b>	<b>\$/cord</b>	<b>Chg</b>	<b>Number</b>	
Northeast TX	4.37	11.68	4.74	12.65	-8%	↓	6.22	16.74	-30%	↓	35
Southeast TX	6.09	16.45	5.61	15.15	9%	↑	6.65	17.96	-8%	↓	41
Statewide	5.70	15.34	5.43	14.63	5%	↑	6.42	17.31	-11%	↓	76
USFS	2.92	7.88	**	**	**		**	**	**		3
<b>Chip-N-Saw</b>	<b>\$/ton</b>	<b>\$/cord</b>	<b>\$/ton</b>	<b>\$/cord</b>	<b>Chg</b>		<b>\$/ton</b>	<b>\$/cord</b>	<b>Chg</b>	<b>Number</b>	
Northeast TX	8.87	23.95	9.91	26.77	-10%	↓	10.44	28.18	-15%	↓	5
Southeast TX	8.84	23.86	7.99	21.58	11%	↑	13.22	35.69	-33%	↓	10
Statewide	8.85	23.90	8.02	21.66	10%	↑	13.09	35.35	-32%	↓	12
<b>HARDWOOD</b>											
<b>Mixed Sawlogs</b>	<b>\$/ton</b>	<b>\$/MBF</b>	<b>\$/ton</b>	<b>\$/MBF</b>	<b>Chg</b>		<b>\$/ton</b>	<b>\$/MBF</b>	<b>Chg</b>	<b>Number</b>	
Northeast TX	23.09	213.15	22.49	203.50	3%	↑	23.37	210.29	-1%	↓	18
Southeast TX	26.96	242.65	32.17	274.23	-16%	↓	33.98	305.83	-21%	↓	17
Statewide	25.15	229.01	26.61	234.64	-5%	↓	27.11	243.99	-7%	↓	35
USFS	**	**	**	**	**		**	**	**	**	**
<b>Pulpwood</b>	<b>\$/ton</b>	<b>\$/cord</b>	<b>\$/ton</b>	<b>\$/cord</b>	<b>Chg</b>		<b>\$/ton</b>	<b>\$/cord</b>	<b>Chg</b>	<b>Number</b>	
Northeast TX	7.29	20.54	6.60	19.23	10%	↑	7.56	21.17	-4%	↓	14
Southeast TX	5.49	15.37	5.24	14.67	5%	↑	6.75	18.90	-19%	↓	17
Statewide	5.83	16.36	5.68	16.11	3%	↑	7.47	20.92	-22%	↓	31
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 4 are used. MBF = Thousand Board Feet. The DOYLE LOG SCALE is used for board foot measurements.
3. Statewide data excludes U.S. Forest Service sales.
4. \*\* indicates insufficient sales to report price statistics (less than three sales).
5. Prices listed for previous periods may differ from previously published values because additional data have been received.
6. Price change in percentage is calculated based on price in ton.
7. Extreme outliers from reported data are detected and filtered out based on statistical methods.
8. Price changes are calculated based on price in ton.

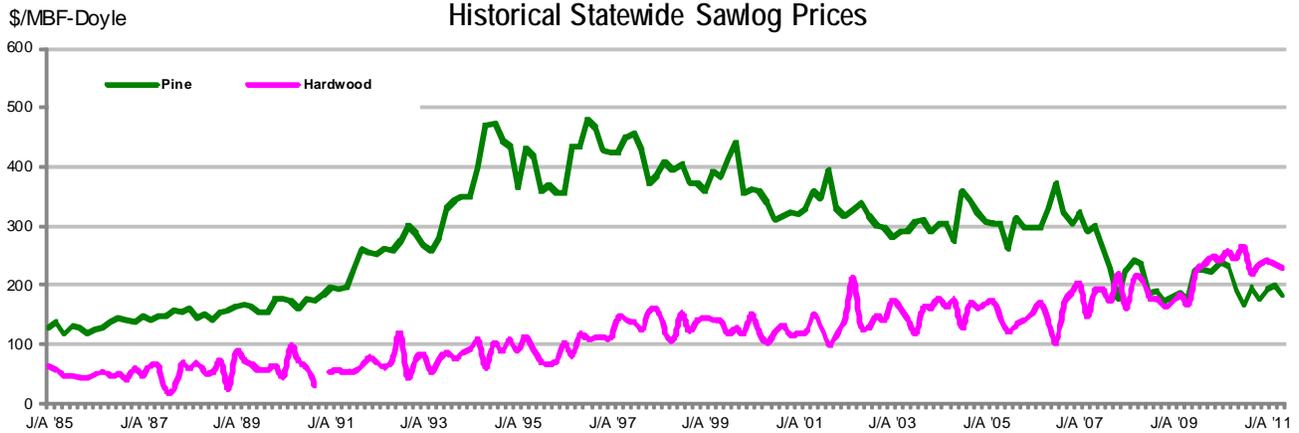
Sawlogs



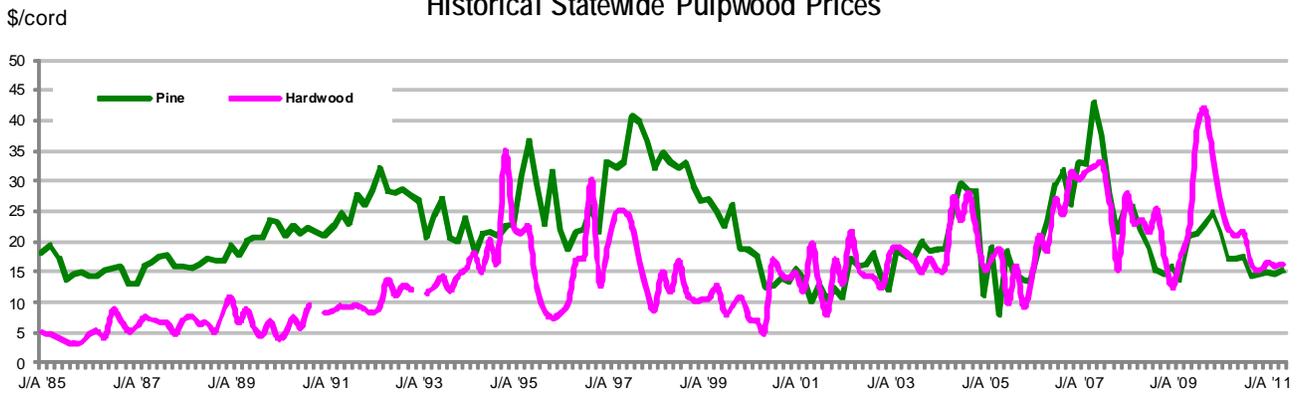
Pulpwood



Historical Statewide Sawlog Prices



Historical Statewide Pulpwood Prices



Note: A gap in the chart means less than 3 sales were reported and no price statistics were compiled.  
 For chart data, please go to <http://txforestservice.tamu.edu/main/article.aspx?id=145>.



*Texas Timber Price Trends* is a bi-monthly publication reporting average prices paid for standing timber in Texas.

*This report is intended only as a guide to general price levels.* Individuals inter-

ested in buying and selling timber can use this report to monitor market trends and get a general idea of what timber is worth. However, it should not be used to judge the fair market value of a specific timber sale, which may vary considerably due to many factors.

#### HOW ARE AVERAGE PRICES CALCULATED?

Data published in this report are 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.

The prices are volume weighted average prices. The price per ton for each product category is as reported or using a specific conversion factor provided by the reporters. When a specific conversion factor for each sale is not available, an average conversion factor listed here is used instead.

#### VOLUME CONVERSION FACTORS

##### Sawlogs & Chip-N-Saw

Pine— 8 tons=1 MBF-Doyle

Pine CNS— 2.7 tons= 1 Cord

Hardwood— 9 tons= 1 MBF-Doyle

##### Pulpwood

Pine— 2.7 tons=1 Cord

Hardwood— 2.8 tons= 1 Cord

This publication is also available on the Texas Forest Service website at:

<http://txforestservice.tamu.edu/main/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 will receive report forms bi-monthly with a self-return envelope. In addition, you will receive a hard copy of the report in exchange for your price information.