

TEXAS TIMBER PRICE TRENDS

Market Overview*

Residential construction is the primary driver of wood products industry in the US and continued to improve this quarter. Based on the latest available statistics of the US Census Bureau, total housing was up 34,200 units (+3%) compared with the same period in 2016. Total housing starts in the South were 582,000 units in December, which was up 16,000 units (+3%) from the same period a year ago.

For both pine sawlog and pine pulpwood, average stumpage prices in Texas were up compared to last period. Statewide pine sawlog prices averaged \$27.72 per ton, up 8% from both last period and the price a year ago. Average pine sawlog price was \$26.33 per ton in Northeast Texas and \$28.38 per ton in Southeast Texas.

The statewide average pine pulpwood price was \$8.13 per ton. This was up 4% from last period and down 8% from the price a year ago. In Northeast Texas, the average pine pulpwood price was \$8.45 per ton. It was \$7.84 per ton in Southeast Texas.

Small diameter pine sawlog (Chip-N-Saw) averaged \$9.37 per ton statewide, down 14% from last period. It was down 28% from the price a year ago.

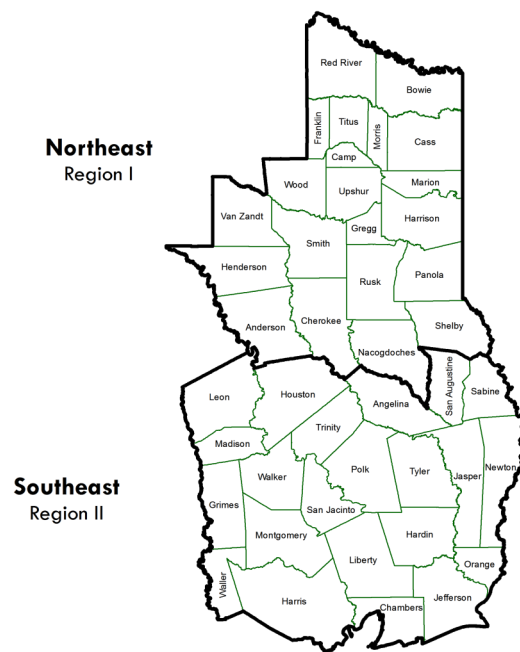
The statewide average mixed hardwood sawlog price was \$33.10 per ton, up 4% from last

period and down 19% from the price a year ago.

The statewide average hardwood pulpwood price was \$11.25 per ton, up 25% from last period. It was up 8% from the price a year ago.

*The average prices reported here represent statewide volumes of 90,387 tons of pine sawlogs, 598,226 tons of pine pulpwood, 61,030 tons of pine Chip-N-Saw, 9,182 tons of mixed hardwood sawlogs, and 24,567 tons of hardwood pulpwood during November/December 2017.

Texas Timber Price Trends Market Regions

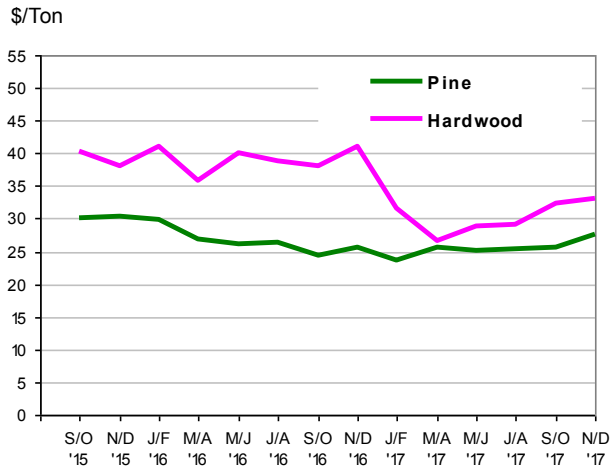


Stumpage Prices in Texas

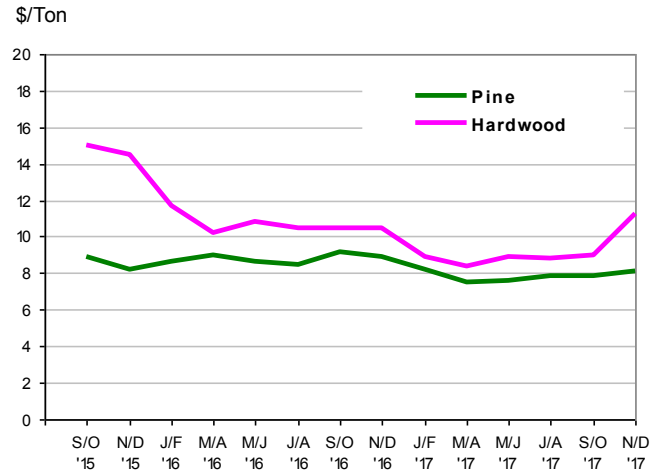
Product /Region	Average Price		Last Period			Year Ago			Report
PINE									
Sawlogs	\$/Ton	\$/MBF	\$/Ton	\$/MBF	Chg	\$/Ton	\$/MBF	Chg	Number
Northeast TX	\$26.33	\$210.67	25.65	202.01	3% ↑	\$24.54	\$188.81	7% ↑	19
Southeast TX	\$28.38	\$227.01	25.75	190.89	10% ↑	\$27.99	\$223.96	1% ↑	16
Statewide	\$27.72	\$221.75	25.69	197.07	8% ↑	\$25.73	\$200.61	8% ↑	35
Pulpwood	\$/Ton	\$/Cord	\$/Ton	\$/Cord	Chg	\$/Ton	\$/Cord	Chg	Number
Northeast TX	\$8.45	\$22.83	\$8.30	\$22.33	2% ↑	\$8.44	\$22.39	0% ↑	44
Southeast TX	\$7.84	\$21.18	\$7.28	\$19.66	8% ↑	\$9.00	\$24.29	-13% ↓	24
Statewide	\$8.13	\$21.95	\$7.82	\$21.07	4% ↑	\$8.87	\$23.85	-8% ↓	68
Chip-N-Saw	\$/Ton	\$/Cord	\$/Ton	\$/Cord	Chg	\$/Ton	\$/Cord	Chg	Number
Northeast TX	**	**	\$13.20	\$35.63	** ↑	**	**	** ↔	0
Southeast TX	\$9.37	\$25.29	\$10.84	\$29.27	-14% ↓	\$13.67	\$36.91	-31% ↓	9
Statewide	\$9.37	\$25.29	\$10.89	\$29.39	-14% ↓	\$13.06	\$35.27	-28% ↓	9
HARDWOOD									
Mixed Sawlogs	\$/Ton	\$/MBF	\$/Ton	\$/MBF	Chg	\$/Ton	\$/MBF	Chg	Number
Northeast TX	\$33.21	\$298.92	\$32.79	\$304.40	1% ↑	\$35.29	\$343.38	-6% ↓	16
Southeast TX	\$32.56	\$293.08	\$26.88	\$241.96	21% ↑	\$42.16	\$379.48	-23% ↓	7
Statewide	\$33.10	\$297.94	\$31.87	\$294.43	4% ↑	\$40.98	\$373.66	-19% ↓	23
Pulpwood	\$/Ton	\$/Cord	\$/Ton	\$/Cord	Chg	\$/Ton	\$/Cord	Chg	Number
Northeast TX	\$11.42	\$31.97	\$8.56	\$23.97	33% ↑	\$9.38	\$26.36	22% ↑	6
Southeast TX	\$10.52	\$29.47	\$10.05	\$28.13	5% ↑	\$11.49	\$32.17	-8% ↓	7
Statewide	\$11.25	\$31.49	\$9.03	\$25.28	25% ↑	\$10.46	\$29.34	8% ↑	13

1. Stumpage price statistics include gateway sales. Stumpage prices for gateway 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. ** indicates insufficient sales to report price statistics (less than three sales).
4. Prices listed for previous periods may differ from previously published values because additional data were received.
5. Price changes are calculated based on price per ton.
6. Extreme outliers from reported data are detected and removed using statistical methods.

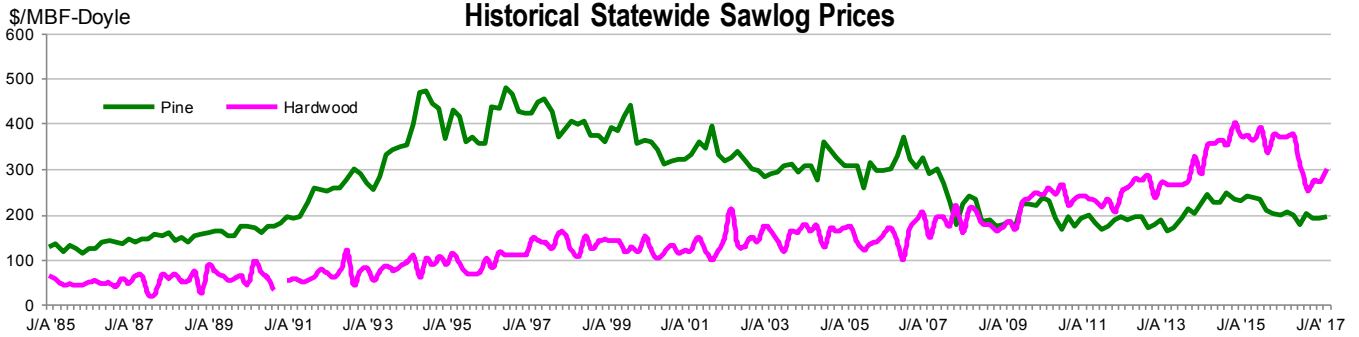
Sawlogs



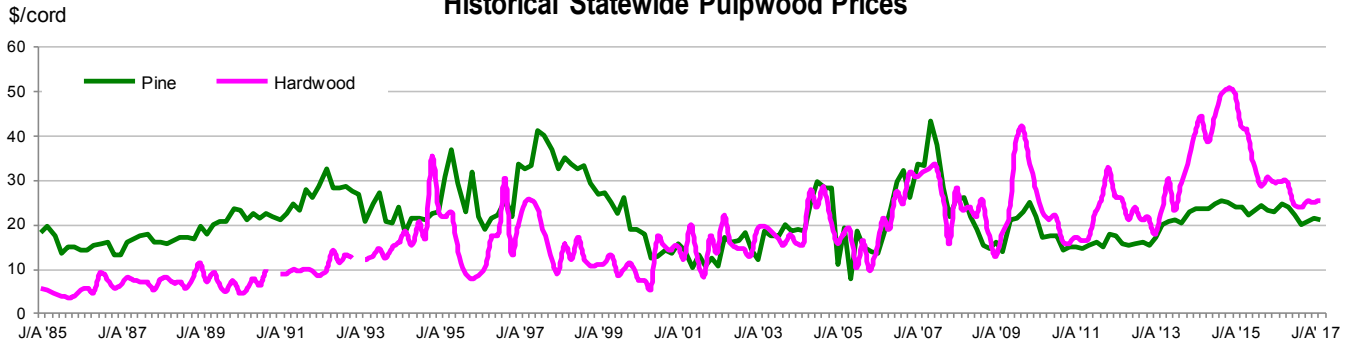
Pulpwood



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://tfsweb.tamu.edu/timberpricetrends/>



Texas Timber Price Trends is a bi-monthly publication reporting average prices paid for standing timber and gate-wood in Texas. ***This report is intended only as a guide to general price levels.***

Individuals interested 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, and financial institutions.

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 Chip-N-Saw— 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 A&M Forest Service website at:

<http://tfsweb.tamu.edu/timberpricetrends/>

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.