

2015

US TIMBERLAND MARKETS:

Transactions, Values, & Market Research: 2000 – Mid-2015

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US Timberland Markets

Transactions, Values, & Market Research
2000 – Mid-2015

With Extracts from Timber Mart-South
The Journal of Southern Timber Market News
*A Quarterly Report of the Market Conditions
for Timber Products of the Southeast US*



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Introduction

This is the third edition of *US Timberland Markets*. As with our first edition published in December 2010 and second in September 2013, we combined information on individual timberland transactions and values as they were available, as well as developments in market research. This new publication also includes:

- ❖ Transaction data provided by US region and by state in the US South.
- ❖ Transactions by year from 2000 through the first half of 2015.
- ❖ An overview of timber markets and economic conditions from 2000 through 2014, as well as a snapshot at the time of publication (2nd Quarter 2015).

Timber Mart-South began reporting timberland transactions in the US South as early as 1996, soon after the industry standard *Timber Mart-South* price publication first came to the University of Georgia's Warnell School of Forestry and Natural Resources. We initially reported timberland transactions as "mergers and acquisitions", part of the economic, financial and business background for timber markets. By 2000, Timber Mart-South had added essays that captured market research. Each quarterly issue summarized and provided analysis of changes in the timberland markets in a separate, featured section.

This publication provides transaction details and information included in the original Timber Mart-South publication, as well as additional analyses. Sections are in reverse chronological order, starting with 2015 and going to 2000. In addition to the historical record of transactions, we tabulated the top buyers and sellers of each year from 2000 through 2014, as well as top geographic regions for timberland transactions. We also provided analysis by tract size and price per acre.

This edition also includes new sections that provide timberland transaction history and details at the state and regional level. Historical transactions in the South are broken down by state, and transactions outside the South are further broken down by region of the country. This Timber Mart-South publication offers a useful addition to our previous overview of United States forest products business and timberland investment history.

Aids & Guides for Readers:

Appendix A: The Timberland Transaction Appendix is one of several appendices provided. This section repeats in reverse chronological order two tables of transactions for each year: one for the US South and the other for US regions outside the South.

Appendix B: The Top Buyers and Sellers Appendix provides details of the top timberland buyers and sellers in the US each year.

Appendix C: The Top Timberland Owners Appendix includes details of the largest owners/managers at different time periods, illustrating the shift in timberland ownership over the years.

Appendix D: The Rules and Conversions Appendix explains the difference between sales used in this analysis and other types of transfers of timberland ownership. This section also provides some useful equivalents and conversion factors.

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How to Read this Book

This edition of *US Timberland Markets* provides updates to the previous editions of the publication; however, completely new sections have been added to the original format to assist those readers who are interested in area-specific transaction details and history. This publication is organized into multiple chapters, which are summarized below to assist readers.

Executive Summary 1

- ❖ Includes an overview of timber market and economic conditions, top timberland owners, top buyers and sellers, large timberland deals, and a summary of financial changes, mergers, and acquisitions since 2000.

Chapter 1. Overview of Timberland Transactions in the United States..... 19

- ❖ Includes analysis of total sales acreage and value, price per acre, and geographic location of sales, as well as range of sale sizes, range of prices per acre, and price per acre by sale size. Also provides a comparison of transaction details by major region (South, Pacific Northwest, Lake States, and Northeast).

Chapter 2. Transactions in the South: State-wide Analysis, Details, & History..... 29

- ❖ Provides a summary of timberland transactions in the South, including average price per acre, total sales acreage, and total transaction value. Also includes state-specific transaction analysis, history, and additional transaction details as previously published in *Timber Mart-South Market News Quarterly*.

Chapter 3. Transactions Outside the South: Regional Analysis, Details, & History 105

- ❖ Provides a summary of timberland transactions outside the South, including average price per acre, total sales acreage, and total transaction value. Also includes region-specific transaction analysis, history, and additional transaction details as previously published in *Timber Mart-South Market News Quarterly*. The major regions detailed in this chapter include the Pacific Northwest, the Lake States, and the Northeast.

Chapter 4. Timberland Transactions, Details, & Analysis by Year: 2000-2nd Quarter 2015 137

- ❖ Includes a summary and analysis of timberland transactions in the United States by year and is consistent with the publication format of previous editions of *US Timberland Markets*.

Appendices..... 369

- ❖ Includes three appendices: transaction tables by year, top timberland buyers and sellers by year, top timberland owners/managers history, and rules and conversion factors.

English & Metric Conversions – Quick Guide

As an aid for readers who typically work in metric units, the following provides some simple guidelines for converting between English and metric units. For additional details regarding rules and conversions, see Appendix C.

Area conversions (1 hectare=2.471 acres):

Area conversions:

100 acres = 40.5 hectares
 250 acres = 101.2 hectares
 500 acres = 202.3 hectares

Price per area conversions:

\$1,000 per acre = \$ 2,471 per hectare
 \$2,500 per acre = \$ 6,178 per hectare
 \$5,000 per acre = \$12,355 per hectare

Volume per area conversions:

Southern pine (1 ton=0.822 m³):

50 tons per acre = 109.0 m³ per hectare
 100 tons per acre = 217.9 m³ per hectare
 200 tons per acre = 435.9 m³ per hectare

Mixed hardwood (1 ton=0.787 m³):

50 tons per acre = 97.2 m³ per hectare
 100 tons per acre = 194.5 m³ per hectare
 200 tons per acre = 388.9 m³ per hectare

1 Std. Cord has 128 ft³ of stacked logs: bark, air, and solid wood.

1 Std. Cord has 90 ft³ of solid wood and bark.

1 Std. Cord of pine has about 75 ft³ or 2.124 m³ of solid wood.

1 Std. Cord of mixed hardwood has about 80 ft³ or 2.265 m³ of solid wood.

1 cubic meter (m³) = 35.315 cubic feet (ft³).

1 short ton (2,000 lbs.) of green southern pine, wood and bark, has about 0.822 m³ of solid wood.

1 short ton (2,000 lbs.) of green mixed hardwood, wood and bark, has about 0.787 m³ of solid wood.

1 metric tonne = 1.102 short tons = 2,204 pounds

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