We would like to introduce you to Timber Mart-South, a quarterly market price survey and report of timber products in the Southeastern U.S. Timber Mart-South was founded by Frank Norris in 1976 and then acquired by the Frank W. Norris Foundation in October of 1995. Under the Foundation’s ownership, the Report is published, under contract, at the Warnell School of Forest Resources at the University of Georgia.

Timber prices are published quarterly for twenty-two Southern market areas along with state-level averages and a south wide price index. We quote low, high, and average prices on Pine and Hardwood Sawtimber and Pulpwood, Pine Plylogs, Poles, and Chip-N-Saw as well as Pine and Hardwood Chips. Prices are listed in thousand board feet (Scribner, Doyle, and International log rules), Cords, and Tons. Each Complete Regional Report contains eleven four-page Single State Reports listing Stumpage and Delivered prices. The Report is designed to give you the facts you need in a simple, easy-to-read format.

Timber price information is obtained from a variety of buyers, sellers, and brokers located throughout the Southeast. A survey is made of a large number of mills, yards, contractors, investors, and consultants engaged in the timber business on a day-to-day basis. Actual timber sales are used for much of the database. Reported prices are then sorted, averaged, and published at the end of each quarter.

Since the relocation of Timber Mart-South to the University of Georgia several accomplishments have occurred. The base of price reporters has expanded from 133 to 200. This is a result of a concerted effort to increase the size and distribution of price reports. Another accomplishment is the inclusion of a timber market newsletter listing mill openings/closures, company restructuring, mill/land acquisitions, and any other information that may affect the price of timber currently or in the future. A further accomplishment is the computerization of the historical timber price data. This has allowed trend analysis to become an additional service offered by Timber Mart-South. As a result of the above accomplishments the number of subscribers to Timber Mart-South has increased eighteen percent.

There are two on-going goals for Timber Mart-South. The first is to provide continuity in the Reports. This allows for the database to be an effective tool for following trends in timber product prices. Secondly, we are continually evaluating the need for improvement in the quality of the Report, including accuracy of published prices as well as improvement in the Report presentation and readability.

Ideas for future development include expanding the newsletter to include timber market news features of interest to our readers; the availability of an instructor packet to aid in teaching about timber markets; and providing prices for other, species-specific products in active markets when available.

Prices provided by Timber Mart-South are unbiased, free standing, and offer a ready source of timber market information. Having Timber Mart-South as a guide to the market value of timber products in an area offers an invaluable tool for buying and selling and an excellent view of the trends in prices throughout the South. With the inclusion of the market newsletter, Timber Mart-South has become the source for Southeastern U.S. timber market information.

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