



Maryland and Delaware Stumpage Price Report

Report 2006-No. 2

May-August 2006

The stumpage price report is a cooperative effort among Maryland Cooperative Extension, Maryland Department of Agriculture, Maryland Department of Natural Resources-Forest Service, Delaware Forest Service, Maryland Tree Farmers and forest landowners. It is consolidated and distributed every four months by the University of Maryland, Wye Research and Education Center, P.O. Box 169, Queenstown, MD 21658. Their phone number is 410-827-8056.

The prices contained in this publication are collected from consulting and state agency foresters in four price-reporting areas throughout Maryland and Delaware. Reporting is voluntary, so this is not a complete record of sale activity in Maryland and Delaware. Prices are intended to serve **ONLY AS A GUIDE** for the marketing of standing timber. The actual value of a specific stand of timber may be influenced by the following factors:

- | | |
|---------------------------------------|--|
| 1. Timber quality | 10. Type of logging equipment |
| 2. Volume to be cut per acre | 11. Percentage of timber species in the area |
| 3. Logging terrain | 12. End product |
| 4. Market demand | 13. Landowner requirements |
| 5. Distance to market | 14. Landowner knowledge of market value |
| 6. Season of year | 15. Property taxes |
| 7. Distance to public roads | 16. Performance bond requirements |
| 8. Labor costs | 17. Insurance costs |
| 9. Size of the average tree to be cut | 18. Size of harvest |

What is stumpage?

Stumpage refers to the price that a landowner receives for standing trees.

Why four different regions?

The four regions described in this report reflect unique forest product markets in Maryland and Delaware. For example, the quality and quantity of black cherry and oaks produced in the Western Region usually surpasses that of the other three regions. Loblolly pine is a timber species that is found mostly on the Eastern Shore and Southern Region. It is important to note that counties may reflect the trends of the regions they border. Regions include: Eastern Shore (ES) = Kent-Worchester Counties, MD and Sussex-Kent Counties, DE; Southern (S) = Anne Arundel/Prince George's – St. Mary's Counties, MD; Central (C) = Cecil-Carroll/Montgomery Counties, MD and New Castle County, DE; Western (W) = Frederick-Garrett Counties, MD.

What are the different products mentioned in the report?

The majority of the prices reported are for sawtimber and veneer products. *Sawtimber* trees are typically above 12 inches in diameter at breast height (DBH; 4.5 feet from the ground) and have at least one 8-foot log that can be harvested. Sawtimber trees are used for boards, railroad ties, and other products. *Veneer quality timber* is typically of larger diameter, comes from the bottom log of the tree, and has no branches or imperfections. *Poles* are used for telephone poles, piling, and related products. *Fuelwood* refers to timber sold for firewood. Fuelwood includes poorer quality trees, dead trees, and tree tops. *Pulpwood* trees are used to produce paper products. *Biomass* includes trees that are burned for power generation.

What do the prices mean?

Dramatic fluctuations are common in timber markets and past reports may not accurately reflect the latest market conditions. Many factors can influence the price of timber on a given tract of land (see list on first page). For example, the range of prices for one species may vary from \$50-\$350 per thousand board feet. This wide range might exist because the lower value reflects poor-quality timber; whereas, the higher value reflects high-quality timber that could be used for veneer products.

How are the prices reported?

The stumpage prices for each species and/or product category include three pieces of information: 1) the number of reported sales; 2) the average of all reported values; and 3) the range of values from lowest to highest. Poles, fuelwood, pulpwood, and biomass are special products that are sold by the linear foot, cord, or the ton. All other prices are reported as the dollars per thousand board feet of timber (\$/MBF). One board foot is 12 inches x 12 inches x 1 inch. The number of board feet in each tree depends on its diameter, number of logs, and defects. A thousand board feet of timber may be made up of a few large trees or many small trees. The scale used to determine board feet in standing trees is the International ¼ inch scale, which provides the most accurate measure of board feet. Stumpage prices reported in a Doyle log scale, another common rule, tend to underestimate the volume of timber and must be adjusted to be compatible with the International ¼ inch scale.

Where to get help?

The sale of timber products should include three people: 1) the forest landowner selling the timber; 2) a licensed professional forester who assists the landowner with determining which trees should be harvested and helps the landowner work with the logger; and 3) the logger who carries out the actual harvesting of the trees.

What are Erosion and Sediment Approvals?

The Soil Conservation Districts report the number of erosion and sediment approvals issued for timber harvests as well as acreage. Not all counties issue approvals. Only those counties providing information are listed.

Maryland - Delaware Stumpage Price Survey Results

May - August 2006

The table below summarizes reported prices paid for standing timber during. Prices for May – August 2006 sawtimber are in \$/MBF (1000 board feet) International ¼ inch scale. Pulpwood and fuelwood are reported in \$/cord or \$/100 lbs, biomass in \$/ton. The Range shows the high and low prices reported. Reporting is voluntary and this is not a complete record of sale activity in Maryland and Delaware.

Total Responses: 7

Total Sales: 1

Total Sales in Acres: 17

Species/Product	Eastern Shore			Southern			Central			Western		
	#	Avg.	Range	#	Avg.	Range	#	Avg.	Range	#	Avg.	Range
Red Oak	0			0			0			0		
White Oak	0			0			0			0		
Mixed Oaks	0			0			0			0		
Oak/Mixed Hdwd (high quality)	0			0			0			0		
Ash	0			0			0			0		
Cherry	0			0			0			0		
Sugar Maple	0			0			0			0		
Tulip Poplar	0			0			0			0		
Other Hdwd	0			0			0			0		
*Mixed Hdwd	0			0			0			0		
Loblolly Pine	1	243	243	0			0			0		
Virginia Pine	0			0			0			0		
White Pine	0			0			0			0		
Other Sfwd	0			0			0			0		
Red Pine	0			0			0			0		
Poles, Hdwd (\$/linear ft)	0			0			0			0		
Poles, Sfwd (\$/linear ft)	0			0			0			0		
Fuelwood (\$/cord)	0			0			0			0		
Pulpwood (\$/cord)	0			0			0			0		
Biomass (\$/ton)	0			0			0			0		

Values in \$/thousand board feet (\$/MBF)

*Mixed low quality hardwood (pallet type materials). On some sales, a single price may be paid.

Summary of Sale Characteristics May-August 2006

Size	# Sales	% of Sales	Type	# Sales	% of Sales	Sales Reported By	# Reporting	% Reporting
<50 MBF	0	0	Lump sum	1	100	Consulting Forester	0	0
51-100 MBF	0	0	Mill-tally	0	0	Public Lands Foresters	1	100
> 100 MBF	1	100	No data	0	0	Industrial Foresters	0	0
Unknown	0	0				Independent Logger/Buyer	0	0
						CFM State Foresters	0	0
						Utility Foresters	0	0
						Unknown	0	0

Buyer/Seller	# Sales	% of Sales	Location of Sales	# Sales	% of Sales
Buyer	0	0	Eastern Shore	1	100
Seller	1	100	Southern	0	0
No data	0	0	Central	0	0
			Western	0	0
			Unknown	0	0

Erosion and Sediment Approvals May-August 2006

County	# E & S Approvals	Acreage
Anne Arundel	3	66
Calvert	7	64
Cecil	3	20
Dorchester	13	456
Frederick	8	41
Harford	8	50
St. Mary's	7	242
Somerset	7	179
Talbot	5	169
Washington	4	118
Wicomico	12	411

For more information:

- This report is available online at www.naturalresources.umd.edu
- A list of licensed professional foresters is available from your local state forester or by calling Maryland Department of Natural Resources Forest Service at 410-260-8531 or by visiting their website at www.dnr.state.md.us/forests/oflists/caif.html
- Call the Delaware Forest Service at 302-739-4811 for a list of Delaware Foresters
- Visit the Maryland Cooperative Extension website at www.agnr.umd.edu/ces/cooffices.html
- Maryland Cooperative Extension provides educational publications and workshops that can be of great value to forest landowners considering a timber harvest. Check www.agnr.umd.edu/ces/pubs/home.html
- For more information write or call the Wye Research and Education Center, P.O. Box 169, Queenstown, MD 21658 / 410-827-8056 or Western Maryland Research and Education Center, 18330 Keedysville Road, Keedysville, MD 21756 / 301-432-2767
- Penn State Cooperative Extension also provides a stumpage price report that is available online and is of value to counties that border Pennsylvania. Check www.cas.psu.edu/docs/casdept/forest/tmr/tmr.htm