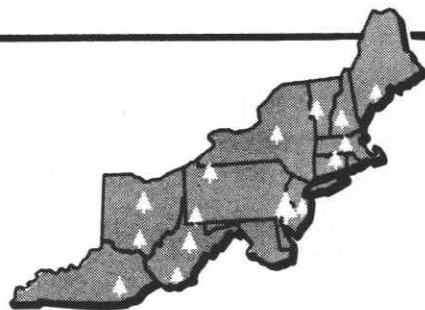


1980

# Northeastern Forest Experiment Station



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## TIMBER PRICES IN THE NORTHERN UNITED STATES—1978

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*Abstract.* Sawtimber and cordwood prices (1978) and the range in price per unit from sales on nonindustrial private woodlands are reported for the Northern United States and subareas.

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The decision to harvest timber is central to woodland management and it should be handled as a business venture. Since the price received for timber largely determines profitability of woodland management, it is important that management decisions be made with full recognition of market prices.

Timber sales on nonindustrial private woodlands represent an important source of information on market prices. The figures presented here show average prices and the range in prices received per unit for sawtimber and cordwood in the Northern United States during 1978. These figures are based on private timber sales involving state service foresters (including referrals to consultants) under the Cooperative Forestry Assistance program.

Average sale figures are subject to substantial local market variation. Prices received on individual timber sales can be strongly affected by size of sale, species, timber

quality, log size, volume per acre, terrain, hauling distances, labor prices and other factors. Accordingly, Table 1 shows timber prices for subareas within the 20-state region; New England, Mid-Atlantic, Central States, and Lake States (Fig. 1).

For each subarea, local price variation is also displayed by the cumulative percent of volume sold at each price per unit of product (Figs. 2-5). Figure 2, for example, illustrates that on these timber sales half the hardwood sawtimber sold for \$65 to \$70 per Mbf or less. But, while \$130 per Mbf was the top price in New England, over 20 percent of the hardwood sawtimber in the Central States went for more than \$130 per Mbf.

Finally, the variation in total timber sale value is shown by the cumulative percent of timber sales that occurred at each value (Figs. 6-7). For example, Figure 6 shows that half the region's hardwood timber sales had total sale values of \$3,250 or less, while 15 percent yielded more than \$10,000.

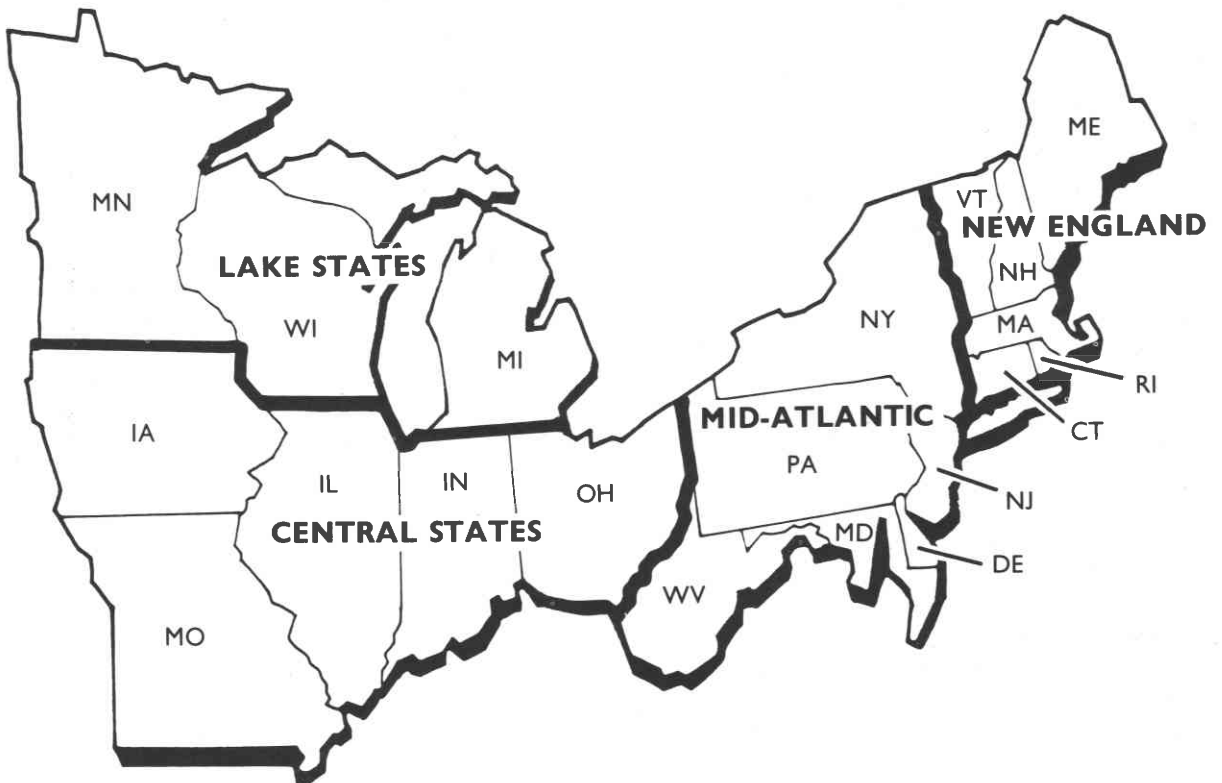
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**Table 1.—Average prices received for timber in Northern U.S., based on nonindustrial private woodland timber sales, 1978.**

Item	Total Region	New England	Mid-Atlantic	Central States	Lake States
<b>Hardwood sales</b>					
Sawtimber (\$/Mbf)	174.81	64.02	85.88	361.76	80.87
Low	12.38	30.00	29.15	12.50	12.38
High	3,328.57	126.26	2,500.00	3,328.57	333.33
Cordwood (\$/Cord)	4.53	4.95	4.44	— <sup>a</sup>	3.89
Low	1.00	1.00	1.50	—	1.00
High	12.50	12.50	12.50	—	8.00
Sale value (\$/Sale)	5,524	2,666	7,488	6,824	4,148
Low	20	24	60	100	20
High	70,000	64,000	38,000	70,000	43,000
<b>Softwood sales</b>					
Sawtimber (\$/Mbf)	51.91	51.67	49.05	—	60.56
Low	20.00	20.00	20.00	—	30.00
High	131.15	107.00	131.15	—	90.91
Cordwood (\$/Cord)	5.14	4.11	—	—	6.84
Low	1.00	1.00	—	—	3.00
High	10.00	10.00	—	—	10.00
Sale value (\$/Sale)	2,957	3,471	3,418	—	1,576
Low	20	48	40	—	20
High	148,000	148,000	48,000	—	14,000

<sup>a</sup>Insufficient number of sales.

**Figure 1.—Northern U.S. and subareas.**



**Figure 2.—Hardwood sawtimber; cumulative percent sold, by price per Mbf and location.**

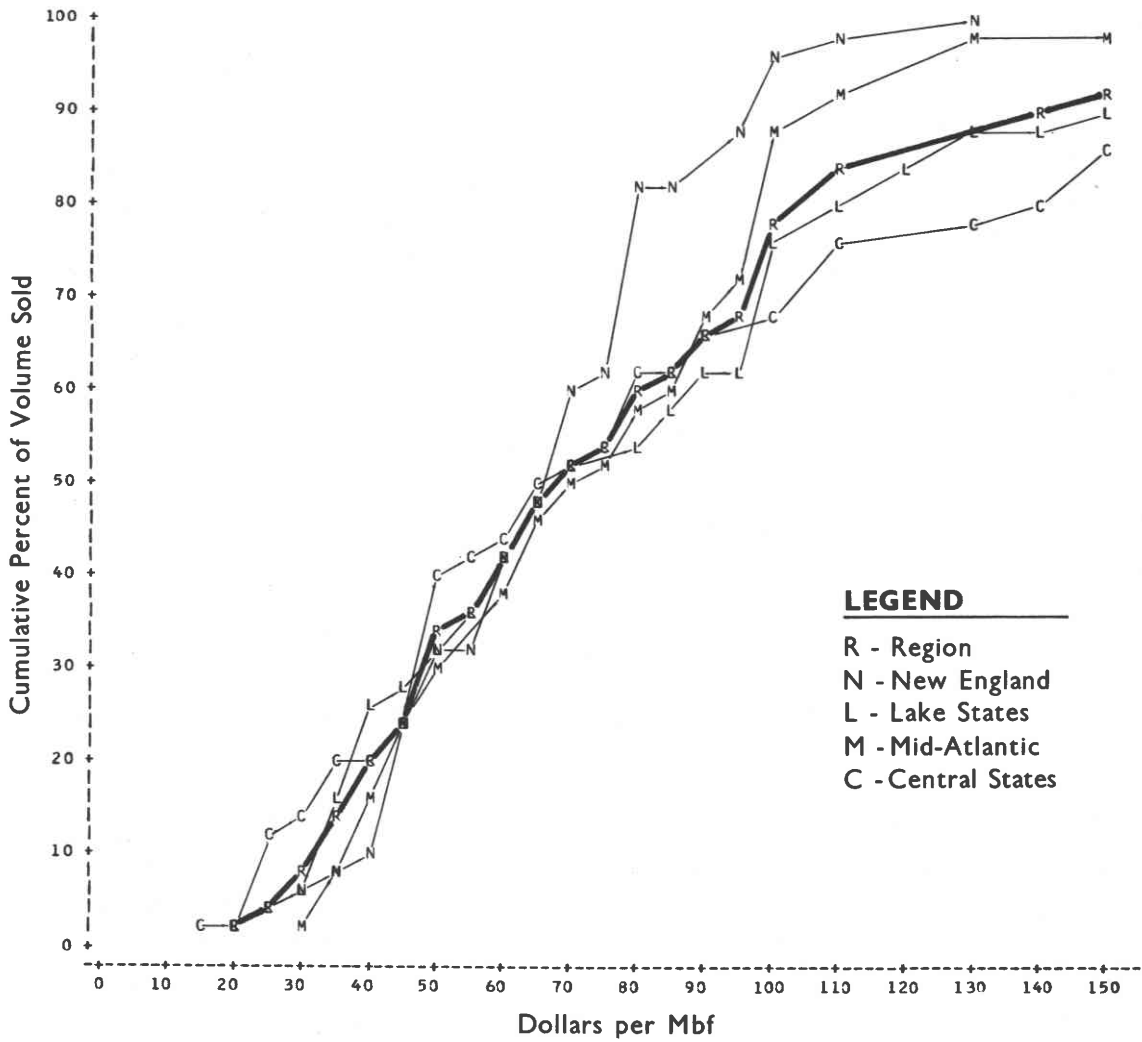
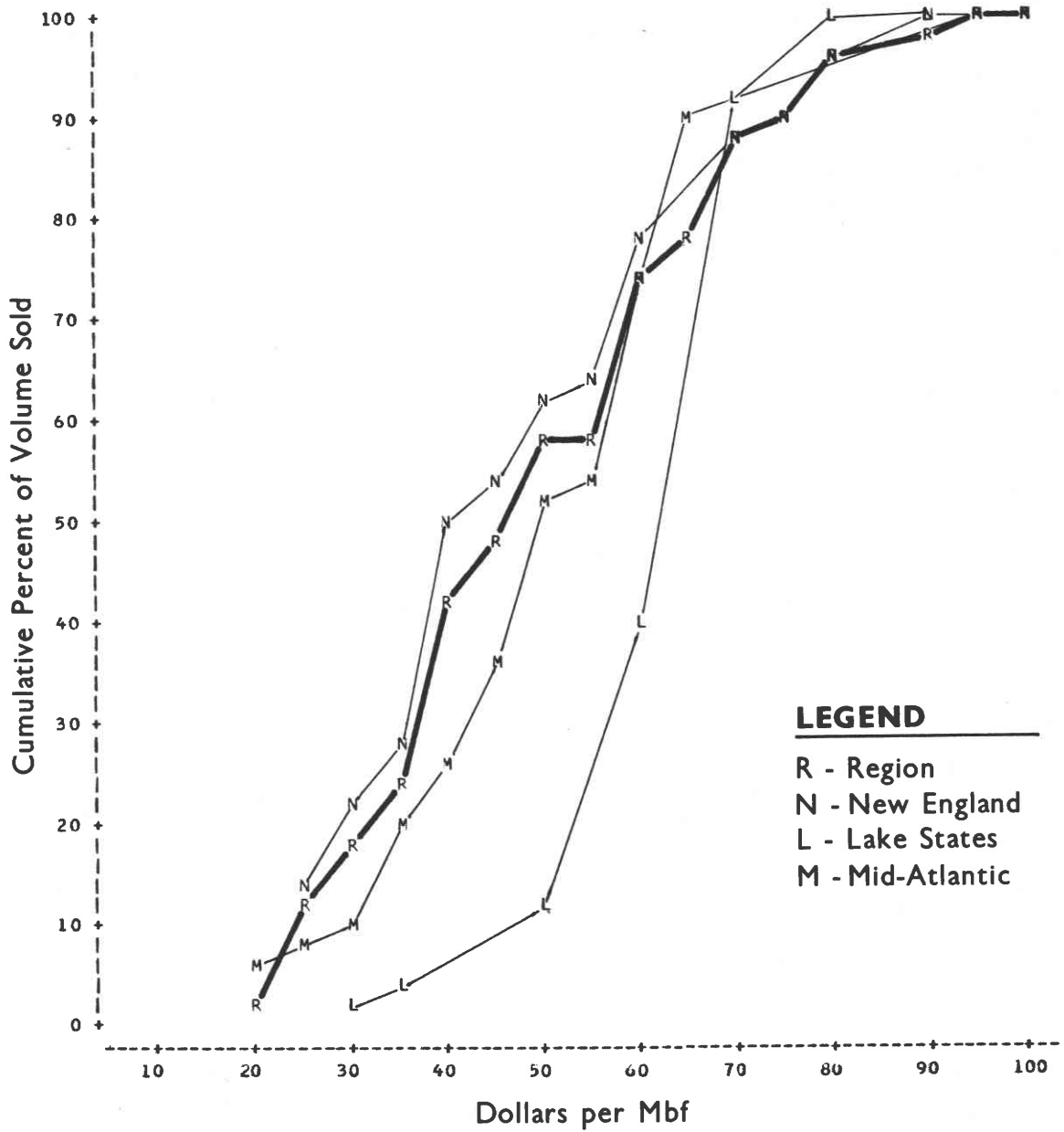


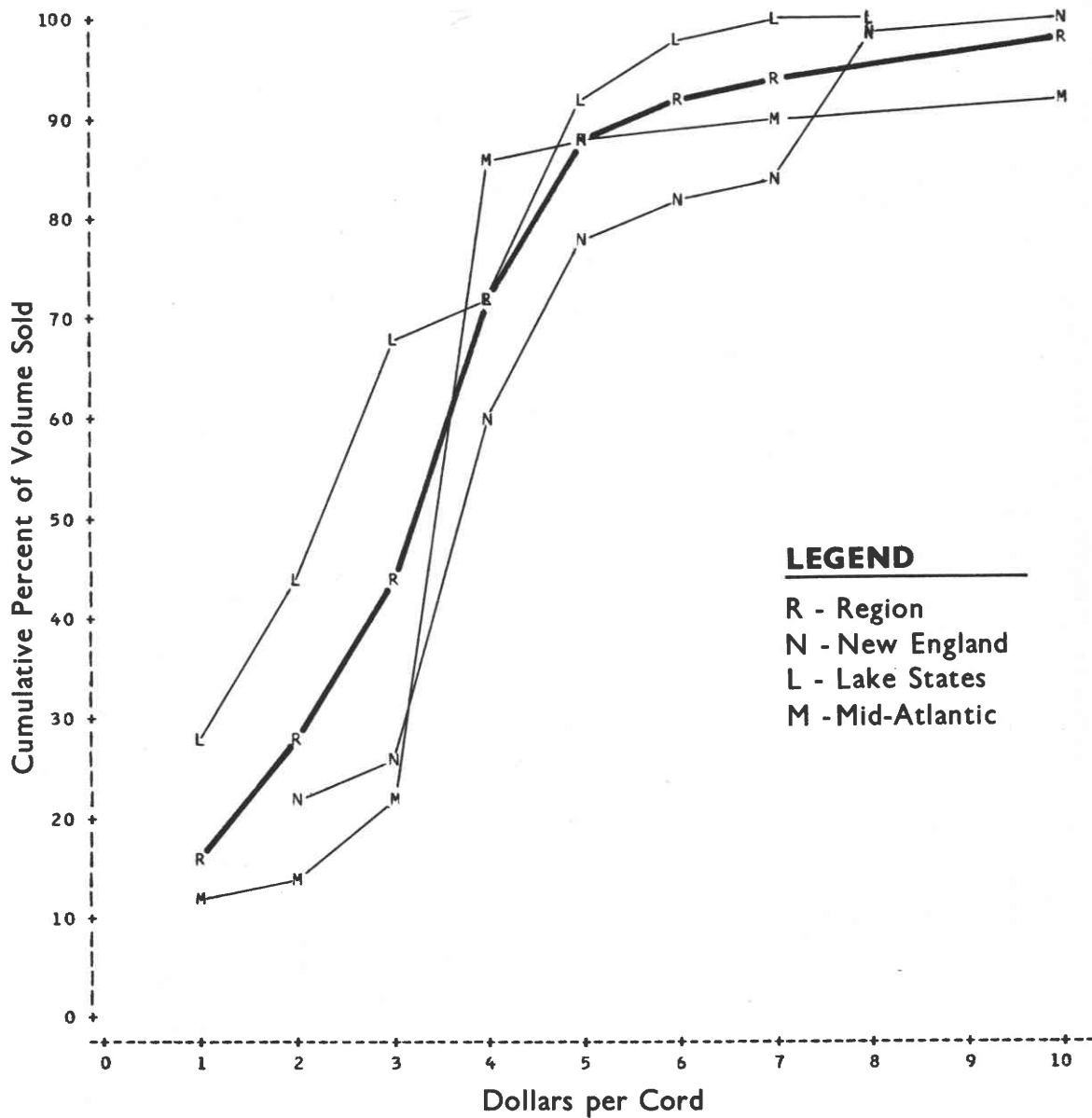
Figure 3.—Softwood sawtimber; cumulative percent sold, by price per Mbf and location.



**LEGEND**

- R - Region
- N - New England
- L - Lake States
- M - Mid-Atlantic

**Figure 4.—Hardwood cordwood; cumulative percent sold, by price per cord and location.**



**Figure 5.—Softwood cordwood; cumulative percent sold, by price per cord and location.**

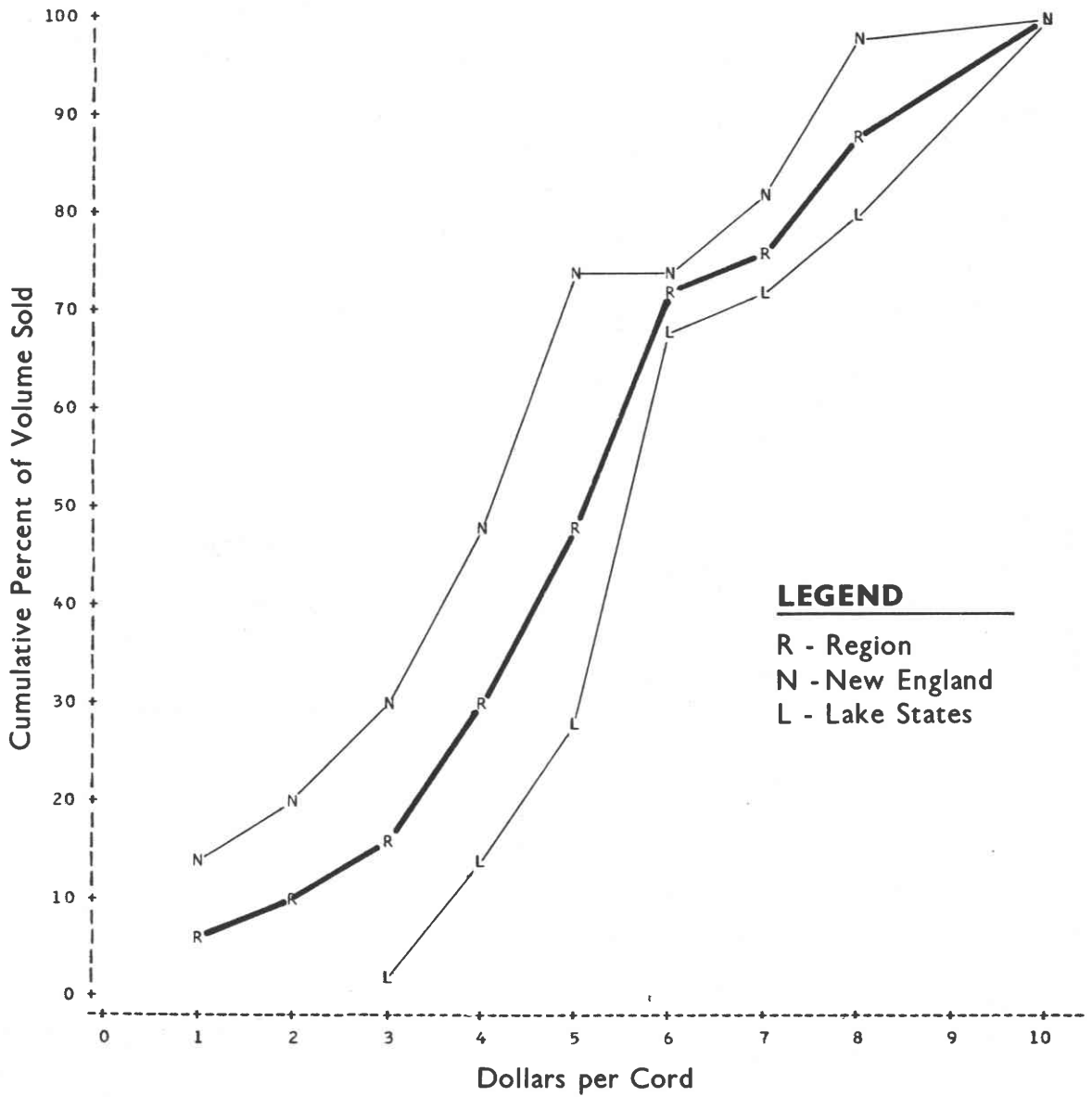


Figure 6.—Hardwood timber sales; cumulative percent of sales, by value per sale and location.

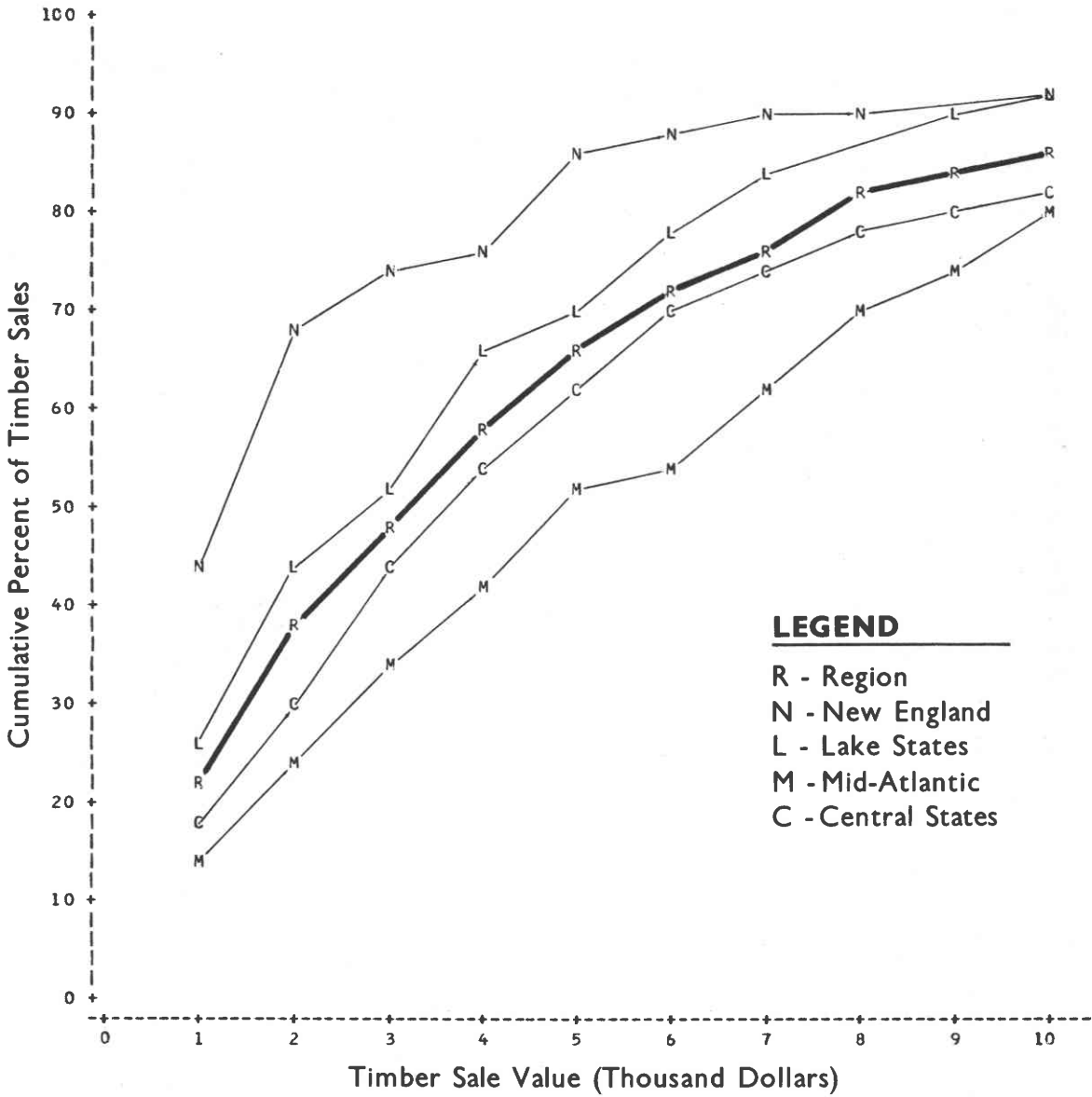
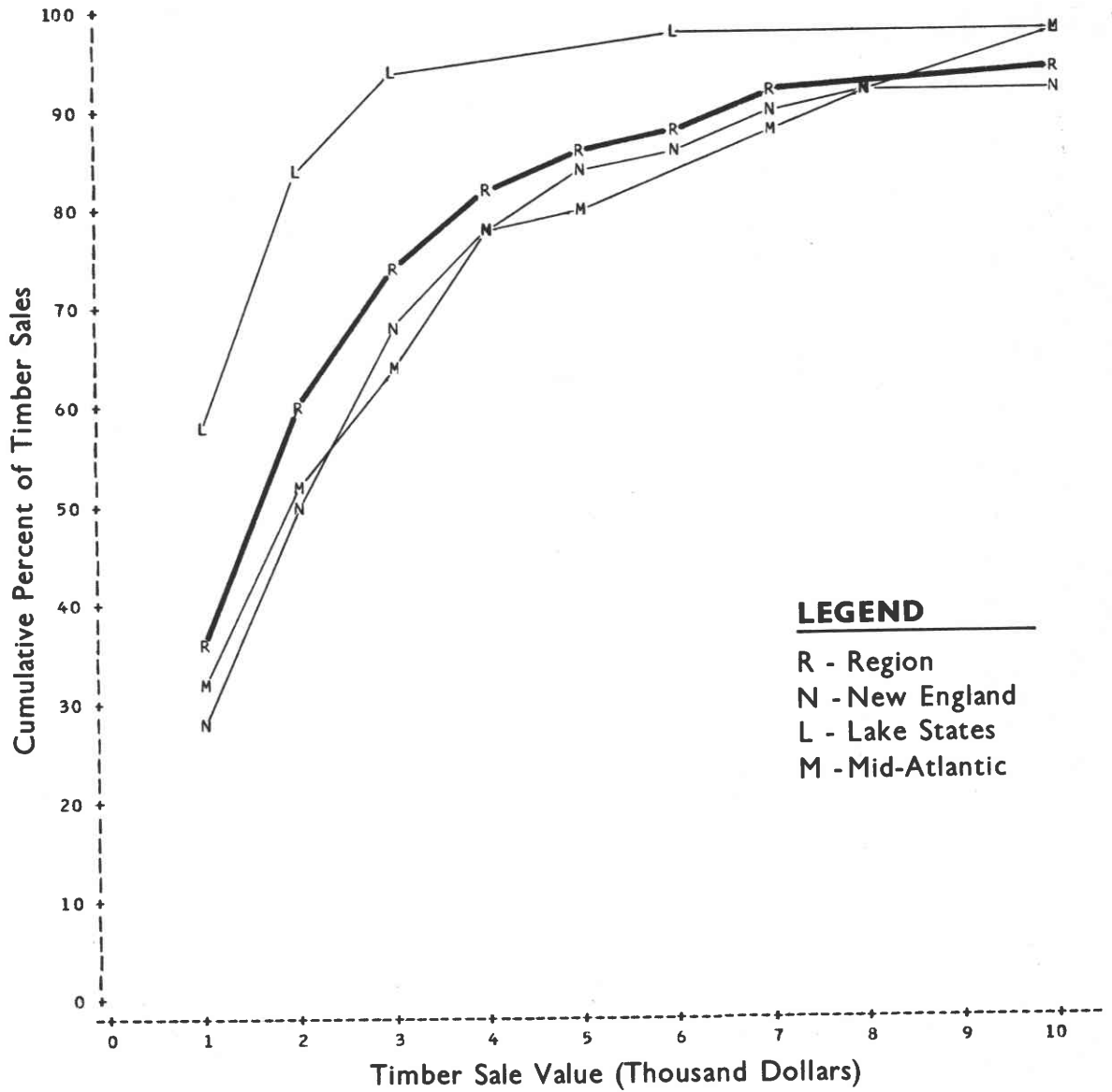


Figure 7.—Softwood timber sales; cumulative percent of sales, by value per sale and location.



**LEGEND**

- R - Region
- N - New England
- L - Lake States
- M - Mid-Atlantic

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