

Winter 2017

# TIMBER PRICE DATABASE





## Introduction

Data returns from 75 sales transactions covering almost 615,000 cubic metres of timber traded in Scotland, Northern England – and one sale in Wales, during the period April to September (inclusive) 2017 have been collated for this report.

With a standing value to growers of over £14,000,000 the results provide a reasonable snapshot of timber prices achieved in the private sector during the reporting period.

When compared to the returns in our first report (October 2016 to March 2017 inclusive) there looks to be little significant change in prices paid, but this picture is perhaps not being backed up by current reports of supply shortages and increasing upwards pressure on standing sales values.

Clearly, the range of prices being achieved for individual lots of similar average tree size is vast, and this will

depend on factors such as species, timber quality, location and ease of working. In order to arrive at a more rounded and reliable view on the subject, a greater number of samples would obviously be desirable, allowing more in-depth analysis of the figures to be carried out. There is a lot of coniferous timber being felled in the private sector, and this sample reflects only a small proportion of it!

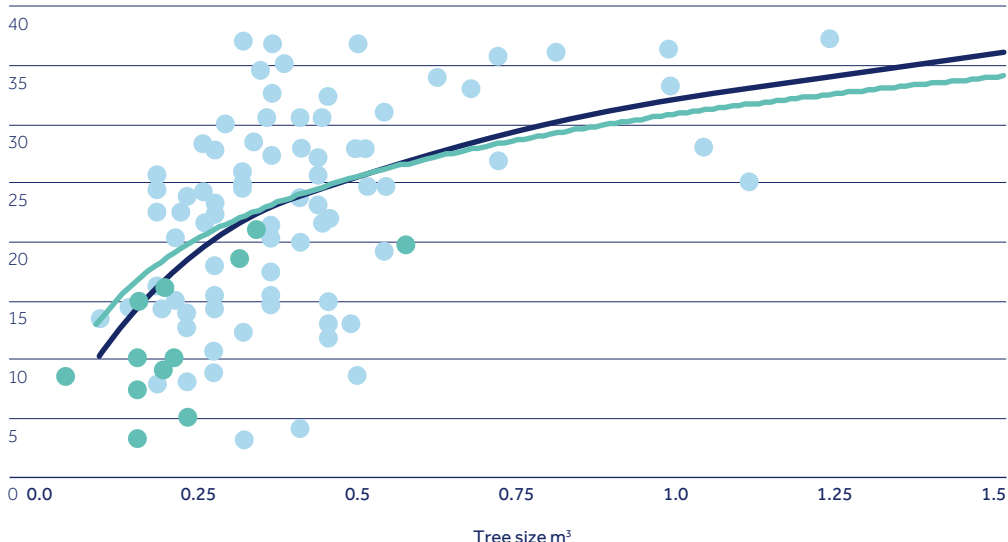
We are extremely grateful to all those who have contributed information on their timber sales, all of which is treated in strict confidence, and hope that their support for this database will be continued.

### Current trend implied prices

Average tree size		0.25	0.3	0.35	0.4	0.45	0.5	0.55	0.6	0.65	0.7	0.75
Implied sale price (€/m <sup>3</sup> OB)	Sep-17	£18.96	£20.70	£22.17	£23.45	£24.57	£25.57	£26.48	£27.31	£28.08	£28.78	£29.44
	Mar-17	£20.44	£21.84	£23.03	£24.06	£24.96	£25.77	£26.51	£27.18	£27.79	£28.37	£28.90

### Private sector sales of conifers Scotland, (Northern England & Wales) – six months to 30th September 2017

Sales price (€/m<sup>3</sup> OB)



Source: Bidwells Research

## Bidwells timber price database

Private Sector Sales of Coniferous Timber Throughout Scotland, (Northern England & Wales) – 6 months to 30th September 2017  
(Net Return to grower - £'s per m<sup>3</sup> Over Bark Standing)

Local Government Region	Qty of sale m <sup>3</sup> equivalent	Species	Average tree size (m <sup>3</sup> )	Working conditions (easy or difficult)	Net total sale proceeds (£)	Price per m <sup>3</sup> OB equivalent (£)	Notes
Dumfries	880	SS	0.06	Easy	7,600	8.64	
Moray	6,600	LP	0.10	Difficult	90,000	13.64	
England - North West	660	NS/OC	0.13	Easy	5,350	8.11	
England - North West	1,650	NS/L	0.14	Difficult	18,750	11.36	
Highland	1,100	SP	0.15	Easy	16,000	14.55	Poor quality
Dumfries	5,500	SS/L	0.15	Easy	22,800	4.15	
Aberdeenshire	522	SS	0.16	Easy	8,526	16.34	1 in 6 line thin with light matrix thin
Perth & Kinross	1,701	DF/NS	0.20	Easy	44,000	25.87	Sale of MC - premature blown DF with adjacent mature SS, NS, HL with 40% blow
Moray	1,953	SS/SP	0.20	Easy	48,599	24.89	Sale price net of VAT
Highland	7,467	SP/LP	0.20	Difficult	59,401	7.96	Severe haulage limitations on public roads in far north
Dumfries	2,200	SS/LP	0.20	Difficult	50,420	22.92	
Highland	19,800	SP/LP	0.20	Difficult	324,000	16.36	Long extraction and distance to markets
Borders	196	SS/DF	0.20	Difficult	1,838	9.39	
Borders	7,224	SS	0.21	Easy	105,269	14.57	
England - North East	2,530	NS/OC	0.21	Easy	42,750	16.90	
Stirling	1,760	SS/L	0.22	Easy	19,840	11.27	
Aberdeenshire	1,650	SS	0.23	Easy	25,000	15.15	Long extraction
Dumfries	5,203	SS/LP	0.23	Difficult	107,000	20.57	Deep peat site
Highland	4,260	SS/LP	0.24	Easy	96,983	22.76	
Highland	3,960	SS/LP	0.24	Easy	90,144	22.76	
Angus	1,304	SS/L	0.24	Easy	6,543	5.02	
Stirling	11,000	SS/L	0.25	Difficult	265,000	24.09	Small proportion of wind blow present, steepish working
Moray	2,314	LP	0.25	Easy	18,900	8.17	
Moray	3,612	LP	0.25	Easy	46,313	12.82	
Dumfries	38,500	SS	0.25	Difficult	533,750	13.86	
Dumfries	3,304	SS/L	0.28	Easy	95,017	28.75	Incorporated area of premature p. ram larch clearfell
England - North East	1,583	LP	0.28	Easy	34,739	21.95	Some windblow within the compartment
Argyll & Bute	5,500	SS	0.28	Easy	135,250	24.59	
Perth & Kinross	2,750	SS/SP	0.30	Easy	40,000	14.55	3 x shelterbelts. Long haul route
Highland	1,097	LP	0.30	Easy	16,952	15.46	
Highland	17,600	SS	0.30	Easy	401,939	22.84	
Highland	8,250	SS/LP	0.30	Difficult	150,000	18.18	
Midlothian	5,500	SS/OC	0.30	Easy	155,000	28.18	
Perth & Kinross	26,400	SS/LP	0.30	Difficult	280,000	10.61	Includes significant wind blow
Highland	4,950	SS	0.30	Easy	117,000	23.64	
North Ayrshire	1,100	SS	0.30	Difficult	9,680	8.80	Roadline on Arran
Argyll & Bute	4,503	SS	0.30	Easy	81,281	18.05	500m double handle required.
Borders	2,200	SP	0.30	Easy	40,000	18.18	

## Bidwells timber price database

### Private Sector Sales of Coniferous Timber Throughout Scotland, (Northern England & Wales) – 6 months to 30th September 2017

(Net Return to grower - £'s per m<sup>3</sup> Over Bark Standing)

Local Government Region	Qty of sale m <sup>2</sup> equivalent	Species	Average tree size (m <sup>3</sup> )	Working conditions (easy or difficult)	Net total sale proceeds (£)	Price per m <sup>2</sup> OB equivalent (£)	Notes
Dumfries	6,115	SS/L	0.32	Easy	186,007	30.42	
England - North East	777	SP/SS	0.32	Easy	17,580	22.64	
Perth & Kinross	1,524	DF	0.35	Difficult	18,900	12.41	50% blown with extraction over fields to tight landing
Midlothian	2,111	SS/DF	0.35	Difficult	52,968	25.09	Three separate coupes - one highly sensitive in relation to historic features and the public.
Dumfries	13,398	SS/L	0.35	Easy	503,764	37.60	Good access - largely flat site.
North Ayrshire	5,940	SS/L	0.35	Difficult	19,008	3.20	Very difficult site on Arran
Dumfries	14,300	SS	0.35	Easy	376,000	26.29	
Dumfries	10,890	SS	0.35	Easy	277,000	25.44	
Dumfries	14,389	SS	0.37	Easy	415,839	28.90	
South Lanark	7,425	SS	0.38	Easy	261,000	35.15	
England - North West	12,100	SS/L	0.39	Easy	378,530	31.28	
Moray	1,758	SP	0.40	Easy	38,216	21.74	
Moray	13,167	SS	0.40	Easy	365,000	27.72	
Dumfries	4,156	SS/L	0.40	Easy	87,299	21.01	
Perth & Kinross	19,800	SS	0.40	Easy	738,000	37.27	
Dumfries	8,690	SS/LP	0.40	Easy	288,250	33.17	
Highland	5,500	SS/L	0.40	Difficult	85,000	15.45	Very difficult site
Dumfries	16,500	SS	0.40	Difficult	290,000	17.58	
Stirling	2,186	NS	0.40	Easy	32,610	14.92	
Dumfries	14,300	SS	0.42	Difficult	509,000	35.59	
Borders	2,750	SS	0.45	Easy	84,750	30.82	
North Ayrshire	24,750	SS/L	0.45	Difficult	102,375	4.14	Very difficult and poor quality parcel on Arran
Argyll & Bute	13,200	SS	0.45	Easy	318,000	24.09	
Dumfries	2,200	SS/L	0.45	Difficult	62,000	28.18	
Borders	1,980	SS	0.45	Difficult	40,000	20.20	
Moray	16,159	SS/LP	0.48	Easy	445,051	27.54	
Dumfries	12,100	SS/LP	0.48	Easy	314,050	25.95	
Borders	2,860	SS/DF	0.48	Difficult	67,000	23.43	
Dumfries	21,022	SS	0.49	Easy	653,603	31.09	
Angus	3,182	SS/L	0.49	Easy	70,000	22.00	Partially windblown with high proportion of larch, Scots pine and Norway spruce
Dumfries	4,098	SS/L	0.50	Difficult	91,523	22.34	Predominantly old windblow - over 50% fuelwood
Perth & Kinross	2,524	SS/L	0.50	Easy	29,888	11.84	
Highland	6,456	SS/LP	0.50	Difficult	85,396	13.23	
Dumfries	2,173	SS/L	0.50	Difficult	32,438	14.93	
East Ayrshire	5,720	SS/NS	0.50	Easy	187,200	32.73	
Falkirk	8,339	SS	0.54	Easy	110,230	13.22	
Perth & Kinross	1,066	SS/SP	0.55	Easy	30,082	28.21	

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Argyll & Bute	2,750	L/SS	0.55	Difficult	23,875	8.68	
Borders	12,100	SS	0.55	Difficult	451,000	37.27	
Dumfries	10,175	SS	0.56	Easy	289,000	28.40	Some windblow
Highland	1,430	NS	0.57	Difficult	35,899	25.10	
Dumfries	6,059	SS/LP	0.60	Easy	117,913	19.46	
East Ayrshire	12,100	SS	0.60	Easy	379,500	31.36	
Dumfries	2,200	SS/L	0.60	Easy	55,000	25.00	
England - North East	660	L	0.60	Easy	13,400	20.30	
Highland	6,822	SS	0.69	Easy	234,000	34.30	
Highland	4,829	SP/NS	0.75	Easy	162,000	33.55	
Aberdeenshire	4,400	SS/LP	0.80	Easy	120,000	27.27	
South Wales	6,600	SS	0.80	Easy	240,000	36.36	
Highland	5,485	SP/SS	0.90	Easy	201,000	36.65	
Moray	2,530	SS	1.10	Easy	85,000	33.60	Easy working, high proportion of green logs, good access links.
England - North East	4,675	SP	1.10	Easy	172,850	36.97	
Highland	2,970	SP/SS	1.16	Easy	84,500	28.45	
Dumfries	1,595	SS/OC	1.24	Difficult	40,500	25.39	Poor quality, contained GF and Larch
England - North West	457	SP/L	1.38	Easy	17,250	37.79	Chipwood retained by estate for biomass boiler
Dumfries	3,234	DF/SS	3.50	Difficult	99,000	30.61	Very rocky site
<b>Totals</b>	<b>614,956</b>				<b>£14,096,878</b>		

Transactions shaded refer to sales of thinnings

Source: Bidwells Research

**Bidwells**

5 Atholl Place  
Perth PH1 5NE

**Raymond Henderson**

**Partner, Forestry**

**01738 494112**

**[raymond.henderson@bidwells.co.uk](mailto:raymond.henderson@bidwells.co.uk)**

Bidwells is a trading name of Bidwells LLP, a limited liability partnership, registered in England and Wales with number OC344553. Registered office: Bidwell House Trumpington Road Cambridge CB2 9LD.

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