

## **Western LUMBER FACTS**

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WESTERN WOOD PRODUCTS ASSOCIATION

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| Western Softwood Lumber Ind | ustry Activity (milli | on board feet) |
|-----------------------------|-----------------------|----------------|
| F. II V                     | 0 V/TD                |                |

|               |           | 20th y 7 to th v 1 | • `     | DOU! U ! ! ! ! | -,     |        |        |        |        |            |            |       |
|---------------|-----------|--------------------|---------|----------------|--------|--------|--------|--------|--------|------------|------------|-------|
|               | Full Year | 2 mor              | ths YTD | •              |        |        |        | % Ch   | 9 .    |            |            |       |
| Production    | 2018      | 2019               | 2018    | % Chg          | Feb-19 | Jan-19 | Feb-18 | M to M | Y to Y | 4th Qtr 18 | 4th Qtr 17 | % Chg |
| Coast         | 9,097     | 1,494              | 1,508   | -0.9%          | 693    | 800    | 725    | -13.4% | -4.4%  | 2,168      | 2,078      | 4.3%  |
| Inland        | 4,867     | 768                | 838     | -8.4%          | 350    | 418    | 396    | -16.4% | -11.8% | 1,133      | 1,201      | -5.6% |
| Cal RW        | 499       | 94                 | 61      | 53.8%          | 46     | 48     | 29     | -4.2%  | 58.0%  | 139        | 124        | 12.2% |
| Western Total | 14,463    | 2,355              | 2,407   | -2.2%          | 1,089  | 1,267  | 1,151  | -14.0% | -5.4%  | 3,441      | 3,404      | 1.1%  |
| Shipments     |           |                    |         |                |        |        |        |        |        |            |            |       |
| Coast         | 9,037     | 1,427              | 1,462   | -2.4%          | 642    | 785    | 713    | -18.2% | -10.0% | 2,190      | 2,085      | 5.1%  |
| Inland        | 4,865     | 767                | 839     | -8.6%          | 345    | 422    | 409    | -18.4% | -15.8% | 1,142      | 1,176      | -2.9% |
| Cal RW        | 470       | 85                 | 65      | 31.4%          | 40     | 45     | 28     | -12.5% | 43.6%  | 128        | 133        | -3.4% |
| Western Total | 14,372    | 2,280              | 2,366   | -3.7%          | 1,027  | 1,253  | 1,150  | -18.1% | -10.8% | 3,460      | 3,394      | 2.0%  |
| New Orders    |           |                    |         |                |        |        |        |        |        |            |            |       |
| Coast         | 9,054     | 1,409              | 1,450   | -2.9%          | 655    | 754    | 708    | -13.2% | -7.6%  | 2,180      | 2,108      | 3.4%  |
| Inland        | 4,827     | 760                | 830     | -8.4%          | 325    | 435    | 380    | -25.3% | -14.5% | 1,141      | 1,171      | -2.6% |
| Cal RW        | 464       | 86                 | 65      | 31.2%          | 40     | 46     | 29     | -12.2% | 36.3%  | 128        | 135        | -4.7% |
| Western Total | 14,345    | 2,255              | 2,345   | -3.9%          | 1,020  | 1,235  | 1,118  | -17.4% | -8.8%  | 3,449      | 3,414      | 1.0%  |

| <b>Unfilled Orders</b> | Dec-18 | Feb-19 | Feb-18 | % Chg  |
|------------------------|--------|--------|--------|--------|
| Coast                  | 280    | 262    | 251    | 4.3%   |
| Inland                 | 194    | 187    | 223    | -16.2% |
| Cal RW                 | 30     | 31     | 36     | -14.3% |
| Western Total          | 505    | 480    | 510    | -6.0%  |

| Feb | <u>-19</u> | Jan-19 | Feb-18 |
|-----|------------|--------|--------|
| 94. | 4%         | 94.2%  | 97.6%  |
| 93. | .0%        | 104.0% | 95.8%  |
| 87. | 1%         | 95.1%  | 101.0% |
| 93. | 7%         | 97.5%  | 97.1%  |

Orders vs. Production

| Ompinents | vo. inventory |
|-----------|---------------|
| Feb-19    | Feb-18        |
| 95.0%     | 119.8%        |
| 67.3%     | 80.5%         |
| 25.8%     | 24.7%         |
| 76.5%     | 94.6%         |

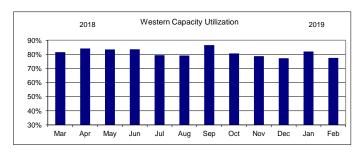
| Inventories   | Dec-18 | Feb-19 | Feb-18 | % Chg |
|---------------|--------|--------|--------|-------|
| Coast         | 610    | 676    | 596    | 13.5% |
| Inland        | 512    | 512    | 509    | 0.7%  |
| Cal RW        | 145    | 154    | 112    | 37.1% |
| Western Total | 1,267  | 1,342  | 1,217  | 10.3% |

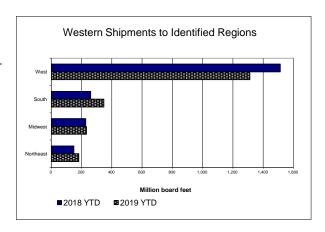
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|----------|-----------------|
| Feb-19   | Feb-18          |
| 38.7%    | 42.1%           |
| 36.6%    | 43.9%           |
| 20.0%    | 32.0%           |
| 35.7%    | 41.9%           |

Unfilled ve Inventory

## **Production as Percent of Practical Capacity**

|               | 2 months YTD |      |             |        |               |        |  |  |
|---------------|--------------|------|-------------|--------|---------------|--------|--|--|
|               | <u>2018</u>  | 2019 | <u>2018</u> | Feb-19 | <u>Jan-19</u> | Feb-18 |  |  |
| Coast         | 84%          | 83%  | 84%         | 81%    | 85%           | 84%    |  |  |
| Inland        | 78%          | 74%  | 81%         | 71%    | 77%           | 81%    |  |  |
| Cal RW        | 77%          | 83%  | 60%         | 86%    | 81%           | 60%    |  |  |
| Western Total | 82%          | 80%  | 82%         | 78%    | 82%           | 82%    |  |  |





## **Shipments to Identified Markets**

| Coast Region by Rail & Truck |              | 2 mor       | nths YTD    |        |        |        | % Chg  |        |        |  |
|------------------------------|--------------|-------------|-------------|--------|--------|--------|--------|--------|--------|--|
|                              | <u>2018</u>  | <u>2019</u> | <u>2018</u> | % Chg  | Feb-19 | Jan-19 | Feb-18 | M to M | Y to Y |  |
| Northeast                    | 719          | 140         | 111         | 26.6%  | 70     | 71     | 62     | -2.1%  | 12.1%  |  |
| Midwest                      | 785          | 124         | 118         | 5.4%   | 54     | 70     | 57     | -21.9% | -4.2%  |  |
| South                        | 1,204        | 222         | 150         | 47.8%  | 107    | 115    | 67     | -7.5%  | 58.6%  |  |
| West                         | 5,910        | 875         | 999         | -12.4% | 385    | 489    | 491    | -21.3% | -21.6% |  |
| Total                        | 8,617        | 1,361       | 1,378       | -1.2%  | 616    | 745    | 678    | -17.4% | -9.1%  |  |
| Inland Region by             | Rail & Truck |             |             |        |        |        | I      |        |        |  |
| Northeast                    | 237          | 42          | 39          | 6.7%   | 19     | 22     | 21     | -15.0% | -7.5%  |  |
| Midwest                      | 663          | 109         | 109         | -0.7%  | 45     | 64     | 52     | -28.9% | -12.7% |  |
| South                        | 702          | 126         | 111         | 13.3%  | 61     | 65     | 57     | -6.5%  | 6.1%   |  |
| West                         | 2,889        | 437         | 514         | -15.0% | 197    | 240    | 247    | -18.2% | -20.5% |  |
| Total                        | 4,491        | 713         | 774         | -7.8%  | 322    | 392    | 377    | -17.8% | -14.7% |  |

Source: Western Wood Products Association

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|----------------------------------|------------------|--------------|-------------|---------|---------------|---------------|---------------|--------|--------|
|                                  | Full Year        | 2 months     | YTD         |         |               |               |               | % Cho  | J      |
| Coast Region                     | 2018             | 2019         | <u>2018</u> | % Chq   | Feb-19        | <u>Jan-19</u> | Feb-18        | M to M | Y to Y |
| Douglas Fir, Dry                 | \$467.88         | \$365.70     | \$508.25    | -28.0%  | \$379.31      | \$354.40      | \$525.24      | 7.0%   | -27.8% |
| Douglas Fir, Green               | \$474.24         | \$328.26     | \$528.90    | -37.9%  | \$339.62      | \$318.91      | \$547.94      | 6.5%   | -38.0% |
| Douglas Fir, All                 | \$471.35         | \$346.45     | \$519.43    | -33.3%  | \$358.95      | \$336.11      | \$537.77      | 6.8%   | -33.3% |
| Hem-Fir, Dry                     | \$427.61         | \$325.88     | \$466.52    | -30.1%  | \$338.94      | \$316.51      | \$485.85      | 7.1%   | -30.2% |
| Hem-Fir, Green                   | \$482.57         | \$398.25     | \$495.15    | -19.6%  | \$391.75      | \$402.80      | \$502.71      | -2.7%  | -22.1% |
| Hem-Fir, All                     | \$431.90         | \$332.66     | \$468.88    | -29.1%  | \$343.82      | \$324.67      | \$487.02      | 5.9%   | -29.4% |
| Inland Region                    |                  |              |             |         |               |               |               |        |        |
| Ponderosa Pine                   | \$600.55         | \$578.70     | \$608.27    | -4.9%   | \$576.96      | \$580.18      | \$611.43      | -0.6%  | -5.6%  |
| Douglas Fir & Larch-Dry          | \$521.00         | \$417.68     | \$548.82    | -23.9%  | \$430.01      | \$407.51      | \$567.55      | 5.5%   | -24.2% |
| Douglas Fir & Larch Green        | \$562.97         | \$404.73     | \$602.16    | -32.8%  | \$403.01      | \$406.17      | \$618.56      | -0.8%  | -34.8% |
| White Fir                        | \$476.06         | \$383.76     | \$505.87    | -24.1%  | \$403.98      | \$367.81      | \$518.28      | 9.8%   | -22.1% |
| Englemann Spruce                 | \$506.71         | \$510.62     | \$499.11    | 2.3%    | \$530.42      | \$491.79      | \$521.80      | 7.9%   | 1.7%   |
| Western Red Cedar                | \$1,053.84       | \$976.26     | \$1,139.67  | -14.3%  | \$985.95      | \$965.68      | \$1,153.04    | 2.1%   | -14.5% |
| Whitewoods                       | \$460.68         | \$380.38     | \$462.31    | -17.7%  | \$393.95      | \$369.90      | \$479.34      | 6.5%   | -17.8% |
| Lumber, Invoice-based Average P  | rices for Select | ted Products |             |         |               |               |               |        |        |
|                                  | Full Year        | 2 months     | VTD         |         |               |               |               | % Cho  | ,      |
| \$/MBF                           |                  |              |             | 0/ Ch = | Fab 40        | lan 10        | Fab 40        |        | •      |
| **                               | <u>2018</u>      | <u>2019</u>  | <u>2018</u> | % Chg   | <u>Feb-19</u> | <u>Jan-19</u> | <u>Feb-18</u> | M to M | Y to Y |
| Coast Douglas Fir (Green)        | <b>.</b>         |              |             |         |               |               |               |        | .=     |
| 2 x4 Stand & Btr R/L             | \$497.97         | \$293.66     | \$547.08    | -46.3%  | \$315.00      | \$278.50      | \$579.56      | 13.1%  | -45.6% |
| 2x4 Stud Stand & Btr (8')        | \$498.22         | \$325.59     | \$545.64    | -40.3%  | \$341.85      | \$316.16      | \$573.69      | 8.1%   | -40.4% |
| 2x10 No. 2 & Btr R/L             | \$487.63         | \$325.28     | \$563.12    | -42.2%  | \$327.56      | \$323.15      | \$577.31      | 1.4%   | -43.3% |
| Coast Hem-fir (Dry)              |                  |              |             |         |               |               |               |        |        |
| 2x4 Stand & Btr R/L              | NA               | NA           | NA          | NA      | NA            | NA            | NA            | NA     | NA     |
| 2x10 No. 2 & Btr R/L             | \$449.72         | \$362.94     | \$468.53    | -22.5%  | \$380.75      | \$352.35      | \$484.68      | 8.1%   | -21.4% |
| Inland Douglas Fir-Larch (Dry)   |                  |              |             |         |               |               |               |        |        |
| 2x4 Stud (8')                    | \$476.16         | \$380.09     | \$461.87    | -17.7%  | \$390.44      | \$370.05      | \$478.58      | 5.5%   | -18.4% |
| 2x10 No. 2 & Btr R/L             | \$519.23         | \$433.24     | \$563.20    | -23.1%  | \$452.91      | \$421.50      | \$566.54      | 7.5%   | -20.1% |
| White Woods                      |                  |              |             |         |               |               |               |        |        |
| 2x4 Stud (8')                    | \$471.88         | \$375.29     | \$467.45    | -19.7%  | \$385.14      | \$367.75      | \$479.50      | 4.7%   | -19.7% |
| 2x6 Stud (8')                    | \$417.59         | \$345.07     | \$396.18    | -12.9%  | \$344.73      | NA            | NA            | NA     | NA     |
| Ponderosa Pine (Dry)             |                  |              |             |         |               |               |               |        |        |
| 5/4 Moulding & Btr R/W           | \$1,246.77       | \$1,256.71   | \$1,235.96  | 1.7%    | \$1,256.24    | \$1,257.10    | \$1,244.19    | -0.1%  | 1.0%   |
| 5/4 No. 2 Shop R/W               | \$844.71         | \$844.54     | \$839.61    | 0.6%    | \$835.81      | \$854.95      | \$850.40      | -2.2%  | -1.7%  |
| 5/4 No. 3 Shop R/W               | \$688.03         | \$668.67     | \$700.27    | -4.5%   | \$655.11      | \$689.87      | \$710.07      | -5.0%  | -7.7%  |
| 1x6 No. 2 & Btr Com R/L          | \$605.54         | \$680.24     | \$569.82    | 19.4%   | \$672.71      | \$686.51      | \$569.66      | -2.0%  | 18.1%  |
|                                  |                  | •            | •           | - 1     | •             | •             |               |        |        |