



PRESS RELEASE



NATIONAL AGRICULTURAL STATISTICS SERVICE

United States Department of Agriculture • Washington, DC 20250

Northwest Regional Field Office • Olympia, WA 98507

Ag Statistics Hotline: 1-800-727-9540 • www.nass.usda.gov

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Regional Contacts

Phone: 1-800-435-5883

Email: nassrfonwr@usda.gov

- Washington – Dennis Koong, Regional Director
- Idaho – Ben Johnson, State Statistician
- Oregon – Dave Losh, State Statistician
- Alaska – Andrew Brosier, State Statistician

Oregon Christmas Tree Growers Report More Acres, Less Trees Sold in 2023

In 2023, Oregon Christmas tree growers cut and sold 3.17 million trees, down 8 percent from 2020. The gross sales for 2023 totaled \$118 million, up 10 percent from 2020, and the average price per tree was \$37.10, up from \$31.06 in 2020.

There were 33,916 acres growing Christmas trees, up 9 percent from 2020, with seven counties making up most of the acres. The two largest counties growing trees were Clackamas County with 9,442 acres growing trees and Marion County with 7,711 acres. Noble fir was again the industry leader in percentage of trees sold, accounting for 51 percent of all trees sold in 2023. Douglas fir accounted for 38 percent of all trees sold; Grand fir, Nordmann/Turkish fir, and other species accounting for the remaining 11 percent. Nordmann/Turkish fir had the highest average price, selling for \$49.69 per tree.

Producers planted 6.2 million seedlings in 2022, 5.5 million in 2023, and intend to plant 5.4 million trees in 2024. Growers that planted seedlings in 2022 and 2023, reported an average 24 and 25 percent mortality loss respectively, versus 12 percent reported in 2020. This translates into 1.5 million trees that died from 2022 plantings, and 1.4 million trees that died from 2023 plantings. Growers reported “Too hot and dry” conditions regarding mortality losses. Ninety-two percent of the growers with mortality loss said they replaced/interplanted new seedlings among the surviving seedlings compared to seventy-seven percent in 2020.

Thanks to growers that participated in the survey! Thanks also to Oregon Department of Agriculture, Christmas Tree Program staff, and the Pacific Northwest Christmas Tree Association for their support of the survey.

Christmas Tree Value of Sales, Number of Trees Sold, Average Price per Tree, Acres Growing Trees, and Number of Operations, by Size of Operation — Oregon: 2015, 2020, and 2023

Category and year	Size of operation					All operations
	1-14 acres	15-29 acres	30-49 acres	50-99 acres	100 or more acres	
Value of sales (1,000 dollars)						
2015.....	2,308	2,221	2,429	6,892	70,694	84,544
2020.....	2,133	2,398	4,109	5,726	92,546	106,912
2023.....	4,783	3,947	2,101	5,774	101,036	117,641
Number of trees sold (1,000 trees)						
2015.....	156	157	130	393	3,888	4,724
2020.....	73	73	99	174	3,023	3,442
2023.....	122	105	51	174	2,719	3,171
Average price per tree (dollars)						
2015.....	14.82	14.11	18.69	17.53	18.19	17.90
2020.....	29.17	32.76	41.67	32.86	30.62	31.06
2023.....	39.20	37.53	40.35	33.05	37.16	37.10
Acres growing trees (acres)						
2015.....	2,571	2,038	1,848	3,288	31,478	41,223
2020.....	1,877	659	1,558	1,382	25,648	31,124
2023.....	2,341	1,104	929	2,019	27,523	33,916
Number of operations (number)						
2015.....	444	100	65	40	41	690
2020.....	330	60	35	35	30	490
2023.....	235	55	25	35	30	380

Christmas Trees Sold and Value of Sales, by Variety — Oregon: 2015, 2020, and 2023

Variety	Number of trees sold			Value of sales		
	2015	2020	2023	2015	2020	2023
	(1,000 trees)	(1,000 trees)	(1,000 trees)	(1,000 dollars)	(1,000 dollars)	(1,000 dollars)
Douglas fir	1,501	1,400	1,216	19,239	29,477	32,515
Noble fir	2,547	1,689	1,620	53,425	65,323	68,977
Grand fir.....	246	86	62	3,540	2,678	2,559
Nordmann/Turkish fir.....	409	253	258	7,553	9,113	12,819
Other species ¹	21	14	15	327	321	771
All species	4,724	3,442	3,171	84,544	106,912	117,641

¹ Includes Pine, Fraser Fir, and Balsam Fir.

Christmas Trees Sold, Average Price per Tree, Value of Sales, by Species and Size of Operation — Oregon: 2015, 2020, and 2023

Variety and year	Number of trees sold	Average price	Value of sales	Sales by size of operation				
				1-14 acres	15-29 acres	30-49 acres	50-99 acres	100 or more acres
	(1,000 trees)	(dollars)	(1,000 dollars)	(1,000 dollars)	(1,000 dollars)	(1,000 dollars)	(1,000 dollars)	(1,000 dollars)
Douglas fir								
2015	1,501	12.82	19,239	319	610	326	1,190	16,794
2020	1,400	21.05	29,477	629	438	452	543	27,415
2023	1,216	26.74	32,515	1,426	654	292	682	29,461
Noble fir								
2015	2,547	20.98	53,425	1,452	1,071	1,644	3,940	45,318
2020	1,689	38.68	65,323	748	1,366	2,651	4,357	56,201
2023	1,620	42.58	68,977	1,192	2,518	1,297	3,587	60,383
Grand fir								
2015	246	16.27	3,540	217	217	161	882	2,523
2020	86	31.21	2,678	124	141	205	158	2,050
2023	62	41.27	2,559	175	57	112	263	1,952
Nordmann/Turkish fir								
2015	409	18.47	7,553	302	314	251	811	5,875
2020	253	36.05	9,113	609	451	773	650	6,630
2023	258	49.69	12,819	1,616	712	397	1,226	8,868
Other species ¹								
2015	21	15.87	327	18	9	47	69	184
2020	14	23.70	321	23	2	28	18	250
2023	15	51.40	771	374	(NA)	(NA)	25	372
All species								
2015	4,724	17.90	84,544	2,308	2,221	2,429	6,892	70,694
2020	3,442	31.06	106,912	2,133	2,398	4,109	5,726	92,546
2023	3,171	37.10	117,641	4,783	3,941	2,098	5,873	101,036

(NA) Not available.

¹ Includes Pine, Fraser Fir, and Balsam Fir.

Christmas Tree Acres, Trees Sold, Total Sales, and Average Price per Tree, by County — Oregon: 2015, 2020, and 2023

County	Acres in operations			Number of trees sold		
	2015	2020	2023	2015	2020	2023
	(acres)	(acres)	(acres)	(1,000 trees)	(1,000 trees)	(1,000 trees)
Benton	3,802	(D)	(D)	478	(D)	(D)
Clackamas	11,512	9,472	9,442	1,158	1,115	966
Douglas	327	98	(NA)	25	3	(NA)
Lane	1,418	802	1,382	116	84	99
Linn.....	2,246	(D)	(D)	303	(D)	(D)
Marion.....	10,571	7,198	7,711	1,328	891	828
Polk	6,941	5,852	5,828	800	684	501
Washington.....	2,180	1,215	1,384	195	89	71
Yamhill.....	1,675	1,285	966	289	89	83
Other counties	551	5,202	7,203	32	490	623
Oregon.....	41,223	31,124	33,916	4,724	3,442	3,171

(D) Withheld to avoid disclosing data for individual operations.
(NA) Not available.

County	Total sales			Average price per tree		
	2015	2020	2023	2015	2020	2023
	(1,000 dollars)	(1,000 dollars)	(1,000 dollars)	(dollars)	(dollars)	(dollars)
Benton	9,771	(D)	(D)	20.46	(D)	(D)
Clackamas	18,305	30,866	26,046	15.81	27.68	26.96
Douglas	338	50	(D)	13.38	17.06	(D)
Lane	2,317	2,107	3,843	20.04	26.10	38.82
Linn.....	4,188	(D)	(D)	13.80	(D)	(D)
Marion.....	23,391	30,746	30,089	17.61	34.52	36.34
Polk	16,215	22,405	23,540	20.28	32.77	46.99
Washington.....	3,642	3,868	3,915	18.71	43.23	55.14
Yamhill.....	5,833	2,862	4,084	20.17	31.98	49.20
Other counties	544	14,008	26,124	17.23	28.58	41.93
Oregon.....	84,544	106,912	117,641	17.90	31.06	37.10

(D) Withheld to avoid disclosing data for individual operations.

Christmas Trees Planted, by Variety and Year Planted — Oregon: 2016, 2020-2024

Variety	Year planted					
	2016	2020	2021	2022	2023	2024
	(1,000 trees)	(1,000 trees)	(1,000 trees)	(1,000 trees)	(1,000 trees)	(1,000 trees)
Douglas fir	1,416	1,917	1,930	1,962	1,362	1,449
Noble fir	2,329	3,395	2,986	2,667	2,713	2,602
Grand fir.....	112	101	111	139	158	119
Nordmann/Turkish fir.....	310	668	759	1,421	1,175	1,160
Other species ¹	22	68	46	26	56	40
All species	4,189	6,149	5,832	6,215	5,464	5,370

¹ Includes Pine, Fraser Fir, and Balsam Fir.



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