



# Michigan Department of Natural Resources

## Forest Resources Division

### Timber Sale Management System

#### AVERAGE STUMPAGE PRICE REPORT FOR 01/01/2016 TO 03/31/2016

##### PURPOSE OF REPORT

The purpose of this report is to summarize bid prices from historic State Forest timber sales to provide DNR staff base information for determining a minimum acceptable bid for future timber sales. The State Forest system is managed by Forest, Mineral, and Fire Management (FMFM).

This report is intended to serve only as a guide to timber stumpage prices and to monitor market trends. It should not be used to determine the fair market value of a specific timber sale. The prices paid for a specific stand of timber will vary considerably due to such factors as size, species, quality, quantity, logging conditions, distance to the mill, end product, demand and competition. Timber markets often change rapidly and, therefore, prices in this report are not necessarily a reflection of current market prices. It is strongly recommended to obtain assistance from professional foresters and use the competitive bidding process as the ultimate determinant of fair market value for any specific tract of timber.

##### ORDER OF REPORT

The report is ordered by the four (4) timber products sold by the DNR/FMFM: Sawlogs, Pulpwood, Poles, and Bolts. Sawlog prices by species are listed first, followed by Pulpwood, Poles, and Bolts. If a product or species is not listed in the report, this indicates that the product or species was not sold for the period of the report. After all species for a product are listed, the report includes a section of Exclusions. This section includes prices that were "excluded" from the Average Sold Price because they appear to be skewed. The species used by DNR/FMFM are as follows:

AMERICAN ELM	BLACK SPRUCE	MIXED SOFTWOOD	SCOTCH PINE
B.T. ASPEN	HEMLOCK	N. WHITE CEDAR	SUGAR MAPLE
BALSAM FIR	JACK PINE	OTHER COMM. SP.	TAMARACK
BALSAM POPLAR	MISCELLANEOUS	PAPER BIRCH	WHITE ASH
BASSWOOD	MIXED ASPEN	Q. ASPEN	WHITE OAK
BEECH	MIXED HARDWOOD	RED MAPLE	WHITE PINE
BLACK ASH	MIXED OAK	RED OAK	WHITE SPRUCE
BLACK CHERRY	MIXED PINE	RED PINE	YELLOW BIRCH

## COLUMN NOTES

Column 1 and 2. Number of Sales Sold, Total Volume and Prices are only reported for bid species and products. "No-bid" species and products are not included. "No-bid" species and products are those that are included on the bid form and the contract, but the price is set with no option to bid. This is used for species and products that are minor components of a sale. Number of Sales Sold, Total Volume and Prices are only reported for advertised sales. Unadvertised sales, e.g. direct sales, negotiated sales, small receipt sales, firewood permits, etc., are not included.

Column 3. Average Price at Time of Appraisal is the one-year average of sold prices at the time of appraisal. This may be considered an estimate of the "going rate" and is the starting point for the appraisal. The DNR – FMFM appraisal process is a valuation process that sets a minimum acceptable bid price.

Column 4. Average Advertised Price is the minimum acceptable bid price at time of advertisement. This price was determined by the DNR – FMFM appraisal process.

Column 5. Ratio of Column 4 to Column 3 is the ratio of Average Advertised Price to the Average Price at Time of Appraisal. A number less than 100 indicates that the Average Advertised Price was less than the "going rate". A number greater than 100 indicates that the Average Advertised Price was greater than the going rate.

Column 6. Average Sold Price is the average price sold for the period. Sales are awarded to the high responsive/responsible bidder based on the sale lump sum bid.

Column 7. Percent Change from Column 3 to Column 6 is the ratio of the difference between Average Sold Price and Average Price at Time of Appraisal to the Average Price at Time of Appraisal. A positive number indicates that current prices are increasing over past prices. A negative number indicates that current prices are decreasing over past prices.

## GENERAL NOTES

1. All prices are weighted by volume.
2. This report is based on the contract issue date, and not the bid date. The contract issue date is usually the date the contract is printed and signed. This occurs after the down payment and bond are received by the highest responsible bidder.
3. In general, the Baraga Forest Management Unit (FMU) uses the Scribner Decimal C log rule with an 8.0" top diameter inside bark (DIB).  
In general, the Crystal Falls FMU uses the International ¼" log rule with a 10.0" top DIB.  
In general, the rest of the Upper Peninsula (UP) uses the Scribner Decimal C log rule with a 10.0" top DIB.  
In general, the Northern Lower Peninsula (NLP) uses the International ¼" log rule with an 8.0" top DIB.
4. Volumes and values are only totaled when comparable measurement units exist, e.g. International ¼" to a 10.0" DIB is only added to International ¼" to a 10.0" DIB. For example, there is no Statewide total, except for # of Sales Sold, because cruising specifications and log rules are different between Region I – Upper Peninsula and Region II – Northern Lower Peninsula.

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## SAWLOGS (MBF, see general note 3)

<b>B.T. ASPEN</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
GAYLORD FOREST MGT UNIT	1	79.00	\$70.64	\$52.00	73.61%	<b>\$81.00</b>	14.67%	\$81.00	\$81.00
PIGEON RIVER FOREST MGT UNIT	2	501.00	\$71.78	\$50.00	69.66%	<b>\$104.21</b>	45.18%	\$50.00	\$120.00
ATLANTA FOREST MGT UNIT	1	42.40	\$70.64	\$49.00	69.37%	<b>\$49.00</b>	-30.63%	\$49.00	\$49.00
MACKINAW STATE FOREST	4	622.40	\$71.56	\$50.19	70.13%	<b>\$97.50</b>	36.26%	\$49.00	\$120.00
CADILLAC FOREST MGT UNIT	1	94.50	\$77.00	\$51.00	66.23%	<b>\$51.00</b>	-33.77%	\$51.00	\$51.00
PERE MARQUETTE STATE FORES	1	94.50	\$77.00	\$51.00	66.23%	<b>\$51.00</b>	-33.77%	\$51.00	\$51.00
GRAYLING FOREST MGT UNIT	1	17.00	\$75.40	\$52.00	68.97%	<b>\$52.00</b>	-31.03%	\$52.00	\$52.00
AUSABLE STATE FOREST	1	17.00	\$75.40	\$52.00	68.97%	<b>\$52.00</b>	-31.03%	\$52.00	\$52.00
NORTHERN LOWER PENINSULA	6	733.90	\$72.35	\$50.33	69.57%	<b>\$90.46</b>	25.04%	\$49.00	\$120.00
STATEWIDE	6	-----	-----	-----	69.57%	-----	25.04%	\$49.00	\$120.00
<b>BASSWOOD</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
GWINN FOREST MGT UNIT	2	62.50	\$194.88	\$97.00	49.77%	<b>\$303.14</b>	55.55%	\$205.00	\$350.00
ESCANABA RIVER STATE FOREST	2	62.50	\$194.88	\$97.00	49.77%	<b>\$303.14</b>	55.55%	\$205.00	\$350.00
UPPER PENINSULA	2	-----	-----	-----	49.77%	-----	55.55%	\$205.00	\$350.00
GAYLORD FOREST MGT UNIT	1	243.00	\$79.57	\$80.00	100.54%	<b>\$80.00</b>	0.54%	\$80.00	\$80.00
PIGEON RIVER FOREST MGT UNIT	1	162.00	\$91.47	\$64.00	69.97%	<b>\$100.00</b>	9.33%	\$100.00	\$100.00
MACKINAW STATE FOREST	2	405.00	\$84.33	\$73.60	87.28%	<b>\$88.00</b>	4.35%	\$80.00	\$100.00
TRAVERSE CITY FOREST MGT UNI	3	220.50	\$173.37	\$131.00	75.56%	<b>\$132.73</b>	-23.44%	\$93.00	\$153.00
PERE MARQUETTE STATE FORES	3	220.50	\$173.37	\$131.00	75.56%	<b>\$132.73</b>	-23.44%	\$93.00	\$153.00
NORTHERN LOWER PENINSULA	5	625.50	\$115.72	\$93.83	81.09%	<b>\$103.77</b>	-10.33%	\$80.00	\$153.00
STATEWIDE	7	-----	-----	-----	76.58%	-----	-0.84%	\$80.00	\$350.00
<b>BEECH</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
TRAVERSE CITY FOREST MGT UNI	1	105.80	\$143.00	\$100.00	69.93%	<b>\$100.00</b>	-30.07%	\$100.00	\$100.00
PERE MARQUETTE STATE FORES	1	105.80	\$143.00	\$100.00	69.93%	<b>\$100.00</b>	-30.07%	\$100.00	\$100.00
NORTHERN LOWER PENINSULA	1	105.80	\$143.00	\$100.00	69.93%	<b>\$100.00</b>	-30.07%	\$100.00	\$100.00
STATEWIDE	1	-----	-----	-----	69.93%	-----	-30.07%	\$100.00	\$100.00

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## SAWLOGS (MBF, see general note 3)

<b>BLACK CHERRY</b>	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
TRAVERSE CITY FOREST MGT UNI	7	482.90	\$355.64	\$272.86	76.72%	<b>\$347.85</b>	-2.19%	\$228.00	\$475.00
PERE MARQUETTE STATE FORES	7	482.90	\$355.64	\$272.86	76.72%	<b>\$347.85</b>	-2.19%	\$228.00	\$475.00
GLADWIN FOREST MGT UNIT	1	26.00	\$359.88	\$259.00	71.97%	<b>\$259.00</b>	-28.03%	\$259.00	\$259.00
AUSABLE STATE FOREST	1	26.00	\$359.88	\$259.00	71.97%	<b>\$259.00</b>	-28.03%	\$259.00	\$259.00
NORTHERN LOWER PENINSULA	8	508.90	\$355.86	\$272.16	76.48%	<b>\$343.31</b>	-3.53%	\$228.00	\$475.00
STATEWIDE	8	-----	-----	-----	76.48%	-----	-3.53%	\$228.00	\$475.00
<b>MIXED ASPEN</b>	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
GAYLORD FOREST MGT UNIT	1	88.00	\$110.05	\$83.00	75.42%	<b>\$100.00</b>	-9.13%	\$100.00	\$100.00
PIGEON RIVER FOREST MGT UNIT	2	137.10	\$125.18	\$88.88	71.00%	<b>\$95.88</b>	-23.41%	\$95.00	\$100.00
ATLANTA FOREST MGT UNIT	4	302.60	\$108.85	\$83.54	76.75%	<b>\$83.54</b>	-23.25%	\$79.00	\$105.00
MACKINAW STATE FOREST	7	527.70	\$113.29	\$84.84	74.89%	<b>\$89.49</b>	-21.01%	\$79.00	\$105.00
TRAVERSE CITY FOREST MGT UNI	5	198.80	\$128.33	\$91.66	71.43%	<b>\$122.28</b>	-4.71%	\$77.00	\$250.00
CADILLAC FOREST MGT UNIT	3	510.30	\$153.13	\$92.76	60.58%	<b>\$92.76</b>	-39.42%	\$87.00	\$97.00
PERE MARQUETTE STATE FORES	8	709.10	\$146.18	\$92.45	63.25%	<b>\$101.03</b>	-30.88%	\$77.00	\$250.00
ROSCOMMON FOREST MGT UNIT	2	92.20	\$76.09	\$55.89	73.45%	<b>\$197.59</b>	159.67%	\$80.00	\$275.00
GRAYLING FOREST MGT UNIT	1	61.10	\$95.00	\$92.00	96.84%	<b>\$95.00</b>	0.00%	\$95.00	\$95.00
GLADWIN FOREST MGT UNIT	1	65.30	\$102.70	\$72.00	70.11%	<b>\$200.00</b>	94.74%	\$200.00	\$200.00
AUSABLE STATE FOREST	4	218.60	\$89.33	\$70.80	79.26%	<b>\$169.64</b>	89.91%	\$80.00	\$275.00
NORTHERN LOWER PENINSULA	19	1,455.40	\$125.71	\$86.44	68.76%	<b>\$107.15</b>	-14.76%	\$77.00	\$275.00
STATEWIDE	19	-----	-----	-----	68.76%	-----	-14.76%	\$77.00	\$275.00
<b>MIXED HARDWOOD</b>	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
ESCANABA FOREST MGT UNIT	2	55.70	\$216.32	\$115.03	53.17%	<b>\$163.79</b>	-24.28%	\$150.00	\$210.00
ESCANABA RIVER STATE FOREST	2	55.70	\$216.32	\$115.03	53.17%	<b>\$163.79</b>	-24.28%	\$150.00	\$210.00
UPPER PENINSULA	2	-----	-----	-----	53.17%	-----	-24.28%	\$150.00	\$210.00
PIGEON RIVER FOREST MGT UNIT	3	149.10	\$176.48	\$125.42	71.07%	<b>\$138.23</b>	-21.67%	\$124.00	\$175.00
MACKINAW STATE FOREST	3	149.10	\$176.48	\$125.42	71.07%	<b>\$138.23</b>	-21.67%	\$124.00	\$175.00
NORTHERN LOWER PENINSULA	3	149.10	\$176.48	\$125.42	71.07%	<b>\$138.23</b>	-21.67%	\$124.00	\$175.00
STATEWIDE	5	-----	-----	-----	65.45%	-----	-22.49%	\$124.00	\$210.00

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## SAWLOGS (MBF, see general note 3)

<b>MIXED OAK</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
TRAVERSE CITY FOREST MGT UNI	2	128.20	\$180.68	\$126.96	70.27%	<b>\$175.00</b>	-3.14%	\$175.00	\$175.00
CADILLAC FOREST MGT UNIT	2	189.00	\$390.68	\$255.73	65.46%	<b>\$346.97</b>	-11.19%	\$232.00	\$357.97
PERE MARQUETTE STATE FORES	4	317.20	\$305.81	\$203.69	66.61%	<b>\$277.47</b>	-9.27%	\$175.00	\$357.97
ROSCOMMON FOREST MGT UNIT	4	371.40	\$146.07	\$106.65	73.01%	<b>\$210.51</b>	44.11%	\$101.00	\$270.00
GRAYLING FOREST MGT UNIT	8	336.30	\$219.09	\$162.45	74.15%	<b>\$208.55</b>	-4.81%	\$124.00	\$579.12
GLADWIN FOREST MGT UNIT	1	278.20	\$189.07	\$136.00	71.93%	<b>\$150.00</b>	-20.66%	\$150.00	\$150.00
AUSABLE STATE FOREST	13	985.90	\$183.11	\$133.97	73.16%	<b>\$192.77</b>	5.27%	\$101.00	\$579.12
NORTHERN LOWER PENINSULA	17	1,303.10	\$212.98	\$150.94	70.87%	<b>\$213.39</b>	0.19%	\$101.00	\$579.12
STATEWIDE	17	-----	-----	-----	70.87%	-----	0.19%	\$101.00	\$579.12
<b>RED MAPLE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
BARAGA FOREST MGT UNIT	3	89.40	\$547.02	\$448.53	81.99%	<b>\$530.45</b>	-3.03%	\$409.15	\$673.00
GWINN FOREST MGT UNIT	2	5.20	\$417.86	\$286.50	68.56%	<b>\$308.25</b>	-26.23%	\$300.00	\$333.00
ESCANABA FOREST MGT UNIT	2	72.80	\$366.00	\$209.92	57.36%	<b>\$358.44</b>	-2.07%	\$350.00	\$362.00
ESCANABA RIVER STATE FOREST	4	78.00	\$369.46	\$215.03	58.20%	<b>\$355.09</b>	-3.89%	\$300.00	\$362.00
SHINGLETON FOREST MGT UNIT	1	25.00	\$188.70	\$151.00	80.02%	<b>\$240.00</b>	27.19%	\$240.00	\$240.00
S STE MARIE FMU (NAUBINWAY)	1	5.40	\$188.70	\$170.00	90.09%	<b>\$230.00</b>	21.89%	\$230.00	\$230.00
S STE MARIE FMU (SOO MAINLAN	1	72.60	\$188.70	\$132.00	69.95%	<b>\$380.00</b>	101.38%	\$380.00	\$380.00
LAKE SUPERIOR STATE FOREST	3	103.00	\$188.70	\$138.60	73.45%	<b>\$338.16</b>	79.20%	\$230.00	\$380.00
UPPER PENINSULA	10	-----	-----	-----	73.23%	-----	13.17%	\$230.00	\$673.00
GAYLORD FOREST MGT UNIT	2	186.90	\$221.46	\$202.21	91.31%	<b>\$202.21</b>	-8.69%	\$199.00	\$206.00
ATLANTA FOREST MGT UNIT	1	14.30	\$221.46	\$135.00	60.96%	<b>\$135.00</b>	-39.04%	\$135.00	\$135.00
MACKINAW STATE FOREST	3	201.20	\$221.46	\$197.43	89.15%	<b>\$197.43</b>	-10.85%	\$135.00	\$206.00
TRAVERSE CITY FOREST MGT UNI	12	814.80	\$223.42	\$165.72	74.17%	<b>\$219.22</b>	-1.88%	\$145.00	\$350.00
CADILLAC FOREST MGT UNIT	3	195.00	\$233.43	\$153.18	65.62%	<b>\$298.91</b>	28.05%	\$149.00	\$950.00
PERE MARQUETTE STATE FORES	15	1,009.80	\$225.35	\$163.30	72.46%	<b>\$234.61</b>	4.11%	\$145.00	\$950.00
ROSCOMMON FOREST MGT UNIT	1	18.50	\$75.54	\$53.00	70.16%	<b>\$60.00</b>	-20.57%	\$60.00	\$60.00
GLADWIN FOREST MGT UNIT	2	213.60	\$74.07	\$52.59	71.00%	<b>\$80.36</b>	8.49%	\$52.00	\$100.00
AUSABLE STATE FOREST	3	232.10	\$74.19	\$52.62	70.93%	<b>\$78.74</b>	6.13%	\$52.00	\$100.00
NORTHERN LOWER PENINSULA	21	1,443.10	\$200.50	\$150.26	74.94%	<b>\$204.35</b>	1.92%	\$52.00	\$950.00
STATEWIDE	31	-----	-----	-----	74.51%	-----	4.75%	\$52.00	\$950.00

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## SAWLOGS (MBF, see general note 3)

RED OAK	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
BARAGA FOREST MGT UNIT	1	32.80	\$600.00	\$450.00	75.00%	<b>\$601.65</b>	0.28%	\$601.65	\$601.65
S STE MARIE FMU (SOO MAINLAN	1	98.90	\$280.00	\$196.00	70.00%	<b>\$505.00</b>	80.36%	\$505.00	\$505.00
LAKE SUPERIOR STATE FOREST	1	98.90	\$280.00	\$196.00	70.00%	<b>\$505.00</b>	80.36%	\$505.00	\$505.00
UPPER PENINSULA	2	-----	-----	-----	72.08%	-----	47.09%	\$505.00	\$601.65
GAYLORD FOREST MGT UNIT	2	637.00	\$212.69	\$161.13	75.75%	<b>\$202.30</b>	-4.89%	\$175.00	\$203.00
PIGEON RIVER FOREST MGT UNIT	1	79.10	\$224.08	\$202.00	90.15%	<b>\$220.00</b>	-1.82%	\$220.00	\$220.00
ATLANTA FOREST MGT UNIT	4	150.50	\$212.34	\$171.97	80.99%	<b>\$171.97</b>	-19.01%	\$161.00	\$193.00
MACKINAW STATE FOREST	7	866.60	\$213.67	\$166.74	78.04%	<b>\$198.65</b>	-7.03%	\$161.00	\$220.00
TRAVERSE CITY FOREST MGT UNI	4	381.80	\$383.23	\$274.18	71.54%	<b>\$321.57</b>	-16.09%	\$249.00	\$500.00
CADILLAC FOREST MGT UNIT	2	76.90	\$314.52	\$200.86	63.86%	<b>\$242.57</b>	-22.87%	\$208.00	\$300.00
PERE MARQUETTE STATE FORES	6	458.70	\$371.71	\$261.88	70.45%	<b>\$308.33</b>	-17.05%	\$208.00	\$500.00
ROSCOMMON FOREST MGT UNIT	2	67.60	\$334.09	\$223.71	66.96%	<b>\$251.15</b>	-24.82%	\$220.00	\$400.00
GLADWIN FOREST MGT UNIT	1	20.50	\$353.69	\$248.00	70.12%	<b>\$250.00</b>	-29.32%	\$250.00	\$250.00
AUSABLE STATE FOREST	3	88.10	\$338.65	\$229.36	67.73%	<b>\$250.89</b>	-25.92%	\$220.00	\$400.00
NORTHERN LOWER PENINSULA	16	1,413.40	\$272.75	\$201.52	73.88%	<b>\$237.50</b>	-12.93%	\$161.00	\$500.00
STATEWIDE	18	-----	-----	-----	73.69%	-----	-6.36%	\$161.00	\$601.65

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## SAWLOGS (MBF, see general note 3)

RED PINE	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
CRYSTAL FALLS FOREST MGT UNI	1	54.10	\$157.67	\$78.85	50.01%	<b>\$78.85</b>	-49.99%	\$78.85	\$78.85
SHINGLETON FOREST MGT UNIT	2	392.60	\$268.56	\$201.40	74.99%	<b>\$222.05</b>	-17.32%	\$175.00	\$240.00
NEWBERRY FOREST MGT UNIT	1	102.90	\$284.04	\$216.00	76.05%	<b>\$216.00</b>	-23.95%	\$216.00	\$216.00
LAKE SUPERIOR STATE FOREST	3	495.50	\$271.78	\$204.43	75.22%	<b>\$220.80</b>	-18.76%	\$175.00	\$240.00
UPPER PENINSULA	4	-----	-----	-----	73.72%	-----	-20.62%	\$78.85	\$240.00
GAYLORD FOREST MGT UNIT	5	564.00	\$264.55	\$225.78	85.34%	<b>\$229.81</b>	-13.13%	\$180.00	\$252.00
PIGEON RIVER FOREST MGT UNIT	1	609.90	\$255.81	\$223.00	87.17%	<b>\$248.00</b>	-3.05%	\$248.00	\$248.00
ATLANTA FOREST MGT UNIT	6	647.10	\$265.75	\$225.35	84.80%	<b>\$226.86</b>	-14.63%	\$182.00	\$255.00
MACKINAW STATE FOREST	12	1,821.00	\$262.05	\$224.70	85.75%	<b>\$234.85</b>	-10.38%	\$180.00	\$255.00
TRAVERSE CITY FOREST MGT UNI	12	2,945.20	\$191.65	\$147.59	77.01%	<b>\$184.00</b>	-3.99%	\$138.00	\$223.00
CADILLAC FOREST MGT UNIT	4	1,952.80	\$166.16	\$126.56	76.17%	<b>\$197.96</b>	19.14%	\$130.00	\$246.15
PERE MARQUETTE STATE FORES	16	4,898.00	\$181.48	\$139.20	76.70%	<b>\$189.56</b>	4.45%	\$130.00	\$246.15
ROSCOMMON FOREST MGT UNIT	5	738.70	\$212.27	\$168.01	79.15%	<b>\$223.29</b>	5.19%	\$155.00	\$334.48
GRAYLING FOREST MGT UNIT	2	296.30	\$180.53	\$140.66	77.92%	<b>\$146.00</b>	-19.12%	\$142.86	\$200.00
AUSABLE STATE FOREST	7	1,035.00	\$203.18	\$160.18	78.84%	<b>\$201.17</b>	-0.99%	\$142.86	\$334.48
NORTHERN LOWER PENINSULA	35	7,754.00	\$203.30	\$162.08	79.72%	<b>\$201.75</b>	-0.76%	\$130.00	\$334.48
STATEWIDE	39	-----	-----	-----	79.22%	-----	-2.42%	\$78.85	\$334.48

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## SAWLOGS (MBF, see general note 3)

SUGAR MAPLE	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
BARAGA FOREST MGT UNIT	5	208.00	\$1,313.73	\$1,090.99	83.04%	<b>\$1,148.81</b>	-12.55%	\$1,113.00	\$1,249.00
CRYSTAL FALLS FOREST MGT UNI	1	83.10	\$921.13	\$461.00	50.05%	<b>\$1,226.28</b>	33.13%	\$1,226.28	\$1,226.28
GWINN FOREST MGT UNIT	10	537.50	\$740.80	\$382.57	51.64%	<b>\$681.35</b>	-8.02%	\$501.00	\$884.41
ESCANABA RIVER STATE FOREST	10	537.50	\$740.80	\$382.57	51.64%	<b>\$681.35</b>	-8.02%	\$501.00	\$884.41
SHINGLETON FOREST MGT UNIT	2	38.50	\$768.91	\$617.01	80.25%	<b>\$690.52</b>	-10.20%	\$600.00	\$770.00
NEWBERRY FOREST MGT UNIT	1	24.20	\$768.91	\$538.00	69.97%	<b>\$538.00</b>	-30.03%	\$538.00	\$538.00
S STE MARIE FMU (NAUBINWAY)	6	194.10	\$786.14	\$661.71	84.17%	<b>\$1,195.16</b>	52.03%	\$1,000.00	\$1,400.00
S STE MARIE FMU (SOO MAINLAN	1	39.80	\$768.91	\$538.00	69.97%	<b>\$705.00</b>	-8.31%	\$705.00	\$705.00
LAKE SUPERIOR STATE FOREST	10	296.60	\$780.19	\$629.22	80.65%	<b>\$1,010.26</b>	29.49%	\$538.00	\$1,400.00
UPPER PENINSULA	26	-----	-----	-----	67.13%	-----	2.79%	\$501.00	\$1,400.00
GAYLORD FOREST MGT UNIT	2	269.20	\$455.25	\$438.15	96.24%	<b>\$854.98</b>	87.80%	\$800.00	\$1,200.00
PIGEON RIVER FOREST MGT UNIT	1	162.00	\$586.07	\$410.00	69.96%	<b>\$410.00</b>	-30.04%	\$410.00	\$410.00
MACKINAW STATE FOREST	3	431.20	\$504.40	\$427.58	84.77%	<b>\$687.80</b>	36.36%	\$410.00	\$1,200.00
TRAVERSE CITY FOREST MGT UNI	8	674.70	\$475.17	\$369.70	77.80%	<b>\$387.55</b>	-18.44%	\$313.00	\$447.00
CADILLAC FOREST MGT UNIT	2	145.90	\$375.33	\$241.53	64.35%	<b>\$241.53</b>	-35.65%	\$225.00	\$244.00
PERE MARQUETTE STATE FORES	10	820.60	\$457.42	\$346.91	75.84%	<b>\$361.59</b>	-20.95%	\$225.00	\$447.00
NORTHERN LOWER PENINSULA	13	1,251.80	\$473.60	\$374.70	79.12%	<b>\$473.96</b>	0.07%	\$225.00	\$1,200.00
STATEWIDE	39	-----	-----	-----	71.65%	-----	1.77%	\$225.00	\$1,400.00
WHITE OAK	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
TRAVERSE CITY FOREST MGT UNI	1	22.40	\$128.64	\$93.00	72.29%	<b>\$170.00</b>	32.15%	\$170.00	\$170.00
PERE MARQUETTE STATE FORES	1	22.40	\$128.64	\$93.00	72.29%	<b>\$170.00</b>	32.15%	\$170.00	\$170.00
NORTHERN LOWER PENINSULA	1	22.40	\$128.64	\$93.00	72.29%	<b>\$170.00</b>	32.15%	\$170.00	\$170.00
STATEWIDE	1	-----	-----	-----	72.29%	-----	32.15%	\$170.00	\$170.00
WHITE PINE	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
TRAVERSE CITY FOREST MGT UNI	4	338.10	\$132.93	\$97.12	73.06%	<b>\$138.24</b>	3.99%	\$90.00	\$165.00
PERE MARQUETTE STATE FORES	4	338.10	\$132.93	\$97.12	73.06%	<b>\$138.24</b>	3.99%	\$90.00	\$165.00
ROSCOMMON FOREST MGT UNIT	3	220.90	\$131.66	\$98.68	74.95%	<b>\$144.71</b>	9.91%	\$92.00	\$212.48
AUSABLE STATE FOREST	3	220.90	\$131.66	\$98.68	74.95%	<b>\$144.71</b>	9.91%	\$92.00	\$212.48
NORTHERN LOWER PENINSULA	7	559.00	\$132.43	\$97.74	73.80%	<b>\$140.80</b>	6.32%	\$90.00	\$212.48
STATEWIDE	7	-----	-----	-----	73.80%	-----	6.32%	\$90.00	\$212.48

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**SAWLOGS EXCLUSION (MBF, see general note 3)**

<b>BLACK CHERRY</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>MIN PRICE</b>	<b>MAX PRICE</b>
	(1)	(2)		
TRAVERSE CITY FOREST MGT UNI	1	11.90	\$1,029.00	\$1,029.00
PERE MARQUETTE STATE FORES	1	11.90	\$1,029.00	\$1,029.00
NORTHERN LOWER PENINSULA	1	11.90	\$1,029.00	\$1,029.00
<b>STATEWIDE</b>	<b>1</b>	-----	<b>\$1,029.00</b>	<b>\$1,029.00</b>

<b>MIXED ASPEN</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>MIN PRICE</b>	<b>MAX PRICE</b>
	(1)	(2)		
TRAVERSE CITY FOREST MGT UNI	1	30.40	\$350.00	\$350.00
CADILLAC FOREST MGT UNIT	1	76.30	\$450.00	\$450.00
PERE MARQUETTE STATE FORES	2	106.70	\$350.00	\$450.00
NORTHERN LOWER PENINSULA	2	106.70	\$350.00	\$450.00
<b>STATEWIDE</b>	<b>2</b>	-----	<b>\$350.00</b>	<b>\$450.00</b>

<b>RED MAPLE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>MIN PRICE</b>	<b>MAX PRICE</b>
	(1)	(2)		
CADILLAC FOREST MGT UNIT	2	62.20	\$1,642.00	\$1,800.00
PERE MARQUETTE STATE FORES	2	62.20	\$1,642.00	\$1,800.00
NORTHERN LOWER PENINSULA	2	62.20	\$1,642.00	\$1,800.00
<b>STATEWIDE</b>	<b>2</b>	-----	<b>\$1,642.00</b>	<b>\$1,800.00</b>

<b>RED PINE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>MIN PRICE</b>	<b>MAX PRICE</b>
	(1)	(2)		
ATLANTA FOREST MGT UNIT	1	21.50	\$2,918.05	\$2,918.05
MACKINAW STATE FOREST	1	21.50	\$2,918.05	\$2,918.05
TRAVERSE CITY FOREST MGT UNI	1	28.90	\$594.00	\$594.00
PERE MARQUETTE STATE FORES	1	28.90	\$594.00	\$594.00
NORTHERN LOWER PENINSULA	2	50.40	\$594.00	\$2,918.05
<b>STATEWIDE</b>	<b>2</b>	-----	<b>\$594.00</b>	<b>\$2,918.05</b>

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PULPWOOD (Cords, see general note 3)

<b>B.T. ASPEN</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
GWINN FOREST MGT UNIT	1	416.00	\$42.22	\$26.60	63.00%	<b>\$48.35</b>	14.52%	\$48.35	\$48.35
ESCANABA RIVER STATE FOREST	1	416.00	\$42.22	\$26.60	63.00%	<b>\$48.35</b>	14.52%	\$48.35	\$48.35
UPPER PENINSULA	1	-----	-----	-----	63.00%	-----	14.52%	\$48.35	\$48.35
GAYLORD FOREST MGT UNIT	1	205.00	\$17.86	\$11.95	66.91%	<b>\$23.90</b>	33.82%	\$23.90	\$23.90
PIGEON RIVER FOREST MGT UNIT	1	916.00	\$17.65	\$12.35	69.97%	<b>\$31.00</b>	75.64%	\$31.00	\$31.00
MACKINAW STATE FOREST	2	1,121.00	\$17.69	\$12.28	69.41%	<b>\$29.70</b>	67.92%	\$23.90	\$31.00
CADILLAC FOREST MGT UNIT	1	994.00	\$21.59	\$14.70	68.09%	<b>\$14.70</b>	-31.91%	\$14.70	\$14.70
PERE MARQUETTE STATE FORES	1	994.00	\$21.59	\$14.70	68.09%	<b>\$14.70</b>	-31.91%	\$14.70	\$14.70
ROSCOMMON FOREST MGT UNIT	1	157.00	\$36.05	\$28.50	79.06%	<b>\$28.50</b>	-20.94%	\$28.50	\$28.50
GRAYLING FOREST MGT UNIT	1	249.00	\$24.65	\$17.00	68.97%	<b>\$17.00</b>	-31.03%	\$17.00	\$17.00
GLADWIN FOREST MGT UNIT	1	413.00	\$30.23	\$21.15	69.96%	<b>\$22.00</b>	-27.22%	\$22.00	\$22.00
AUSABLE STATE FOREST	3	819.00	\$29.65	\$21.30	71.83%	<b>\$21.73</b>	-26.72%	\$17.00	\$28.50
NORTHERN LOWER PENINSULA	6	2,934.00	\$22.35	\$15.62	69.87%	<b>\$22.39</b>	0.20%	\$14.70	\$31.00
STATEWIDE	7	-----	-----	-----	68.42%	-----	3.22%	\$14.70	\$48.35
<b>BALSAM FIR</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
BARAGA FOREST MGT UNIT	1	260.00	\$41.46	\$20.75	50.05%	<b>\$50.00</b>	20.60%	\$50.00	\$50.00
GWINN FOREST MGT UNIT	10	1,635.00	\$45.45	\$29.55	65.03%	<b>\$46.23</b>	1.72%	\$25.40	\$58.50
ESCANABA RIVER STATE FOREST	10	1,635.00	\$45.45	\$29.55	65.03%	<b>\$46.23</b>	1.72%	\$25.40	\$58.50
SHINGLETON FOREST MGT UNIT	1	121.00	\$28.82	\$18.75	65.06%	<b>\$18.75</b>	-34.94%	\$18.75	\$18.75
LAKE SUPERIOR STATE FOREST	1	121.00	\$28.82	\$18.75	65.06%	<b>\$18.75</b>	-34.94%	\$18.75	\$18.75
UPPER PENINSULA	12	-----	-----	-----	63.21%	-----	2.57%	\$18.75	\$58.50
TRAVERSE CITY FOREST MGT UNI	2	836.00	\$20.00	\$12.80	64.00%	<b>\$20.00</b>	0.00%	\$20.00	\$20.00
PERE MARQUETTE STATE FORES	2	836.00	\$20.00	\$12.80	64.00%	<b>\$20.00</b>	0.00%	\$20.00	\$20.00
ROSCOMMON FOREST MGT UNIT	1	37.00	\$39.58	\$25.75	65.06%	<b>\$26.00</b>	-34.31%	\$26.00	\$26.00
AUSABLE STATE FOREST	1	37.00	\$39.58	\$25.75	65.06%	<b>\$26.00</b>	-34.31%	\$26.00	\$26.00
NORTHERN LOWER PENINSULA	3	873.00	\$20.83	\$13.35	64.09%	<b>\$20.25</b>	-2.76%	\$20.00	\$26.00
STATEWIDE	15	-----	-----	-----	63.36%	-----	1.66%	\$18.75	\$58.50

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<b>BALSAM POPLAR</b>	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
CRYSTAL FALLS FOREST MGT UNI	1	181.00	\$30.84	\$15.45	50.10%	<b>\$25.00</b>	-18.94%	\$25.00	\$25.00
GWINN FOREST MGT UNIT	1	50.00	\$30.84	\$19.45	63.07%	<b>\$36.00</b>	16.73%	\$36.00	\$36.00
ESCANABA RIVER STATE FOREST	1	50.00	\$30.84	\$19.45	63.07%	<b>\$36.00</b>	16.73%	\$36.00	\$36.00
UPPER PENINSULA	2	-----	-----	-----	52.90%	-----	-11.22%	\$25.00	\$36.00
STATEWIDE	2	-----	-----	-----	52.90%	-----	-11.22%	\$25.00	\$36.00
<b>BASSWOOD</b>	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
TRAVERSE CITY FOREST MGT UNI	1	99.00	\$33.50	\$13.00	38.81%	<b>\$15.00</b>	-55.22%	\$15.00	\$15.00
PERE MARQUETTE STATE FORES	1	99.00	\$33.50	\$13.00	38.81%	<b>\$15.00</b>	-55.22%	\$15.00	\$15.00
NORTHERN LOWER PENINSULA	1	99.00	\$33.50	\$13.00	38.81%	<b>\$15.00</b>	-55.22%	\$15.00	\$15.00
STATEWIDE	1	-----	-----	-----	38.81%	-----	-55.22%	\$15.00	\$15.00
<b>BLACK ASH</b>	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
GWINN FOREST MGT UNIT	1	49.00	\$25.00	\$17.00	68.00%	<b>\$18.00</b>	-28.00%	\$18.00	\$18.00
ESCANABA FOREST MGT UNIT	1	236.00	\$25.00	\$13.75	55.00%	<b>\$36.52</b>	46.08%	\$36.52	\$36.52
ESCANABA RIVER STATE FOREST	2	285.00	\$25.00	\$14.31	57.24%	<b>\$33.34</b>	33.34%	\$18.00	\$36.52
UPPER PENINSULA	2	-----	-----	-----	57.24%	-----	33.34%	\$18.00	\$36.52
STATEWIDE	2	-----	-----	-----	57.24%	-----	33.34%	\$18.00	\$36.52
<b>BLACK CHERRY</b>	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
TRAVERSE CITY FOREST MGT UNI	3	1,181.70	\$23.36	\$15.57	66.66%	<b>\$23.04</b>	-1.35%	\$17.05	\$25.00
PERE MARQUETTE STATE FORES	3	1,181.70	\$23.36	\$15.57	66.66%	<b>\$23.04</b>	-1.35%	\$17.05	\$25.00
NORTHERN LOWER PENINSULA	3	1,181.70	\$23.36	\$15.57	66.66%	<b>\$23.04</b>	-1.35%	\$17.05	\$25.00
STATEWIDE	3	-----	-----	-----	66.66%	-----	-1.35%	\$17.05	\$25.00

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## PULPWOOD (Cords, see general note 3)

<b>BLACK SPRUCE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
BARAGA FOREST MGT UNIT	1	158.00	\$35.51	\$17.75	49.99%	<b>\$57.75</b>	62.63%	\$57.75	\$57.75
GWINN FOREST MGT UNIT	3	230.00	\$40.52	\$26.03	64.24%	<b>\$45.67</b>	12.73%	\$22.95	\$53.45
ESCANABA RIVER STATE FOREST	3	230.00	\$40.52	\$26.03	64.24%	<b>\$45.67</b>	12.73%	\$22.95	\$53.45
SHINGLETON FOREST MGT UNIT	2	1,643.00	\$31.18	\$22.28	71.45%	<b>\$45.61</b>	46.29%	\$45.00	\$46.50
LAKE SUPERIOR STATE FOREST	2	1,643.00	\$31.18	\$22.28	71.45%	<b>\$45.61</b>	46.29%	\$45.00	\$46.50
UPPER PENINSULA	6	-----	-----	-----	68.62%	-----	42.95%	\$22.95	\$57.75
ROSCOMMON FOREST MGT UNIT	1	87.00	\$17.75	\$12.95	72.96%	<b>\$13.00</b>	-26.76%	\$13.00	\$13.00
AUSABLE STATE FOREST	1	87.00	\$17.75	\$12.95	72.96%	<b>\$13.00</b>	-26.76%	\$13.00	\$13.00
NORTHERN LOWER PENINSULA	1	87.00	\$17.75	\$12.95	72.96%	<b>\$13.00</b>	-26.76%	\$13.00	\$13.00
STATEWIDE	7	-----	-----	-----	68.71%	-----	41.36%	\$13.00	\$57.75
<b>JACK PINE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
GWINN FOREST MGT UNIT	4	6,529.00	\$64.41	\$42.09	65.35%	<b>\$66.59</b>	3.38%	\$45.05	\$67.63
ESCANABA RIVER STATE FOREST	4	6,529.00	\$64.41	\$42.09	65.35%	<b>\$66.59</b>	3.38%	\$45.05	\$67.63
SHINGLETON FOREST MGT UNIT	2	1,194.00	\$68.00	\$44.73	65.78%	<b>\$65.07</b>	-4.31%	\$65.00	\$65.23
NEWBERRY FOREST MGT UNIT	4	5,332.00	\$68.00	\$49.97	73.48%	<b>\$53.46</b>	-21.39%	\$52.75	\$60.00
S STE MARIE FMU (NAUBINWAY)	1	32.00	\$70.36	\$57.00	81.01%	<b>\$57.00</b>	-18.99%	\$57.00	\$57.00
LAKE SUPERIOR STATE FOREST	7	6,558.00	\$68.01	\$49.05	72.12%	<b>\$55.59</b>	-18.27%	\$52.75	\$65.23
UPPER PENINSULA	11	-----	-----	-----	68.83%	-----	-7.76%	\$45.05	\$67.63
GAYLORD FOREST MGT UNIT	2	1,065.00	\$36.57	\$26.10	71.37%	<b>\$32.97</b>	-9.84%	\$28.70	\$42.00
ATLANTA FOREST MGT UNIT	2	724.00	\$30.73	\$25.38	82.60%	<b>\$26.62</b>	-13.39%	\$25.50	\$34.00
MACKINAW STATE FOREST	4	1,789.00	\$34.21	\$25.81	75.45%	<b>\$30.40</b>	-11.13%	\$25.50	\$42.00
TRAVERSE CITY FOREST MGT UNI	4	1,699.00	\$18.46	\$13.46	72.93%	<b>\$16.59</b>	-10.15%	\$12.00	\$22.00
CADILLAC FOREST MGT UNIT	1	789.00	\$22.53	\$16.45	73.01%	<b>\$38.00</b>	68.66%	\$38.00	\$38.00
PERE MARQUETTE STATE FORES	5	2,488.00	\$19.75	\$14.41	72.96%	<b>\$23.38</b>	18.36%	\$12.00	\$38.00
ROSCOMMON FOREST MGT UNIT	1	956.00	\$34.51	\$22.80	66.07%	<b>\$22.80</b>	-33.93%	\$22.80	\$22.80
GRAYLING FOREST MGT UNIT	2	395.00	\$22.57	\$15.64	69.29%	<b>\$36.39</b>	61.25%	\$25.00	\$100.00
AUSABLE STATE FOREST	3	1,351.00	\$31.02	\$20.71	66.75%	<b>\$26.77</b>	-13.68%	\$22.80	\$100.00
NORTHERN LOWER PENINSULA	12	5,628.00	\$27.05	\$19.54	72.25%	<b>\$26.42</b>	-2.31%	\$12.00	\$100.00
STATEWIDE	23	-----	-----	-----	69.34%	-----	-6.95%	\$12.00	\$100.00

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## PULPWOOD (Cords, see general note 3)

MIXED ASPEN	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
CRYSTAL FALLS FOREST MGT UNI	4	3,435.00	\$59.12	\$29.59	50.05%	<b>\$53.00</b>	-10.35%	\$38.50	\$82.98
GWINN FOREST MGT UNIT	7	2,328.00	\$42.84	\$27.94	65.22%	<b>\$45.10</b>	5.27%	\$35.00	\$53.45
ESCANABA RIVER STATE FOREST	7	2,328.00	\$42.84	\$27.94	65.22%	<b>\$45.10</b>	5.27%	\$35.00	\$53.45
SHINGLETON FOREST MGT UNIT	1	26.00	\$48.67	\$31.65	65.03%	<b>\$31.65</b>	-34.97%	\$31.65	\$31.65
NEWBERRY FOREST MGT UNIT	1	623.00	\$42.74	\$35.90	84.00%	<b>\$35.90</b>	-16.00%	\$35.90	\$35.90
LAKE SUPERIOR STATE FOREST	2	649.00	\$42.98	\$35.73	83.14%	<b>\$35.73</b>	-16.86%	\$31.65	\$35.90
UPPER PENINSULA	13	-----	-----	-----	57.41%	-----	-6.19%	\$31.65	\$82.98
GAYLORD FOREST MGT UNIT	2	2,340.00	\$26.03	\$22.26	85.53%	<b>\$31.64</b>	21.58%	\$20.30	\$41.15
PIGEON RIVER FOREST MGT UNIT	2	1,703.00	\$22.74	\$16.85	74.11%	<b>\$22.01</b>	-3.22%	\$20.00	\$22.95
ATLANTA FOREST MGT UNIT	7	4,517.00	\$26.29	\$20.11	76.49%	<b>\$20.11</b>	-23.51%	\$18.40	\$23.40
MACKINAW STATE FOREST	11	8,560.00	\$25.51	\$20.05	78.59%	<b>\$23.64</b>	-7.34%	\$18.40	\$41.15
TRAVERSE CITY FOREST MGT UNI	14	5,421.30	\$33.25	\$23.99	72.15%	<b>\$28.26</b>	-15.03%	\$22.00	\$35.01
CADILLAC FOREST MGT UNIT	4	4,129.00	\$32.12	\$20.69	64.41%	<b>\$20.69</b>	-35.59%	\$18.70	\$24.05
PERE MARQUETTE STATE FORES	18	9,550.30	\$32.76	\$22.56	68.87%	<b>\$24.98</b>	-23.74%	\$18.70	\$35.01
ROSCOMMON FOREST MGT UNIT	2	817.00	\$24.76	\$17.66	71.32%	<b>\$65.04</b>	162.67%	\$17.00	\$106.40
GRAYLING FOREST MGT UNIT	4	2,519.00	\$21.72	\$17.84	82.13%	<b>\$21.94</b>	1.00%	\$20.00	\$24.75
GLADWIN FOREST MGT UNIT	1	2,172.00	\$27.12	\$21.70	80.01%	<b>\$21.70</b>	-19.99%	\$21.70	\$21.70
AUSABLE STATE FOREST	7	5,508.00	\$24.30	\$19.33	79.56%	<b>\$28.24</b>	16.20%	\$17.00	\$106.40
NORTHERN LOWER PENINSULA	36	23,618.30	\$28.16	\$20.90	74.21%	<b>\$25.26</b>	-10.32%	\$17.00	\$106.40
STATEWIDE	49	-----	-----	-----	68.63%	-----	-8.95%	\$17.00	\$106.40

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## PULPWOOD (Cords, see general note 3)

MIXED HARDWOOD	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
BARAGA FOREST MGT UNIT	8	5,629.00	\$34.33	\$25.37	73.90%	<b>\$38.14</b>	11.10%	\$10.50	\$60.00
CRYSTAL FALLS FOREST MGT UNI	4	2,499.00	\$46.43	\$23.24	50.05%	<b>\$36.88</b>	-20.56%	\$28.00	\$38.50
GWINN FOREST MGT UNIT	19	7,848.00	\$53.34	\$34.73	65.10%	<b>\$42.57</b>	-20.19%	\$27.16	\$58.50
ESCANABA FOREST MGT UNIT	7	7,556.00	\$53.46	\$33.75	63.14%	<b>\$48.30</b>	-9.65%	\$36.52	\$60.00
ESCANABA RIVER STATE FOREST	26	15,404.00	\$53.40	\$34.25	64.14%	<b>\$45.38</b>	-15.01%	\$27.16	\$60.00
SHINGLETON FOREST MGT UNIT	2	1,410.00	\$40.18	\$31.70	78.89%	<b>\$42.03</b>	4.61%	\$40.00	\$43.00
NEWBERRY FOREST MGT UNIT	1	2,063.00	\$40.18	\$31.75	79.02%	<b>\$31.75</b>	-20.98%	\$31.75	\$31.75
S STE MARIE FMU (NAUBINWAY)	6	2,021.00	\$37.90	\$31.99	84.41%	<b>\$51.34</b>	35.45%	\$45.00	\$61.00
S STE MARIE FMU (SOO MAINLAN	1	1,470.00	\$21.96	\$18.65	84.93%	<b>\$39.50</b>	79.87%	\$39.50	\$39.50
LAKE SUPERIOR STATE FOREST	10	6,964.00	\$35.67	\$29.04	81.42%	<b>\$41.15</b>	15.36%	\$31.75	\$61.00
UPPER PENINSULA	48	-----	-----	-----	67.43%	-----	-6.36%	\$10.50	\$61.00
GAYLORD FOREST MGT UNIT	2	2,885.00	\$23.22	\$19.25	82.89%	<b>\$19.25</b>	-17.11%	\$18.35	\$19.75
PIGEON RIVER FOREST MGT UNIT	3	1,680.00	\$23.77	\$17.31	72.81%	<b>\$21.15</b>	-11.01%	\$16.65	\$37.75
ATLANTA FOREST MGT UNIT	6	2,521.00	\$23.22	\$17.09	73.58%	<b>\$24.52</b>	5.61%	\$15.35	\$68.00
MACKINAW STATE FOREST	11	7,086.00	\$23.35	\$18.02	77.16%	<b>\$21.58</b>	-7.60%	\$15.35	\$68.00
TRAVERSE CITY FOREST MGT UNI	10	6,937.00	\$22.93	\$17.09	74.54%	<b>\$23.87</b>	4.10%	\$14.65	\$41.93
PERE MARQUETTE STATE FORES	10	6,937.00	\$22.93	\$17.09	74.54%	<b>\$23.87</b>	4.10%	\$14.65	\$41.93
GRAYLING FOREST MGT UNIT	1	1,200.00	\$12.71	\$9.30	73.17%	<b>\$9.45</b>	-25.65%	\$9.45	\$9.45
AUSABLE STATE FOREST	1	1,200.00	\$12.71	\$9.30	73.17%	<b>\$9.45</b>	-25.65%	\$9.45	\$9.45
NORTHERN LOWER PENINSULA	22	15,223.00	\$22.32	\$16.91	75.76%	<b>\$21.66</b>	-2.94%	\$9.45	\$68.00
STATEWIDE	70	-----	-----	-----	69.07%	-----	-5.68%	\$9.45	\$68.00
MIXED OAK	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
GAYLORD FOREST MGT UNIT	1	310.00	\$10.75	\$7.20	66.98%	<b>\$14.00</b>	30.23%	\$14.00	\$14.00
MACKINAW STATE FOREST	1	310.00	\$10.75	\$7.20	66.98%	<b>\$14.00</b>	30.23%	\$14.00	\$14.00
TRAVERSE CITY FOREST MGT UNI	2	495.00	\$12.29	\$9.30	75.71%	<b>\$10.80</b>	-12.14%	\$10.00	\$12.00
CADILLAC FOREST MGT UNIT	1	1,422.00	\$11.04	\$8.05	72.92%	<b>\$28.00</b>	153.62%	\$28.00	\$28.00
PERE MARQUETTE STATE FORES	3	1,917.00	\$11.36	\$8.37	73.70%	<b>\$23.56</b>	107.33%	\$10.00	\$28.00
ROSCOMMON FOREST MGT UNIT	3	1,255.00	\$11.87	\$8.38	70.57%	<b>\$17.22</b>	45.08%	\$12.00	\$20.00
GRAYLING FOREST MGT UNIT	5	1,217.00	\$13.84	\$7.95	57.46%	<b>\$15.06</b>	8.79%	\$6.25	\$20.00
GLADWIN FOREST MGT UNIT	1	1,080.00	\$12.85	\$9.00	70.04%	<b>\$12.00</b>	-6.61%	\$12.00	\$12.00
AUSABLE STATE FOREST	9	3,552.00	\$12.84	\$8.42	65.57%	<b>\$14.89</b>	15.95%	\$6.25	\$20.00
NORTHERN LOWER PENINSULA	13	5,779.00	\$12.24	\$8.34	68.14%	<b>\$17.72</b>	44.76%	\$6.25	\$28.00
STATEWIDE	13	-----	-----	-----	68.14%	-----	44.76%	\$6.25	\$28.00

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## PULPWOOD (Cords, see general note 3)

MIXED SOFTWOOD	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
BARAGA FOREST MGT UNIT	3	1,066.00	\$34.79	\$17.83	51.26%	<b>\$24.60</b>	-29.28%	\$10.00	\$44.75
CRYSTAL FALLS FOREST MGT UNI	3	2,181.00	\$50.48	\$25.25	50.02%	<b>\$30.48</b>	-39.61%	\$26.00	\$32.15
GWINN FOREST MGT UNIT	3	1,006.00	\$41.76	\$26.30	62.98%	<b>\$45.60</b>	9.19%	\$37.51	\$51.00
ESCANABA FOREST MGT UNIT	6	1,948.00	\$41.76	\$26.37	63.15%	<b>\$39.68</b>	-4.99%	\$32.00	\$60.00
ESCANABA RIVER STATE FOREST	9	2,954.00	\$41.76	\$26.35	63.09%	<b>\$41.69</b>	-0.16%	\$32.00	\$60.00
UPPER PENINSULA	15	-----	-----	-----	56.15%	-----	-20.21%	\$10.00	\$60.00
PIGEON RIVER FOREST MGT UNIT	2	590.00	\$45.45	\$33.75	74.26%	<b>\$58.04</b>	27.71%	\$40.00	\$102.25
ATLANTA FOREST MGT UNIT	4	477.00	\$40.33	\$31.83	78.93%	<b>\$31.83</b>	-21.07%	\$28.25	\$33.45
MACKINAW STATE FOREST	6	1,067.00	\$43.16	\$32.89	76.21%	<b>\$46.33</b>	7.33%	\$28.25	\$102.25
NORTHERN LOWER PENINSULA	6	1,067.00	\$43.16	\$32.89	76.21%	<b>\$46.33</b>	7.33%	\$28.25	\$102.25
STATEWIDE	21	-----	-----	-----	59.07%	-----	-16.20%	\$10.00	\$102.25
N. WHITE CEDAR	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
ESCANABA FOREST MGT UNIT	1	551.00	\$35.21	\$19.70	55.95%	<b>\$36.00</b>	2.24%	\$36.00	\$36.00
ESCANABA RIVER STATE FOREST	1	551.00	\$35.21	\$19.70	55.95%	<b>\$36.00</b>	2.24%	\$36.00	\$36.00
UPPER PENINSULA	1	-----	-----	-----	55.95%	-----	2.24%	\$36.00	\$36.00
ATLANTA FOREST MGT UNIT	1	101.00	\$50.00	\$35.00	70.00%	<b>\$35.00</b>	-30.00%	\$35.00	\$35.00
MACKINAW STATE FOREST	1	101.00	\$50.00	\$35.00	70.00%	<b>\$35.00</b>	-30.00%	\$35.00	\$35.00
NORTHERN LOWER PENINSULA	1	101.00	\$50.00	\$35.00	70.00%	<b>\$35.00</b>	-30.00%	\$35.00	\$35.00
STATEWIDE	2	-----	-----	-----	58.85%	-----	-4.42%	\$35.00	\$36.00
PAPER BIRCH	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
GWINN FOREST MGT UNIT	7	646.00	\$59.84	\$37.62	62.87%	<b>\$46.92</b>	-21.60%	\$35.85	\$53.45
ESCANABA FOREST MGT UNIT	1	86.00	\$58.02	\$33.65	58.00%	<b>\$50.00</b>	-13.82%	\$50.00	\$50.00
ESCANABA RIVER STATE FOREST	8	732.00	\$59.63	\$37.16	62.31%	<b>\$47.28</b>	-20.71%	\$35.85	\$53.45
UPPER PENINSULA	8	-----	-----	-----	62.31%	-----	-20.71%	\$35.85	\$53.45
STATEWIDE	8	-----	-----	-----	62.31%	-----	-20.71%	\$35.85	\$53.45

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<b>Q. ASPEN</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
BARAGA FOREST MGT UNIT	1	701.00	\$55.35	\$47.05	85.00%	<b>\$53.72</b>	-2.94%	\$53.72	\$53.72
GWINN FOREST MGT UNIT	10	3,333.00	\$58.48	\$36.87	63.04%	<b>\$49.34</b>	-15.64%	\$32.20	\$58.50
ESCANABA FOREST MGT UNIT	4	2,690.00	\$58.85	\$40.61	69.01%	<b>\$53.68</b>	-8.79%	\$36.50	\$58.50
ESCANABA RIVER STATE FOREST	14	6,023.00	\$58.65	\$38.54	65.72%	<b>\$51.28</b>	-12.57%	\$32.20	\$58.50
UPPER PENINSULA	15	-----	-----	-----	67.63%	-----	-11.61%	\$32.20	\$58.50
ROSCOMMON FOREST MGT UNIT	3	661.00	\$35.43	\$26.58	75.03%	<b>\$30.39</b>	-14.23%	\$28.35	\$35.00
GLADWIN FOREST MGT UNIT	1	386.00	\$35.37	\$24.75	69.97%	<b>\$25.00</b>	-29.32%	\$25.00	\$25.00
AUSABLE STATE FOREST	4	1,047.00	\$35.41	\$25.91	73.17%	<b>\$28.40</b>	-19.79%	\$25.00	\$35.00
NORTHERN LOWER PENINSULA	4	1,047.00	\$35.41	\$25.91	73.17%	<b>\$28.40</b>	-19.79%	\$25.00	\$35.00
STATEWIDE	19	-----	-----	-----	68.10%	-----	-12.32%	\$25.00	\$58.50
<b>RED MAPLE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
GWINN FOREST MGT UNIT	2	220.00	\$42.40	\$25.91	61.10%	<b>\$39.52</b>	-6.80%	\$23.60	\$45.35
ESCANABA RIVER STATE FOREST	2	220.00	\$42.40	\$25.91	61.10%	<b>\$39.52</b>	-6.80%	\$23.60	\$45.35
UPPER PENINSULA	2	-----	-----	-----	61.10%	-----	-6.80%	\$23.60	\$45.35
PIGEON RIVER FOREST MGT UNIT	1	159.00	\$22.60	\$17.20	76.11%	<b>\$20.00</b>	-11.50%	\$20.00	\$20.00
MACKINAW STATE FOREST	1	159.00	\$22.60	\$17.20	76.11%	<b>\$20.00</b>	-11.50%	\$20.00	\$20.00
TRAVERSE CITY FOREST MGT UNI	7	2,448.10	\$28.12	\$19.57	69.62%	<b>\$25.10</b>	-10.72%	\$20.50	\$47.00
CADILLAC FOREST MGT UNIT	5	1,687.00	\$31.52	\$21.38	67.82%	<b>\$21.38</b>	-32.18%	\$13.95	\$27.95
PERE MARQUETTE STATE FORES	12	4,135.10	\$29.51	\$20.31	68.83%	<b>\$23.58</b>	-20.07%	\$13.95	\$47.00
ROSCOMMON FOREST MGT UNIT	3	513.00	\$15.83	\$11.33	71.60%	<b>\$12.46</b>	-21.31%	\$8.00	\$15.85
GRAYLING FOREST MGT UNIT	2	456.00	\$11.46	\$10.39	90.67%	<b>\$13.63</b>	18.93%	\$7.40	\$15.00
GLADWIN FOREST MGT UNIT	1	1,160.00	\$14.31	\$11.45	80.01%	<b>\$11.45</b>	-19.99%	\$11.45	\$11.45
AUSABLE STATE FOREST	6	2,129.00	\$14.07	\$11.20	79.59%	<b>\$12.16</b>	-13.55%	\$7.40	\$15.85
NORTHERN LOWER PENINSULA	19	6,423.10	\$24.22	\$17.21	71.07%	<b>\$19.71</b>	-18.62%	\$7.40	\$47.00
STATEWIDE	21	-----	-----	-----	70.51%	-----	-17.95%	\$7.40	\$47.00

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## PULPWOOD (Cords, see general note 3)

RED OAK	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
GAYLORD FOREST MGT UNIT	2	1,632.00	\$27.71	\$20.95	75.60%	<b>\$20.95</b>	-24.40%	\$20.95	\$20.95
PIGEON RIVER FOREST MGT UNIT	1	211.00	\$29.48	\$25.05	84.97%	<b>\$33.00</b>	11.94%	\$33.00	\$33.00
ATLANTA FOREST MGT UNIT	1	145.00	\$27.54	\$24.50	88.96%	<b>\$24.50</b>	-11.04%	\$24.50	\$24.50
MACKINAW STATE FOREST	4	1,988.00	\$27.89	\$21.64	77.62%	<b>\$22.49</b>	-19.36%	\$20.95	\$33.00
CADILLAC FOREST MGT UNIT	1	183.00	\$21.04	\$10.75	51.09%	<b>\$11.00</b>	-47.72%	\$11.00	\$11.00
PERE MARQUETTE STATE FORES	1	183.00	\$21.04	\$10.75	51.09%	<b>\$11.00</b>	-47.72%	\$11.00	\$11.00
NORTHERN LOWER PENINSULA	5	2,171.00	\$27.31	\$20.73	75.90%	<b>\$21.52</b>	-21.20%	\$11.00	\$33.00
STATEWIDE	5	-----	-----	-----	75.90%	-----	-21.20%	\$11.00	\$33.00
RED PINE	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
CRYSTAL FALLS FOREST MGT UNI	1	51.00	\$90.54	\$45.25	49.98%	<b>\$45.25</b>	-50.02%	\$45.25	\$45.25
GWINN FOREST MGT UNIT	1	434.00	\$81.96	\$53.25	64.97%	<b>\$66.21</b>	-19.22%	\$66.21	\$66.21
ESCANABA FOREST MGT UNIT	3	1,899.00	\$81.96	\$54.82	66.88%	<b>\$77.88</b>	-4.97%	\$65.00	\$82.24
ESCANABA RIVER STATE FOREST	4	2,333.00	\$81.96	\$54.53	66.53%	<b>\$75.71</b>	-7.62%	\$65.00	\$82.24
SHINGLETON FOREST MGT UNIT	5	3,560.00	\$111.51	\$75.85	68.02%	<b>\$85.43</b>	-23.39%	\$75.00	\$90.35
NEWBERRY FOREST MGT UNIT	4	2,135.00	\$112.49	\$97.39	86.58%	<b>\$100.51</b>	-10.65%	\$87.00	\$112.00
S STE MARIE FMU (NAUBINWAY)	3	3,176.00	\$112.13	\$90.16	80.41%	<b>\$130.29</b>	16.19%	\$90.85	\$140.01
S STE MARIE FMU (SOO MAINLAN	2	1,139.00	\$112.29	\$95.43	84.99%	<b>\$95.43</b>	-15.01%	\$95.30	\$95.60
LAKE SUPERIOR STATE FOREST	14	10,010.00	\$112.00	\$87.21	77.87%	<b>\$104.02</b>	-7.13%	\$75.00	\$140.01
UPPER PENINSULA	19	-----	-----	-----	76.12%	-----	-7.35%	\$45.25	\$140.01
GAYLORD FOREST MGT UNIT	5	2,119.00	\$83.49	\$60.27	72.18%	<b>\$66.80</b>	-19.99%	\$57.30	\$112.20
PIGEON RIVER FOREST MGT UNIT	1	234.00	\$82.83	\$67.90	81.98%	<b>\$100.00</b>	20.73%	\$100.00	\$100.00
ATLANTA FOREST MGT UNIT	5	753.00	\$83.71	\$58.97	70.45%	<b>\$60.85</b>	-27.31%	\$57.00	\$69.50
MACKINAW STATE FOREST	11	3,106.00	\$83.50	\$60.53	72.49%	<b>\$67.86</b>	-18.73%	\$57.00	\$112.20
TRAVERSE CITY FOREST MGT UNI	13	5,370.00	\$58.75	\$44.43	75.63%	<b>\$52.49</b>	-10.64%	\$47.00	\$65.00
CADILLAC FOREST MGT UNIT	4	2,984.00	\$57.60	\$40.54	70.39%	<b>\$70.61</b>	22.58%	\$58.80	\$100.00
PERE MARQUETTE STATE FORES	17	8,354.00	\$58.34	\$43.04	73.78%	<b>\$58.96</b>	1.07%	\$47.00	\$100.00
ROSCOMMON FOREST MGT UNIT	4	373.00	\$78.25	\$51.59	65.94%	<b>\$53.60</b>	-31.49%	\$51.20	\$55.00
GRAYLING FOREST MGT UNIT	3	281.00	\$66.39	\$48.21	72.61%	<b>\$76.16</b>	14.71%	\$50.00	\$200.00
AUSABLE STATE FOREST	7	654.00	\$73.15	\$50.14	68.54%	<b>\$63.30</b>	-13.47%	\$50.00	\$200.00
NORTHERN LOWER PENINSULA	35	12,114.00	\$65.59	\$47.91	73.04%	<b>\$61.48</b>	-6.26%	\$47.00	\$200.00
STATEWIDE	54	-----	-----	-----	74.96%	-----	-6.94%	\$45.25	\$200.00

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## PULPWOOD (Cords, see general note 3)

<b>TAMARACK</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
CRYSTAL FALLS FOREST MGT UNI	2	1,046.00	\$40.78	\$20.40	50.02%	<b>\$33.51</b>	-17.82%	\$29.56	\$34.93
SHINGLETON FOREST MGT UNIT	1	336.00	\$15.39	\$9.55	62.05%	<b>\$35.00</b>	127.42%	\$35.00	\$35.00
S STE MARIE FMU (NAUBINWAY)	1	91.00	\$16.00	\$12.95	80.94%	<b>\$12.95</b>	-19.06%	\$12.95	\$12.95
LAKE SUPERIOR STATE FOREST	2	427.00	\$15.52	\$10.27	66.20%	<b>\$30.30</b>	95.24%	\$12.95	\$35.00
UPPER PENINSULA	4	-----	-----	-----	52.20%	-----	-2.62%	\$12.95	\$35.00
STATEWIDE	4	-----	-----	-----	52.20%	-----	-2.62%	\$12.95	\$35.00
<b>WHITE ASH</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
SHINGLETON FOREST MGT UNIT	1	510.00	\$28.29	\$18.40	65.04%	<b>\$18.40</b>	-34.96%	\$18.40	\$18.40
LAKE SUPERIOR STATE FOREST	1	510.00	\$28.29	\$18.40	65.04%	<b>\$18.40</b>	-34.96%	\$18.40	\$18.40
UPPER PENINSULA	1	-----	-----	-----	65.04%	-----	-34.96%	\$18.40	\$18.40
STATEWIDE	1	-----	-----	-----	65.04%	-----	-34.96%	\$18.40	\$18.40
<b>WHITE PINE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>AVG. PRICE AT TIME OF APPRAISAL</b>	<b>AVERAGE ADVERTISED PRICE</b>	<b>RATIO OF COLUMN 4 TO COLUMN 3</b>	<b>AVERAGE SOLD PRICE</b>	<b>% CHANGE FROM COL. 3 TO COL. 6</b>	<b>MINIMUM SOLD PRICE</b>	<b>MAXIMUM SOLD PRICE</b>
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
ESCANABA FOREST MGT UNIT	1	599.00	\$38.50	\$31.55	81.95%	<b>\$41.55</b>	7.92%	\$41.55	\$41.55
ESCANABA RIVER STATE FOREST	1	599.00	\$38.50	\$31.55	81.95%	<b>\$41.55</b>	7.92%	\$41.55	\$41.55
SHINGLETON FOREST MGT UNIT	1	59.00	\$36.55	\$27.40	74.97%	<b>\$50.00</b>	36.80%	\$50.00	\$50.00
NEWBERRY FOREST MGT UNIT	2	2,432.00	\$39.36	\$32.06	81.46%	<b>\$32.88</b>	-16.45%	\$32.50	\$33.10
LAKE SUPERIOR STATE FOREST	3	2,491.00	\$39.29	\$31.95	81.32%	<b>\$33.29</b>	-15.28%	\$32.50	\$50.00
UPPER PENINSULA	4	-----	-----	-----	81.44%	-----	-10.85%	\$32.50	\$50.00
GAYLORD FOREST MGT UNIT	1	46.00	\$40.33	\$27.00	66.95%	<b>\$54.00</b>	33.90%	\$54.00	\$54.00
PIGEON RIVER FOREST MGT UNIT	1	133.00	\$22.86	\$17.40	76.12%	<b>\$20.00</b>	-12.51%	\$20.00	\$20.00
ATLANTA FOREST MGT UNIT	2	444.00	\$33.99	\$23.78	69.96%	<b>\$23.78</b>	-30.04%	\$21.05	\$37.40
MACKINAW STATE FOREST	4	623.00	\$32.08	\$22.65	70.61%	<b>\$25.20</b>	-21.44%	\$20.00	\$54.00
TRAVERSE CITY FOREST MGT UNI	6	1,267.60	\$27.00	\$19.83	73.46%	<b>\$28.07</b>	3.98%	\$18.85	\$40.00
CADILLAC FOREST MGT UNIT	1	307.00	\$24.86	\$14.65	58.93%	<b>\$14.65</b>	-41.07%	\$14.65	\$14.65
PERE MARQUETTE STATE FORES	7	1,574.60	\$26.58	\$18.82	70.81%	<b>\$25.45</b>	-4.24%	\$14.65	\$40.00
ROSCOMMON FOREST MGT UNIT	2	964.00	\$24.15	\$17.35	71.86%	<b>\$17.35</b>	-28.14%	\$17.15	\$17.90
AUSABLE STATE FOREST	2	964.00	\$24.15	\$17.35	71.86%	<b>\$17.35</b>	-28.14%	\$17.15	\$17.90
NORTHERN LOWER PENINSULA	13	3,161.60	\$26.92	\$19.13	71.05%	<b>\$22.93</b>	-14.81%	\$14.65	\$54.00
STATEWIDE	17	-----	-----	-----	77.15%	-----	-12.49%	\$14.65	\$54.00

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## PULPWOOD (Cords, see general note 3)

WHITE SPRUCE	# OF SALES SOLD (1)	TOTAL VOLUME (2)	AVG. PRICE AT TIME OF APPRAISAL (3)	AVERAGE ADVERTISED PRICE (4)	RATIO OF COLUMN 4 TO COLUMN 3 (5)	AVERAGE SOLD PRICE (6)	% CHANGE FROM COL. 3 TO COL. 6 (7)	MINIMUM SOLD PRICE (8)	MAXIMUM SOLD PRICE (9)
BARAGA FOREST MGT UNIT	1	130.00	\$35.51	\$17.75	49.99%	<b>\$57.75</b>	62.63%	\$57.75	\$57.75
GWINN FOREST MGT UNIT	9	1,898.00	\$39.58	\$25.73	65.02%	<b>\$47.13</b>	19.08%	\$23.95	\$53.45
ESCANABA RIVER STATE FOREST	9	1,898.00	\$39.58	\$25.73	65.02%	<b>\$47.13</b>	19.08%	\$23.95	\$53.45
UPPER PENINSULA	10	-----	-----	-----	64.15%	-----	21.60%	\$23.95	\$57.75
STATEWIDE	10	-----	-----	-----	64.15%	-----	21.60%	\$23.95	\$57.75

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## PULPWOOD EXCLUSION (Cords, see general note 3)

<b>MIXED OAK</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>MIN PRICE</b>	<b>MAX PRICE</b>
	(1)	(2)		
ROSCOMMON FOREST MGT UNIT	1	187.00	\$70.00	\$70.00
GRAYLING FOREST MGT UNIT	2	572.00	\$49.50	\$122.00
AUSABLE STATE FOREST	3	759.00	\$49.50	\$122.00
NORTHERN LOWER PENINSULA	3	759.00	\$49.50	\$122.00
STATEWIDE	3	-----	\$49.50	\$122.00

<b>MIXED SOFTWOOD</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>MIN PRICE</b>	<b>MAX PRICE</b>
	(1)	(2)		
ATLANTA FOREST MGT UNIT	2	402.00	\$142.29	\$436.34
MACKINAW STATE FOREST	2	402.00	\$142.29	\$436.34
NORTHERN LOWER PENINSULA	2	402.00	\$142.29	\$436.34
STATEWIDE	2	-----	\$142.29	\$436.34

<b>RED MAPLE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>MIN PRICE</b>	<b>MAX PRICE</b>
	(1)	(2)		
GLADWIN FOREST MGT UNIT	1	992.00	\$161.00	\$161.00
AUSABLE STATE FOREST	1	992.00	\$161.00	\$161.00
NORTHERN LOWER PENINSULA	1	992.00	\$161.00	\$161.00
STATEWIDE	1	-----	\$161.00	\$161.00

<b>SUGAR MAPLE</b>	<b># OF SALES SOLD</b>	<b>TOTAL VOLUME</b>	<b>MIN PRICE</b>	<b>MAX PRICE</b>
	(1)	(2)		
CADILLAC FOREST MGT UNIT	1	551.00	\$149.56	\$149.56
PERE MARQUETTE STATE FORES	1	551.00	\$149.56	\$149.56
NORTHERN LOWER PENINSULA	1	551.00	\$149.56	\$149.56
STATEWIDE	1	-----	\$149.56	\$149.56

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## PULPWOOD EXCLUSION (Cords, see general note 3)

WHITE PINE	# OF SALES SOLD  (1)	TOTAL VOLUME  (2)	MIN PRICE	MAX PRICE
ATLANTA FOREST MGT UNIT	1	57.00	\$229.88	\$229.88
MACKINAW STATE FOREST	1	57.00	\$229.88	\$229.88
CADILLAC FOREST MGT UNIT	1	226.00	\$207.69	\$207.69
PÈRE MARQUETTE STATE FORES	1	226.00	\$207.69	\$207.69
NORTHERN LOWER PENINSULA	2	283.00	\$207.69	\$229.88
STATEWIDE	2	-----	\$207.69	\$229.88