



# Michigan Department of Natural Resources Forest, Mineral, and Fire Management Timber Sale Management System

## AVERAGE STUMPAGE PRICE REPORT FOR 04/01/2013 TO 09/30/2013

### 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.

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 3 of 29

## 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	7	736.80	\$85.88	\$72.64	84.58%	<b>\$75.35</b>	-12.25%	\$69.00	\$80.00
ATLANTA FOREST MGT UNIT	2	449.20	\$90.24	\$66.34	73.52%	<b>\$102.87</b>	13.99%	\$51.00	\$110.00
MACKINAW STATE FOREST	9	1,186.00	\$87.53	\$70.25	80.26%	<b>\$85.78</b>	-2.00%	\$51.00	\$110.00
TRAVERSE CITY FOREST MGT UNI	2	102.20	\$95.04	\$68.07	71.62%	<b>\$75.00</b>	-21.08%	\$75.00	\$75.00
CADILLAC FOREST MGT UNIT	2	48.10	\$112.84	\$47.32	41.94%	<b>\$150.59</b>	33.46%	\$131.00	\$160.00
PERE MARQUETTE STATE FORES	4	150.30	\$100.73	\$61.43	60.98%	<b>\$99.19</b>	-1.53%	\$75.00	\$160.00
NORTHERN LOWER PENINSULA	13	1,336.30	\$89.01	\$69.26	77.81%	<b>\$87.28</b>	-1.94%	\$51.00	\$160.00
STATEWIDE	13	-----	-----	-----	77.81%	-----	-1.94%	\$51.00	\$160.00
<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)
CRYSTAL FALLS FOREST MGT UNI	4	442.70	\$213.38	\$135.97	63.72%	<b>\$196.93</b>	-7.71%	\$145.00	\$220.00
ESCANABA FOREST MGT UNIT	2	6.60	\$184.60	\$108.91	59.00%	<b>\$111.09</b>	-39.82%	\$110.00	\$114.00
ESCANABA RIVER STATE FOREST	2	6.60	\$184.60	\$108.91	59.00%	<b>\$111.09</b>	-39.82%	\$110.00	\$114.00
SHINGLETON FOREST MGT UNIT	1	34.90	\$184.60	\$159.00	86.13%	<b>\$225.00</b>	21.89%	\$225.00	\$225.00
LAKE SUPERIOR STATE FOREST	1	34.90	\$184.60	\$159.00	86.13%	<b>\$225.00</b>	21.89%	\$225.00	\$225.00
UPPER PENINSULA	7	-----	-----	-----	65.08%	-----	-6.22%	\$110.00	\$225.00
GAYLORD FOREST MGT UNIT	6	365.20	\$122.94	\$93.10	75.73%	<b>\$129.89</b>	5.65%	\$75.00	\$171.45
PIGEON RIVER FOREST MGT UNIT	2	303.70	\$129.11	\$99.78	77.28%	<b>\$120.18</b>	-6.92%	\$70.00	\$130.00
MACKINAW STATE FOREST	8	668.90	\$125.74	\$96.13	76.45%	<b>\$125.48</b>	-0.21%	\$70.00	\$171.45
TRAVERSE CITY FOREST MGT UNI	8	316.20	\$192.65	\$143.06	74.26%	<b>\$153.71</b>	-20.21%	\$124.00	\$282.21
CADILLAC FOREST MGT UNIT	1	28.10	\$178.61	\$143.00	80.06%	<b>\$143.00</b>	-19.94%	\$143.00	\$143.00
PERE MARQUETTE STATE FORES	9	344.30	\$191.50	\$143.05	74.70%	<b>\$152.84</b>	-20.19%	\$124.00	\$282.21
NORTHERN LOWER PENINSULA	17	1,013.20	\$148.09	\$112.08	75.68%	<b>\$134.78</b>	-8.99%	\$70.00	\$282.21
STATEWIDE	24	-----	-----	-----	71.39%	-----	-7.87%	\$70.00	\$282.21
<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)
GAYLORD FOREST MGT UNIT	12	966.90	\$106.10	\$71.00	66.92%	<b>\$77.88</b>	-26.60%	\$57.00	\$212.00
MACKINAW STATE FOREST	12	966.90	\$106.10	\$71.00	66.92%	<b>\$77.88</b>	-26.60%	\$57.00	\$212.00
TRAVERSE CITY FOREST MGT UNI	2	146.30	\$123.55	\$89.90	72.77%	<b>\$95.62</b>	-22.61%	\$88.00	\$100.00
CADILLAC FOREST MGT UNIT	1	69.30	\$174.06	\$30.00	17.24%	<b>\$78.00</b>	-55.19%	\$78.00	\$78.00
PERE MARQUETTE STATE FORES	3	215.60	\$139.79	\$70.65	50.54%	<b>\$89.96</b>	-35.65%	\$78.00	\$100.00
NORTHERN LOWER PENINSULA	15	1,182.50	\$112.24	\$70.94	63.20%	<b>\$80.08</b>	-28.66%	\$57.00	\$212.00
STATEWIDE	15	-----	-----	-----	63.20%	-----	-28.66%	\$57.00	\$212.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 4 of 29

## SAWLOGS (MBF, see general note 3)

<b>BLACK 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)
ESCANABA FOREST MGT UNIT	1	93.20	\$162.88	\$88.00	54.03%	<b>\$90.00</b>	-44.74%	\$90.00	\$90.00
ESCANABA RIVER STATE FOREST	1	93.20	\$162.88	\$88.00	54.03%	<b>\$90.00</b>	-44.74%	\$90.00	\$90.00
UPPER PENINSULA	1	-----	-----	-----	54.03%	-----	-44.74%	\$90.00	\$90.00
STATEWIDE	1	-----	-----	-----	54.03%	-----	-44.74%	\$90.00	\$90.00
<b>BLACK CHERRY</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	10.10	\$374.01	\$310.00	82.89%	<b>\$310.00</b>	-17.11%	\$310.00	\$310.00
S STE MARIE FMU (NAUBINWAY)	1	40.80	\$374.00	\$266.00	71.12%	<b>\$398.00</b>	6.42%	\$398.00	\$398.00
LAKE SUPERIOR STATE FOREST	2	50.90	\$374.00	\$274.73	73.46%	<b>\$380.54</b>	1.75%	\$310.00	\$398.00
UPPER PENINSULA	2	-----	-----	-----	73.46%	-----	1.75%	\$310.00	\$398.00
GAYLORD FOREST MGT UNIT	1	2.00	\$470.97	\$339.00	71.98%	<b>\$339.00</b>	-28.02%	\$339.00	\$339.00
MACKINAW STATE FOREST	1	2.00	\$470.97	\$339.00	71.98%	<b>\$339.00</b>	-28.02%	\$339.00	\$339.00
NORTHERN LOWER PENINSULA	1	2.00	\$470.97	\$339.00	71.98%	<b>\$339.00</b>	-28.02%	\$339.00	\$339.00
STATEWIDE	3	-----	-----	-----	73.39%	-----	0.34%	\$310.00	\$398.00
<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)
ATLANTA FOREST MGT UNIT	1	41.30	\$125.00	\$63.00	50.40%	<b>\$70.00</b>	-44.00%	\$70.00	\$70.00
MACKINAW STATE FOREST	1	41.30	\$125.00	\$63.00	50.40%	<b>\$70.00</b>	-44.00%	\$70.00	\$70.00
NORTHERN LOWER PENINSULA	1	41.30	\$125.00	\$63.00	50.40%	<b>\$70.00</b>	-44.00%	\$70.00	\$70.00
STATEWIDE	1	-----	-----	-----	50.40%	-----	-44.00%	\$70.00	\$70.00
<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)
GRAYLING FOREST MGT UNIT	3	399.10	\$44.51	\$36.35	81.68%	<b>\$36.87</b>	-17.16%	\$35.00	\$50.00
GLADWIN FOREST MGT UNIT	1	59.70	\$65.28	\$44.00	67.40%	<b>\$44.00</b>	-32.60%	\$44.00	\$44.00
AUSABLE STATE FOREST	4	458.80	\$47.21	\$37.35	79.11%	<b>\$37.80</b>	-19.94%	\$35.00	\$50.00
NORTHERN LOWER PENINSULA	4	458.80	\$47.21	\$37.35	79.11%	<b>\$37.80</b>	-19.94%	\$35.00	\$50.00
STATEWIDE	4	-----	-----	-----	79.11%	-----	-19.94%	\$35.00	\$50.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 5 of 29

## SAWLOGS (MBF, 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)
GAYLORD FOREST MGT UNIT	3	104.00	\$97.67	\$69.87	71.53%	<b>\$115.13</b>	17.89%	\$64.00	\$165.00
PIGEON RIVER FOREST MGT UNIT	2	119.00	\$99.14	\$69.38	69.98%	<b>\$69.38</b>	-30.02%	\$66.00	\$72.00
ATLANTA FOREST MGT UNIT	5	614.60	\$92.96	\$78.75	84.71%	<b>\$85.72</b>	-7.79%	\$62.00	\$100.00
MACKINAW STATE FOREST	10	837.60	\$94.42	\$76.32	80.82%	<b>\$87.05</b>	-7.81%	\$62.00	\$165.00
TRAVERSE CITY FOREST MGT UNI	6	238.40	\$109.90	\$71.75	65.29%	<b>\$73.37</b>	-33.23%	\$56.00	\$90.00
CADILLAC FOREST MGT UNIT	2	73.30	\$129.42	\$80.24	62.00%	<b>\$81.86</b>	-36.75%	\$75.00	\$85.00
PERE MARQUETTE STATE FORES	8	311.70	\$114.49	\$73.75	64.42%	<b>\$75.37</b>	-34.17%	\$56.00	\$90.00
ROSCOMMON FOREST MGT UNIT	2	70.90	\$60.23	\$35.43	58.83%	<b>\$96.55</b>	60.31%	\$36.00	\$142.00
GLADWIN FOREST MGT UNIT	1	101.50	\$73.61	\$59.00	80.15%	<b>\$100.00</b>	35.85%	\$100.00	\$100.00
AUSABLE STATE FOREST	3	172.40	\$68.11	\$49.31	72.40%	<b>\$98.58</b>	44.75%	\$36.00	\$142.00
NORTHERN LOWER PENINSULA	21	1,321.70	\$95.72	\$72.19	75.41%	<b>\$85.80</b>	-10.36%	\$36.00	\$165.00
STATEWIDE	21	-----	-----	-----	75.41%	-----	-10.36%	\$36.00	\$165.00

  

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)
CRYSTAL FALLS FOREST MGT UNI	1	109.20	\$236.00	\$70.00	29.66%	<b>\$71.00</b>	-69.92%	\$71.00	\$71.00
ESCANABA FOREST MGT UNIT	2	106.50	\$164.23	\$103.90	63.27%	<b>\$310.02</b>	88.77%	\$130.00	\$503.00
ESCANABA RIVER STATE FOREST	2	106.50	\$164.23	\$103.90	63.27%	<b>\$310.02</b>	88.77%	\$130.00	\$503.00
UPPER PENINSULA	3	-----	-----	-----	43.25%	-----	-5.76%	\$71.00	\$503.00
GAYLORD FOREST MGT UNIT	1	11.00	\$108.44	\$88.00	81.15%	<b>\$90.00</b>	-17.00%	\$90.00	\$90.00
ATLANTA FOREST MGT UNIT	1	36.70	\$108.44	\$95.00	87.61%	<b>\$95.00</b>	-12.39%	\$95.00	\$95.00
MACKINAW STATE FOREST	2	47.70	\$108.44	\$93.39	86.12%	<b>\$93.85</b>	-13.46%	\$90.00	\$95.00
TRAVERSE CITY FOREST MGT UNI	11	232.60	\$133.80	\$90.03	67.29%	<b>\$137.29</b>	2.60%	\$71.00	\$298.94
CADILLAC FOREST MGT UNIT	1	7.20	\$180.00	\$106.00	58.89%	<b>\$106.00</b>	-41.11%	\$106.00	\$106.00
PERE MARQUETTE STATE FORES	12	239.80	\$135.19	\$90.51	66.95%	<b>\$136.35</b>	0.86%	\$71.00	\$298.94
NORTHERN LOWER PENINSULA	14	287.50	\$130.75	\$90.99	69.59%	<b>\$129.30</b>	-1.11%	\$71.00	\$298.94
STATEWIDE	17	-----	-----	-----	55.50%	-----	-3.60%	\$71.00	\$503.00

AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 6 of 29

SAWLOGS (MBF, see general note 3)

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)
ATLANTA FOREST MGT UNIT	3	486.80	\$159.40	\$117.35	73.62%	<b>\$150.12</b>	-5.82%	\$91.00	\$160.00
MACKINAW STATE FOREST	3	486.80	\$159.40	\$117.35	73.62%	<b>\$150.12</b>	-5.82%	\$91.00	\$160.00
TRAVERSE CITY FOREST MGT UNI	3	260.30	\$198.08	\$156.91	79.22%	<b>\$393.49</b>	98.65%	\$100.00	\$450.00
CADILLAC FOREST MGT UNIT	5	112.30	\$197.04	\$84.79	43.03%	<b>\$291.67</b>	48.03%	\$90.00	\$400.00
PERE MARQUETTE STATE FORES	8	372.60	\$197.77	\$135.17	68.35%	<b>\$362.80</b>	83.45%	\$90.00	\$450.00
GRAYLING FOREST MGT UNIT	2	872.70	\$163.11	\$96.63	59.24%	<b>\$440.83</b>	170.27%	\$89.00	\$458.00
GLADWIN FOREST MGT UNIT	3	357.00	\$152.80	\$116.63	76.33%	<b>\$207.05</b>	35.50%	\$92.00	\$250.00
AUSABLE STATE FOREST	5	1,229.70	\$160.12	\$102.44	63.98%	<b>\$372.96</b>	132.93%	\$89.00	\$458.00
NORTHERN LOWER PENINSULA	16	2,089.10	\$166.66	\$111.75	67.05%	<b>\$319.22</b>	91.54%	\$89.00	\$458.00
STATEWIDE	16	-----	-----	-----	67.05%	-----	91.54%	\$89.00	\$458.00
OTHER COMM. SP.	# 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	2	298.50	\$91.23	\$40.00	43.84%	<b>\$40.00</b>	-56.16%	\$40.00	\$40.00
PERE MARQUETTE STATE FORES	2	298.50	\$91.23	\$40.00	43.84%	<b>\$40.00</b>	-56.16%	\$40.00	\$40.00
GLADWIN FOREST MGT UNIT	1	1,168.00	\$150.00	\$73.00	48.67%	<b>\$73.00</b>	-51.33%	\$73.00	\$73.00
AUSABLE STATE FOREST	1	1,168.00	\$150.00	\$73.00	48.67%	<b>\$73.00</b>	-51.33%	\$73.00	\$73.00
NORTHERN LOWER PENINSULA	3	1,466.50	\$138.04	\$66.28	48.02%	<b>\$66.28</b>	-51.98%	\$40.00	\$73.00
STATEWIDE	3	-----	-----	-----	48.02%	-----	-51.98%	\$40.00	\$73.00
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)
BARAGA FOREST MGT UNIT	1	29.70	\$100.00	\$66.00	66.00%	<b>\$250.00</b>	150.00%	\$250.00	\$250.00
S STE MARIE FMU (SOO MAINLAN	1	28.90	\$250.00	\$213.00	85.20%	<b>\$277.50</b>	11.00%	\$277.50	\$277.50
LAKE SUPERIOR STATE FOREST	1	28.90	\$250.00	\$213.00	85.20%	<b>\$277.50</b>	11.00%	\$277.50	\$277.50
UPPER PENINSULA	2	-----	-----	-----	79.61%	-----	51.49%	\$250.00	\$277.50
STATEWIDE	2	-----	-----	-----	79.61%	-----	51.49%	\$250.00	\$277.50
Q. 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)
GAYLORD FOREST MGT UNIT	1	56.00	\$60.80	\$49.00	80.59%	<b>\$49.00</b>	-19.41%	\$49.00	\$49.00
MACKINAW STATE FOREST	1	56.00	\$60.80	\$49.00	80.59%	<b>\$49.00</b>	-19.41%	\$49.00	\$49.00
NORTHERN LOWER PENINSULA	1	56.00	\$60.80	\$49.00	80.59%	<b>\$49.00</b>	-19.41%	\$49.00	\$49.00
STATEWIDE	1	-----	-----	-----	80.59%	-----	-19.41%	\$49.00	\$49.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 7 of 29

## SAWLOGS (MBF, see general note 3)

RED 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	7	121.90	\$303.29	\$209.82	69.18%	<b>\$330.00</b>	8.80%	\$139.00	\$475.50
ESCANABA FOREST MGT UNIT	3	145.70	\$202.77	\$93.93	46.32%	<b>\$413.04</b>	103.70%	\$120.00	\$503.00
ESCANABA RIVER STATE FOREST	3	145.70	\$202.77	\$93.93	46.32%	<b>\$413.04</b>	103.70%	\$120.00	\$503.00
SHINGLETON FOREST MGT UNIT	11	351.50	\$210.34	\$144.89	68.88%	<b>\$205.76</b>	-2.18%	\$109.00	\$300.00
NEWBERRY FOREST MGT UNIT	2	163.80	\$162.72	\$95.53	58.71%	<b>\$198.67</b>	22.09%	\$170.00	\$250.00
S STE MARIE FMU (NAUBINWAY)	2	43.20	\$206.28	\$150.30	72.86%	<b>\$285.26</b>	38.29%	\$254.00	\$353.30
S STE MARIE FMU (SOO MAINLAN	2	64.30	\$213.19	\$170.15	79.81%	<b>\$267.84</b>	25.63%	\$258.00	\$275.00
LAKE SUPERIOR STATE FOREST	17	622.80	\$197.83	\$134.89	68.18%	<b>\$215.82</b>	9.09%	\$109.00	\$353.30
UPPER PENINSULA	27	-----	-----	-----	64.97%	-----	23.77%	\$109.00	\$503.00
GAYLORD FOREST MGT UNIT	3	75.00	\$144.63	\$117.28	81.09%	<b>\$121.44</b>	-16.03%	\$95.00	\$140.00
ATLANTA FOREST MGT UNIT	2	107.70	\$129.64	\$75.85	58.51%	<b>\$123.01</b>	-5.11%	\$70.00	\$198.00
MACKINAW STATE FOREST	5	182.70	\$135.79	\$92.86	68.38%	<b>\$122.36</b>	-9.89%	\$70.00	\$198.00
TRAVERSE CITY FOREST MGT UNI	10	163.40	\$197.98	\$132.14	66.74%	<b>\$147.95</b>	-25.27%	\$100.00	\$175.00
CADILLAC FOREST MGT UNIT	2	16.20	\$157.30	\$85.96	54.65%	<b>\$224.63</b>	42.80%	\$115.00	\$300.00
PERE MARQUETTE STATE FORES	12	179.60	\$194.32	\$127.98	65.86%	<b>\$154.87</b>	-20.30%	\$100.00	\$300.00
GRAYLING FOREST MGT UNIT	1	15.10	\$150.96	\$101.00	66.91%	<b>\$101.00</b>	-33.09%	\$101.00	\$101.00
AUSABLE STATE FOREST	1	15.10	\$150.96	\$101.00	66.91%	<b>\$101.00</b>	-33.09%	\$101.00	\$101.00
NORTHERN LOWER PENINSULA	18	377.40	\$164.25	\$109.90	66.91%	<b>\$136.98</b>	-16.60%	\$70.00	\$300.00
STATEWIDE	45	-----	-----	-----	65.45%	-----	13.83%	\$70.00	\$503.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 8 of 29

## SAWLOGS (MBF, see general note 3)

RED OAK	# OF SALES SOLD	TOTAL VOLUME	AVG. PRICE AT TIME OF APPRAISAL	AVERAGE ADVERTISED PRICE	RATIO OF COLUMN 4 TO COLUMN 3	AVERAGE SOLD PRICE	% CHANGE FROM COL. 3 TO COL. 6	MINIMUM SOLD PRICE	MAXIMUM SOLD PRICE
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
BARAGA FOREST MGT UNIT	1	44.30	\$258.00	\$219.00	84.88%	<b>\$650.00</b>	151.94%	\$650.00	\$650.00
GWINN FOREST MGT UNIT	1	30.50	\$225.77	\$167.00	73.97%	<b>\$170.00</b>	-24.70%	\$170.00	\$170.00
ESCANABA FOREST MGT UNIT	1	15.20	\$177.66	\$128.00	72.05%	<b>\$250.00</b>	40.72%	\$250.00	\$250.00
ESCANABA RIVER STATE FOREST	2	45.70	\$209.77	\$154.03	73.43%	<b>\$196.61</b>	-6.27%	\$170.00	\$250.00
UPPER PENINSULA	3	-----	-----	-----	79.66%	-----	79.77%	\$170.00	\$650.00
GAYLORD FOREST MGT UNIT	5	262.00	\$278.52	\$237.99	85.45%	<b>\$242.98</b>	-12.76%	\$210.00	\$255.00
ATLANTA FOREST MGT UNIT	3	373.70	\$281.23	\$219.33	77.99%	<b>\$227.97</b>	-18.94%	\$203.00	\$280.00
MACKINAW STATE FOREST	8	635.70	\$280.11	\$227.02	81.05%	<b>\$234.16</b>	-16.41%	\$203.00	\$280.00
TRAVERSE CITY FOREST MGT UNI	4	323.00	\$214.86	\$166.96	77.71%	<b>\$204.73</b>	-4.72%	\$150.00	\$615.84
CADILLAC FOREST MGT UNIT	5	159.20	\$242.51	\$125.30	51.67%	<b>\$243.14</b>	0.26%	\$143.00	\$300.00
PERE MARQUETTE STATE FORES	9	482.20	\$223.99	\$153.20	68.40%	<b>\$217.41</b>	-2.94%	\$143.00	\$615.84
GRAYLING FOREST MGT UNIT	2	1,036.80	\$369.52	\$246.27	66.64%	<b>\$384.01</b>	3.92%	\$325.00	\$400.00
GLADWIN FOREST MGT UNIT	1	132.20	\$369.52	\$277.00	74.96%	<b>\$350.00</b>	-5.28%	\$350.00	\$350.00
AUSABLE STATE FOREST	3	1,169.00	\$369.52	\$249.74	67.59%	<b>\$380.17</b>	2.88%	\$325.00	\$400.00
NORTHERN LOWER PENINSULA	20	2,286.90	\$313.98	\$223.07	71.05%	<b>\$305.26</b>	-2.78%	\$143.00	\$615.84
STATEWIDE	23	-----	-----	-----	71.29%	-----	-0.43%	\$143.00	\$650.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 9 of 29

## 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)
BARAGA FOREST MGT UNIT	1	7.40	\$203.79	\$173.00	84.89%	<b>\$275.00</b>	34.94%	\$275.00	\$275.00
CRYSTAL FALLS FOREST MGT UNI	2	654.50	\$200.00	\$128.93	64.47%	<b>\$234.95</b>	17.47%	\$165.50	\$271.11
GWINN FOREST MGT UNIT	2	153.20	\$218.24	\$145.27	66.56%	<b>\$283.16</b>	29.75%	\$250.00	\$438.88
ESCANABA FOREST MGT UNIT	1	65.60	\$232.47	\$167.00	71.84%	<b>\$185.00</b>	-20.42%	\$185.00	\$185.00
ESCANABA RIVER STATE FOREST	3	218.80	\$222.51	\$151.78	68.22%	<b>\$253.73</b>	14.03%	\$185.00	\$438.88
SHINGLETON FOREST MGT UNIT	4	375.60	\$242.84	\$152.42	62.77%	<b>\$165.08</b>	-32.02%	\$133.00	\$196.10
NEWBERRY FOREST MGT UNIT	3	441.70	\$198.17	\$156.92	79.18%	<b>\$304.86</b>	53.84%	\$150.00	\$569.98
S STE MARIE FMU (NAUBINWAY)	2	157.50	\$220.33	\$196.67	89.26%	<b>\$288.89</b>	31.12%	\$200.00	\$300.00
LAKE SUPERIOR STATE FOREST	9	974.80	\$218.96	\$161.61	73.81%	<b>\$248.42</b>	13.45%	\$133.00	\$569.98
UPPER PENINSULA	15	-----	-----	-----	70.06%	-----	14.94%	\$133.00	\$569.98
GAYLORD FOREST MGT UNIT	7	1,668.80	\$213.46	\$192.16	90.02%	<b>\$308.62</b>	44.58%	\$133.00	\$387.50
ATLANTA FOREST MGT UNIT	9	977.30	\$206.97	\$161.22	77.90%	<b>\$168.17</b>	-18.74%	\$105.00	\$230.00
MACKINAW STATE FOREST	16	2,646.10	\$211.06	\$180.73	85.63%	<b>\$256.75</b>	21.65%	\$105.00	\$387.50
TRAVERSE CITY FOREST MGT UNI	18	1,744.40	\$178.35	\$125.33	70.27%	<b>\$145.00</b>	-18.70%	\$120.00	\$324.00
CADILLAC FOREST MGT UNIT	6	539.00	\$178.61	\$113.54	63.57%	<b>\$145.11</b>	-18.75%	\$95.00	\$175.00
PÈRE MARQUETTE STATE FORES	24	2,283.40	\$178.41	\$122.55	68.69%	<b>\$145.02</b>	-18.71%	\$95.00	\$324.00
ROSCOMMON FOREST MGT UNIT	2	235.40	\$184.81	\$142.51	77.11%	<b>\$166.37</b>	-9.98%	\$133.00	\$171.00
GRAYLING FOREST MGT UNIT	3	303.80	\$193.58	\$151.29	78.15%	<b>\$151.29</b>	-21.85%	\$122.00	\$172.00
GLADWIN FOREST MGT UNIT	3	573.20	\$180.32	\$137.97	76.51%	<b>\$137.97</b>	-23.49%	\$130.00	\$150.00
AUSABLE STATE FOREST	8	1,112.40	\$184.89	\$142.57	77.11%	<b>\$147.61</b>	-20.16%	\$122.00	\$172.00
NORTHERN LOWER PENINSULA	48	6,041.90	\$193.90	\$151.72	78.24%	<b>\$194.43</b>	0.27%	\$95.00	\$387.50
STATEWIDE	63	-----	-----	-----	76.18%	-----	3.97%	\$95.00	\$569.98

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 10 of 29

## 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	8	431.50	\$702.23	\$572.11	81.47%	<b>\$863.99</b>	23.03%	\$450.00	\$1,077.00
CRYSTAL FALLS FOREST MGT UNI	3	232.90	\$457.33	\$278.08	60.80%	<b>\$712.56</b>	55.81%	\$219.00	\$1,087.09
ESCANABA FOREST MGT UNIT	3	81.30	\$550.87	\$337.66	61.30%	<b>\$641.69</b>	16.49%	\$310.00	\$976.10
ESCANABA RIVER STATE FOREST	3	81.30	\$550.87	\$337.66	61.30%	<b>\$641.69</b>	16.49%	\$310.00	\$976.10
SHINGLETON FOREST MGT UNIT	14	789.10	\$880.89	\$685.03	77.77%	<b>\$990.06</b>	12.39%	\$523.00	\$1,191.00
NEWBERRY FOREST MGT UNIT	3	97.00	\$734.20	\$465.02	63.34%	<b>\$750.36</b>	2.20%	\$650.00	\$1,000.00
S STE MARIE FMU (NAUBINWAY)	6	132.20	\$872.97	\$677.11	77.56%	<b>\$900.26</b>	3.13%	\$580.00	\$1,350.00
S STE MARIE FMU (SOO MAINLAN	2	80.80	\$860.76	\$723.00	84.00%	<b>\$1,000.00</b>	16.18%	\$1,000.00	\$1,000.00
S STE MARIE FMU (DRUMMOND IS	1	31.60	\$763.85	\$435.40	57.00%	<b>\$609.00</b>	-20.27%	\$609.00	\$609.00
LAKE SUPERIOR STATE FOREST	26	1,130.70	\$862.67	\$660.97	76.62%	<b>\$949.06</b>	10.01%	\$523.00	\$1,350.00
UPPER PENINSULA	40	-----	-----	-----	75.99%	-----	16.39%	\$219.00	\$1,350.00
GAYLORD FOREST MGT UNIT	11	214.80	\$593.68	\$431.40	72.67%	<b>\$497.44</b>	-16.21%	\$329.00	\$828.91
PIGEON RIVER FOREST MGT UNIT	2	60.70	\$515.04	\$309.14	60.02%	<b>\$376.36</b>	-26.93%	\$287.00	\$400.00
MACKINAW STATE FOREST	13	275.50	\$576.35	\$404.46	70.18%	<b>\$470.76</b>	-18.32%	\$287.00	\$828.91
TRAVERSE CITY FOREST MGT UNI	9	291.00	\$450.70	\$361.26	80.16%	<b>\$400.30</b>	-11.18%	\$215.00	\$475.00
CADILLAC FOREST MGT UNIT	2	102.90	\$576.72	\$239.52	41.53%	<b>\$897.52</b>	55.63%	\$180.00	\$951.50
PERE MARQUETTE STATE FORES	11	393.90	\$483.62	\$329.46	68.12%	<b>\$530.19</b>	9.63%	\$180.00	\$951.50
NORTHERN LOWER PENINSULA	24	669.40	\$521.78	\$360.33	69.06%	<b>\$505.73</b>	-3.08%	\$180.00	\$951.50
STATEWIDE	64	-----	-----	-----	74.63%	-----	12.57%	\$180.00	\$1,350.00
WHITE ASH	# 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	98.10	\$100.00	\$50.00	50.00%	<b>\$100.00</b>	0.00%	\$100.00	\$100.00
SHINGLETON FOREST MGT UNIT	1	77.80	\$110.43	\$89.00	80.59%	<b>\$100.00</b>	-9.44%	\$100.00	\$100.00
LAKE SUPERIOR STATE FOREST	1	77.80	\$110.43	\$89.00	80.59%	<b>\$100.00</b>	-9.44%	\$100.00	\$100.00
UPPER PENINSULA	2	-----	-----	-----	64.28%	-----	-4.41%	\$100.00	\$100.00
GAYLORD FOREST MGT UNIT	13	3,913.30	\$108.96	\$74.08	67.99%	<b>\$85.18</b>	-21.82%	\$36.00	\$122.00
PIGEON RIVER FOREST MGT UNIT	5	1,731.80	\$105.26	\$72.37	68.75%	<b>\$78.60</b>	-25.32%	\$72.00	\$120.00
MACKINAW STATE FOREST	18	5,645.10	\$107.82	\$73.55	68.21%	<b>\$83.16</b>	-22.87%	\$36.00	\$122.00
TRAVERSE CITY FOREST MGT UNI	10	910.30	\$167.01	\$96.06	57.51%	<b>\$127.05</b>	-23.93%	\$68.00	\$173.00
CADILLAC FOREST MGT UNIT	1	47.40	\$193.43	\$45.00	23.26%	<b>\$87.00</b>	-55.02%	\$87.00	\$87.00
PERE MARQUETTE STATE FORES	11	957.70	\$168.32	\$93.53	55.57%	<b>\$125.07</b>	-25.70%	\$68.00	\$173.00
NORTHERN LOWER PENINSULA	29	6,602.80	\$116.60	\$76.45	65.57%	<b>\$89.24</b>	-23.46%	\$36.00	\$173.00
STATEWIDE	31	-----	-----	-----	65.54%	-----	-23.02%	\$36.00	\$173.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 11 of 29

## SAWLOGS (MBF, see general note 3)

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	38.00	\$70.23	\$46.00	65.50%	<b>\$90.00</b>	28.15%	\$90.00	\$90.00
PERE MARQUETTE STATE FORES	1	38.00	\$70.23	\$46.00	65.50%	<b>\$90.00</b>	28.15%	\$90.00	\$90.00
NORTHERN LOWER PENINSULA	1	38.00	\$70.23	\$46.00	65.50%	<b>\$90.00</b>	28.15%	\$90.00	\$90.00
STATEWIDE	1	-----	-----	-----	65.50%	-----	28.15%	\$90.00	\$90.00
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)
BARAGA FOREST MGT UNIT	1	20.20	\$81.08	\$69.00	85.10%	<b>\$187.14</b>	130.81%	\$187.14	\$187.14
ESCANABA FOREST MGT UNIT	1	20.00	\$159.76	\$115.00	71.98%	<b>\$155.00</b>	-2.98%	\$155.00	\$155.00
ESCANABA RIVER STATE FOREST	1	20.00	\$159.76	\$115.00	71.98%	<b>\$155.00</b>	-2.98%	\$155.00	\$155.00
NEWBERRY FOREST MGT UNIT	1	64.10	\$110.00	\$90.00	81.82%	<b>\$110.00</b>	0.00%	\$110.00	\$110.00
S STE MARIE FMU (NAUBINWAY)	1	19.70	\$54.33	\$39.00	71.78%	<b>\$50.00</b>	-7.97%	\$50.00	\$50.00
LAKE SUPERIOR STATE FOREST	2	83.80	\$96.91	\$78.01	80.50%	<b>\$95.89</b>	-1.05%	\$50.00	\$110.00
UPPER PENINSULA	4	-----	-----	-----	78.98%	-----	15.14%	\$50.00	\$187.14
TRAVERSE CITY FOREST MGT UNI	3	204.20	\$91.79	\$71.10	77.46%	<b>\$72.91</b>	-20.56%	\$65.00	\$80.00
CADILLAC FOREST MGT UNIT	2	52.90	\$97.79	\$29.43	30.09%	<b>\$29.44</b>	-69.89%	\$15.02	\$63.00
PERE MARQUETTE STATE FORES	5	257.10	\$93.03	\$62.53	67.21%	<b>\$63.97</b>	-31.23%	\$15.02	\$80.00
ROSCOMMON FOREST MGT UNIT	1	37.20	\$67.00	\$40.00	59.70%	<b>\$55.00</b>	-17.91%	\$55.00	\$55.00
GRAYLING FOREST MGT UNIT	1	20.00	\$44.60	\$29.00	65.02%	<b>\$50.00</b>	12.11%	\$50.00	\$50.00
AUSABLE STATE FOREST	2	57.20	\$59.17	\$36.15	61.10%	<b>\$53.25</b>	-10.00%	\$50.00	\$55.00
NORTHERN LOWER PENINSULA	7	314.30	\$86.86	\$57.73	66.46%	<b>\$62.02</b>	-28.60%	\$15.02	\$80.00
STATEWIDE	11	-----	-----	-----	70.49%	-----	-14.52%	\$15.02	\$187.14
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)
GAYLORD FOREST MGT UNIT	1	15.00	\$275.00	\$160.00	58.18%	<b>\$160.00</b>	-41.82%	\$160.00	\$160.00
MACKINAW STATE FOREST	1	15.00	\$275.00	\$160.00	58.18%	<b>\$160.00</b>	-41.82%	\$160.00	\$160.00
NORTHERN LOWER PENINSULA	1	15.00	\$275.00	\$160.00	58.18%	<b>\$160.00</b>	-41.82%	\$160.00	\$160.00
STATEWIDE	1	-----	-----	-----	58.18%	-----	-41.82%	\$160.00	\$160.00

AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 12 of 29

SAWLOGS (MBF, see general note 3)

YELLOW 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)
SHINGLETON FOREST MGT UNIT	2	37.50	\$603.17	\$450.95	74.76%	<b>\$494.98</b>	-17.94%	\$406.00	\$600.00
LAKE SUPERIOR STATE FOREST	2	37.50	\$603.17	\$450.95	74.76%	<b>\$494.98</b>	-17.94%	\$406.00	\$600.00
UPPER PENINSULA	2	-----	-----	-----	74.76%	-----	-17.94%	\$406.00	\$600.00
STATEWIDE	2	-----	-----	-----	74.76%	-----	-17.94%	\$406.00	\$600.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 13 of 29

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

B.T. ASPEN	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
ATLANTA FOREST MGT UNIT	1	22.20	\$425.84	\$425.84
MACKINAW STATE FOREST	1	22.20	\$425.84	\$425.84
CADILLAC FOREST MGT UNIT	1	74.10	\$275.00	\$275.00
PERE MARQUETTE STATE FORES	1	74.10	\$275.00	\$275.00
GRAYLING FOREST MGT UNIT	1	40.80	\$212.50	\$212.50
AUSABLE STATE FOREST	1	40.80	\$212.50	\$212.50
NORTHERN LOWER PENINSULA	3	137.10	\$212.50	\$425.84
STATEWIDE	3	-----	\$212.50	\$425.84

BEECH	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
TRAVERSE CITY FOREST MGT UNI	3	133.20	\$426.67	\$955.26
PERE MARQUETTE STATE FORES	3	133.20	\$426.67	\$955.26
NORTHERN LOWER PENINSULA	3	133.20	\$426.67	\$955.26
STATEWIDE	3	-----	\$426.67	\$955.26

BLACK ASH	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
ESCANABA FOREST MGT UNIT	1	158.20	\$316.00	\$316.00
ESCANABA RIVER STATE FOREST	1	158.20	\$316.00	\$316.00
UPPER PENINSULA	1	-----	\$316.00	\$316.00
STATEWIDE	1	-----	\$316.00	\$316.00

JACK PINE	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
ROSCOMMON FOREST MGT UNIT	1	91.00	\$118.00	\$118.00
AUSABLE STATE FOREST	1	91.00	\$118.00	\$118.00
NORTHERN LOWER PENINSULA	1	91.00	\$118.00	\$118.00
STATEWIDE	1	-----	\$118.00	\$118.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 14 of 29

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

MIXED ASPEN	# OF SALES SOLD (1)	TOTAL VOLUME (2)	MIN PRICE	MAX PRICE
S STE MARIE FMU (DRUMMOND IS	1	30.00	\$420.21	\$420.21
LAKE SUPERIOR STATE FOREST	1	30.00	\$420.21	\$420.21
UPPER PENINSULA	1	-----	\$420.21	\$420.21
STATEWIDE	1	-----	\$420.21	\$420.21

MIXED OAK	# OF SALES SOLD (1)	TOTAL VOLUME (2)	MIN PRICE	MAX PRICE
CADILLAC FOREST MGT UNIT	1	60.20	\$632.13	\$632.13
PERE MARQUETTE STATE FORES	1	60.20	\$632.13	\$632.13
NORTHERN LOWER PENINSULA	1	60.20	\$632.13	\$632.13
STATEWIDE	1	-----	\$632.13	\$632.13

Q. ASPEN	# OF SALES SOLD (1)	TOTAL VOLUME (2)	MIN PRICE	MAX PRICE
GRAYLING FOREST MGT UNIT	1	28.80	\$286.00	\$286.00
AUSABLE STATE FOREST	1	28.80	\$286.00	\$286.00
NORTHERN LOWER PENINSULA	1	28.80	\$286.00	\$286.00
STATEWIDE	1	-----	\$286.00	\$286.00

RED MAPLE	# OF SALES SOLD (1)	TOTAL VOLUME (2)	MIN PRICE	MAX PRICE
S STE MARIE FMU (NAUBINWAY)	1	1.50	\$1,190.00	\$1,190.00
LAKE SUPERIOR STATE FOREST	1	1.50	\$1,190.00	\$1,190.00
UPPER PENINSULA	1	-----	\$1,190.00	\$1,190.00
STATEWIDE	1	-----	\$1,190.00	\$1,190.00

RED OAK	# OF SALES SOLD (1)	TOTAL VOLUME (2)	MIN PRICE	MAX PRICE
TRAVERSE CITY FOREST MGT UNI	1	5.50	\$1,008.82	\$1,008.82
PERE MARQUETTE STATE FORES	1	5.50	\$1,008.82	\$1,008.82
NORTHERN LOWER PENINSULA	1	5.50	\$1,008.82	\$1,008.82
STATEWIDE	1	-----	\$1,008.82	\$1,008.82

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 15 of 29

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

RED PINE	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
S STE MARIE FMU (NAUBINWAY)	1	386.80	\$1,185.21	\$1,185.21
LAKE SUPERIOR STATE FOREST	1	386.80	\$1,185.21	\$1,185.21
UPPER PENINSULA	1	-----	\$1,185.21	\$1,185.21
GAYLORD FOREST MGT UNIT	1	17.90	\$928.77	\$928.77
ATLANTA FOREST MGT UNIT	1	72.40	\$805.00	\$805.00
MACKINAW STATE FOREST	2	90.30	\$805.00	\$928.77
NORTHERN LOWER PENINSULA	2	90.30	\$805.00	\$928.77
STATEWIDE	3	-----	\$805.00	\$1,185.21

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 16 of 29

## 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	211.00	\$36.32	\$29.40	80.95%	<b>\$39.40</b>	8.48%	\$39.40	\$39.40
ESCANABA RIVER STATE FOREST	1	211.00	\$36.32	\$29.40	80.95%	<b>\$39.40</b>	8.48%	\$39.40	\$39.40
SHINGLETON FOREST MGT UNIT	1	209.00	\$36.65	\$30.80	84.04%	<b>\$34.80</b>	-5.05%	\$34.80	\$34.80
LAKE SUPERIOR STATE FOREST	1	209.00	\$36.65	\$30.80	84.04%	<b>\$34.80</b>	-5.05%	\$34.80	\$34.80
UPPER PENINSULA	2	-----	-----	-----	82.49%	-----	1.72%	\$34.80	\$39.40
GAYLORD FOREST MGT UNIT	6	2,177.00	\$21.41	\$17.25	80.60%	<b>\$21.91</b>	2.36%	\$14.00	\$37.37
ATLANTA FOREST MGT UNIT	4	2,174.00	\$22.44	\$16.52	73.63%	<b>\$18.50</b>	-17.56%	\$15.90	\$33.27
MACKINAW STATE FOREST	10	4,351.00	\$21.92	\$16.89	77.04%	<b>\$20.21</b>	-7.83%	\$14.00	\$37.37
TRAVERSE CITY FOREST MGT UNI	2	160.80	\$25.42	\$18.19	71.57%	<b>\$18.26</b>	-28.16%	\$18.00	\$18.75
CADILLAC FOREST MGT UNIT	8	3,147.50	\$25.50	\$14.17	55.55%	<b>\$24.60</b>	-3.53%	\$5.00	\$28.50
PERE MARQUETTE STATE FORES	10	3,308.30	\$25.50	\$14.36	56.33%	<b>\$24.29</b>	-4.73%	\$5.00	\$28.50
GRAYLING FOREST MGT UNIT	1	306.00	\$29.15	\$19.55	67.07%	<b>\$19.55</b>	-32.93%	\$19.55	\$19.55
AUSABLE STATE FOREST	1	306.00	\$29.15	\$19.55	67.07%	<b>\$19.55</b>	-32.93%	\$19.55	\$19.55
NORTHERN LOWER PENINSULA	21	7,965.30	\$23.68	\$15.94	67.31%	<b>\$21.88</b>	-7.63%	\$5.00	\$37.37
STATEWIDE	23	-----	-----	-----	68.45%	-----	-6.93%	\$5.00	\$39.40

  

<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)
GWINN FOREST MGT UNIT	4	521.00	\$46.37	\$29.48	63.58%	<b>\$41.68</b>	-10.12%	\$34.50	\$48.11
ESCANABA RIVER STATE FOREST	4	521.00	\$46.37	\$29.48	63.58%	<b>\$41.68</b>	-10.12%	\$34.50	\$48.11
SHINGLETON FOREST MGT UNIT	3	577.00	\$23.31	\$17.07	73.23%	<b>\$17.10</b>	-26.62%	\$13.15	\$19.40
NEWBERRY FOREST MGT UNIT	3	397.00	\$23.71	\$20.42	86.12%	<b>\$28.50</b>	20.20%	\$20.00	\$31.00
S STE MARIE FMU (NAUBINWAY)	4	442.00	\$26.80	\$18.24	68.08%	<b>\$26.53</b>	-1.00%	\$20.00	\$41.55
S STE MARIE FMU (SOO MAINLAN	2	358.00	\$27.09	\$15.58	57.50%	<b>\$28.06</b>	3.59%	\$27.99	\$28.09
S STE MARIE FMU (DRUMMOND IS	1	108.00	\$13.00	\$12.75	98.08%	<b>\$12.79</b>	-1.62%	\$12.79	\$12.79
LAKE SUPERIOR STATE FOREST	13	1,882.00	\$24.34	\$17.52	71.98%	<b>\$23.56</b>	-3.21%	\$12.79	\$41.55
UPPER PENINSULA	17	-----	-----	-----	69.08%	-----	-5.60%	\$12.79	\$48.11
ATLANTA FOREST MGT UNIT	1	252.00	\$15.87	\$6.05	38.12%	<b>\$45.00</b>	183.55%	\$45.00	\$45.00
MACKINAW STATE FOREST	1	252.00	\$15.87	\$6.05	38.12%	<b>\$45.00</b>	183.55%	\$45.00	\$45.00
GRAYLING FOREST MGT UNIT	1	214.00	\$17.23	\$10.35	60.07%	<b>\$10.35</b>	-39.93%	\$10.35	\$10.35
AUSABLE STATE FOREST	1	214.00	\$17.23	\$10.35	60.07%	<b>\$10.35</b>	-39.93%	\$10.35	\$10.35
NORTHERN LOWER PENINSULA	2	466.00	\$16.49	\$8.02	48.65%	<b>\$29.09</b>	76.35%	\$10.35	\$45.00
STATEWIDE	19	-----	-----	-----	67.06%	-----	2.51%	\$10.35	\$48.11

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 17 of 29

## PULPWOOD (Cords, see general note 3)

<b>BALSAM POPLAR</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	220.00	\$46.14	\$30.00	65.02%	<b>\$42.10</b>	-8.76%	\$42.10	\$42.10
ESCANABA RIVER STATE FOREST	1	220.00	\$46.14	\$30.00	65.02%	<b>\$42.10</b>	-8.76%	\$42.10	\$42.10
UPPER PENINSULA	1	-----	-----	-----	65.02%	-----	-8.76%	\$42.10	\$42.10
STATEWIDE	1	-----	-----	-----	65.02%	-----	-8.76%	\$42.10	\$42.10
<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)
BARAGA FOREST MGT UNIT	1	500.00	\$25.00	\$12.50	50.00%	<b>\$20.00</b>	-20.00%	\$20.00	\$20.00
CRYSTAL FALLS FOREST MGT UNI	1	756.00	\$20.00	\$15.00	75.00%	<b>\$18.00</b>	-10.00%	\$18.00	\$18.00
ESCANABA FOREST MGT UNIT	1	293.00	\$20.00	\$16.40	82.00%	<b>\$24.50</b>	22.50%	\$24.50	\$24.50
ESCANABA RIVER STATE FOREST	1	293.00	\$20.00	\$16.40	82.00%	<b>\$24.50</b>	22.50%	\$24.50	\$24.50
UPPER PENINSULA	3	-----	-----	-----	66.89%	-----	-8.05%	\$18.00	\$24.50
GAYLORD FOREST MGT UNIT	4	726.00	\$9.32	\$6.48	69.48%	<b>\$17.14</b>	83.86%	\$6.60	\$30.00
MACKINAW STATE FOREST	4	726.00	\$9.32	\$6.48	69.48%	<b>\$17.14</b>	83.86%	\$6.60	\$30.00
TRAVERSE CITY FOREST MGT UNI	1	615.00	\$19.33	\$12.00	62.08%	<b>\$12.00</b>	-37.92%	\$12.00	\$12.00
PERE MARQUETTE STATE FORES	1	615.00	\$19.33	\$12.00	62.08%	<b>\$12.00</b>	-37.92%	\$12.00	\$12.00
NORTHERN LOWER PENINSULA	5	1,341.00	\$13.91	\$9.01	64.77%	<b>\$14.78</b>	6.25%	\$6.60	\$30.00
STATEWIDE	8	-----	-----	-----	66.13%	-----	-2.93%	\$6.60	\$30.00
<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)
SHINGLETON FOREST MGT UNIT	11	5,542.00	\$34.63	\$20.18	58.27%	<b>\$28.96</b>	-16.39%	\$12.00	\$47.13
S STE MARIE FMU (NAUBINWAY)	5	1,431.90	\$34.13	\$19.52	57.19%	<b>\$40.18</b>	17.71%	\$36.00	\$42.00
S STE MARIE FMU (SOO MAINLAN	1	275.00	\$31.72	\$19.65	61.95%	<b>\$35.00</b>	10.34%	\$35.00	\$35.00
LAKE SUPERIOR STATE FOREST	17	7,248.90	\$34.42	\$20.03	58.19%	<b>\$31.40</b>	-8.78%	\$12.00	\$47.13
UPPER PENINSULA	17	-----	-----	-----	58.19%	-----	-8.78%	\$12.00	\$47.13
GAYLORD FOREST MGT UNIT	12	4,698.00	\$21.88	\$11.68	53.39%	<b>\$11.99</b>	-45.19%	\$10.00	\$14.10
MACKINAW STATE FOREST	12	4,698.00	\$21.88	\$11.68	53.39%	<b>\$11.99</b>	-45.19%	\$10.00	\$14.10
TRAVERSE CITY FOREST MGT UNI	1	321.00	\$15.00	\$11.85	79.00%	<b>\$11.85</b>	-21.00%	\$11.85	\$11.85
CADILLAC FOREST MGT UNIT	1	711.00	\$20.00	\$5.00	25.00%	<b>\$14.00</b>	-30.00%	\$14.00	\$14.00
PERE MARQUETTE STATE FORES	2	1,032.00	\$18.44	\$7.13	38.66%	<b>\$13.33</b>	-27.72%	\$11.85	\$14.00
NORTHERN LOWER PENINSULA	14	5,730.00	\$21.26	\$10.86	51.09%	<b>\$12.23</b>	-42.46%	\$10.00	\$14.10
STATEWIDE	31	-----	-----	-----	55.86%	-----	-19.83%	\$10.00	\$47.13

AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 18 of 29

PULPWOOD (Cords, see general note 3)

<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)
ESCANABA FOREST MGT UNIT	3	2,538.00	\$28.51	\$15.77	55.32%	<b>\$21.97</b>	-22.95%	\$16.00	\$25.00
ESCANABA RIVER STATE FOREST	3	2,538.00	\$28.51	\$15.77	55.32%	<b>\$21.97</b>	-22.95%	\$16.00	\$25.00
UPPER PENINSULA	3	-----	-----	-----	55.32%	-----	-22.95%	\$16.00	\$25.00
STATEWIDE	3	-----	-----	-----	55.32%	-----	-22.95%	\$16.00	\$25.00

<b>BLACK SPRUCE</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	2	1,667.00	\$43.39	\$25.78	59.42%	<b>\$40.35</b>	-7.01%	\$39.87	\$42.03
GWINN FOREST MGT UNIT	2	679.00	\$46.83	\$36.33	77.59%	<b>\$41.54</b>	-11.28%	\$38.00	\$54.25
ESCANABA FOREST MGT UNIT	2	110.00	\$45.29	\$25.35	55.97%	<b>\$33.59</b>	-25.82%	\$27.50	\$35.03
ESCANABA RIVER STATE FOREST	4	789.00	\$46.61	\$34.80	74.66%	<b>\$40.43</b>	-13.25%	\$27.50	\$54.25
SHINGLETON FOREST MGT UNIT	7	2,344.00	\$41.54	\$27.36	65.87%	<b>\$34.16</b>	-17.75%	\$27.85	\$41.40
NEWBERRY FOREST MGT UNIT	5	4,119.00	\$24.94	\$16.88	67.66%	<b>\$36.66</b>	46.98%	\$30.15	\$50.95
S STE MARIE FMU (SOO MAINLAN	2	3,149.00	\$26.02	\$19.65	75.52%	<b>\$35.68</b>	37.11%	\$35.09	\$42.09
LAKE SUPERIOR STATE FOREST	14	9,612.00	\$29.34	\$20.34	69.32%	<b>\$35.73</b>	21.77%	\$27.85	\$50.95
UPPER PENINSULA	20	-----	-----	-----	67.99%	-----	13.15%	\$27.50	\$54.25
ATLANTA FOREST MGT UNIT	1	376.00	\$13.30	\$5.05	37.97%	<b>\$45.00</b>	238.35%	\$45.00	\$45.00
MACKINAW STATE FOREST	1	376.00	\$13.30	\$5.05	37.97%	<b>\$45.00</b>	238.35%	\$45.00	\$45.00
NORTHERN LOWER PENINSULA	1	376.00	\$13.30	\$5.05	37.97%	<b>\$45.00</b>	238.35%	\$45.00	\$45.00
STATEWIDE	21	-----	-----	-----	67.61%	-----	16.00%	\$27.50	\$54.25

<b>HEMLOCK</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	1	32.00	\$30.00	\$18.00	60.00%	<b>\$19.00</b>	-36.67%	\$19.00	\$19.00
ESCANABA RIVER STATE FOREST	1	32.00	\$30.00	\$18.00	60.00%	<b>\$19.00</b>	-36.67%	\$19.00	\$19.00
UPPER PENINSULA	1	-----	-----	-----	60.00%	-----	-36.67%	\$19.00	\$19.00
STATEWIDE	1	-----	-----	-----	60.00%	-----	-36.67%	\$19.00	\$19.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 19 of 29

## PULPWOOD (Cords, see general note 3)

JACK 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)
GWINN FOREST MGT UNIT	3	3,972.00	\$60.77	\$49.07	80.73%	<b>\$75.61</b>	24.41%	\$52.50	\$84.06
ESCANABA RIVER STATE FOREST	3	3,972.00	\$60.77	\$49.07	80.73%	<b>\$75.61</b>	24.41%	\$52.50	\$84.06
SHINGLETON FOREST MGT UNIT	11	4,993.00	\$66.05	\$44.05	66.69%	<b>\$51.61</b>	-21.86%	\$40.00	\$64.63
NEWBERRY FOREST MGT UNIT	4	8,836.00	\$64.81	\$44.30	68.36%	<b>\$61.77</b>	-4.70%	\$61.00	\$63.35
S STE MARIE FMU (NAUBINWAY)	1	121.00	\$29.80	\$25.05	84.06%	<b>\$41.55</b>	39.43%	\$41.55	\$41.55
LAKE SUPERIOR STATE FOREST	16	13,950.00	\$64.95	\$44.05	67.81%	<b>\$57.96</b>	-10.77%	\$40.00	\$64.63
UPPER PENINSULA	19	-----	-----	-----	70.53%	-----	-3.37%	\$40.00	\$84.06
GAYLORD FOREST MGT UNIT	2	450.00	\$36.99	\$26.71	72.20%	<b>\$27.66</b>	-25.23%	\$21.00	\$30.00
PIGEON RIVER FOREST MGT UNIT	1	148.00	\$34.44	\$24.10	69.98%	<b>\$98.60</b>	186.30%	\$98.60	\$98.60
ATLANTA FOREST MGT UNIT	4	2,217.00	\$37.31	\$20.20	54.14%	<b>\$29.95</b>	-19.73%	\$19.00	\$91.21
MACKINAW STATE FOREST	7	2,815.00	\$37.11	\$21.44	57.79%	<b>\$33.19</b>	-10.55%	\$19.00	\$98.60
TRAVERSE CITY FOREST MGT UNI	12	6,468.00	\$18.87	\$10.63	56.34%	<b>\$17.70</b>	-6.16%	\$9.50	\$21.50
CADILLAC FOREST MGT UNIT	5	1,599.00	\$19.26	\$8.67	44.99%	<b>\$12.62</b>	-34.46%	\$3.50	\$16.00
PERE MARQUETTE STATE FORES	17	8,067.00	\$18.94	\$10.24	54.05%	<b>\$16.70</b>	-11.87%	\$3.50	\$21.50
ROSCOMMON FOREST MGT UNIT	2	2,863.00	\$30.56	\$21.41	70.07%	<b>\$21.41</b>	-29.93%	\$20.20	\$22.35
GRAYLING FOREST MGT UNIT	7	6,703.00	\$28.73	\$19.10	66.48%	<b>\$29.44</b>	2.50%	\$20.30	\$32.50
GLADWIN FOREST MGT UNIT	3	3,557.00	\$18.55	\$13.81	74.46%	<b>\$15.19</b>	-18.10%	\$11.35	\$17.32
AUSABLE STATE FOREST	12	13,123.00	\$26.37	\$18.17	68.91%	<b>\$23.83</b>	-9.63%	\$11.35	\$32.50
NORTHERN LOWER PENINSULA	36	24,005.00	\$25.13	\$15.89	63.22%	<b>\$22.53</b>	-10.35%	\$3.50	\$98.60
STATEWIDE	55	-----	-----	-----	68.01%	-----	-5.78%	\$3.50	\$98.60
MISCELLANEOUS	# 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	1,652.00	\$8.75	\$5.00	57.14%	<b>\$28.51</b>	225.83%	\$28.51	\$28.51
UPPER PENINSULA	1	-----	-----	-----	57.14%	-----	225.83%	\$28.51	\$28.51
STATEWIDE	1	-----	-----	-----	57.14%	-----	225.83%	\$28.51	\$28.51

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 20 of 29

## 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	17	17,749.00	\$47.17	\$27.78	58.90%	<b>\$40.03</b>	-15.14%	\$13.01	\$56.35
GWINN FOREST MGT UNIT	1	1,228.00	\$48.63	\$40.35	82.97%	<b>\$71.50</b>	47.03%	\$71.50	\$71.50
ESCANABA RIVER STATE FOREST	1	1,228.00	\$48.63	\$40.35	82.97%	<b>\$71.50</b>	47.03%	\$71.50	\$71.50
SHINGLETON FOREST MGT UNIT	8	1,612.00	\$36.26	\$22.69	62.57%	<b>\$26.41</b>	-27.18%	\$20.00	\$38.00
NEWBERRY FOREST MGT UNIT	5	2,161.00	\$37.65	\$28.11	74.65%	<b>\$41.20</b>	9.41%	\$28.00	\$49.66
S STE MARIE FMU (NAUBINWAY)	10	2,204.10	\$30.95	\$23.70	76.59%	<b>\$34.71</b>	12.14%	\$25.00	\$42.50
S STE MARIE FMU (SOO MAINLAN	3	1,776.00	\$30.49	\$22.85	74.94%	<b>\$30.76</b>	0.89%	\$27.99	\$33.55
S STE MARIE FMU (DRUMMOND IS	4	3,883.00	\$18.10	\$14.74	81.44%	<b>\$26.09</b>	44.14%	\$15.79	\$30.53
LAKE SUPERIOR STATE FOREST	30	11,636.10	\$28.57	\$21.26	74.40%	<b>\$31.28</b>	9.49%	\$15.79	\$49.66
UPPER PENINSULA	48	-----	-----	-----	64.26%	-----	-5.46%	\$13.01	\$71.50
GAYLORD FOREST MGT UNIT	5	1,880.00	\$25.07	\$16.95	67.62%	<b>\$24.22</b>	-3.39%	\$17.00	\$28.00
PIGEON RIVER FOREST MGT UNIT	2	1,046.00	\$25.33	\$17.74	70.05%	<b>\$19.22</b>	-24.12%	\$18.30	\$19.87
ATLANTA FOREST MGT UNIT	8	6,814.00	\$26.38	\$21.90	83.02%	<b>\$23.95</b>	-9.21%	\$15.00	\$29.00
MACKINAW STATE FOREST	15	9,740.00	\$26.02	\$20.50	78.80%	<b>\$23.49</b>	-9.69%	\$15.00	\$29.00
TRAVERSE CITY FOREST MGT UNI	20	6,305.00	\$28.54	\$19.02	66.64%	<b>\$24.41</b>	-14.48%	\$15.85	\$38.85
CADILLAC FOREST MGT UNIT	5	3,736.00	\$25.84	\$15.40	59.61%	<b>\$30.42</b>	17.70%	\$14.00	\$35.01
PERE MARQUETTE STATE FORES	25	10,041.00	\$27.53	\$17.67	64.19%	<b>\$26.64</b>	-3.24%	\$14.00	\$38.85
ROSCOMMON FOREST MGT UNIT	3	1,073.00	\$27.65	\$16.46	59.53%	<b>\$21.29</b>	-23.01%	\$15.50	\$30.00
GRAYLING FOREST MGT UNIT	1	200.00	\$19.44	\$13.80	70.99%	<b>\$15.80</b>	-18.72%	\$15.80	\$15.80
GLADWIN FOREST MGT UNIT	2	908.00	\$26.41	\$19.16	72.55%	<b>\$20.01</b>	-24.23%	\$20.00	\$20.25
AUSABLE STATE FOREST	6	2,181.00	\$26.38	\$17.34	65.73%	<b>\$20.25</b>	-23.23%	\$15.50	\$30.00
NORTHERN LOWER PENINSULA	46	21,962.00	\$26.75	\$18.89	70.64%	<b>\$24.61</b>	-7.98%	\$14.00	\$38.85
STATEWIDE	94	-----	-----	-----	66.32%	-----	-6.27%	\$13.01	\$71.50

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 21 of 29

## 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	18	9,571.20	\$23.24	\$14.91	64.15%	<b>\$28.67</b>	23.38%	\$10.00	\$43.90
CRYSTAL FALLS FOREST MGT UNI	17	11,820.00	\$41.56	\$22.89	55.09%	<b>\$34.14</b>	-17.84%	\$11.01	\$56.00
GWINN FOREST MGT UNIT	1	549.00	\$43.50	\$32.65	75.06%	<b>\$39.51</b>	-9.17%	\$39.51	\$39.51
ESCANABA FOREST MGT UNIT	11	3,384.00	\$43.37	\$27.43	63.26%	<b>\$36.22</b>	-16.49%	\$24.00	\$57.04
ESCANABA RIVER STATE FOREST	12	3,933.00	\$43.39	\$28.16	64.91%	<b>\$36.68</b>	-15.47%	\$24.00	\$57.04
SHINGLETON FOREST MGT UNIT	24	17,396.00	\$34.52	\$23.51	68.11%	<b>\$34.43</b>	-0.25%	\$18.55	\$50.00
NEWBERRY FOREST MGT UNIT	3	3,743.00	\$31.01	\$20.25	65.29%	<b>\$26.41</b>	-14.83%	\$22.00	\$35.10
S STE MARIE FMU (NAUBINWAY)	17	5,215.40	\$34.47	\$26.89	77.99%	<b>\$39.62</b>	14.93%	\$23.50	\$50.00
S STE MARIE FMU (SOO MAINLAN	4	2,723.00	\$19.87	\$14.51	73.02%	<b>\$36.32</b>	82.78%	\$24.29	\$41.68
S STE MARIE FMU (DRUMMOND IS	1	1,472.00	\$13.00	\$9.90	76.15%	<b>\$21.79</b>	67.62%	\$21.79	\$21.79
LAKE SUPERIOR STATE FOREST	49	30,549.40	\$31.74	\$22.23	70.04%	<b>\$33.89</b>	6.79%	\$18.55	\$50.00
UPPER PENINSULA	96	-----	-----	-----	64.90%	-----	0.21%	\$10.00	\$57.04
GAYLORD FOREST MGT UNIT	9	2,630.00	\$22.76	\$14.31	62.87%	<b>\$17.23</b>	-24.30%	\$7.10	\$23.30
PIGEON RIVER FOREST MGT UNIT	2	2,413.00	\$20.36	\$11.63	57.11%	<b>\$12.57</b>	-38.26%	\$12.25	\$17.00
ATLANTA FOREST MGT UNIT	3	821.00	\$22.90	\$19.02	83.06%	<b>\$23.93</b>	4.50%	\$14.25	\$29.00
MACKINAW STATE FOREST	14	5,864.00	\$21.79	\$13.86	63.63%	<b>\$16.25</b>	-25.43%	\$7.10	\$29.00
TRAVERSE CITY FOREST MGT UNI	19	4,593.60	\$19.88	\$12.60	63.37%	<b>\$14.72</b>	-25.94%	\$9.60	\$45.69
CADILLAC FOREST MGT UNIT	4	767.00	\$19.72	\$11.89	60.30%	<b>\$15.97</b>	-19.01%	\$11.00	\$29.10
PERE MARQUETTE STATE FORES	23	5,360.60	\$19.85	\$12.49	62.93%	<b>\$14.90</b>	-24.96%	\$9.60	\$45.69
GRAYLING FOREST MGT UNIT	2	1,533.00	\$25.39	\$12.24	48.21%	<b>\$12.24</b>	-51.79%	\$12.10	\$14.75
AUSABLE STATE FOREST	2	1,533.00	\$25.39	\$12.24	48.21%	<b>\$12.24</b>	-51.79%	\$12.10	\$14.75
NORTHERN LOWER PENINSULA	39	12,757.60	\$21.41	\$13.09	61.16%	<b>\$15.20</b>	-29.00%	\$7.10	\$45.69
STATEWIDE	135	-----	-----	-----	64.42%	-----	-3.54%	\$7.10	\$57.04

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 22 of 29

## PULPWOOD (Cords, 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)
GAYLORD FOREST MGT UNIT	1	162.00	\$20.06	\$15.45	77.02%	<b>\$15.50</b>	-22.73%	\$15.50	\$15.50
ATLANTA FOREST MGT UNIT	3	2,913.00	\$16.76	\$12.64	75.40%	<b>\$13.10</b>	-21.84%	\$13.00	\$14.40
MACKINAW STATE FOREST	4	3,075.00	\$16.93	\$12.78	75.50%	<b>\$13.23</b>	-21.90%	\$13.00	\$15.50
TRAVERSE CITY FOREST MGT UNI	4	2,403.00	\$14.04	\$9.57	68.14%	<b>\$12.94</b>	-7.82%	\$9.00	\$14.55
CADILLAC FOREST MGT UNIT	7	2,339.50	\$15.68	\$8.79	56.08%	<b>\$16.54</b>	5.49%	\$11.00	\$24.00
PERE MARQUETTE STATE FORES	11	4,742.50	\$14.85	\$9.19	61.86%	<b>\$14.72</b>	-0.88%	\$9.00	\$24.00
GRAYLING FOREST MGT UNIT	1	1,075.00	\$17.76	\$12.05	67.85%	<b>\$12.05</b>	-32.15%	\$12.05	\$12.05
GLADWIN FOREST MGT UNIT	5	2,149.00	\$21.74	\$16.80	77.28%	<b>\$16.80</b>	-22.72%	\$14.00	\$20.25
AUSABLE STATE FOREST	6	3,224.00	\$20.42	\$15.22	74.54%	<b>\$15.22</b>	-25.46%	\$12.05	\$20.25
NORTHERN LOWER PENINSULA	21	11,041.50	\$17.06	\$11.95	70.06%	<b>\$14.45</b>	-15.28%	\$9.00	\$24.00
STATEWIDE	21	-----	-----	-----	70.06%	-----	-15.28%	\$9.00	\$24.00

<b>MIXED SOFTWOOD</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	7	2,616.00	\$18.80	\$10.66	56.70%	<b>\$17.21</b>	-8.48%	\$8.00	\$21.00
CRYSTAL FALLS FOREST MGT UNI	13	6,078.00	\$41.39	\$25.04	60.50%	<b>\$39.11</b>	-5.51%	\$30.54	\$48.81
ESCANABA FOREST MGT UNIT	7	1,390.00	\$48.86	\$28.08	57.46%	<b>\$40.91</b>	-16.27%	\$25.00	\$56.65
ESCANABA RIVER STATE FOREST	7	1,390.00	\$48.86	\$28.08	57.46%	<b>\$40.91</b>	-16.27%	\$25.00	\$56.65
SHINGLETON FOREST MGT UNIT	1	252.00	\$30.02	\$25.80	85.94%	<b>\$30.80</b>	2.60%	\$30.80	\$30.80
NEWBERRY FOREST MGT UNIT	1	442.00	\$25.51	\$13.80	54.10%	<b>\$36.00</b>	41.12%	\$36.00	\$36.00
S STE MARIE FMU (NAUBINWAY)	5	782.00	\$23.46	\$17.34	73.89%	<b>\$26.85</b>	14.45%	\$13.60	\$40.00
S STE MARIE FMU (SOO MAINLAN	1	793.00	\$30.02	\$20.70	68.95%	<b>\$23.29</b>	-22.42%	\$23.29	\$23.29
LAKE SUPERIOR STATE FOREST	8	2,269.00	\$26.88	\$18.76	69.80%	<b>\$27.83</b>	3.52%	\$13.60	\$40.00
UPPER PENINSULA	35	-----	-----	-----	60.90%	-----	-6.27%	\$8.00	\$56.65
ATLANTA FOREST MGT UNIT	2	265.00	\$32.24	\$23.90	74.14%	<b>\$25.00</b>	-22.45%	\$25.00	\$25.00
MACKINAW STATE FOREST	2	265.00	\$32.24	\$23.90	74.14%	<b>\$25.00</b>	-22.45%	\$25.00	\$25.00
NORTHERN LOWER PENINSULA	2	265.00	\$32.24	\$23.90	74.14%	<b>\$25.00</b>	-22.45%	\$25.00	\$25.00
STATEWIDE	37	-----	-----	-----	61.16%	-----	-6.58%	\$8.00	\$56.65

AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 23 of 29

PULPWOOD (Cords, see general note 3)

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	4	1,254.00	\$48.02	\$27.35	56.95%	<b>\$28.50</b>	-40.64%	\$26.80	\$30.60
ESCANABA RIVER STATE FOREST	4	1,254.00	\$48.02	\$27.35	56.95%	<b>\$28.50</b>	-40.64%	\$26.80	\$30.60
NEWBERRY FOREST MGT UNIT	2	898.00	\$17.69	\$13.40	75.78%	<b>\$40.90</b>	131.21%	\$20.23	\$77.70
S STE MARIE FMU (NAUBINWAY)	1	451.00	\$29.23	\$16.10	55.08%	<b>\$35.00</b>	19.74%	\$35.00	\$35.00
LAKE SUPERIOR STATE FOREST	3	1,349.00	\$21.55	\$14.31	66.39%	<b>\$38.93</b>	80.66%	\$20.23	\$77.70
UPPER PENINSULA	7	-----	-----	-----	60.02%	-----	-1.15%	\$20.23	\$77.70
ATLANTA FOREST MGT UNIT	1	227.00	\$22.90	\$18.80	82.10%	<b>\$48.00</b>	109.61%	\$48.00	\$48.00
MACKINAW STATE FOREST	1	227.00	\$22.90	\$18.80	82.10%	<b>\$48.00</b>	109.61%	\$48.00	\$48.00
NORTHERN LOWER PENINSULA	1	227.00	\$22.90	\$18.80	82.10%	<b>\$48.00</b>	109.61%	\$48.00	\$48.00
STATEWIDE	8	-----	-----	-----	61.24%	-----	4.94%	\$20.23	\$77.70
OTHER COMM. SP.	# 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	886.00	\$14.23	\$8.71	61.20%	<b>\$8.92</b>	-37.32%	\$7.20	\$10.15
PERE MARQUETTE STATE FORES	4	886.00	\$14.23	\$8.71	61.20%	<b>\$8.92</b>	-37.32%	\$7.20	\$10.15
GLADWIN FOREST MGT UNIT	1	1,062.00	\$18.91	\$8.10	42.83%	<b>\$8.10</b>	-57.17%	\$8.10	\$8.10
AUSABLE STATE FOREST	1	1,062.00	\$18.91	\$8.10	42.83%	<b>\$8.10</b>	-57.17%	\$8.10	\$8.10
NORTHERN LOWER PENINSULA	5	1,948.00	\$16.78	\$8.38	49.92%	<b>\$8.47</b>	-49.51%	\$7.20	\$10.15
STATEWIDE	5	-----	-----	-----	49.92%	-----	-49.51%	\$7.20	\$10.15
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)
BARAGA FOREST MGT UNIT	4	911.80	\$20.38	\$16.12	79.13%	<b>\$35.14</b>	72.48%	\$8.85	\$42.85
CRYSTAL FALLS FOREST MGT UNI	4	818.00	\$39.33	\$24.76	62.96%	<b>\$37.25</b>	-5.28%	\$21.30	\$41.10
GWINN FOREST MGT UNIT	3	558.00	\$45.36	\$35.41	78.05%	<b>\$36.00</b>	-20.63%	\$31.00	\$39.51
ESCANABA FOREST MGT UNIT	4	390.00	\$43.01	\$23.95	55.67%	<b>\$25.28</b>	-41.24%	\$25.00	\$27.05
ESCANABA RIVER STATE FOREST	7	948.00	\$44.40	\$30.69	69.13%	<b>\$31.59</b>	-28.85%	\$25.00	\$39.51
NEWBERRY FOREST MGT UNIT	1	39.00	\$21.34	\$14.50	67.95%	<b>\$19.00</b>	-10.97%	\$19.00	\$19.00
S STE MARIE FMU (NAUBINWAY)	6	970.00	\$20.66	\$14.23	68.89%	<b>\$25.86</b>	25.17%	\$20.00	\$29.50
S STE MARIE FMU (SOO MAINLAN	2	1,094.00	\$14.80	\$10.12	68.37%	<b>\$25.06</b>	69.37%	\$24.68	\$27.99
S STE MARIE FMU (DRUMMOND IS	1	214.00	\$17.01	\$12.10	71.13%	<b>\$69.37</b>	307.82%	\$69.37	\$69.37
LAKE SUPERIOR STATE FOREST	10	2,317.00	\$17.57	\$12.10	68.86%	<b>\$29.38</b>	67.29%	\$19.00	\$69.37
UPPER PENINSULA	25	-----	-----	-----	68.95%	-----	20.23%	\$8.85	\$69.37
STATEWIDE	25	-----	-----	-----	68.95%	-----	20.23%	\$8.85	\$69.37

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 24 of 29

## PULPWOOD (Cords, see general note 3)

Q. 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)
BARAGA FOREST MGT UNIT	7	4,296.70	\$22.44	\$13.22	58.92%	<b>\$25.59</b>	14.07%	\$9.00	\$42.85
CRYSTAL FALLS FOREST MGT UNI	2	789.00	\$46.59	\$24.20	51.94%	<b>\$35.40</b>	-24.02%	\$35.11	\$35.59
GWINN FOREST MGT UNIT	2	1,685.00	\$47.34	\$31.63	66.82%	<b>\$45.35</b>	-4.20%	\$42.10	\$51.15
ESCANABA FOREST MGT UNIT	8	3,330.00	\$45.90	\$29.05	63.28%	<b>\$39.45</b>	-14.06%	\$26.00	\$57.74
ESCANABA RIVER STATE FOREST	10	5,015.00	\$46.38	\$29.91	64.50%	<b>\$41.43</b>	-10.68%	\$26.00	\$57.74
SHINGLETON FOREST MGT UNIT	1	258.00	\$46.88	\$28.60	61.01%	<b>\$28.90</b>	-38.35%	\$28.90	\$28.90
NEWBERRY FOREST MGT UNIT	1	270.00	\$30.82	\$21.00	68.14%	<b>\$22.00</b>	-28.62%	\$22.00	\$22.00
LAKE SUPERIOR STATE FOREST	2	528.00	\$38.67	\$24.71	63.91%	<b>\$25.37</b>	-34.39%	\$22.00	\$28.90
UPPER PENINSULA	21	-----	-----	-----	61.88%	-----	-7.02%	\$9.00	\$57.74
GAYLORD FOREST MGT UNIT	2	276.00	\$22.06	\$17.27	78.25%	<b>\$17.97</b>	-18.58%	\$17.95	\$18.00
ATLANTA FOREST MGT UNIT	1	323.00	\$19.91	\$7.35	36.92%	<b>\$10.00</b>	-49.77%	\$10.00	\$10.00
MACKINAW STATE FOREST	3	599.00	\$20.90	\$11.92	57.02%	<b>\$13.67</b>	-34.60%	\$10.00	\$18.00
TRAVERSE CITY FOREST MGT UNI	1	122.00	\$24.57	\$15.50	63.09%	<b>\$21.75</b>	-11.48%	\$21.75	\$21.75
PERE MARQUETTE STATE FORES	1	122.00	\$24.57	\$15.50	63.09%	<b>\$21.75</b>	-11.48%	\$21.75	\$21.75
GRAYLING FOREST MGT UNIT	3	1,450.00	\$25.57	\$17.35	67.86%	<b>\$33.82</b>	32.29%	\$14.15	\$43.10
AUSABLE STATE FOREST	3	1,450.00	\$25.57	\$17.35	67.86%	<b>\$33.82</b>	32.29%	\$14.15	\$43.10
NORTHERN LOWER PENINSULA	7	2,171.00	\$24.22	\$15.75	65.01%	<b>\$27.58</b>	13.87%	\$10.00	\$43.10
STATEWIDE	28	-----	-----	-----	62.25%	-----	-4.52%	\$9.00	\$57.74

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 25 of 29

## PULPWOOD (Cords, see general note 3)

RED 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)
GWINN FOREST MGT UNIT	2	560.00	\$48.34	\$37.07	76.68%	<b>\$37.16</b>	-23.12%	\$32.50	\$39.25
ESCANABA FOREST MGT UNIT	3	2,028.00	\$42.00	\$22.34	53.20%	<b>\$27.75</b>	-33.92%	\$23.00	\$30.00
ESCANABA RIVER STATE FOREST	5	2,588.00	\$43.37	\$25.53	58.86%	<b>\$29.79</b>	-31.32%	\$23.00	\$39.25
NEWBERRY FOREST MGT UNIT	1	69.00	\$23.51	\$21.85	92.94%	<b>\$32.00</b>	36.11%	\$32.00	\$32.00
LAKE SUPERIOR STATE FOREST	1	69.00	\$23.51	\$21.85	92.94%	<b>\$32.00</b>	36.11%	\$32.00	\$32.00
UPPER PENINSULA	6	-----	-----	-----	59.35%	-----	-30.36%	\$23.00	\$39.25
GAYLORD FOREST MGT UNIT	6	1,196.00	\$26.48	\$18.07	68.25%	<b>\$21.77</b>	-17.80%	\$10.00	\$37.37
PIGEON RIVER FOREST MGT UNIT	1	167.00	\$25.34	\$17.75	70.05%	<b>\$17.75</b>	-29.95%	\$17.75	\$17.75
ATLANTA FOREST MGT UNIT	6	2,451.00	\$27.12	\$15.62	57.57%	<b>\$16.21</b>	-40.22%	\$10.00	\$22.10
MACKINAW STATE FOREST	13	3,814.00	\$26.84	\$16.48	61.39%	<b>\$18.02</b>	-32.86%	\$10.00	\$37.37
TRAVERSE CITY FOREST MGT UNI	10	1,631.00	\$23.45	\$15.26	65.06%	<b>\$16.39</b>	-30.14%	\$12.60	\$20.00
CADILLAC FOREST MGT UNIT	11	1,503.80	\$26.99	\$13.53	50.14%	<b>\$18.08</b>	-33.01%	\$5.00	\$34.00
PERE MARQUETTE STATE FORES	21	3,134.80	\$25.15	\$14.43	57.38%	<b>\$17.20</b>	-31.61%	\$5.00	\$34.00
ROSCOMMON FOREST MGT UNIT	1	151.00	\$16.90	\$8.45	50.00%	<b>\$8.45</b>	-50.00%	\$8.45	\$8.45
GRAYLING FOREST MGT UNIT	2	598.00	\$20.37	\$12.26	60.20%	<b>\$12.26</b>	-39.80%	\$10.60	\$12.85
GLADWIN FOREST MGT UNIT	1	547.00	\$16.41	\$11.80	71.91%	<b>\$11.80</b>	-28.09%	\$11.80	\$11.80
AUSABLE STATE FOREST	4	1,296.00	\$18.29	\$11.62	63.54%	<b>\$11.62</b>	-36.46%	\$8.45	\$12.85
NORTHERN LOWER PENINSULA	38	8,244.80	\$24.86	\$14.94	60.10%	<b>\$16.70</b>	-32.80%	\$5.00	\$37.37
STATEWIDE	44	-----	-----	-----	59.83%	-----	-31.93%	\$5.00	\$39.25
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)
GWINN FOREST MGT UNIT	1	188.00	\$20.00	\$15.00	75.00%	<b>\$39.51</b>	97.55%	\$39.51	\$39.51
ESCANABA RIVER STATE FOREST	1	188.00	\$20.00	\$15.00	75.00%	<b>\$39.51</b>	97.55%	\$39.51	\$39.51
UPPER PENINSULA	1	-----	-----	-----	75.00%	-----	97.55%	\$39.51	\$39.51
GAYLORD FOREST MGT UNIT	4	1,115.00	\$28.88	\$22.73	78.71%	<b>\$25.49</b>	-11.76%	\$22.10	\$37.37
ATLANTA FOREST MGT UNIT	2	1,889.00	\$30.20	\$20.30	67.22%	<b>\$20.31</b>	-32.77%	\$19.66	\$20.35
MACKINAW STATE FOREST	6	3,004.00	\$29.71	\$21.21	71.37%	<b>\$22.23</b>	-25.19%	\$19.66	\$37.37
TRAVERSE CITY FOREST MGT UNI	1	133.00	\$24.01	\$16.80	69.97%	<b>\$18.00</b>	-25.03%	\$18.00	\$18.00
CADILLAC FOREST MGT UNIT	2	957.00	\$17.40	\$8.92	51.26%	<b>\$17.87</b>	2.72%	\$16.80	\$18.00
PERE MARQUETTE STATE FORES	3	1,090.00	\$18.21	\$9.88	54.27%	<b>\$17.89</b>	-1.74%	\$16.80	\$18.00
GRAYLING FOREST MGT UNIT	1	3,983.00	\$11.75	\$5.75	48.94%	<b>\$5.75</b>	-51.06%	\$5.75	\$5.75
AUSABLE STATE FOREST	1	3,983.00	\$11.75	\$5.75	48.94%	<b>\$5.75</b>	-51.06%	\$5.75	\$5.75
NORTHERN LOWER PENINSULA	10	8,077.00	\$19.30	\$12.06	62.46%	<b>\$13.52</b>	-29.97%	\$5.75	\$37.37
STATEWIDE	11	-----	-----	-----	62.75%	-----	-26.97%	\$5.75	\$39.51

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 26 of 29

## PULPWOOD (Cords, 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	2	2,501.00	\$96.62	\$45.33	46.92%	<b>\$86.64</b>	-10.33%	\$75.00	\$90.25
GWINN FOREST MGT UNIT	1	74.00	\$83.08	\$52.35	63.01%	<b>\$70.00</b>	-15.74%	\$70.00	\$70.00
ESCANABA RIVER STATE FOREST	1	74.00	\$83.08	\$52.35	63.01%	<b>\$70.00</b>	-15.74%	\$70.00	\$70.00
SHINGLETON FOREST MGT UNIT	8	4,037.00	\$78.15	\$49.87	63.81%	<b>\$58.67</b>	-24.93%	\$48.10	\$72.90
NEWBERRY FOREST MGT UNIT	5	2,232.00	\$69.24	\$50.59	73.06%	<b>\$66.41</b>	-4.09%	\$58.35	\$81.00
S STE MARIE FMU (NAUBINWAY)	3	1,662.00	\$83.61	\$77.81	93.07%	<b>\$88.82</b>	6.24%	\$75.50	\$131.00
LAKE SUPERIOR STATE FOREST	16	7,931.00	\$76.79	\$55.93	72.83%	<b>\$67.17</b>	-12.53%	\$48.10	\$131.00
UPPER PENINSULA	19	-----	-----	-----	65.45%	-----	-11.93%	\$48.10	\$131.00
GAYLORD FOREST MGT UNIT	8	2,934.00	\$94.90	\$76.35	80.45%	<b>\$81.04</b>	-14.60%	\$61.00	\$90.00
PIGEON RIVER FOREST MGT UNIT	1	703.00	\$74.19	\$51.95	70.02%	<b>\$74.76</b>	0.77%	\$74.76	\$74.76
ATLANTA FOREST MGT UNIT	10	4,974.00	\$92.99	\$63.80	68.61%	<b>\$77.73</b>	-16.41%	\$47.20	\$116.21
MACKINAW STATE FOREST	19	8,611.00	\$92.10	\$67.11	72.86%	<b>\$78.61</b>	-14.65%	\$47.20	\$116.21
TRAVERSE CITY FOREST MGT UNI	21	13,400.20	\$73.66	\$51.01	69.25%	<b>\$58.99</b>	-19.92%	\$44.25	\$80.00
CADILLAC FOREST MGT UNIT	12	5,218.00	\$77.56	\$39.51	50.94%	<b>\$81.26</b>	4.77%	\$16.00	\$158.00
PERE MARQUETTE STATE FORES	33	18,618.20	\$74.76	\$47.79	63.92%	<b>\$65.23</b>	-12.75%	\$16.00	\$158.00
ROSCOMMON FOREST MGT UNIT	1	213.00	\$66.37	\$53.75	80.99%	<b>\$53.75</b>	-19.01%	\$53.75	\$53.75
GRAYLING FOREST MGT UNIT	2	366.00	\$61.33	\$47.08	76.76%	<b>\$51.35</b>	-16.27%	\$50.00	\$51.62
GLADWIN FOREST MGT UNIT	3	1,477.00	\$57.04	\$42.76	74.96%	<b>\$77.63</b>	36.10%	\$41.30	\$92.51
AUSABLE STATE FOREST	6	2,056.00	\$58.77	\$44.66	76.00%	<b>\$70.48</b>	19.92%	\$41.30	\$92.51
NORTHERN LOWER PENINSULA	58	29,285.20	\$78.73	\$53.25	67.63%	<b>\$69.53</b>	-11.69%	\$16.00	\$158.00
STATEWIDE	77	-----	-----	-----	67.04%	-----	-11.75%	\$16.00	\$158.00
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)
GAYLORD FOREST MGT UNIT	4	606.00	\$15.48	\$10.43	67.40%	<b>\$16.27</b>	5.11%	\$6.50	\$30.00
MACKINAW STATE FOREST	4	606.00	\$15.48	\$10.43	67.40%	<b>\$16.27</b>	5.11%	\$6.50	\$30.00
TRAVERSE CITY FOREST MGT UNI	2	820.00	\$12.15	\$8.16	67.19%	<b>\$11.49</b>	-5.38%	\$7.85	\$14.25
CADILLAC FOREST MGT UNIT	1	241.00	\$17.93	\$14.70	81.99%	<b>\$14.70</b>	-18.01%	\$14.70	\$14.70
PERE MARQUETTE STATE FORES	3	1,061.00	\$13.46	\$9.65	71.67%	<b>\$12.22</b>	-9.21%	\$7.85	\$14.70
GRAYLING FOREST MGT UNIT	1	190.00	\$8.95	\$6.60	73.74%	<b>\$6.60</b>	-26.26%	\$6.60	\$6.60
AUSABLE STATE FOREST	1	190.00	\$8.95	\$6.60	73.74%	<b>\$6.60</b>	-26.26%	\$6.60	\$6.60
NORTHERN LOWER PENINSULA	8	1,857.00	\$13.66	\$9.59	70.23%	<b>\$12.97</b>	-5.06%	\$6.50	\$30.00
STATEWIDE	8	-----	-----	-----	70.23%	-----	-5.06%	\$6.50	\$30.00

AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 27 of 29

PULPWOOD (Cords, see general note 3)

<b>TAMARACK</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	3	1,028.00	\$45.84	\$29.33	63.99%	<b>\$38.95</b>	-15.03%	\$37.00	\$46.47
GWINN FOREST MGT UNIT	1	179.00	\$45.77	\$37.10	81.06%	<b>\$37.10</b>	-18.94%	\$37.10	\$37.10
ESCANABA FOREST MGT UNIT	4	1,854.00	\$40.52	\$22.69	55.99%	<b>\$35.30</b>	-12.88%	\$22.50	\$37.50
ESCANABA RIVER STATE FOREST	5	2,033.00	\$40.98	\$23.96	58.46%	<b>\$35.46</b>	-13.48%	\$22.50	\$37.50
S STE MARIE FMU (SOO MAINLAN	1	100.00	\$33.59	\$24.85	73.98%	<b>\$29.70</b>	-11.58%	\$29.70	\$29.70
LAKE SUPERIOR STATE FOREST	1	100.00	\$33.59	\$24.85	73.98%	<b>\$29.70</b>	-11.58%	\$29.70	\$29.70
UPPER PENINSULA	9	-----	-----	-----	60.80%	-----	-13.98%	\$22.50	\$46.47
STATEWIDE	9	-----	-----	-----	60.80%	-----	-13.98%	\$22.50	\$46.47
<b>WHITE 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)
BARAGA FOREST MGT UNIT	1	914.00	\$28.51	\$14.25	49.98%	<b>\$24.00</b>	-15.82%	\$24.00	\$24.00
UPPER PENINSULA	1	-----	-----	-----	49.98%	-----	-15.82%	\$24.00	\$24.00
GAYLORD FOREST MGT UNIT	12	7,215.00	\$25.15	\$13.64	54.25%	<b>\$15.51</b>	-38.32%	\$8.50	\$21.50
MACKINAW STATE FOREST	12	7,215.00	\$25.15	\$13.64	54.25%	<b>\$15.51</b>	-38.32%	\$8.50	\$21.50
TRAVERSE CITY FOREST MGT UNI	4	877.00	\$12.22	\$7.86	64.36%	<b>\$8.68</b>	-28.94%	\$6.50	\$13.60
CADILLAC FOREST MGT UNIT	1	323.00	\$20.00	\$7.00	35.00%	<b>\$10.40</b>	-48.00%	\$10.40	\$10.40
PERE MARQUETTE STATE FORES	5	1,200.00	\$14.31	\$7.63	53.32%	<b>\$9.15</b>	-36.11%	\$6.50	\$13.60
NORTHERN LOWER PENINSULA	17	8,415.00	\$23.61	\$12.79	54.17%	<b>\$14.61</b>	-38.13%	\$6.50	\$21.50
STATEWIDE	18	-----	-----	-----	53.68%	-----	-35.54%	\$6.50	\$24.00
<b>WHITE OAK</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	2	334.00	\$13.80	\$9.53	69.08%	<b>\$16.10</b>	16.64%	\$10.05	\$18.00
PERE MARQUETTE STATE FORES	2	334.00	\$13.80	\$9.53	69.08%	<b>\$16.10</b>	16.64%	\$10.05	\$18.00
GLADWIN FOREST MGT UNIT	1	630.00	\$14.02	\$10.50	74.89%	<b>\$10.50</b>	-25.11%	\$10.50	\$10.50
AUSABLE STATE FOREST	1	630.00	\$14.02	\$10.50	74.89%	<b>\$10.50</b>	-25.11%	\$10.50	\$10.50
NORTHERN LOWER PENINSULA	3	964.00	\$13.94	\$10.16	72.90%	<b>\$12.44</b>	-10.79%	\$10.05	\$18.00
STATEWIDE	3	-----	-----	-----	72.90%	-----	-10.79%	\$10.05	\$18.00

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 28 of 29

## PULPWOOD (Cords, see general note 3)

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)
CRYSTAL FALLS FOREST MGT UNI	1	152.00	\$48.55	\$32.05	66.01%	<b>\$60.00</b>	23.58%	\$60.00	\$60.00
SHINGLETON FOREST MGT UNIT	2	369.00	\$24.59	\$15.49	63.00%	<b>\$36.72</b>	49.34%	\$25.15	\$42.23
NEWBERRY FOREST MGT UNIT	1	328.00	\$18.06	\$14.10	78.07%	<b>\$38.12</b>	111.07%	\$38.12	\$38.12
S STE MARIE FMU (NAUBINWAY)	1	178.00	\$23.00	\$14.95	65.00%	<b>\$20.00</b>	-13.04%	\$20.00	\$20.00
LAKE SUPERIOR STATE FOREST	4	875.00	\$21.82	\$14.86	68.11%	<b>\$33.84</b>	55.12%	\$20.00	\$42.23
UPPER PENINSULA	5	-----	-----	-----	67.52%	-----	46.33%	\$20.00	\$60.00
ATLANTA FOREST MGT UNIT	1	81.00	\$18.39	\$10.85	59.00%	<b>\$18.00</b>	-2.12%	\$18.00	\$18.00
MACKINAW STATE FOREST	1	81.00	\$18.39	\$10.85	59.00%	<b>\$18.00</b>	-2.12%	\$18.00	\$18.00
TRAVERSE CITY FOREST MGT UNI	4	1,288.00	\$15.53	\$11.11	71.56%	<b>\$12.38</b>	-20.31%	\$9.45	\$14.75
CADILLAC FOREST MGT UNIT	5	968.00	\$16.32	\$7.97	48.86%	<b>\$15.37</b>	-5.86%	\$2.25	\$20.73
PERE MARQUETTE STATE FORES	9	2,256.00	\$15.87	\$9.77	61.54%	<b>\$13.66</b>	-13.94%	\$2.25	\$20.73
ROSCOMMON FOREST MGT UNIT	1	152.00	\$63.54	\$31.80	50.05%	<b>\$31.80</b>	-49.95%	\$31.80	\$31.80
GRAYLING FOREST MGT UNIT	1	97.00	\$11.32	\$8.05	71.11%	<b>\$8.05</b>	-28.89%	\$8.05	\$8.05
AUSABLE STATE FOREST	2	249.00	\$43.20	\$22.55	52.20%	<b>\$22.55</b>	-47.80%	\$8.05	\$31.80
NORTHERN LOWER PENINSULA	12	2,586.00	\$18.58	\$11.03	59.37%	<b>\$14.65</b>	-21.15%	\$2.25	\$31.80
STATEWIDE	17	-----	-----	-----	62.27%	-----	2.82%	\$2.25	\$60.00

  

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)
SHINGLETON FOREST MGT UNIT	3	740.00	\$30.72	\$25.58	83.25%	<b>\$25.58</b>	-16.75%	\$19.00	\$25.80
NEWBERRY FOREST MGT UNIT	1	123.00	\$34.92	\$23.75	68.01%	<b>\$23.75</b>	-31.99%	\$23.75	\$23.75
S STE MARIE FMU (NAUBINWAY)	2	213.00	\$24.06	\$18.17	75.54%	<b>\$33.31</b>	38.47%	\$25.00	\$41.55
S STE MARIE FMU (SOO MAINLAN	2	181.00	\$35.31	\$25.90	73.35%	<b>\$40.19</b>	13.82%	\$38.09	\$42.09
S STE MARIE FMU (DRUMMOND IS	1	157.00	\$9.20	\$9.00	97.83%	<b>\$9.09</b>	-1.20%	\$9.09	\$9.09
LAKE SUPERIOR STATE FOREST	9	1,414.00	\$28.28	\$22.50	79.57%	<b>\$26.62</b>	-5.86%	\$9.09	\$42.09
UPPER PENINSULA	9	-----	-----	-----	79.57%	-----	-5.86%	\$9.09	\$42.09
GAYLORD FOREST MGT UNIT	1	166.00	\$5.70	\$4.00	70.18%	<b>\$7.50</b>	31.58%	\$7.50	\$7.50
MACKINAW STATE FOREST	1	166.00	\$5.70	\$4.00	70.18%	<b>\$7.50</b>	31.58%	\$7.50	\$7.50
NORTHERN LOWER PENINSULA	1	166.00	\$5.70	\$4.00	70.18%	<b>\$7.50</b>	31.58%	\$7.50	\$7.50
STATEWIDE	10	-----	-----	-----	79.35%	-----	-5.00%	\$7.50	\$42.09

# AVERAGE STUMPAGE PRICE REPORT

04/01/2013 to 09/30/2013

Date: 10/22/2013

Page 29 of 29

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

B.T. ASPEN	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
GAYLORD FOREST MGT UNIT	1	108.00	\$101.00	\$101.00
MACKINAW STATE FOREST	1	108.00	\$101.00	\$101.00
NORTHERN LOWER PENINSULA	1	108.00	\$101.00	\$101.00
STATEWIDE	1	-----	\$101.00	\$101.00

JACK PINE	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
ATLANTA FOREST MGT UNIT	1	97.00	\$230.91	\$230.91
MACKINAW STATE FOREST	1	97.00	\$230.91	\$230.91
NORTHERN LOWER PENINSULA	1	97.00	\$230.91	\$230.91
STATEWIDE	1	-----	\$230.91	\$230.91

MIXED SOFTWOOD	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
ESCANABA FOREST MGT UNIT	1	212.00	\$315.00	\$315.00
ESCANABA RIVER STATE FOREST	1	212.00	\$315.00	\$315.00
UPPER PENINSULA	1	-----	\$315.00	\$315.00
STATEWIDE	1	-----	\$315.00	\$315.00

RED MAPLE	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
ATLANTA FOREST MGT UNIT	1	465.00	\$118.91	\$118.91
MACKINAW STATE FOREST	1	465.00	\$118.91	\$118.91
NORTHERN LOWER PENINSULA	1	465.00	\$118.91	\$118.91
STATEWIDE	1	-----	\$118.91	\$118.91

RED PINE	# OF SALES SOLD	TOTAL VOLUME	MIN PRICE	MAX PRICE
	(1)	(2)		
S STE MARIE FMU (NAUBINWAY)	1	393.30	\$255.10	\$255.10
LAKE SUPERIOR STATE FOREST	1	393.30	\$255.10	\$255.10
UPPER PENINSULA	1	-----	\$255.10	\$255.10
STATEWIDE	1	-----	\$255.10	\$255.10