



# Department of Natural Resources State of Michigan

## AVERAGE STUMPAGE PRICE REPORT FOR 7/1/2024 TO 12/31/2024

### PURPOSE OF REPORT

To provide DNR staff base information for determining future advertised and direct sale prices. The report summarizes contract prices from advertised State Forest timber sales. The State Forest system is managed by the Forest Resources Division (FRD).

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 prices. It is strongly recommended that a landowner obtain assistance from a professional forester 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: Sawtimber, Pulpwood, Poles, and Bolts. Sawtimber prices by species are listed first, followed by Pulpwood. Pole and Bolt prices are listed next, if available. If a product or species is not listed in the report, the product or species was not sold during the period of the report. The species used and report order 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 advertised sales. Unadvertised sales, e.g. direct sales, negotiated sales, small receipt sales, fuelwood permits, etc. and salvage sales are not included. When using the report, consider the # of Sales Sold and Total Volume. Prices with few sales and low volume should be used with caution.

Column 3. Average Advertised Price is the weighted average minimum acceptable bid price at time of advertisement. This price was determined by the DNR advertised price process.

Column 4. Average Sold Price is the weighted average sold price for the given species/product for the defined period with 'skewed' sold prices being adjusted. Sales are awarded to the highest responsive/responsible bidder based on the bidders total lump sum bid. Skewed prices are defined as those exceeding the average sold price plus two times the standard deviation. If a sold price is considered skewed, for the Average Sold Price calculation, the sold price is set to equal the current Average Sold Price plus two times the standard deviation. The overbid is then distributed across the other sold species/products on the sale and their sold prices recalculated.

Column 5. Percent Change from Column 3 to Column 4 is the ratio of the difference between Average Sold Price and Average Advertised Price to the Average Advertised Price. As part of the DNR advertised price determination process, base prices are reduced by 15% to 25% to provide a 'room to bid'. Therefore, a number greater than 15% to 30% indicates that current prices are increasing over past prices. A number less than 15% to 30% indicates that current prices are decreasing over past prices.

Columns 6 and 7. When using the report, consider the Minimum Sold Price and Maximum Sold Price. Prices with wide ranging minimums and maximums should be used with caution

## GENERAL NOTES

1. All prices are weighted by volume.
2. This report is based on bid date.
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 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 1/4" log rule with an 8.0" top DIB.
4. Skewed bids are considered any bid on a species/product that is greater than twice the standard deviation from the average for that species/product. For the purpose of this report, if the high bid contains one or more skewed bids, all species/product bids for the sale are reconfigured. The overbid is distributed across all bid items and the bid for each species/product is adjusted accordingly. The reconfigured values are then used for calculating the average price.

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SAWTIMBER in MBF (see general note 3)

| AMERICAN ELM (02)          | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|----------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                            | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Shingleton Management Unit | 1               | 1.30         | \$41.00                  | <b>\$46.07</b>     | 12.00%                         | \$46.07            | \$46.07            |
| LAKE SUPERIOR STATE FOREST | 1               | 1.30         | \$41.00                  | <b>\$46.07</b>     | 12.00%                         | \$46.07            | \$46.07            |
| UPPER PENINSULA            | 1               | 1.30         | \$41.00                  | <b>\$46.07</b>     | 12.00%                         | \$46.07            | \$46.07            |
| STATEWIDE                  | 1               | 1.30         | \$41.00                  | <b>\$46.07</b>     | 12.00%                         | \$46.07            | \$46.07            |

| BALSAM FIR (20)           | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|---------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                           | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Atlanta Management Unit   | 1               | 24.90        | \$36.00                  | <b>\$36.00</b>     | 0.00%                          | \$36.00            | \$36.00            |
| MACKINAW STATE FOREST     | 1               | 24.90        | \$36.00                  | <b>\$36.00</b>     | 0.00%                          | \$36.00            | \$36.00            |
| Roscommon Management Unit | 1               | 1.30         | \$48.00                  | <b>\$59.87</b>     | 25.00%                         | \$59.87            | \$59.87            |
| AUSABLE STATE FOREST      | 1               | 1.30         | \$48.00                  | <b>\$59.87</b>     | 25.00%                         | \$59.87            | \$59.87            |
| NORTHERN LOWER PENNINSULA | 2               | 26.20        | \$36.60                  | <b>\$37.18</b>     | 2.00%                          | \$36.00            | \$59.87            |
| STATEWIDE                 | 2               | 26.20        | \$36.60                  | <b>\$37.18</b>     | 2.00%                          | \$36.00            | \$59.87            |

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SAWTIMBER in MBF (see general note 3)

| BASSWOOD (05)                        | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 8               | 310.20       | \$83.32                  | \$101.99           | 22.00%                         | \$77.00            | \$150.31           |
| COPPER COUNTRY STATE FOREST          | 8               | 310.20       | \$83.32                  | \$101.99           | 22.00%                         | \$77.00            | \$150.31           |
| Gwinn Management Unit                | 5               | 71.90        | \$33.19                  | \$51.43            | 55.00%                         | \$18.00            | \$86.90            |
| Escanaba Management Unit             | 6               | 69.80        | \$91.64                  | \$93.22            | 2.00%                          | \$88.00            | \$125.96           |
| ESCANABA RIVER STATE FOREST          | 11              | 141.70       | \$61.98                  | \$72.01            | 16.00%                         | \$18.00            | \$125.96           |
| UPPER PENINSULA                      | 19              | 451.90       | \$76.63                  | \$92.59            | 21.00%                         | \$18.00            | \$150.31           |
| Gaylord Management Unit              | 2               | 42.30        | \$45.59                  | \$47.12            | 3.00%                          | \$35.00            | \$80.79            |
| Pigeon River Country Management Unit | 6               | 435.30       | \$63.76                  | \$73.76            | 16.00%                         | \$60.00            | \$156.91           |
| Atlanta Management Unit              | 4               | 583.30       | \$63.20                  | \$70.46            | 11.00%                         | \$63.00            | \$100.00           |
| MACKINAW STATE FOREST                | 12              | 1,060.90     | \$62.73                  | \$70.88            | 13.00%                         | \$35.00            | \$156.91           |
| Traverse City Management Unit        | 7               | 103.40       | \$113.85                 | \$154.46           | 36.00%                         | \$121.00           | \$364.13           |
| PERE MARQUETTE STATE FOREST          | 7               | 103.40       | \$113.85                 | \$154.46           | 36.00%                         | \$121.00           | \$364.13           |
| Roscommon Management Unit            | 1               | 0.70         | \$81.00                  | \$87.74            | 8.00%                          | \$87.74            | \$87.74            |
| AUSABLE STATE FOREST                 | 1               | 0.70         | \$81.00                  | \$87.74            | 8.00%                          | \$87.74            | \$87.74            |
| NORTHERN LOWER PENNINSULA            | 20              | 1,165.00     | \$67.28                  | \$78.31            | 16.00%                         | \$35.00            | \$364.13           |
| STATEWIDE                            | 39              | 1,616.90     | \$69.89                  | \$82.30            | 18.00%                         | \$18.00            | \$364.13           |

| BEECH (07)                           | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Sault Ste Marie (Naubinway Office)   | 1               | 1.50         | \$59.00                  | \$100.00           | 69.00%                         | \$100.00           | \$100.00           |
| LAKE SUPERIOR STATE FOREST           | 1               | 1.50         | \$59.00                  | \$100.00           | 69.00%                         | \$100.00           | \$100.00           |
| UPPER PENINSULA                      | 1               | 1.50         | \$59.00                  | \$100.00           | 69.00%                         | \$100.00           | \$100.00           |
| Pigeon River Country Management Unit | 1               | 12.80        | \$96.00                  | \$98.72            | 3.00%                          | \$98.72            | \$98.72            |
| Atlanta Management Unit              | 1               | 7.70         | \$111.00                 | \$125.03           | 13.00%                         | \$125.03           | \$125.03           |
| MACKINAW STATE FOREST                | 2               | 20.50        | \$101.63                 | \$108.60           | 7.00%                          | \$98.72            | \$125.03           |
| Traverse City Management Unit        | 8               | 69.80        | \$149.78                 | \$308.07           | 106.00%                        | \$165.03           | \$458.16           |
| Cadillac Management Unit             | 1               | 1.80         | \$88.00                  | \$88.00            | 0.00%                          | \$88.00            | \$88.00            |
| PERE MARQUETTE STATE FOREST          | 9               | 71.60        | \$148.23                 | \$302.53           | 104.00%                        | \$88.00            | \$458.16           |
| NORTHERN LOWER PENNINSULA            | 11              | 92.10        | \$137.86                 | \$259.37           | 88.00%                         | \$88.00            | \$458.16           |
| STATEWIDE                            | 12              | 93.60        | \$136.59                 | \$256.81           | 88.00%                         | \$88.00            | \$458.16           |

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SAWTIMBER in MBF (see general note 3)

| <b>BLACK ASH (41)</b>       | <b># OF SALES SOLD</b> | <b>TOTAL VOLUME</b> | <b>AVERAGE ADVERTISED PRICE</b> | <b>AVERAGE SOLD PRICE</b> | <b>% CHANGE FROM COL. 3 TO COL. 4</b> | <b>MINIMUM SOLD PRICE</b> | <b>MAXIMUM SOLD PRICE</b> |
|-----------------------------|------------------------|---------------------|---------------------------------|---------------------------|---------------------------------------|---------------------------|---------------------------|
|                             | (1)                    | (2)                 | (3)                             | (4)                       | (5)                                   | (6)                       | (7)                       |
| Baraga Management Unit      | 1                      | 3.60                | \$78.00                         | <b>\$78.00</b>            | 0.00%                                 | \$78.00                   | \$78.00                   |
| COPPER COUNTRY STATE FOREST | 1                      | 3.60                | \$78.00                         | <b>\$78.00</b>            | 0.00%                                 | \$78.00                   | \$78.00                   |
| UPPER PENINSULA             | 1                      | 3.60                | \$78.00                         | <b>\$78.00</b>            | 0.00%                                 | \$78.00                   | \$78.00                   |
| STATEWIDE                   | 1                      | 3.60                | \$78.00                         | <b>\$78.00</b>            | 0.00%                                 | \$78.00                   | \$78.00                   |

| <b>BLACK CHERRY (49)</b>           | <b># OF SALES SOLD</b> | <b>TOTAL VOLUME</b> | <b>AVERAGE ADVERTISED PRICE</b> | <b>AVERAGE SOLD PRICE</b> | <b>% CHANGE FROM COL. 3 TO COL. 4</b> | <b>MINIMUM SOLD PRICE</b> | <b>MAXIMUM SOLD PRICE</b> |
|------------------------------------|------------------------|---------------------|---------------------------------|---------------------------|---------------------------------------|---------------------------|---------------------------|
|                                    | (1)                    | (2)                 | (3)                             | (4)                       | (5)                                   | (6)                       | (7)                       |
| Baraga Management Unit             | 6                      | 148.00              | \$37.61                         | <b>\$50.80</b>            | 35.00%                                | \$37.00                   | \$102.43                  |
| COPPER COUNTRY STATE FOREST        | 6                      | 148.00              | \$37.61                         | <b>\$50.80</b>            | 35.00%                                | \$37.00                   | \$102.43                  |
| Gwinn Management Unit              | 1                      | 2.00                | \$82.00                         | <b>\$82.00</b>            | 0.00%                                 | \$82.00                   | \$82.00                   |
| Escanaba Management Unit           | 1                      | 0.80                | \$40.00                         | <b>\$40.00</b>            | 0.00%                                 | \$40.00                   | \$40.00                   |
| ESCANABA RIVER STATE FOREST        | 2                      | 2.80                | \$70.00                         | <b>\$70.00</b>            | 0.00%                                 | \$40.00                   | \$82.00                   |
| Shingleton Management Unit         | 2                      | 39.10               | \$82.56                         | <b>\$113.65</b>           | 38.00%                                | \$100.02                  | \$143.00                  |
| Newberry Management Unit           | 1                      | 2.70                | \$95.00                         | <b>\$96.17</b>            | 1.00%                                 | \$96.17                   | \$96.17                   |
| Sault Ste Marie (Naubinway Office) | 1                      | 12.10               | \$95.00                         | <b>\$177.00</b>           | 86.00%                                | \$177.00                  | \$177.00                  |
| LAKE SUPERIOR STATE FOREST         | 4                      | 53.90               | \$85.98                         | <b>\$127.00</b>           | 48.00%                                | \$96.17                   | \$177.00                  |
| UPPER PENINSULA                    | 12                     | 204.70              | \$50.79                         | <b>\$71.13</b>            | 40.00%                                | \$37.00                   | \$177.00                  |
| Traverse City Management Unit      | 12                     | 167.10              | \$147.20                        | <b>\$228.42</b>           | 55.00%                                | \$152.51                  | \$452.71                  |
| Cadillac Management Unit           | 2                      | 11.10               | \$234.00                        | <b>\$310.73</b>           | 33.00%                                | \$289.66                  | \$320.03                  |
| PERE MARQUETTE STATE FOREST        | 14                     | 178.20              | \$152.60                        | <b>\$233.55</b>           | 53.00%                                | \$152.51                  | \$452.71                  |
| Roscommon Management Unit          | 3                      | 25.50               | \$167.49                        | <b>\$196.54</b>           | 17.00%                                | \$183.53                  | \$202.24                  |
| Gladwin Management Unit            | 2                      | 11.30               | \$166.45                        | <b>\$215.67</b>           | 30.00%                                | \$137.00                  | \$222.48                  |
| AUSABLE STATE FOREST               | 5                      | 36.80               | \$167.17                        | <b>\$202.41</b>           | 21.00%                                | \$137.00                  | \$222.48                  |
| NORTHERN LOWER PENNINSULA          | 19                     | 215.00              | \$155.10                        | <b>\$228.22</b>           | 47.00%                                | \$137.00                  | \$452.71                  |
| STATEWIDE                          | 31                     | 419.70              | \$104.22                        | <b>\$151.60</b>           | 45.00%                                | \$37.00                   | \$452.71                  |

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| JACK PINE (32)                | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|-------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                               | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Gaylord Management Unit       | 1               | 30.40        | \$22.00                  | <b>\$34.83</b>     | 58.00%                         | \$34.83            | \$34.83            |
| MACKINAW STATE FOREST         | 1               | 30.40        | \$22.00                  | <b>\$34.83</b>     | 58.00%                         | \$34.83            | \$34.83            |
| Traverse City Management Unit | 1               | 11.20        | \$51.00                  | <b>\$56.89</b>     | 12.00%                         | \$56.89            | \$56.89            |
| Cadillac Management Unit      | 2               | 365.00       | \$30.43                  | <b>\$77.74</b>     | 155.00%                        | \$77.60            | \$78.57            |
| PERE MARQUETTE STATE FOREST   | 3               | 376.20       | \$31.04                  | <b>\$77.12</b>     | 148.00%                        | \$56.89            | \$78.57            |
| Roscommon Management Unit     | 1               | 20.30        | \$50.00                  | <b>\$60.55</b>     | 21.00%                         | \$60.55            | \$60.55            |
| Grayling Management Unit      | 2               | 21.80        | \$50.00                  | <b>\$68.68</b>     | 37.00%                         | \$50.00            | \$73.67            |
| Gladwin Management Unit       | 1               | 13.40        | \$51.00                  | <b>\$51.00</b>     | 0.00%                          | \$51.00            | \$51.00            |
| AUSABLE STATE FOREST          | 4               | 55.50        | \$50.24                  | <b>\$61.44</b>     | 22.00%                         | \$50.00            | \$73.67            |
| NORTHERN LOWER PENNINSULA     | 8               | 462.10       | \$32.75                  | <b>\$72.45</b>     | 121.00%                        | \$34.83            | \$78.57            |
| STATEWIDE                     | 8               | 462.10       | \$32.75                  | <b>\$72.45</b>     | 121.00%                        | \$34.83            | \$78.57            |

| MISC. SPECIES (90)          | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|-----------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                             | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Cadillac Management Unit    | 3               | 253.50       | \$20.00                  | <b>\$23.97</b>     | 20.00%                         | \$20.00            | \$29.50            |
| PERE MARQUETTE STATE FOREST | 3               | 253.50       | \$20.00                  | <b>\$23.97</b>     | 20.00%                         | \$20.00            | \$29.50            |
| Roscommon Management Unit   | 1               | 20.70        | \$15.00                  | <b>\$18.73</b>     | 25.00%                         | \$18.73            | \$18.73            |
| AUSABLE STATE FOREST        | 1               | 20.70        | \$15.00                  | <b>\$18.73</b>     | 25.00%                         | \$18.73            | \$18.73            |
| NORTHERN LOWER PENNINSULA   | 4               | 274.20       | \$19.62                  | <b>\$23.57</b>     | 20.00%                         | \$18.73            | \$29.50            |
| STATEWIDE                   | 4               | 274.20       | \$19.62                  | <b>\$23.57</b>     | 20.00%                         | \$18.73            | \$29.50            |

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| MIXED ASPEN (80)                     | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Gaylord Management Unit              | 6               | 257.60       | \$42.61                  | <b>\$59.46</b>     | 40.00%                         | \$40.00            | \$139.31           |
| Pigeon River Country Management Unit | 3               | 254.70       | \$39.55                  | <b>\$49.68</b>     | 26.00%                         | \$44.43            | \$66.01            |
| Atlanta Management Unit              | 8               | 1,732.90     | \$80.86                  | <b>\$102.12</b>    | 26.00%                         | \$35.00            | \$142.00           |
| MACKINAW STATE FOREST                | 17              | 2,245.20     | \$71.78                  | <b>\$91.28</b>     | 27.00%                         | \$35.00            | \$142.00           |
| Traverse City Management Unit        | 5               | 757.00       | \$127.66                 | <b>\$165.09</b>    | 29.00%                         | \$132.66           | \$217.08           |
| Cadillac Management Unit             | 14              | 3,441.80     | \$74.53                  | <b>\$114.58</b>    | 54.00%                         | \$55.00            | \$217.37           |
| PERE MARQUETTE STATE FOREST          | 19              | 4,198.80     | \$84.11                  | <b>\$123.68</b>    | 47.00%                         | \$55.00            | \$217.37           |
| Roscommon Management Unit            | 10              | 1,763.80     | \$92.00                  | <b>\$102.91</b>    | 12.00%                         | \$92.00            | \$116.43           |
| Grayling Management Unit             | 3               | 440.90       | \$57.20                  | <b>\$117.23</b>    | 105.00%                        | \$61.22            | \$121.34           |
| Gladwin Management Unit              | 5               | 829.20       | \$63.13                  | <b>\$79.56</b>     | 26.00%                         | \$53.00            | \$84.25            |
| AUSABLE STATE FOREST                 | 18              | 3,033.90     | \$79.05                  | <b>\$98.61</b>     | 25.00%                         | \$53.00            | \$121.34           |
| NORTHERN LOWER PENNINSULA            | 54              | 9,477.90     | \$79.57                  | <b>\$107.98</b>    | 36.00%                         | \$35.00            | \$217.37           |
| STATEWIDE                            | 54              | 9,477.90     | \$79.57                  | <b>\$107.98</b>    | 36.00%                         | \$35.00            | \$217.37           |

| MIXED OAK (70)                | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|-------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                               | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Atlanta Management Unit       | 9               | 366.80       | \$90.54                  | <b>\$147.40</b>    | 63.00%                         | \$46.00            | \$218.96           |
| MACKINAW STATE FOREST         | 9               | 366.80       | \$90.54                  | <b>\$147.40</b>    | 63.00%                         | \$46.00            | \$218.96           |
| Traverse City Management Unit | 2               | 195.00       | \$108.46                 | <b>\$125.14</b>    | 15.00%                         | \$109.00           | \$347.39           |
| Cadillac Management Unit      | 8               | 1,421.50     | \$104.16                 | <b>\$128.42</b>    | 23.00%                         | \$70.00            | \$209.47           |
| PERE MARQUETTE STATE FOREST   | 10              | 1,616.50     | \$104.68                 | <b>\$128.03</b>    | 22.00%                         | \$70.00            | \$347.39           |
| Roscommon Management Unit     | 11              | 853.50       | \$132.42                 | <b>\$178.81</b>    | 35.00%                         | \$132.00           | \$294.01           |
| Grayling Management Unit      | 10              | 1,560.40     | \$98.21                  | <b>\$183.66</b>    | 87.00%                         | \$92.00            | \$287.67           |
| Gladwin Management Unit       | 5               | 682.20       | \$110.85                 | <b>\$118.21</b>    | 7.00%                          | \$103.96           | \$164.38           |
| AUSABLE STATE FOREST          | 26              | 3,096.10     | \$110.43                 | <b>\$167.90</b>    | 52.00%                         | \$92.00            | \$294.01           |
| NORTHERN LOWER PENNINSULA     | 45              | 5,079.40     | \$107.16                 | <b>\$153.73</b>    | 43.00%                         | \$46.00            | \$347.39           |
| STATEWIDE                     | 45              | 5,079.40     | \$107.16                 | <b>\$153.73</b>    | 43.00%                         | \$46.00            | \$347.39           |

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| N. WHITE CEDAR (25)        | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|----------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                            | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Newberry Management Unit   | 1               | 28.60        | \$11.00                  | \$11.00            | 0.00%                          | \$11.00            | \$11.00            |
| LAKE SUPERIOR STATE FOREST | 1               | 28.60        | \$11.00                  | \$11.00            | 0.00%                          | \$11.00            | \$11.00            |
| UPPER PENINSULA            | 1               | 28.60        | \$11.00                  | \$11.00            | 0.00%                          | \$11.00            | \$11.00            |
| STATEWIDE                  | 1               | 28.60        | \$11.00                  | \$11.00            | 0.00%                          | \$11.00            | \$11.00            |

| PAPER BIRCH (10)                   | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                    | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit             | 2               | 45.70        | \$62.54                  | \$62.54            | 0.00%                          | \$55.00            | \$63.00            |
| COPPER COUNTRY STATE FOREST        | 2               | 45.70        | \$62.54                  | \$62.54            | 0.00%                          | \$55.00            | \$63.00            |
| Gwinn Management Unit              | 3               | 4.90         | \$63.16                  | \$109.55           | 73.00%                         | \$38.00            | \$177.64           |
| Escanaba Management Unit           | 5               | 53.20        | \$57.88                  | \$110.57           | 91.00%                         | \$62.98            | \$146.43           |
| ESCANABA RIVER STATE FOREST        | 8               | 58.10        | \$58.32                  | \$110.48           | 89.00%                         | \$38.00            | \$177.64           |
| Shingleton Management Unit         | 3               | 14.70        | \$38.02                  | \$82.57            | 117.00%                        | \$75.19            | \$105.84           |
| Newberry Management Unit           | 3               | 28.20        | \$39.82                  | \$39.87            | 0.00%                          | \$21.00            | \$41.00            |
| Sault Ste Marie (Naubinway Office) | 2               | 36.70        | \$42.00                  | \$58.10            | 38.00%                         | \$42.13            | \$90.57            |
| LAKE SUPERIOR STATE FOREST         | 8               | 79.60        | \$40.49                  | \$56.16            | 39.00%                         | \$21.00            | \$105.84           |
| UPPER PENINSULA                    | 18              | 183.40       | \$51.64                  | \$74.96            | 45.00%                         | \$21.00            | \$177.64           |
| Gaylord Management Unit            | 1               | 6.10         | \$18.00                  | \$18.99            | 6.00%                          | \$18.99            | \$18.99            |
| Atlanta Management Unit            | 1               | 10.60        | \$34.00                  | \$34.00            | 0.00%                          | \$34.00            | \$34.00            |
| MACKINAW STATE FOREST              | 2               | 16.70        | \$28.16                  | \$28.52            | 1.00%                          | \$18.99            | \$34.00            |
| Traverse City Management Unit      | 2               | 6.30         | \$41.38                  | \$81.99            | 98.00%                         | \$43.73            | \$185.53           |
| PERE MARQUETTE STATE FOREST        | 2               | 6.30         | \$41.38                  | \$81.99            | 98.00%                         | \$43.73            | \$185.53           |
| Roscommon Management Unit          | 1               | 5.70         | \$63.00                  | \$70.02            | 11.00%                         | \$70.02            | \$70.02            |
| Gladwin Management Unit            | 2               | 6.20         | \$56.35                  | \$99.27            | 76.00%                         | \$49.00            | \$131.02           |
| AUSABLE STATE FOREST               | 3               | 11.90        | \$59.54                  | \$85.26            | 43.00%                         | \$49.00            | \$131.02           |
| NORTHERN LOWER PENNINSULA          | 7               | 34.90        | \$41.24                  | \$57.52            | 39.00%                         | \$18.99            | \$185.53           |
| STATEWIDE                          | 25              | 218.30       | \$49.97                  | \$72.17            | 44.00%                         | \$18.99            | \$185.53           |



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| RED MAPLE (03)                       | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 12              | 1,099.30     | \$116.45                 | <b>\$191.92</b>    | 65.00%                         | \$113.00           | \$312.26           |
| COPPER COUNTRY STATE FOREST          | 12              | 1,099.30     | \$116.45                 | <b>\$191.92</b>    | 65.00%                         | \$113.00           | \$312.26           |
| Gwinn Management Unit                | 6               | 1,536.10     | \$71.51                  | <b>\$126.80</b>    | 77.00%                         | \$40.00            | \$202.41           |
| Escanaba Management Unit             | 7               | 89.00        | \$127.02                 | <b>\$145.69</b>    | 15.00%                         | \$105.00           | \$156.88           |
| ESCANABA RIVER STATE FOREST          | 13              | 1,625.10     | \$74.55                  | <b>\$127.83</b>    | 71.00%                         | \$40.00            | \$202.41           |
| Shingleton Management Unit           | 4               | 357.90       | \$87.03                  | <b>\$153.81</b>    | 77.00%                         | \$100.46           | \$190.43           |
| Newberry Management Unit             | 4               | 183.90       | \$33.93                  | <b>\$34.01</b>     | 0.00%                          | \$25.00            | \$61.00            |
| Sault Ste Marie (Naubinway Office)   | 6               | 123.80       | \$106.79                 | <b>\$177.46</b>    | 66.00%                         | \$52.00            | \$208.00           |
| Sault Ste Marie (Soo Office)         | 2               | 18.10        | \$82.82                  | <b>\$110.52</b>    | 33.00%                         | \$70.00            | \$196.46           |
| LAKE SUPERIOR STATE FOREST           | 16              | 683.70       | \$76.21                  | <b>\$124.72</b>    | 64.00%                         | \$25.00            | \$208.00           |
| UPPER PENINSULA                      | 41              | 3,408.10     | \$88.40                  | <b>\$147.88</b>    | 67.00%                         | \$25.00            | \$312.26           |
| Gaylord Management Unit              | 4               | 286.30       | \$111.96                 | <b>\$118.14</b>    | 6.00%                          | \$72.00            | \$165.89           |
| Pigeon River Country Management Unit | 2               | 61.40        | \$45.56                  | <b>\$49.87</b>     | 9.00%                          | \$49.85            | \$50.00            |
| Atlanta Management Unit              | 12              | 291.80       | \$54.18                  | <b>\$73.42</b>     | 36.00%                         | \$28.00            | \$124.59           |
| MACKINAW STATE FOREST                | 18              | 639.50       | \$79.22                  | <b>\$91.18</b>     | 15.00%                         | \$28.00            | \$165.89           |
| Traverse City Management Unit        | 18              | 680.60       | \$122.33                 | <b>\$167.17</b>    | 37.00%                         | \$118.00           | \$220.88           |
| Cadillac Management Unit             | 11              | 550.80       | \$70.74                  | <b>\$80.91</b>     | 14.00%                         | \$55.00            | \$190.82           |
| PERE MARQUETTE STATE FOREST          | 29              | 1,231.40     | \$99.25                  | <b>\$128.59</b>    | 30.00%                         | \$55.00            | \$220.88           |
| Roscommon Management Unit            | 10              | 246.50       | \$83.00                  | <b>\$92.32</b>     | 11.00%                         | \$83.00            | \$115.66           |
| Grayling Management Unit             | 4               | 143.30       | \$62.83                  | <b>\$115.02</b>    | 83.00%                         | \$64.62            | \$128.08           |
| Gladwin Management Unit              | 5               | 454.30       | \$61.82                  | <b>\$73.44</b>     | 19.00%                         | \$52.00            | \$81.62            |
| AUSABLE STATE FOREST                 | 19              | 844.10       | \$68.18                  | <b>\$86.01</b>     | 26.00%                         | \$52.00            | \$128.08           |
| NORTHERN LOWER PENNINSULA            | 66              | 2,715.00     | \$84.87                  | <b>\$106.54</b>    | 26.00%                         | \$28.00            | \$220.88           |
| STATEWIDE                            | 107             | 6,123.10     | \$86.83                  | <b>\$129.55</b>    | 49.00%                         | \$25.00            | \$312.26           |

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| <b>RED OAK (08)</b>           | <b># OF SALES SOLD</b> | <b>TOTAL VOLUME</b> | <b>AVERAGE ADVERTISED PRICE</b> | <b>AVERAGE SOLD PRICE</b> | <b>% CHANGE FROM COL. 3 TO COL. 4</b> | <b>MINIMUM SOLD PRICE</b> | <b>MAXIMUM SOLD PRICE</b> |
|-------------------------------|------------------------|---------------------|---------------------------------|---------------------------|---------------------------------------|---------------------------|---------------------------|
|                               | <b>(1)</b>             | <b>(2)</b>          | <b>(3)</b>                      | <b>(4)</b>                | <b>(5)</b>                            | <b>(6)</b>                | <b>(7)</b>                |
| Baraga Management Unit        | 2                      | 6.10                | \$81.00                         | <b>\$81.00</b>            | 0.00%                                 | \$81.00                   | \$81.00                   |
| COPPER COUNTRY STATE FOREST   | 2                      | 6.10                | \$81.00                         | <b>\$81.00</b>            | 0.00%                                 | \$81.00                   | \$81.00                   |
| Escanaba Management Unit      | 2                      | 83.00               | \$97.00                         | <b>\$183.18</b>           | 89.00%                                | \$97.00                   | \$185.31                  |
| ESCANABA RIVER STATE FOREST   | 2                      | 83.00               | \$97.00                         | <b>\$183.18</b>           | 89.00%                                | \$97.00                   | \$185.31                  |
| UPPER PENINSULA               | 4                      | 89.10               | \$95.90                         | <b>\$176.19</b>           | 84.00%                                | \$81.00                   | \$185.31                  |
| Gaylord Management Unit       | 2                      | 52.70               | \$117.04                        | <b>\$139.09</b>           | 19.00%                                | \$120.00                  | \$140.00                  |
| Atlanta Management Unit       | 13                     | 2,970.40            | \$171.15                        | <b>\$229.12</b>           | 34.00%                                | \$78.00                   | \$387.62                  |
| MACKINAW STATE FOREST         | 15                     | 3,023.10            | \$170.21                        | <b>\$227.55</b>           | 34.00%                                | \$78.00                   | \$387.62                  |
| Traverse City Management Unit | 9                      | 939.10              | \$147.65                        | <b>\$220.24</b>           | 49.00%                                | \$147.00                  | \$373.16                  |
| Cadillac Management Unit      | 9                      | 757.70              | \$144.20                        | <b>\$175.63</b>           | 22.00%                                | \$114.00                  | \$439.56                  |
| PERE MARQUETTE STATE FOREST   | 18                     | 1,696.80            | \$146.11                        | <b>\$200.32</b>           | 37.00%                                | \$114.00                  | \$439.56                  |
| Roscommon Management Unit     | 2                      | 128.00              | \$135.00                        | <b>\$164.63</b>           | 22.00%                                | \$142.04                  | \$186.06                  |
| Grayling Management Unit      | 2                      | 57.00               | \$141.04                        | <b>\$144.64</b>           | 3.00%                                 | \$113.37                  | \$146.13                  |
| Gladwin Management Unit       | 1                      | 5.00                | \$148.00                        | <b>\$194.83</b>           | 32.00%                                | \$194.83                  | \$194.83                  |
| AUSABLE STATE FOREST          | 5                      | 190.00              | \$137.15                        | <b>\$159.43</b>           | 16.00%                                | \$113.37                  | \$194.83                  |
| NORTHERN LOWER PENNINSULA     | 38                     | 4,909.90            | \$160.60                        | <b>\$215.50</b>           | 34.00%                                | \$78.00                   | \$439.56                  |
| STATEWIDE                     | 42                     | 4,999.00            | \$159.45                        | <b>\$214.80</b>           | 35.00%                                | \$78.00                   | \$439.56                  |

| <b>RED PINE (31)</b>                 | <b># OF SALES SOLD</b> | <b>TOTAL VOLUME</b> | <b>AVERAGE ADVERTISED PRICE</b> | <b>AVERAGE SOLD PRICE</b> | <b>% CHANGE FROM COL. 3 TO COL. 4</b> | <b>MINIMUM SOLD PRICE</b> | <b>MAXIMUM SOLD PRICE</b> |
|--------------------------------------|------------------------|---------------------|---------------------------------|---------------------------|---------------------------------------|---------------------------|---------------------------|
|                                      | <b>(1)</b>             | <b>(2)</b>          | <b>(3)</b>                      | <b>(4)</b>                | <b>(5)</b>                            | <b>(6)</b>                | <b>(7)</b>                |
| Gaylord Management Unit              | 2                      | 56.00               | \$78.00                         | <b>\$108.96</b>           | 40.00%                                | \$100.00                  | \$110.06                  |
| Pigeon River Country Management Unit | 4                      | 837.90              | \$121.20                        | <b>\$237.54</b>           | 96.00%                                | \$160.00                  | \$329.26                  |
| Atlanta Management Unit              | 11                     | 3,192.90            | \$124.28                        | <b>\$168.34</b>           | 35.00%                                | \$49.00                   | \$200.27                  |
| MACKINAW STATE FOREST                | 17                     | 4,086.80            | \$123.02                        | <b>\$181.72</b>           | 48.00%                                | \$49.00                   | \$329.26                  |
| Traverse City Management Unit        | 17                     | 4,100.50            | \$128.21                        | <b>\$184.24</b>           | 44.00%                                | \$125.09                  | \$355.95                  |
| Cadillac Management Unit             | 9                      | 415.70              | \$95.82                         | <b>\$106.59</b>           | 11.00%                                | \$71.00                   | \$199.13                  |
| PERE MARQUETTE STATE FOREST          | 26                     | 4,516.20            | \$125.22                        | <b>\$177.09</b>           | 41.00%                                | \$71.00                   | \$355.95                  |
| Roscommon Management Unit            | 9                      | 2,053.20            | \$124.23                        | <b>\$169.40</b>           | 36.00%                                | \$126.00                  | \$189.61                  |
| Grayling Management Unit             | 9                      | 2,565.40            | \$100.61                        | <b>\$131.06</b>           | 30.00%                                | \$86.67                   | \$197.43                  |
| Gladwin Management Unit              | 2                      | 708.70              | \$133.91                        | <b>\$174.47</b>           | 30.00%                                | \$132.00                  | \$176.40                  |
| AUSABLE STATE FOREST                 | 20                     | 5,327.30            | \$114.15                        | <b>\$151.61</b>           | 33.00%                                | \$86.67                   | \$197.43                  |
| NORTHERN LOWER PENNINSULA            | 63                     | 13,930.30           | \$120.34                        | <b>\$168.70</b>           | 40.00%                                | \$49.00                   | \$355.95                  |
| STATEWIDE                            | 63                     | 13,930.30           | \$120.34                        | <b>\$168.70</b>           | 40.00%                                | \$49.00                   | \$355.95                  |

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| SUGAR MAPLE (01)                     | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 12              | 2,868.00     | \$219.88                 | \$351.06           | 60.00%                         | \$195.00           | \$440.00           |
| COPPER COUNTRY STATE FOREST          | 12              | 2,868.00     | \$219.88                 | \$351.06           | 60.00%                         | \$195.00           | \$440.00           |
| Gwinn Management Unit                | 6               | 1,386.70     | \$140.18                 | \$221.04           | 58.00%                         | \$78.00            | \$320.00           |
| Escanaba Management Unit             | 7               | 162.50       | \$205.28                 | \$242.48           | 18.00%                         | \$175.00           | \$300.00           |
| ESCANABA RIVER STATE FOREST          | 13              | 1,549.20     | \$147.01                 | \$223.29           | 52.00%                         | \$78.00            | \$320.00           |
| Shingleton Management Unit           | 2               | 210.50       | \$288.87                 | \$358.30           | 24.00%                         | \$350.07           | \$369.60           |
| Sault Ste Marie (Naubinway Office)   | 3               | 255.20       | \$306.07                 | \$510.89           | 67.00%                         | \$143.00           | \$520.00           |
| Sault Ste Marie (Soo Office)         | 1               | 82.20        | \$245.00                 | \$455.44           | 86.00%                         | \$455.44           | \$455.44           |
| LAKE SUPERIOR STATE FOREST           | 6               | 547.90       | \$290.30                 | \$443.95           | 53.00%                         | \$143.00           | \$520.00           |
| UPPER PENINSULA                      | 31              | 4,965.10     | \$204.91                 | \$321.44           | 57.00%                         | \$78.00            | \$520.00           |
| Gaylord Management Unit              | 2               | 61.50        | \$137.26                 | \$137.87           | 0.00%                          | \$121.00           | \$204.00           |
| Pigeon River Country Management Unit | 6               | 440.10       | \$239.16                 | \$250.20           | 5.00%                          | \$189.00           | \$294.78           |
| Atlanta Management Unit              | 5               | 505.10       | \$276.66                 | \$296.22           | 7.00%                          | \$220.00           | \$368.65           |
| MACKINAW STATE FOREST                | 13              | 1,006.70     | \$251.75                 | \$266.43           | 6.00%                          | \$121.00           | \$368.65           |
| Traverse City Management Unit        | 13              | 1,092.50     | \$273.45                 | \$459.71           | 68.00%                         | \$300.00           | \$857.13           |
| Cadillac Management Unit             | 2               | 19.20        | \$173.30                 | \$174.85           | 1.00%                          | \$137.00           | \$208.95           |
| PERE MARQUETTE STATE FOREST          | 15              | 1,111.70     | \$271.72                 | \$454.79           | 67.00%                         | \$137.00           | \$857.13           |
| NORTHERN LOWER PENNINSULA            | 28              | 2,118.40     | \$262.23                 | \$365.28           | 39.00%                         | \$121.00           | \$857.13           |
| STATEWIDE                            | 59              | 7,083.50     | \$222.05                 | \$334.55           | 51.00%                         | \$78.00            | \$857.13           |

| WHITE ASH (06)              | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|-----------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                             | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit      | 1               | 192.40       | \$78.00                  | \$108.00           | 38.00%                         | \$108.00           | \$108.00           |
| COPPER COUNTRY STATE FOREST | 1               | 192.40       | \$78.00                  | \$108.00           | 38.00%                         | \$108.00           | \$108.00           |
| Gwinn Management Unit       | 1               | 8.60         | \$50.00                  | \$100.09           | 100.00%                        | \$100.09           | \$100.09           |
| ESCANABA RIVER STATE FOREST | 1               | 8.60         | \$50.00                  | \$100.09           | 100.00%                        | \$100.09           | \$100.09           |
| UPPER PENINSULA             | 2               | 201.00       | \$76.80                  | \$107.66           | 40.00%                         | \$100.09           | \$108.00           |
| STATEWIDE                   | 2               | 201.00       | \$76.80                  | \$107.66           | 40.00%                         | \$100.09           | \$108.00           |

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| WHITE OAK (09)                | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|-------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                               | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Atlanta Management Unit       | 3               | 65.90        | \$75.98                  | <b>\$91.91</b>     | 21.00%                         | \$78.64            | \$106.91           |
| MACKINAW STATE FOREST         | 3               | 65.90        | \$75.98                  | <b>\$91.91</b>     | 21.00%                         | \$78.64            | \$106.91           |
| Traverse City Management Unit | 2               | 76.40        | \$75.29                  | <b>\$75.29</b>     | 0.00%                          | \$75.00            | \$79.00            |
| Cadillac Management Unit      | 5               | 490.30       | \$90.88                  | <b>\$141.18</b>    | 55.00%                         | \$71.00            | \$220.92           |
| PERE MARQUETTE STATE FOREST   | 7               | 566.70       | \$88.78                  | <b>\$132.29</b>    | 49.00%                         | \$71.00            | \$220.92           |
| Roscommon Management Unit     | 5               | 78.90        | \$74.00                  | <b>\$83.21</b>     | 12.00%                         | \$80.36            | \$92.41            |
| Grayling Management Unit      | 5               | 143.20       | \$93.79                  | <b>\$131.41</b>    | 40.00%                         | \$83.90            | \$166.28           |
| Gladwin Management Unit       | 4               | 92.20        | \$69.49                  | <b>\$84.19</b>     | 21.00%                         | \$60.00            | \$101.25           |
| AUSABLE STATE FOREST          | 14              | 314.30       | \$81.69                  | <b>\$105.46</b>    | 29.00%                         | \$60.00            | \$166.28           |
| NORTHERN LOWER PENNINSULA     | 24              | 946.90       | \$85.54                  | <b>\$120.58</b>    | 41.00%                         | \$60.00            | \$220.92           |
| STATEWIDE                     | 24              | 946.90       | \$85.54                  | <b>\$120.58</b>    | 41.00%                         | \$60.00            | \$220.92           |

| WHITE PINE (30)                      | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Gwinn Management Unit                | 1               | 8.70         | \$9.00                   | <b>\$29.00</b>     | 222.00%                        | \$29.00            | \$29.00            |
| ESCANABA RIVER STATE FOREST          | 1               | 8.70         | \$9.00                   | <b>\$29.00</b>     | 222.00%                        | \$29.00            | \$29.00            |
| UPPER PENINSULA                      | 1               | 8.70         | \$9.00                   | <b>\$29.00</b>     | 222.00%                        | \$29.00            | \$29.00            |
| Pigeon River Country Management Unit | 3               | 46.90        | \$91.00                  | <b>\$101.26</b>    | 11.00%                         | \$93.31            | \$146.51           |
| Atlanta Management Unit              | 8               | 423.10       | \$92.85                  | <b>\$107.51</b>    | 16.00%                         | \$50.00            | \$154.27           |
| MACKINAW STATE FOREST                | 11              | 470.00       | \$92.67                  | <b>\$106.89</b>    | 15.00%                         | \$50.00            | \$154.27           |
| Traverse City Management Unit        | 11              | 349.40       | \$87.27                  | <b>\$113.04</b>    | 30.00%                         | \$83.39            | \$156.12           |
| Cadillac Management Unit             | 7               | 220.10       | \$72.18                  | <b>\$80.95</b>     | 12.00%                         | \$71.00            | \$100.00           |
| PERE MARQUETTE STATE FOREST          | 18              | 569.50       | \$81.44                  | <b>\$100.64</b>    | 24.00%                         | \$71.00            | \$156.12           |
| Roscommon Management Unit            | 8               | 330.90       | \$83.18                  | <b>\$93.32</b>     | 12.00%                         | \$82.00            | \$106.30           |
| Grayling Management Unit             | 2               | 75.60        | \$69.36                  | <b>\$90.28</b>     | 30.00%                         | \$74.66            | \$93.67            |
| Gladwin Management Unit              | 3               | 323.50       | \$64.68                  | <b>\$70.07</b>     | 8.00%                          | \$60.50            | \$86.89            |
| AUSABLE STATE FOREST                 | 13              | 730.00       | \$73.55                  | <b>\$82.70</b>     | 12.00%                         | \$60.50            | \$106.30           |
| NORTHERN LOWER PENNINSULA            | 42              | 1,769.50     | \$81.17                  | <b>\$94.90</b>     | 17.00%                         | \$50.00            | \$156.12           |
| STATEWIDE                            | 43              | 1,778.20     | \$80.81                  | <b>\$94.58</b>     | 17.00%                         | \$29.00            | \$156.12           |

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SAWTIMBER in MBF (see general note 3)

| WHITE SPRUCE (21)             | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|-------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                               | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit        | 2               | 17.90        | \$43.40                  | \$74.68            | 72.00%                         | \$64.95            | \$80.79            |
| COPPER COUNTRY STATE FOREST   | 2               | 17.90        | \$43.40                  | \$74.68            | 72.00%                         | \$64.95            | \$80.79            |
| Gwinn Management Unit         | 1               | 0.70         | \$24.00                  | \$29.00            | 21.00%                         | \$29.00            | \$29.00            |
| ESCANABA RIVER STATE FOREST   | 1               | 0.70         | \$24.00                  | \$29.00            | 21.00%                         | \$29.00            | \$29.00            |
| UPPER PENINSULA               | 3               | 18.60        | \$42.67                  | \$72.96            | 71.00%                         | \$29.00            | \$80.79            |
| Gaylord Management Unit       | 1               | 45.80        | \$46.00                  | \$97.11            | 111.00%                        | \$97.11            | \$97.11            |
| MACKINAW STATE FOREST         | 1               | 45.80        | \$46.00                  | \$97.11            | 111.00%                        | \$97.11            | \$97.11            |
| Traverse City Management Unit | 1               | 121.30       | \$59.00                  | \$73.37            | 24.00%                         | \$73.37            | \$73.37            |
| PERE MARQUETTE STATE FOREST   | 1               | 121.30       | \$59.00                  | \$73.37            | 24.00%                         | \$73.37            | \$73.37            |
| NORTHERN LOWER PENNINSULA     | 2               | 167.10       | \$55.44                  | \$79.88            | 44.00%                         | \$73.37            | \$97.11            |
| STATEWIDE                     | 5               | 185.70       | \$54.16                  | \$79.18            | 46.00%                         | \$29.00            | \$97.11            |

| YELLOW BIRCH (04)                  | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                    | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit             | 10              | 163.50       | \$114.06                 | \$166.85           | 46.00%                         | \$109.00           | \$312.26           |
| COPPER COUNTRY STATE FOREST        | 10              | 163.50       | \$114.06                 | \$166.85           | 46.00%                         | \$109.00           | \$312.26           |
| Gwinn Management Unit              | 3               | 51.10        | \$17.80                  | \$20.90            | 17.00%                         | \$20.00            | \$24.00            |
| ESCANABA RIVER STATE FOREST        | 3               | 51.10        | \$17.80                  | \$20.90            | 17.00%                         | \$20.00            | \$24.00            |
| Shingleton Management Unit         | 2               | 11.90        | \$53.04                  | \$126.98           | 139.00%                        | \$100.02           | \$130.29           |
| Newberry Management Unit           | 2               | 24.70        | \$48.52                  | \$48.52            | 0.00%                          | \$43.00            | \$54.00            |
| Sault Ste Marie (Naubinway Office) | 1               | 1.50         | \$88.00                  | \$75.84            | -14.00%                        | \$75.84            | \$75.84            |
| Sault Ste Marie (Soo Office)       | 1               | 1.30         | \$56.00                  | \$100.02           | 79.00%                         | \$100.02           | \$100.02           |
| LAKE SUPERIOR STATE FOREST         | 6               | 39.40        | \$51.64                  | \$74.96            | 45.00%                         | \$43.00            | \$130.29           |
| UPPER PENINSULA                    | 19              | 254.00       | \$85.01                  | \$123.23           | 45.00%                         | \$20.00            | \$312.26           |
| Traverse City Management Unit      | 1               | 3.40         | \$71.00                  | \$420.67           | 492.00%                        | \$420.67           | \$420.67           |
| PERE MARQUETTE STATE FOREST        | 1               | 3.40         | \$71.00                  | \$420.67           | 492.00%                        | \$420.67           | \$420.67           |
| NORTHERN LOWER PENNINSULA          | 1               | 3.40         | \$71.00                  | \$420.67           | 492.00%                        | \$420.67           | \$420.67           |
| STATEWIDE                          | 20              | 257.40       | \$84.83                  | \$127.16           | 50.00%                         | \$20.00            | \$420.67           |

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PULPWOOD in Cords (see general note 4)

| BALSAM FIR (20)                      | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 12              | 852.00       | \$4.43                   | \$6.66             | 50.00%                         | \$4.25             | \$13.20            |
| COPPER COUNTRY STATE FOREST          | 12              | 852.00       | \$4.43                   | \$6.66             | 50.00%                         | \$4.25             | \$13.20            |
| Gwinn Management Unit                | 7               | 1,513.00     | \$10.10                  | \$11.23            | 11.00%                         | \$6.50             | \$16.53            |
| Escanaba Management Unit             | 9               | 1,148.00     | \$6.58                   | \$8.35             | 27.00%                         | \$5.20             | \$15.02            |
| ESCANABA RIVER STATE FOREST          | 16              | 2,661.00     | \$8.58                   | \$9.98             | 16.00%                         | \$5.20             | \$16.53            |
| Shingleton Management Unit           | 5               | 487.00       | \$9.07                   | \$16.71            | 84.00%                         | \$12.43            | \$20.71            |
| Newberry Management Unit             | 5               | 624.00       | \$5.83                   | \$5.90             | 1.00%                          | \$4.80             | \$10.55            |
| Sault Ste Marie (Naubinway Office)   | 7               | 2,191.00     | \$10.39                  | \$13.97            | 34.00%                         | \$3.60             | \$24.33            |
| Sault Ste Marie (Soo Office)         | 2               | 240.00       | \$7.40                   | \$9.23             | 25.00%                         | \$6.15             | \$23.75            |
| LAKE SUPERIOR STATE FOREST           | 19              | 3,542.00     | \$9.20                   | \$12.60            | 37.00%                         | \$3.60             | \$24.33            |
| UPPER PENINSULA                      | 47              | 7,055.00     | \$8.39                   | \$10.90            | 30.00%                         | \$3.60             | \$24.33            |
| Gaylord Management Unit              | 4               | 776.00       | \$9.17                   | \$11.21            | 22.00%                         | \$5.60             | \$12.93            |
| Pigeon River Country Management Unit | 7               | 865.00       | \$22.78                  | \$26.68            | 17.00%                         | \$24.00            | \$30.81            |
| Atlanta Management Unit              | 9               | 1,981.00     | \$17.73                  | \$19.95            | 13.00%                         | \$7.30             | \$26.26            |
| MACKINAW STATE FOREST                | 20              | 3,622.00     | \$17.10                  | \$19.68            | 15.00%                         | \$5.60             | \$30.81            |
| Traverse City Management Unit        | 6               | 346.00       | \$22.77                  | \$41.66            | 83.00%                         | \$27.37            | \$77.55            |
| PERE MARQUETTE STATE FOREST          | 6               | 346.00       | \$22.77                  | \$41.66            | 83.00%                         | \$27.37            | \$77.55            |
| Roscommon Management Unit            | 5               | 263.00       | \$23.55                  | \$31.13            | 32.00%                         | \$23.65            | \$38.02            |
| Grayling Management Unit             | 2               | 88.00        | \$19.63                  | \$22.03            | 12.00%                         | \$21.14            | \$30.90            |
| Gladwin Management Unit              | 1               | 7.00         | \$25.90                  | \$34.10            | 32.00%                         | \$34.10            | \$34.10            |
| AUSABLE STATE FOREST                 | 8               | 358.00       | \$22.63                  | \$28.95            | 28.00%                         | \$21.14            | \$38.02            |
| NORTHERN LOWER PENNINSULA            | 34              | 4,326.00     | \$18.01                  | \$22.21            | 23.00%                         | \$5.60             | \$77.55            |
| STATEWIDE                            | 81              | 11,381.00    | \$12.05                  | \$15.20            | 26.00%                         | \$3.60             | \$77.55            |

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| BASSWOOD (05)                        | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 8               | 658.00       | \$6.33                   | <b>\$8.26</b>      | 30.00%                         | \$5.80             | \$18.04            |
| COPPER COUNTRY STATE FOREST          | 8               | 658.00       | \$6.33                   | <b>\$8.26</b>      | 30.00%                         | \$5.80             | \$18.04            |
| Gwinn Management Unit                | 4               | 93.00        | \$10.13                  | <b>\$10.89</b>     | 8.00%                          | \$5.00             | \$12.80            |
| Escanaba Management Unit             | 4               | 363.00       | \$8.06                   | <b>\$8.74</b>      | 8.00%                          | \$7.65             | \$10.34            |
| ESCANABA RIVER STATE FOREST          | 8               | 456.00       | \$8.48                   | <b>\$9.18</b>      | 8.00%                          | \$5.00             | \$12.80            |
| UPPER PENINSULA                      | 16              | 1,114.00     | \$7.21                   | <b>\$8.63</b>      | 20.00%                         | \$5.00             | \$18.04            |
| Gaylord Management Unit              | 3               | 126.00       | \$10.04                  | <b>\$10.52</b>     | 5.00%                          | \$5.80             | \$13.41            |
| Pigeon River Country Management Unit | 5               | 1,386.00     | \$11.01                  | <b>\$12.61</b>     | 15.00%                         | \$12.10            | \$13.07            |
| Atlanta Management Unit              | 4               | 1,047.00     | \$11.52                  | <b>\$20.38</b>     | 77.00%                         | \$11.75            | \$23.37            |
| MACKINAW STATE FOREST                | 12              | 2,559.00     | \$11.17                  | <b>\$15.69</b>     | 40.00%                         | \$5.80             | \$23.37            |
| Traverse City Management Unit        | 3               | 173.00       | \$11.61                  | <b>\$23.72</b>     | 104.00%                        | \$11.85            | \$31.65            |
| PERE MARQUETTE STATE FOREST          | 3               | 173.00       | \$11.61                  | <b>\$23.72</b>     | 104.00%                        | \$11.85            | \$31.65            |
| NORTHERN LOWER PENNINSULA            | 15              | 2,732.00     | \$11.20                  | <b>\$16.20</b>     | 45.00%                         | \$5.80             | \$31.65            |
| STATEWIDE                            | 31              | 3,846.00     | \$10.05                  | <b>\$14.01</b>     | 39.00%                         | \$5.00             | \$31.65            |

| HEMLOCK (39)                       | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                    | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit             | 1               | 33.00        | \$15.30                  | <b>\$15.30</b>     | 0.00%                          | \$15.30            | \$15.30            |
| COPPER COUNTRY STATE FOREST        | 1               | 33.00        | \$15.30                  | <b>\$15.30</b>     | 0.00%                          | \$15.30            | \$15.30            |
| Escanaba Management Unit           | 1               | 1.00         | \$8.60                   | <b>\$8.98</b>      | 4.00%                          | \$8.98             | \$8.98             |
| ESCANABA RIVER STATE FOREST        | 1               | 1.00         | \$8.60                   | <b>\$8.98</b>      | 4.00%                          | \$8.98             | \$8.98             |
| Newberry Management Unit           | 1               | 101.00       | \$2.90                   | <b>\$2.90</b>      | 0.00%                          | \$2.90             | \$2.90             |
| Sault Ste Marie (Naubinway Office) | 2               | 9.00         | \$7.48                   | <b>\$6.63</b>      | -11.00%                        | \$5.15             | \$7.81             |
| LAKE SUPERIOR STATE FOREST         | 3               | 110.00       | \$3.28                   | <b>\$3.21</b>      | -2.00%                         | \$2.90             | \$7.81             |
| UPPER PENINSULA                    | 5               | 144.00       | \$6.07                   | <b>\$6.02</b>      | -1.00%                         | \$2.90             | \$15.30            |
| Traverse City Management Unit      | 1               | 6.00         | \$8.65                   | <b>\$8.65</b>      | 0.00%                          | \$8.65             | \$8.65             |
| PERE MARQUETTE STATE FOREST        | 1               | 6.00         | \$8.65                   | <b>\$8.65</b>      | 0.00%                          | \$8.65             | \$8.65             |
| NORTHERN LOWER PENNINSULA          | 1               | 6.00         | \$8.65                   | <b>\$8.65</b>      | 0.00%                          | \$8.65             | \$8.65             |
| STATEWIDE                          | 6               | 150.00       | \$6.17                   | <b>\$6.12</b>      | -1.00%                         | \$2.90             | \$15.30            |

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| JACK PINE (32)                       | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Gwinn Management Unit                | 1               | 41.00        | \$36.20                  | <b>\$38.00</b>     | 5.00%                          | \$38.00            | \$38.00            |
| ESCANABA RIVER STATE FOREST          | 1               | 41.00        | \$36.20                  | <b>\$38.00</b>     | 5.00%                          | \$38.00            | \$38.00            |
| Shingleton Management Unit           | 3               | 602.00       | \$24.90                  | <b>\$59.20</b>     | 138.00%                        | \$35.09            | \$60.46            |
| Newberry Management Unit             | 1               | 3.00         | \$31.20                  | <b>\$35.43</b>     | 14.00%                         | \$35.43            | \$35.43            |
| Sault Ste Marie (Naubinway Office)   | 3               | 392.00       | \$30.45                  | <b>\$48.89</b>     | 61.00%                         | \$31.90            | \$49.45            |
| LAKE SUPERIOR STATE FOREST           | 7               | 997.00       | \$27.10                  | <b>\$55.07</b>     | 103.00%                        | \$31.90            | \$60.46            |
| UPPER PENINSULA                      | 8               | 1,038.00     | \$27.46                  | <b>\$54.40</b>     | 98.00%                         | \$31.90            | \$60.46            |
| Gaylord Management Unit              | 1               | 344.00       | \$11.35                  | <b>\$18.11</b>     | 60.00%                         | \$18.11            | \$18.11            |
| Pigeon River Country Management Unit | 5               | 193.00       | \$12.22                  | <b>\$14.92</b>     | 22.00%                         | \$12.90            | \$24.38            |
| Atlanta Management Unit              | 5               | 2,411.00     | \$11.03                  | <b>\$17.71</b>     | 61.00%                         | \$4.65             | \$20.03            |
| MACKINAW STATE FOREST                | 11              | 2,948.00     | \$11.14                  | <b>\$17.57</b>     | 58.00%                         | \$4.65             | \$24.38            |
| Traverse City Management Unit        | 9               | 1,552.00     | \$15.66                  | <b>\$28.54</b>     | 82.00%                         | \$16.40            | \$42.36            |
| Cadillac Management Unit             | 6               | 1,162.00     | \$15.15                  | <b>\$18.29</b>     | 21.00%                         | \$16.51            | \$29.50            |
| PERE MARQUETTE STATE FOREST          | 15              | 2,714.00     | \$15.44                  | <b>\$24.15</b>     | 56.00%                         | \$16.40            | \$42.36            |
| Roscommon Management Unit            | 5               | 134.00       | \$11.95                  | <b>\$16.15</b>     | 35.00%                         | \$11.95            | \$23.34            |
| Grayling Management Unit             | 12              | 8,408.00     | \$19.59                  | <b>\$31.62</b>     | 61.00%                         | \$16.00            | \$84.06            |
| Gladwin Management Unit              | 1               | 269.00       | \$22.20                  | <b>\$22.20</b>     | 0.00%                          | \$22.20            | \$22.20            |
| AUSABLE STATE FOREST                 | 18              | 8,811.00     | \$19.56                  | <b>\$31.10</b>     | 59.00%                         | \$11.95            | \$84.06            |
| NORTHERN LOWER PENNINSULA            | 44              | 14,473.00    | \$17.07                  | <b>\$27.04</b>     | 58.00%                         | \$4.65             | \$84.06            |
| STATEWIDE                            | 52              | 15,511.00    | \$17.77                  | <b>\$28.87</b>     | 62.00%                         | \$4.65             | \$84.06            |



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| MISC. SPECIES (90)            | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|-------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                               | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Escanaba Management Unit      | 1               | 273.00       | \$7.00                   | <b>\$7.00</b>      | 0.00%                          | \$7.00             | \$7.00             |
| ESCANABA RIVER STATE FOREST   | 1               | 273.00       | \$7.00                   | <b>\$7.00</b>      | 0.00%                          | \$7.00             | \$7.00             |
| UPPER PENINSULA               | 1               | 273.00       | \$7.00                   | <b>\$7.00</b>      | 0.00%                          | \$7.00             | \$7.00             |
| Traverse City Management Unit | 2               | 170.00       | \$7.14                   | <b>\$7.14</b>      | 0.00%                          | \$7.00             | \$7.50             |
| Cadillac Management Unit      | 3               | 192.00       | \$10.00                  | <b>\$22.66</b>     | 127.00%                        | \$11.23            | \$40.00            |
| PERE MARQUETTE STATE FOREST   | 5               | 362.00       | \$8.66                   | <b>\$15.37</b>     | 77.00%                         | \$7.00             | \$40.00            |
| Roscommon Management Unit     | 1               | 13.00        | \$7.50                   | <b>\$9.37</b>      | 25.00%                         | \$9.37             | \$9.37             |
| Grayling Management Unit      | 1               | 11.00        | \$7.50                   | <b>\$11.13</b>     | 48.00%                         | \$11.13            | \$11.13            |
| AUSABLE STATE FOREST          | 2               | 24.00        | \$7.50                   | <b>\$10.18</b>     | 36.00%                         | \$9.37             | \$11.13            |
| NORTHERN LOWER PENNINSULA     | 7               | 386.00       | \$8.59                   | <b>\$15.05</b>     | 75.00%                         | \$7.00             | \$40.00            |
| STATEWIDE                     | 8               | 659.00       | \$7.93                   | <b>\$11.71</b>     | 48.00%                         | \$7.00             | \$40.00            |

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| MIXED ASPEN (80)                     | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 9               | 14,493.00    | \$18.42                  | <b>\$20.30</b>     | 10.00%                         | \$18.55            | \$30.00            |
| COPPER COUNTRY STATE FOREST          | 9               | 14,493.00    | \$18.42                  | <b>\$20.30</b>     | 10.00%                         | \$18.55            | \$30.00            |
| Gwinn Management Unit                | 6               | 806.00       | \$23.34                  | <b>\$25.03</b>     | 7.00%                          | \$13.00            | \$28.93            |
| Escanaba Management Unit             | 11              | 9,566.00     | \$20.38                  | <b>\$28.87</b>     | 42.00%                         | \$22.56            | \$35.70            |
| ESCANABA RIVER STATE FOREST          | 17              | 10,372.00    | \$20.61                  | <b>\$28.57</b>     | 39.00%                         | \$13.00            | \$35.70            |
| Shingleton Management Unit           | 5               | 1,085.00     | \$20.50                  | <b>\$32.34</b>     | 58.00%                         | \$26.01            | \$40.10            |
| Newberry Management Unit             | 5               | 1,424.00     | \$15.91                  | <b>\$15.95</b>     | 0.00%                          | \$14.95            | \$25.35            |
| Sault Ste Marie (Naubinway Office)   | 9               | 4,811.00     | \$20.07                  | <b>\$35.38</b>     | 76.00%                         | \$12.00            | \$54.75            |
| Sault Ste Marie (Soo Office)         | 4               | 1,152.00     | \$14.50                  | <b>\$18.33</b>     | 26.00%                         | \$13.75            | \$35.72            |
| LAKE SUPERIOR STATE FOREST           | 23              | 8,472.00     | \$18.67                  | <b>\$29.41</b>     | 58.00%                         | \$12.00            | \$54.75            |
| UPPER PENINSULA                      | 49              | 33,337.00    | \$19.16                  | <b>\$25.19</b>     | 31.00%                         | \$12.00            | \$54.75            |
| Gaylord Management Unit              | 8               | 4,590.00     | \$12.26                  | <b>\$17.44</b>     | 42.00%                         | \$8.15             | \$50.46            |
| Pigeon River Country Management Unit | 10              | 7,451.00     | \$18.45                  | <b>\$23.63</b>     | 28.00%                         | \$18.62            | \$30.09            |
| Atlanta Management Unit              | 15              | 16,856.00    | \$19.02                  | <b>\$23.14</b>     | 22.00%                         | \$8.70             | \$38.90            |
| MACKINAW STATE FOREST                | 33              | 28,897.00    | \$17.80                  | <b>\$22.36</b>     | 26.00%                         | \$8.15             | \$50.46            |
| Traverse City Management Unit        | 19              | 8,374.00     | \$20.11                  | <b>\$32.08</b>     | 60.00%                         | \$19.05            | \$43.83            |
| Cadillac Management Unit             | 15              | 12,645.00    | \$22.78                  | <b>\$29.40</b>     | 29.00%                         | \$15.65            | \$52.82            |
| PERE MARQUETTE STATE FOREST          | 34              | 21,019.00    | \$21.71                  | <b>\$30.47</b>     | 40.00%                         | \$15.65            | \$52.82            |
| Roscommon Management Unit            | 11              | 8,448.00     | \$38.31                  | <b>\$51.86</b>     | 35.00%                         | \$38.30            | \$59.01            |
| Grayling Management Unit             | 14              | 8,490.00     | \$25.34                  | <b>\$34.55</b>     | 36.00%                         | \$17.90            | \$65.42            |
| Gladwin Management Unit              | 5               | 4,367.00     | \$28.22                  | <b>\$35.62</b>     | 26.00%                         | \$24.90            | \$39.31            |
| AUSABLE STATE FOREST                 | 30              | 21,305.00    | \$31.07                  | <b>\$41.63</b>     | 34.00%                         | \$17.90            | \$65.42            |
| NORTHERN LOWER PENNINSULA            | 97              | 71,221.00    | \$22.92                  | <b>\$30.52</b>     | 33.00%                         | \$8.15             | \$65.42            |
| STATEWIDE                            | 146             | 104,558.00   | \$21.73                  | <b>\$28.82</b>     | 33.00%                         | \$8.15             | \$65.42            |

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PULPWOOD in Cords (see general note 4)

| MIXED HARDWOOD (99)                  | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 13              | 36,907.00    | \$11.52                  | <b>\$19.23</b>     | 67.00%                         | \$10.65            | \$33.46            |
| COPPER COUNTRY STATE FOREST          | 13              | 36,907.00    | \$11.52                  | <b>\$19.23</b>     | 67.00%                         | \$10.65            | \$33.46            |
| Gwinn Management Unit                | 6               | 16,607.00    | \$10.51                  | <b>\$12.41</b>     | 18.00%                         | \$6.50             | \$24.80            |
| Escanaba Management Unit             | 10              | 5,618.00     | \$13.16                  | <b>\$16.88</b>     | 28.00%                         | \$13.34            | \$35.17            |
| ESCANABA RIVER STATE FOREST          | 16              | 22,225.00    | \$11.18                  | <b>\$13.54</b>     | 21.00%                         | \$6.50             | \$35.17            |
| Shingleton Management Unit           | 6               | 7,025.00     | \$18.95                  | <b>\$27.53</b>     | 45.00%                         | \$24.63            | \$36.53            |
| Newberry Management Unit             | 6               | 3,035.00     | \$8.04                   | <b>\$8.54</b>      | 6.00%                          | \$6.00             | \$18.22            |
| Sault Ste Marie (Naubinway Office)   | 8               | 3,578.00     | \$11.66                  | <b>\$18.64</b>     | 60.00%                         | \$5.35             | \$34.07            |
| Sault Ste Marie (Soo Office)         | 2               | 638.00       | \$14.07                  | <b>\$23.48</b>     | 67.00%                         | \$10.40            | \$26.79            |
| LAKE SUPERIOR STATE FOREST           | 22              | 14,276.00    | \$14.59                  | <b>\$21.08</b>     | 44.00%                         | \$5.35             | \$36.53            |
| UPPER PENINSULA                      | 51              | 73,408.00    | \$12.01                  | <b>\$17.87</b>     | 49.00%                         | \$5.35             | \$36.53            |
| Gaylord Management Unit              | 10              | 2,957.00     | \$12.38                  | <b>\$15.59</b>     | 26.00%                         | \$9.49             | \$40.20            |
| Pigeon River Country Management Unit | 11              | 3,997.00     | \$13.39                  | <b>\$14.81</b>     | 11.00%                         | \$13.00            | \$22.30            |
| Atlanta Management Unit              | 17              | 7,871.00     | \$18.21                  | <b>\$25.17</b>     | 38.00%                         | \$8.35             | \$38.67            |
| MACKINAW STATE FOREST                | 38              | 14,825.00    | \$15.75                  | <b>\$20.47</b>     | 30.00%                         | \$8.35             | \$40.20            |
| Traverse City Management Unit        | 25              | 9,701.00     | \$19.65                  | <b>\$28.01</b>     | 43.00%                         | \$19.40            | \$45.07            |
| Cadillac Management Unit             | 20              | 5,458.00     | \$17.55                  | <b>\$22.44</b>     | 28.00%                         | \$13.25            | \$53.78            |
| PERE MARQUETTE STATE FOREST          | 45              | 15,159.00    | \$18.89                  | <b>\$26.00</b>     | 38.00%                         | \$13.25            | \$53.78            |
| Roscommon Management Unit            | 11              | 2,951.00     | \$24.83                  | <b>\$34.95</b>     | 41.00%                         | \$24.80            | \$47.01            |
| Grayling Management Unit             | 16              | 5,753.00     | \$23.97                  | <b>\$44.55</b>     | 86.00%                         | \$22.22            | \$117.21           |
| Gladwin Management Unit              | 5               | 2,930.00     | \$20.55                  | <b>\$25.95</b>     | 26.00%                         | \$18.40            | \$29.78            |
| AUSABLE STATE FOREST                 | 32              | 11,634.00    | \$23.32                  | <b>\$37.43</b>     | 61.00%                         | \$18.40            | \$117.21           |
| NORTHERN LOWER PENNINSULA            | 115             | 41,618.00    | \$19.01                  | <b>\$27.23</b>     | 43.00%                         | \$8.35             | \$117.21           |
| STATEWIDE                            | 166             | 115,026.00   | \$14.54                  | <b>\$21.26</b>     | 46.00%                         | \$5.35             | \$117.21           |

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PULPWOOD in Cords (see general note 4)

| MIXED OAK (70)                       | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 1               | 23.00        | \$13.30                  | <b>\$18.00</b>     | 35.00%                         | \$18.00            | \$18.00            |
| COPPER COUNTRY STATE FOREST          | 1               | 23.00        | \$13.30                  | <b>\$18.00</b>     | 35.00%                         | \$18.00            | \$18.00            |
| Escanaba Management Unit             | 2               | 95.00        | \$15.80                  | <b>\$26.69</b>     | 69.00%                         | \$15.80            | \$27.04            |
| ESCANABA RIVER STATE FOREST          | 2               | 95.00        | \$15.80                  | <b>\$26.69</b>     | 69.00%                         | \$15.80            | \$27.04            |
| UPPER PENINSULA                      | 3               | 118.00       | \$15.31                  | <b>\$24.99</b>     | 63.00%                         | \$15.80            | \$27.04            |
| Gaylord Management Unit              | 3               | 117.00       | \$26.89                  | <b>\$26.89</b>     | 0.00%                          | \$22.70            | \$27.60            |
| Pigeon River Country Management Unit | 1               | 16.00        | \$23.75                  | <b>\$32.82</b>     | 38.00%                         | \$32.82            | \$32.82            |
| Atlanta Management Unit              | 14              | 8,687.00     | \$23.98                  | <b>\$27.72</b>     | 16.00%                         | \$11.50            | \$43.44            |
| MACKINAW STATE FOREST                | 18              | 8,820.00     | \$24.02                  | <b>\$27.72</b>     | 15.00%                         | \$11.50            | \$43.44            |
| Traverse City Management Unit        | 11              | 3,582.00     | \$27.96                  | <b>\$42.07</b>     | 50.00%                         | \$28.40            | \$54.00            |
| Cadillac Management Unit             | 15              | 4,020.00     | \$30.24                  | <b>\$38.72</b>     | 28.00%                         | \$21.95            | \$76.83            |
| PERE MARQUETTE STATE FOREST          | 26              | 7,602.00     | \$29.16                  | <b>\$40.30</b>     | 38.00%                         | \$21.95            | \$76.83            |
| Roscommon Management Unit            | 11              | 3,059.00     | \$23.83                  | <b>\$32.49</b>     | 36.00%                         | \$24.00            | \$46.65            |
| Grayling Management Unit             | 14              | 2,669.00     | \$24.06                  | <b>\$31.85</b>     | 32.00%                         | \$17.87            | \$69.00            |
| Gladwin Management Unit              | 5               | 1,867.00     | \$19.50                  | <b>\$25.83</b>     | 32.00%                         | \$17.60            | \$51.11            |
| AUSABLE STATE FOREST                 | 30              | 7,595.00     | \$22.85                  | <b>\$30.63</b>     | 34.00%                         | \$17.60            | \$69.00            |
| NORTHERN LOWER PENNINSULA            | 74              | 24,017.00    | \$25.28                  | <b>\$32.62</b>     | 29.00%                         | \$11.50            | \$76.83            |
| STATEWIDE                            | 77              | 24,135.00    | \$25.23                  | <b>\$32.58</b>     | 29.00%                         | \$11.50            | \$76.83            |

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PULPWOOD in Cords (see general note 4)

| MIXED SPRUCE (24)                    | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 11              | 1,134.00     | \$10.63                  | <b>\$12.99</b>     | 22.00%                         | \$10.10            | \$21.00            |
| COPPER COUNTRY STATE FOREST          | 11              | 1,134.00     | \$10.63                  | <b>\$12.99</b>     | 22.00%                         | \$10.10            | \$21.00            |
| Gwinn Management Unit                | 7               | 1,524.00     | \$11.83                  | <b>\$12.55</b>     | 6.00%                          | \$7.00             | \$15.50            |
| Escanaba Management Unit             | 9               | 611.00       | \$14.21                  | <b>\$14.75</b>     | 4.00%                          | \$11.65            | \$17.03            |
| ESCANABA RIVER STATE FOREST          | 16              | 2,135.00     | \$12.51                  | <b>\$13.18</b>     | 5.00%                          | \$7.00             | \$17.03            |
| Shingleton Management Unit           | 4               | 294.00       | \$9.69                   | <b>\$21.33</b>     | 120.00%                        | \$16.61            | \$25.06            |
| Newberry Management Unit             | 5               | 2,228.00     | \$5.10                   | <b>\$6.35</b>      | 25.00%                         | \$3.00             | \$17.83            |
| Sault Ste Marie (Naubinway Office)   | 7               | 1,762.00     | \$11.35                  | <b>\$21.88</b>     | 93.00%                         | \$2.95             | \$36.12            |
| Sault Ste Marie (Soo Office)         | 2               | 201.00       | \$10.19                  | <b>\$15.13</b>     | 48.00%                         | \$3.50             | \$23.66            |
| LAKE SUPERIOR STATE FOREST           | 18              | 4,485.00     | \$8.08                   | <b>\$13.83</b>     | 71.00%                         | \$2.95             | \$36.12            |
| UPPER PENINSULA                      | 45              | 7,754.00     | \$9.68                   | <b>\$13.53</b>     | 40.00%                         | \$2.95             | \$36.12            |
| Gaylord Management Unit              | 2               | 787.00       | \$7.02                   | <b>\$8.77</b>      | 25.00%                         | \$6.01             | \$14.00            |
| Pigeon River Country Management Unit | 5               | 84.00        | \$16.00                  | <b>\$24.20</b>     | 51.00%                         | \$17.92            | \$50.82            |
| Atlanta Management Unit              | 7               | 130.00       | \$8.36                   | <b>\$21.78</b>     | 161.00%                        | \$4.25             | \$40.91            |
| MACKINAW STATE FOREST                | 14              | 1,001.00     | \$7.95                   | <b>\$11.76</b>     | 48.00%                         | \$4.25             | \$50.82            |
| Traverse City Management Unit        | 2               | 1,241.00     | \$11.68                  | <b>\$14.91</b>     | 28.00%                         | \$14.55            | \$39.19            |
| PERE MARQUETTE STATE FOREST          | 2               | 1,241.00     | \$11.68                  | <b>\$14.91</b>     | 28.00%                         | \$14.55            | \$39.19            |
| Roscommon Management Unit            | 1               | 4.00         | \$25.85                  | <b>\$35.95</b>     | 39.00%                         | \$35.95            | \$35.95            |
| Grayling Management Unit             | 2               | 200.00       | \$22.50                  | <b>\$29.41</b>     | 31.00%                         | \$25.71            | \$57.85            |
| AUSABLE STATE FOREST                 | 3               | 204.00       | \$22.57                  | <b>\$29.53</b>     | 31.00%                         | \$25.71            | \$57.85            |
| NORTHERN LOWER PENNINSULA            | 19              | 2,446.00     | \$11.06                  | <b>\$14.84</b>     | 34.00%                         | \$4.25             | \$57.85            |
| STATEWIDE                            | 64              | 10,200.00    | \$10.01                  | <b>\$13.84</b>     | 38.00%                         | \$2.95             | \$57.85            |

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PULPWOOD in Cords (see general note 4)

| N. WHITE CEDAR (25)                | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                    | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Escanaba Management Unit           | 5               | 1,215.00     | \$5.66                   | <b>\$7.33</b>      | 30.00%                         | \$5.65             | \$13.60            |
| ESCANABA RIVER STATE FOREST        | 5               | 1,215.00     | \$5.66                   | <b>\$7.33</b>      | 30.00%                         | \$5.65             | \$13.60            |
| Newberry Management Unit           | 4               | 2,278.00     | \$3.17                   | <b>\$3.17</b>      | 0.00%                          | \$2.90             | \$4.00             |
| Sault Ste Marie (Naubinway Office) | 2               | 33.00        | \$4.49                   | <b>\$12.46</b>     | 178.00%                        | \$11.96            | \$12.75            |
| Sault Ste Marie (Soo Office)       | 2               | 458.00       | \$4.18                   | <b>\$7.54</b>      | 80.00%                         | \$6.00             | \$8.93             |
| LAKE SUPERIOR STATE FOREST         | 8               | 2,769.00     | \$3.35                   | <b>\$4.01</b>      | 20.00%                         | \$2.90             | \$12.75            |
| UPPER PENINSULA                    | 13              | 3,984.00     | \$4.06                   | <b>\$5.02</b>      | 24.00%                         | \$2.90             | \$13.60            |
| Gaylord Management Unit            | 2               | 774.00       | \$5.45                   | <b>\$7.97</b>      | 46.00%                         | \$7.75             | \$25.02            |
| Atlanta Management Unit            | 4               | 49.00        | \$9.20                   | <b>\$10.85</b>     | 18.00%                         | \$4.43             | \$13.41            |
| MACKINAW STATE FOREST              | 6               | 823.00       | \$5.67                   | <b>\$8.14</b>      | 44.00%                         | \$4.43             | \$25.02            |
| NORTHERN LOWER PENNINSULA          | 6               | 823.00       | \$5.67                   | <b>\$8.14</b>      | 44.00%                         | \$4.43             | \$25.02            |
| STATEWIDE                          | 19              | 4,807.00     | \$4.33                   | <b>\$5.55</b>      | 28.00%                         | \$2.90             | \$25.02            |

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PULPWOOD in Cords (see general note 4)

| PAPER BIRCH (10)                     | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit               | 3               | 883.00       | \$2.17                   | <b>\$3.54</b>      | 63.00%                         | \$2.10             | \$5.20             |
| COPPER COUNTRY STATE FOREST          | 3               | 883.00       | \$2.17                   | <b>\$3.54</b>      | 63.00%                         | \$2.10             | \$5.20             |
| Gwinn Management Unit                | 2               | 124.00       | \$15.16                  | <b>\$15.91</b>     | 5.00%                          | \$7.35             | \$17.00            |
| Escanaba Management Unit             | 1               | 8.00         | \$7.15                   | <b>\$7.15</b>      | 0.00%                          | \$7.15             | \$7.15             |
| ESCANABA RIVER STATE FOREST          | 3               | 132.00       | \$14.67                  | <b>\$15.38</b>     | 5.00%                          | \$7.15             | \$17.00            |
| Shingleton Management Unit           | 5               | 140.00       | \$9.05                   | <b>\$16.70</b>     | 85.00%                         | \$16.13            | \$16.78            |
| Newberry Management Unit             | 4               | 409.00       | \$3.26                   | <b>\$3.49</b>      | 7.00%                          | \$1.90             | \$4.40             |
| Sault Ste Marie (Naubinway Office)   | 4               | 283.00       | \$4.94                   | <b>\$7.63</b>      | 54.00%                         | \$3.90             | \$15.82            |
| LAKE SUPERIOR STATE FOREST           | 13              | 832.00       | \$4.81                   | <b>\$7.12</b>      | 48.00%                         | \$1.90             | \$16.78            |
| UPPER PENINSULA                      | 19              | 1,847.00     | \$4.25                   | <b>\$6.00</b>      | 41.00%                         | \$1.90             | \$17.00            |
| Gaylord Management Unit              | 2               | 334.00       | \$4.67                   | <b>\$5.10</b>      | 9.00%                          | \$3.80             | \$5.14             |
| Pigeon River Country Management Unit | 1               | 85.00        | \$13.95                  | <b>\$15.12</b>     | 8.00%                          | \$15.12            | \$15.12            |
| Atlanta Management Unit              | 9               | 613.00       | \$14.01                  | <b>\$18.19</b>     | 30.00%                         | \$6.80             | \$20.97            |
| MACKINAW STATE FOREST                | 12              | 1,032.00     | \$10.98                  | <b>\$13.70</b>     | 25.00%                         | \$3.80             | \$20.97            |
| Traverse City Management Unit        | 2               | 36.00        | \$17.01                  | <b>\$19.94</b>     | 17.00%                         | \$16.45            | \$32.16            |
| PERE MARQUETTE STATE FOREST          | 2               | 36.00        | \$17.01                  | <b>\$19.94</b>     | 17.00%                         | \$16.45            | \$32.16            |
| Grayling Management Unit             | 1               | 16.00        | \$22.45                  | <b>\$66.21</b>     | 195.00%                        | \$66.21            | \$66.21            |
| Gladwin Management Unit              | 4               | 191.00       | \$20.76                  | <b>\$36.87</b>     | 78.00%                         | \$18.79            | \$68.57            |
| AUSABLE STATE FOREST                 | 5               | 207.00       | \$20.89                  | <b>\$39.14</b>     | 87.00%                         | \$18.79            | \$68.57            |
| NORTHERN LOWER PENNINSULA            | 19              | 1,275.00     | \$12.76                  | <b>\$18.01</b>     | 41.00%                         | \$3.80             | \$68.57            |
| STATEWIDE                            | 38              | 3,122.00     | \$7.73                   | <b>\$10.90</b>     | 41.00%                         | \$1.90             | \$68.57            |

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**PULPWOOD in Cords (see general note 4)**

| <b>RED PINE (31)</b>                 | <b># OF SALES SOLD</b> | <b>TOTAL VOLUME</b> | <b>AVERAGE ADVERTISED PRICE</b> | <b>AVERAGE SOLD PRICE</b> | <b>% CHANGE FROM COL. 3 TO COL. 4</b> | <b>MINIMUM SOLD PRICE</b> | <b>MAXIMUM SOLD PRICE</b> |
|--------------------------------------|------------------------|---------------------|---------------------------------|---------------------------|---------------------------------------|---------------------------|---------------------------|
|                                      | <b>(1)</b>             | <b>(2)</b>          | <b>(3)</b>                      | <b>(4)</b>                | <b>(5)</b>                            | <b>(6)</b>                | <b>(7)</b>                |
| Baraga Management Unit               | 1                      | 160.00              | \$53.20                         | <b>\$60.00</b>            | 13.00%                                | \$60.00                   | \$60.00                   |
| COPPER COUNTRY STATE FOREST          | 1                      | 160.00              | \$53.20                         | <b>\$60.00</b>            | 13.00%                                | \$60.00                   | \$60.00                   |
| Gwinn Management Unit                | 3                      | 807.00              | \$61.62                         | <b>\$62.73</b>            | 2.00%                                 | \$61.15                   | \$64.07                   |
| Escanaba Management Unit             | 3                      | 755.00              | \$77.40                         | <b>\$102.15</b>           | 32.00%                                | \$36.81                   | \$103.50                  |
| ESCANABA RIVER STATE FOREST          | 6                      | 1,562.00            | \$69.25                         | <b>\$81.79</b>            | 18.00%                                | \$36.81                   | \$103.50                  |
| Shingleton Management Unit           | 4                      | 8,062.00            | \$82.71                         | <b>\$139.33</b>           | 68.00%                                | \$90.67                   | \$156.96                  |
| Newberry Management Unit             | 1                      | 518.00              | \$45.30                         | <b>\$60.74</b>            | 34.00%                                | \$60.74                   | \$60.74                   |
| Sault Ste Marie (Naubinway Office)   | 4                      | 9,009.00            | \$73.23                         | <b>\$129.82</b>           | 77.00%                                | \$48.80                   | \$172.55                  |
| LAKE SUPERIOR STATE FOREST           | 9                      | 17,589.00           | \$76.75                         | <b>\$132.14</b>           | 72.00%                                | \$48.80                   | \$172.55                  |
| <b>UPPER PENINSULA</b>               | <b>16</b>              | <b>19,311.00</b>    | <b>\$75.95</b>                  | <b>\$127.47</b>           | <b>68.00%</b>                         | <b>\$36.81</b>            | <b>\$172.55</b>           |
| Gaylord Management Unit              | 2                      | 172.00              | \$27.35                         | <b>\$40.35</b>            | 48.00%                                | \$30.55                   | \$41.79                   |
| Pigeon River Country Management Unit | 8                      | 1,476.00            | \$50.00                         | <b>\$76.54</b>            | 53.00%                                | \$52.18                   | \$94.08                   |
| Atlanta Management Unit              | 13                     | 4,395.00            | \$38.24                         | <b>\$50.26</b>            | 31.00%                                | \$16.30                   | \$69.60                   |
| MACKINAW STATE FOREST                | 23                     | 6,043.00            | \$40.80                         | <b>\$56.40</b>            | 38.00%                                | \$16.30                   | \$94.08                   |
| Traverse City Management Unit        | 19                     | 11,544.00           | \$50.40                         | <b>\$76.00</b>            | 51.00%                                | \$48.61                   | \$127.03                  |
| Cadillac Management Unit             | 9                      | 5,574.00            | \$39.39                         | <b>\$44.00</b>            | 12.00%                                | \$31.35                   | \$81.15                   |
| PERE MARQUETTE STATE FOREST          | 28                     | 17,118.00           | \$46.81                         | <b>\$65.58</b>            | 40.00%                                | \$31.35                   | \$127.03                  |
| Roscommon Management Unit            | 10                     | 1,356.00            | \$45.09                         | <b>\$78.84</b>            | 75.00%                                | \$44.10                   | \$95.71                   |
| Grayling Management Unit             | 14                     | 14,281.00           | \$42.58                         | <b>\$54.56</b>            | 28.00%                                | \$35.35                   | \$92.06                   |
| Gladwin Management Unit              | 2                      | 2,447.00            | \$54.95                         | <b>\$71.76</b>            | 31.00%                                | \$57.45                   | \$72.27                   |
| AUSABLE STATE FOREST                 | 26                     | 18,084.00           | \$44.44                         | <b>\$58.71</b>            | 32.00%                                | \$35.35                   | \$95.71                   |
| <b>NORTHERN LOWER PENNINSULA</b>     | <b>77</b>              | <b>41,245.00</b>    | <b>\$44.89</b>                  | <b>\$61.22</b>            | <b>36.00%</b>                         | <b>\$16.30</b>            | <b>\$127.03</b>           |
| <b>STATEWIDE</b>                     | <b>93</b>              | <b>60,556.00</b>    | <b>\$54.80</b>                  | <b>\$82.35</b>            | <b>50.00%</b>                         | <b>\$16.30</b>            | <b>\$172.55</b>           |

  

| <b>SCOTCH PINE (38)</b>          | <b># OF SALES SOLD</b> | <b>TOTAL VOLUME</b> | <b>AVERAGE ADVERTISED PRICE</b> | <b>AVERAGE SOLD PRICE</b> | <b>% CHANGE FROM COL. 3 TO COL. 4</b> | <b>MINIMUM SOLD PRICE</b> | <b>MAXIMUM SOLD PRICE</b> |
|----------------------------------|------------------------|---------------------|---------------------------------|---------------------------|---------------------------------------|---------------------------|---------------------------|
|                                  | <b>(1)</b>             | <b>(2)</b>          | <b>(3)</b>                      | <b>(4)</b>                | <b>(5)</b>                            | <b>(6)</b>                | <b>(7)</b>                |
| Roscommon Management Unit        | 1                      | 2.00                | \$15.95                         | <b>\$15.95</b>            | 0.00%                                 | \$15.95                   | \$15.95                   |
| AUSABLE STATE FOREST             | 1                      | 2.00                | \$15.95                         | <b>\$15.95</b>            | 0.00%                                 | \$15.95                   | \$15.95                   |
| <b>NORTHERN LOWER PENNINSULA</b> | <b>1</b>               | <b>2.00</b>         | <b>\$15.95</b>                  | <b>\$15.95</b>            | <b>0.00%</b>                          | <b>\$15.95</b>            | <b>\$15.95</b>            |
| <b>STATEWIDE</b>                 | <b>1</b>               | <b>2.00</b>         | <b>\$15.95</b>                  | <b>\$15.95</b>            | <b>0.00%</b>                          | <b>\$15.95</b>            | <b>\$15.95</b>            |



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| TAMARACK (27)                      | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                    | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Baraga Management Unit             | 1               | 16.00        | \$4.65                   | <b>\$4.65</b>      | 0.00%                          | \$4.65             | \$4.65             |
| COPPER COUNTRY STATE FOREST        | 1               | 16.00        | \$4.65                   | <b>\$4.65</b>      | 0.00%                          | \$4.65             | \$4.65             |
| Gwinn Management Unit              | 1               | 217.00       | \$15.60                  | <b>\$21.00</b>     | 35.00%                         | \$21.00            | \$21.00            |
| Escanaba Management Unit           | 6               | 841.00       | \$11.35                  | <b>\$11.73</b>     | 3.00%                          | \$4.90             | \$15.66            |
| ESCANABA RIVER STATE FOREST        | 7               | 1,058.00     | \$12.22                  | <b>\$13.63</b>     | 12.00%                         | \$4.90             | \$21.00            |
| Shingleton Management Unit         | 1               | 10.00        | \$2.15                   | <b>\$13.89</b>     | 546.00%                        | \$13.89            | \$13.89            |
| Newberry Management Unit           | 1               | 53.00        | \$1.00                   | <b>\$2.00</b>      | 100.00%                        | \$2.00             | \$2.00             |
| Sault Ste Marie (Naubinway Office) | 2               | 8.00         | \$5.99                   | <b>\$3.50</b>      | -42.00%                        | \$2.74             | \$3.95             |
| Sault Ste Marie (Soo Office)       | 1               | 162.00       | \$1.95                   | <b>\$13.54</b>     | 594.00%                        | \$13.54            | \$13.54            |
| LAKE SUPERIOR STATE FOREST         | 5               | 233.00       | \$1.88                   | <b>\$10.59</b>     | 463.00%                        | \$2.00             | \$13.89            |
| UPPER PENINSULA                    | 13              | 1,307.00     | \$10.28                  | <b>\$12.98</b>     | 26.00%                         | \$2.00             | \$21.00            |
| STATEWIDE                          | 13              | 1,307.00     | \$10.28                  | <b>\$12.98</b>     | 26.00%                         | \$2.00             | \$21.00            |

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PULPWOOD in Cords (see general note 4)

| WHITE PINE (30)                      | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED PRICE | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO COL. 4 | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|--------------------------------------|-----------------|--------------|--------------------------|--------------------|--------------------------------|--------------------|--------------------|
|                                      | (1)             | (2)          | (3)                      | (4)                | (5)                            | (6)                | (7)                |
| Gwinn Management Unit                | 2               | 31.00        | \$23.14                  | <b>\$23.36</b>     | 1.00%                          | \$15.00            | \$31.20            |
| Escanaba Management Unit             | 4               | 165.00       | \$19.29                  | <b>\$20.49</b>     | 6.00%                          | \$19.15            | \$30.05            |
| ESCANABA RIVER STATE FOREST          | 6               | 196.00       | \$19.90                  | <b>\$20.95</b>     | 5.00%                          | \$15.00            | \$31.20            |
| Shingleton Management Unit           | 3               | 216.00       | \$15.29                  | <b>\$25.44</b>     | 66.00%                         | \$21.00            | \$26.84            |
| Newberry Management Unit             | 3               | 238.00       | \$12.88                  | <b>\$13.56</b>     | 5.00%                          | \$12.00            | \$16.20            |
| Sault Ste Marie (Naubinway Office)   | 4               | 647.00       | \$19.22                  | <b>\$30.28</b>     | 58.00%                         | \$11.25            | \$48.46            |
| Sault Ste Marie (Soo Office)         | 1               | 5.00         | \$22.95                  | <b>\$40.99</b>     | 79.00%                         | \$40.99            | \$40.99            |
| LAKE SUPERIOR STATE FOREST           | 11              | 1,106.00     | \$17.10                  | <b>\$25.79</b>     | 51.00%                         | \$11.25            | \$48.46            |
| UPPER PENINSULA                      | 17              | 1,302.00     | \$17.53                  | <b>\$25.06</b>     | 43.00%                         | \$11.25            | \$48.46            |
| Gaylord Management Unit              | 1               | 1.00         | \$17.90                  | <b>\$146.28</b>    | 717.00%                        | \$146.28           | \$146.28           |
| Pigeon River Country Management Unit | 7               | 810.00       | \$19.87                  | <b>\$23.32</b>     | 17.00%                         | \$20.25            | \$31.96            |
| Atlanta Management Unit              | 10              | 1,411.00     | \$23.01                  | <b>\$39.95</b>     | 74.00%                         | \$10.15            | \$67.68            |
| MACKINAW STATE FOREST                | 18              | 2,222.00     | \$21.86                  | <b>\$33.94</b>     | 55.00%                         | \$10.15            | \$146.28           |
| Traverse City Management Unit        | 13              | 2,142.00     | \$23.80                  | <b>\$39.48</b>     | 66.00%                         | \$22.73            | \$64.41            |
| Cadillac Management Unit             | 7               | 947.00       | \$31.68                  | <b>\$36.77</b>     | 16.00%                         | \$30.65            | \$52.51            |
| PERE MARQUETTE STATE FOREST          | 20              | 3,089.00     | \$26.21                  | <b>\$38.65</b>     | 47.00%                         | \$22.73            | \$64.41            |
| Roscommon Management Unit            | 9               | 791.00       | \$41.27                  | <b>\$47.46</b>     | 15.00%                         | \$41.00            | \$52.71            |
| Grayling Management Unit             | 9               | 1,020.00     | \$21.09                  | <b>\$28.67</b>     | 36.00%                         | \$15.44            | \$37.23            |
| Gladwin Management Unit              | 3               | 695.00       | \$32.14                  | <b>\$33.75</b>     | 5.00%                          | \$31.25            | \$40.88            |
| AUSABLE STATE FOREST                 | 21              | 2,506.00     | \$30.52                  | <b>\$36.01</b>     | 18.00%                         | \$15.44            | \$52.71            |
| NORTHERN LOWER PENNINSULA            | 59              | 7,817.00     | \$26.36                  | <b>\$36.46</b>     | 38.00%                         | \$10.15            | \$146.28           |
| STATEWIDE                            | 76              | 9,119.00     | \$25.10                  | <b>\$34.84</b>     | 39.00%                         | \$10.15            | \$146.28           |