

Department of Natural Resources State of Michigan

AVERAGE STUMPAGE PRICE REPORT FOR 7/1/2021 TO 12/31/2021

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 ¼" 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.

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 3 of 28

| AMERICAN ELM (02) | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|------------------------------|--------------------|--------------|-----------------------|-----------------------|----------------------------|-----------------------|-----------------------|
| | | | PRICE | | COL. 4 | | |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| Sault Ste Marie (Soo Office) | 1 | 0.90 | \$2.00 | <u>\$2.00</u> | 0.00% | \$2.00 | \$2.00 |
| LAKE SUPERIOR STATE FOREST | 1 | 0.90 | \$2.00 | \$2.00 | 0.00% | \$2.00 | \$2.00 |
| UPPER PENINSULA | 1 | 0.90 | \$2.00 | \$2.00 | 0.00% | \$2.00 | \$2.00 |
| STATEWIDE | 1 | 0.90 | \$2.00 | \$2.00 | 0.00% | \$2.00 | \$2.00 |

| BASSWOOD (05) | # OF SALES SOLD (1) | TOTAL VOLUME (2) | AVERAGE ADVERTISED PRICE (3) | AVERAGE SOLD PRICE (4) | % CHANGE FROM COL. 3 TO COL. 4 (5) | MINIMUM SOLD PRICE (6) | MAXIMUM SOLD PRICE (7) |
|--|---------------------------|---------------------|---------------------------------------|------------------------------|---|------------------------------|------------------------------|
| Baraga Management Unit | 9 | 583.60 | \$31.73 | \$42.56 | | \$29.40 | \$106.29 |
| Crystal Falls Management Unit | 9 | 424.70 | \$50.57 | \$59.29 | | \$44.44 | \$161.58 |
| COPPER COUNTRY STATE FOREST | <u> </u> | 1,008.30 | \$39.67 | \$49.61 | | \$29.40 | \$161.58 |
| Gwinn Management Unit | 4 | 89.50 | \$43.69 | \$98.51 | 125.00% | \$70.16 | \$154.70 |
| Escanaba Management Unit | 5 | 57.70 | <u>\$33.00</u> | <u>\$55.54</u> | 68.00% | <u>\$33</u> .00 | <u>\$95.55</u> |
| ESCANABA RIVER STATE FOREST | 9 | 147.20 | \$39.50 | \$81.67 | 107.00% | \$33.00 | \$154.70 |
| Shingleton Management Unit | 3 | 30.30 | \$49.00 | \$73.94 | 51.00% | \$49.00 | \$93.00 |
| Sault Ste Marie (Soo Office) | 1 | 63.00 | \$49.00 | \$70.56 | 44.00% | \$70.56 | \$70.56 |
| <u>Sault Ste Marie (Drummond Island)</u> | 1 | | \$25.00 | <u>\$25.00 </u> | | <u>\$25</u> .00 | \$25.00 |
| LAKE SUPERIOR STATE FOREST | 5 | 104.70 | \$46.39 | \$66.58 | 44.00% | \$25.00 | \$93.00 |
| UPPER PENINSULA | 32 | 1,260.20 | \$40.20 | \$54.76 | 36.00% | \$25.00 | \$161.58 |
| Gaylord Management Unit | 19 | 2,026.80 | \$48.59 | \$89.43 | 84.00% | \$45.00 | \$171.83 |
| Pigeon River Country Management Unit | 2 | 29.00 | \$51.51 | \$67.19 | 30.00% | \$53.00 | \$70.00 |
| _Atlanta Management Unit | 5 | | \$45.85 | <u>\$96.39</u> | 110.00% | <u>\$46</u> .00 | <u>\$151.87</u> |
| MACKINAW STATE FOREST | 26 | 2,442.70 | \$48.19 | \$90.27 | 87.00% | \$45.00 | \$171.83 |
| Traverse City Management Unit | 9 | 351.60 | \$81.06 | \$152.89 | 89.00% | \$98.00 | \$260.00 |
| Cadillac Management Unit | 1 | 5.00 | \$59.00 | \$244.37 | <u>314.00%</u> | <u>\$244.37</u> | <u>\$244.37</u> |
| PERE MARQUETTE STATE FOREST | 10 | 356.60 | \$80.75 | \$154.17 | 91.00% | \$98.00 | \$260.00 |
| NORTHERN LOWER PENNINSULA | 36 | 2,799.30 | \$52.34 | \$98.41 | 88.00% | \$45.00 | \$260.00 |
| STATEWIDE | 68 | 4,059.50 | \$48.57 | \$84.86 | 75.00% | \$25.00 | \$260.00 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 4 of 28

| 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) |
| Escanaba Management Unit | 1 | 5.50 | \$31.00 | \$50.15 | 62.00% | \$50.15 | \$50.15 |
| ESCANABA RIVER STATE FOREST | | 5.50 | \$31.00 | \$50.15 | 62.00% | \$50.15 | \$50.15 |
| Sault Ste Marie (Naubinway Office) | 1 | 3.10 | \$29.00 | \$63.00 | 117.00% | \$63.00 | \$63.00 |
| Sault Ste Marie (Soo Office) | 1 | 4.50 | \$29.00 | \$41.76 | 44.00% | \$41.76 | \$41.76 |
| Sault Ste Marie (Drummond Island) | <u> </u> | 1.20 | \$16.00 | <u>\$20.00</u> | 25.00% | <u>\$20.00</u> | \$20.00 |
| LAKE SUPERIOR STATE FOREST | 3 | 8.80 | \$27.23 | \$46.28 | 70.00% | \$20.00 | \$63.00 |
| UPPER PENINSULA | 4 | 14.30 | \$28.68 | \$47.77 | 67.00% | \$20.00 | \$63.00 |
| Gaylord Management Unit | 9 | 331.10 | \$54.71 | \$79.78 | 46.00% | \$52.00 | \$132.91 |
| Pigeon River Country Management Unit | 2 | 8.70 | \$52.55 | \$62.40 | 19.00% | \$59.00 | \$67.00 |
| Atlanta Management Unit | 2 | 80.30 | \$61.00 | <u>\$61.00</u> | 0.00% | <u>\$61</u> .00 | \$61.00 |
| MACKINAW STATE FOREST | 13 | 420.10 | \$55.87 | \$75.83 | 36.00% | \$52.00 | \$132.91 |
| Traverse City Management Unit | 14 | 538.60 | \$63.22 | \$206.72 | 227.00% | \$63.00 | \$398.43 |
| <u>Cadillac Management Unit</u> | 2 | | \$62.11 | <u>\$200.68</u> | 223.00% _ | <u>\$63.00</u> | <u>\$217.69</u> |
| PERE MARQUETTE STATE FOREST | 16 | 557.70 | \$63.18 | \$206.51 | 227.00% | \$63.00 | \$398.43 |
| Roscommon Management Unit | 1 | 76.40 | \$60.00 | <u>\$136.98</u> | 128.00% | \$136.98 | \$136.98 |
| AUSABLE STATE FOREST | 1 | 76.40 | \$60.00 | \$136.98 | 128.00% | \$136.98 | \$136.98 |
| NORTHERN LOWER PENNINSULA | 30 | 1,054.20 | \$60.04 | \$149.40 | 149.00% | \$52.00 | \$398.43 |
| STATEWIDE | 34 | 1,068.50 | \$59.62 | \$148.04 | 148.00% | \$20.00 | \$398.43 |
| BLACK ASH (41) | # OF SALES | TOTAL VOLUME | AVERAGE | AVERAGE | % CHANGE | MINIMUM | MAXIMUM |

| BLACK ASH (41) | | TOTAL VOLUME | AVERAGE | AVERAGE | % CHANGE | MINIMUM | MAXIMUM |
|---|------|--------------|----------------|----------------|----------------|------------|----------------|
| | SOLD | | ADVERTISED | SOLD PRICE | FROM COL. 3 TO | SOLD PRICE | SOLD PRICE |
| | | | PRICE | | COL. 4 | | |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| Baraga Management Unit | 7 | 31.30 | \$17.43 | \$36.23 | 108.00% | \$18.00 | \$62.59 |
| <u>Crystal Falls Management Unit</u> | 2 | | <u>\$16.34</u> | <u>\$16.34</u> | | | <u>\$17.00</u> |
| COPPER COUNTRY STATE FOREST | 9 | 56.70 | \$16.94 | \$27.32 | 61.00% | \$15.00 | \$62.59 |
| Gwinn Management Unit | 1 | 6.00 | \$24.00 | \$30.07 | 25.00% | \$30.07 | \$30.07 |
| <u> Escanaba Management Unit </u> | 2 | 22.40 | <u>\$43.66</u> | <u>\$46.61</u> | | \$45.00 | \$47.00_ |
| ESCANABA RIVER STATE FOREST | 3 | 28.40 | \$39.51 | \$43.11 | 9.00% | \$30.07 | \$47.00 |
| UPPER PENINSULA | 12 | 85.10 | \$24.47 | \$32.59 | 33.00% | \$15.00 | \$62.59 |
| STATEWIDE | 12 | 85.10 | \$24.47 | \$32.59 | 33.00% | \$15.00 | \$62.59 |
| | | | | | | | |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 5 of 28

| BLACK CHERRY (49) | # OF SALES SOLD (1) | TOTAL VOLUME (2) | AVERAGE ADVERTISED PRICE (3) | AVERAGE SOLD PRICE (4) | % CHANGE FROM COL. 3 TO COL. 4 (5) | MINIMUM SOLD PRICE (6) | MAXIMUM SOLD PRICE (7) |
|---|--|-----------------------|---------------------------------------|------------------------------|---|---------------------------------------|------------------------------|
| Baraga Management Unit | 1 | 2.90 | \$31.00 | | 225.00% | \$100.65 | (<i>1</i>) \$100.65 |
| Crystal Falls Management Unit | 1 | 2.90 3.50 | \$31.00 | \$100.65 \$44.73 | 36.00% | \$44.73 | \$44.73 |
| COPPER COUNTRY STATE FOREST | | <u> </u> | <u></u> | <u> </u> | <u></u> | 944 . <u>73</u> \$44.73 | <u> </u> |
| Escanaba Management Unit | 1 | 0.40 | \$75.00 | \$150.02 | 100.00% | \$150.02 | \$150.02 |
| ESCANABA RIVER STATE FOREST | - <u>— — — </u> | 0.40 | \$75.00 | <u> </u> | 100.00% | \$150.02 | \$150.02 |
| Shingleton Management Unit | 2 | 205.50 | \$91.00 | \$130.95 | 44.00% | \$126.00 | \$140.00 |
| Sault Ste Marie (Naubinway Office) | 3 | 17.10 | \$105.35 | \$187.40 | 78.00% | \$123.54 | \$260.79 |
| <u>Sault Ste Marie (Soo Office)</u> | | | \$102.00 | <u> \$145.88</u> | | \$145.88 | <u></u> |
| LAKE SUPERIOR STATE FOREST | 6 | 226.30 | \$92.26 | \$135.46 | 47.00% | \$123.54 | \$260.79 |
| UPPER PENINSULA | 9 | 233.10 | \$90.58 | \$133.69 | 48.00% | \$44.73 | \$260.79 |
| Gaylord Management Unit | 5 | 66.90 | \$129.21 | \$148.04 | 15.00% | \$120.00 | \$192.72 |
| <u>Atlanta Management Unit</u> | | 8.90 | <u>\$138.00</u> | <u>\$138.00</u> | | <u>\$138.00</u> | <u>\$138.00</u> |
| MACKINAW STATE FOREST | 6 | 75.80 | \$130.24 | \$146.86 | 13.00% | \$120.00 | \$192.72 |
| Traverse City Management Unit | 19 | 301.20 | \$150.35 | \$221.20 | 47.00% | \$147.00 | \$475.71 |
| <u> Cadillac Management Unit </u> | 2 | | <u> </u> | <u>\$222.96 </u> | 128.00% _ | <u>\$107</u> .26 | <u>\$290.14</u> |
| PERE MARQUETTE STATE FOREST | 21 | 320.80 | \$147.14 | \$221.31 | 50.00% | \$107.26 | \$475.71 |
| NORTHERN LOWER PENNINSULA | 27 | 396.60 | \$143.91 | \$207.08 | 44.00% | \$107.26 | \$475.71 |
| STATEWIDE | 36 | 629.70 | \$124.17 | \$179.91 | 45.00% | \$44.73 | \$475.71 |
| BLACK SPRUCE (22) | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
| | (1) | (2) | PRICE (3) | (4) | COL. 4 | (6) | (7) |
| Travaraa City Managamant Linit | (1) | (2) 32.00 | \$37.07 | (4) \$48.49 | (5) 31.00% | (6) \$47.00 | (7) \$50.00 |
| | | <u>32.00</u> 32.00 | <u>\$37.07</u> _ \$37.07 | <u> </u> | <u>31.00%</u> 31.00% | <u>\$47.00</u> \$47.00 | <u> </u> |
| NORTHERN LOWER PENNINSULA | 3 | 32.00 | \$37.07 | | 31.00% | \$47.00 | \$50.00 |
| | | | | \$48.49 | | - | |
| STATEWIDE | 3 | 32.00 | \$37.07 | \$48.49 | 31.00% | \$47.00 | \$50.00 |

07/01/2021 to 12/31/2021

SAWTIMBER in MBF (see general note 3)

| GREEN ASH (42) | # OF SALES | TOTAL VOLUME | AVERAGE | AVERAGE | % CHANGE | MINIMUM | MAXIMUM |
|-----------------------------|------------|--------------|------------|----------------|----------------|------------|-----------------|
| | SOLD | | ADVERTISED | SOLD PRICE | FROM COL. 3 TO | SOLD PRICE | SOLD PRICE |
| | | | PRICE | | COL. 4 | | |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| Escanaba Management Unit | 3 | | \$30.38 | <u>\$54.22</u> | 78.00% | \$31.00 | <u>\$58.6</u> 6 |
| ESCANABA RIVER STATE FOREST | 3 | 37.00 | \$30.38 | \$54.22 | 78.00% | \$31.00 | \$58.66 |
| UPPER PENINSULA | 3 | 37.00 | \$30.38 | \$54.22 | 78.00% | \$31.00 | \$58.66 |
| STATEWIDE | 3 | 37.00 | \$30.38 | \$54.22 | 78.00% | \$31.00 | \$58.66 |
| | | | | | | | |

| 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 | 1.20 | \$23.00 | \$27.11 | 18.00% | \$27.11 | \$27.11 |
| _Atlanta_Management_Unit | <u> </u> | | <u>\$19.00</u> | <u>\$29.00</u> | <u>53.00%</u> | <u>\$29</u> .00 | \$29.00 |
| MACKINAW STATE FOREST | 2 | 32.20 | \$19.15 | \$28.93 | 51.00% | \$27.11 | \$29.00 |
| Traverse City Management Unit | 8 | 118.40 | \$16.79 | \$25.57 | 52.00% | \$17.16 | \$36.53 |
| <u> Cadillac Management Unit </u> | <u> </u> | | <u>\$18.44</u> | <u>\$34.90</u> | | <u>\$19</u> .00 | \$43.29 |
| PERE MARQUETTE STATE FOREST | 16 | 893.10 | \$18.22 | \$33.67 | 85.00% | \$17.16 | \$43.29 |
| Roscommon Management Unit | 1 | 42.50 | \$28.00 | \$35.26 | 26.00% | \$35.26 | \$35.26 |
| Grayling Management Unit | <u> </u> | 59.70_ | \$32.00 | <u>\$40.87</u> | | \$40.87 | \$40.87_ |
| AUSABLE STATE FOREST | 2 | 102.20 | \$30.34 | \$38.54 | 27.00% | \$35.26 | \$40.87 |
| NORTHERN LOWER PENNINSULA | 20 | 1,027.50 | \$19.45 | \$34.00 | 75.00% | \$17.16 | \$43.29 |
| STATEWIDE | 20 | 1,027.50 | \$19.45 | \$34.00 | 75.00% | \$17.16 | \$43.29 |

Date: 01/18/2022 Page 6 of 28

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 7 of 28

| 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 | 26 | 1,703.60 | \$41.52 | \$82.01 | 98.00% | \$40.00 | \$169.54 |
| Pigeon River Country Management Unit | 5 | 118.10 | \$49.38 | \$64.91 | 31.00% | \$49.00 | \$207.19 |
| Atlanta_Management_Unit | 23 | 1 <u>,374.70</u> | <u>\$117.23</u> | <u>\$167.13</u> | <u>43.00%</u> | \$52.00 | <u>\$400.00</u> |
| MACKINAW STATE FOREST | 54 | 3,196.40 | \$74.37 | \$117.99 | 59.00% | \$40.00 | \$400.00 |
| Traverse City Management Unit | 27 | 1,443.30 | \$91.47 | \$160.47 | 75.00% | \$87.00 | \$355.86 |
| Cadillac Management Unit | | 2,919.10 | <u> </u> | <u>\$147.04</u> | <u> </u> | <u>\$92.00</u> | <u></u> |
| PERE MARQUETTE STATE FOREST | 40 | 4,362.40 | \$82.23 | \$151.48 | 84.00% | \$87.00 | \$355.86 |
| Roscommon Management Unit | 6 | 1,293.60 | \$64.19 | \$155.45 | 142.00% | \$64.00 | \$237.71 |
| Grayling Management Unit | 6 | 851.80 | \$29.54 | \$69.28 | 135.00% | \$25.00 | \$82.91 |
| Gladwin Management Unit | 4 | 501.00 | <u>\$65.76</u> | <u>\$112.61 \$112.61 </u> | <u>71.00%</u> | <u>\$59.64</u> | <u>\$150.00</u> |
| AUSABLE STATE FOREST | 16 | 2,646.40 | \$53.33 | \$119.60 | 124.00% | \$25.00 | \$237.71 |
| NORTHERN LOWER PENNINSULA | 110 | 10,205.20 | \$72.27 | \$132.73 | 84.00% | \$25.00 | \$400.00 |
| STATEWIDE | 110 | 10,205.20 | \$72.27 | \$132.73 | 84.00% | \$25.00 | \$400.00 |

| 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) |
| <u>Escanaba Management Unit</u> | 3 | 9.70 | \$78.92 | <u>\$95.14</u> | | <u>\$78</u> .00 | <u>\$107.17</u> |
| ESCANABA RIVER STATE FOREST | 3 | 9.70 | \$78.92 | \$95.14 | 21.00% | \$78.00 | \$107.17 |
| UPPER PENINSULA | 3 | 9.70 | \$78.92 | \$95.14 | 21.00% | \$78.00 | \$107.17 |
| Atlanta Management Unit | 5 | 251.40 | <u>\$69.58</u> | <u>\$87.34</u> | 26.00% | <u>\$50</u> .00 | <u>\$105.13</u> |
| MACKINAW STATE FOREST | 5 | 251.40 | \$69.58 | \$87.34 | 26.00% | \$50.00 | \$105.13 |
| Traverse City Management Unit | 4 | 207.50 | \$64.64 | \$90.33 | 40.00% | \$77.00 | \$154.33 |
| <u> Cadillac Management Unit </u> | 9_ | | \$40.87 | <u> </u> | 96.00% | <u>\$50</u> .00 | <u>\$110.00</u> |
| PERE MARQUETTE STATE FOREST | 13 | 1,084.70 | \$45.42 | \$81.97 | 80.00% | \$50.00 | \$154.33 |
| Roscommon Management Unit | 6 | 837.40 | \$75.51 | \$216.26 | 186.00% | \$70.00 | \$389.09 |
| Grayling Management Unit | 6 | 612.70 | \$118.55 | \$184.54 | 56.00% | \$92.00 | \$357.54 |
| Gladwin Management Unit | 5 | 295.80 | \$87.47 | <u>\$96.15</u> | <u>10.00%</u> | <u>\$84</u> .60 | <u>\$107.14</u> |
| AUSABLE STATE FOREST | 17 | 1,745.90 | \$92.64 | \$184.78 | 99.00% | \$70.00 | \$389.09 |
| NORTHERN LOWER PENNINSULA | 35 | 3,082.00 | \$74.14 | \$140.65 | 90.00% | \$50.00 | \$389.09 |
| STATEWIDE | 38 | 3,091.70 | \$74.15 | \$140.50 | 89.00% | \$50.00 | \$389.09 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 8 of 28

| 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) |
| Gaylord Management Unit | 2 | 51.60 | <u>\$2.00</u> | <u>\$3.07</u> | 54.00% | \$2.00 | \$3.09 |
| MACKINAW STATE FOREST | 2 | 51.60 | \$2.00 | \$3.07 | 54.00% | \$2.00 | \$3.09 |
| NORTHERN LOWER PENNINSULA | 2 | 51.60 | \$2.00 | \$3.07 | 54.00% | \$2.00 | \$3.09 |
| STATEWIDE | 2 | 51.60 | \$2.00 | \$3.07 | 54.00% | \$2.00 | \$3.09 |

| PAPER BIRCH (10) | # OF SALES SOLD (1) | TOTAL VOLUME (2) | AVERAGE ADVERTISED PRICE (3) | AVERAGE SOLD PRICE (4) | % CHANGE FROM COL. 3 TO COL. 4 (5) | MINIMUM SOLD PRICE (6) | MAXIMUM SOLD PRICE (7) |
|--|---------------------------|---------------------|---------------------------------------|------------------------------|---|------------------------------|------------------------------|
| Baraga Management Unit | 6 | 91.50 | \$24.09 | \$37.06 | | \$30.05 | \$65.06 |
| Crystal Falls Management Unit | 12 | 356.30 | \$60.21 | \$149.61 | 148.00% | \$16.00 | \$292.55 |
| COPPER COUNTRY STATE FOREST | | 447.80 | <u> </u> | <u> </u> | 140.00% | <u> </u> | \$292.55 |
| Gwinn Management Unit | 3 | 112.30 | \$66.00 | \$83.93 | 27.00% | \$70.00 | \$105.24 |
| | 5 | 58.50 | <u>\$4</u> 4.48 | \$103.55 | <u>133.00%</u> | \$56.00 | <u></u> |
| ESCANABA RIVER STATE FOREST | 8 | 170.80 | \$58.63 | \$90.65 | 55.00% | \$56.00 | \$144.59 |
| Newberry Management Unit | 1 | 2.10 | \$24.00 | \$94.42 | 293.00% | \$94.42 | \$94.42 |
| Sault Ste Marie (Soo Office) | 1 | 0.80 | \$32.00 | \$46.08 | 44.00% | \$46.08 | \$46.08 |
| <u>Sault Ste Marie (Drummond Island)</u> | 2 | 6.40 | | <u>\$17.00</u> | | <u>\$17.00</u> | <u>\$17.00</u> |
| LAKE SUPERIOR STATE FOREST | 4 | 9.30 | \$19.87 | \$36.98 | 86.00% | \$17.00 | \$94.42 |
| UPPER PENINSULA | 30 | 627.90 | \$53.92 | \$115.50 | 114.00% | \$16.00 | \$292.55 |
| Gaylord Management Unit | 2 | 6.50 | \$29.37 | \$50.34 | 71.00% | \$27.00 | \$95.97 |
| <u>Atlanta Management Unit</u> | | <u> </u> | \$26.00 | <u>\$26.00 </u> | | <u>\$26.00</u> | \$26.00 |
| MACKINAW STATE FOREST | 3 | 15.20 | \$27.44 | \$36.41 | 33.00% | \$26.00 | \$95.97 |
| Traverse City Management Unit | 1 | | \$32.00 | \$33.00 | | \$33.00 | \$33.00 |
| PERE MARQUETTE STATE FOREST | 1 | 1.30 | \$32.00 | \$33.00 | 3.00% | \$33.00 | \$33.00 |
| Roscommon Management Unit | 1 | 23.60 | \$27.00 | \$61.64 | 128.00% | \$61.64 | \$61.64 |
| AUSABLE STATE FOREST | 1 | 23.60 | \$27.00 | \$61.64 | 128.00% | \$61.64 | \$61.64 |
| NORTHERN LOWER PENNINSULA | 5 | 40.10 | \$27.33 | \$51.15 | 87.00% | \$26.00 | \$95.97 |
| STATEWIDE | 35 | 668.00 | \$52.33 | \$111.64 | 113.00% | \$16.00 | \$292.55 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 9 of 28

| 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 | 15 | 1,002.70 | \$63.71 | \$164.41 | 158.00% | \$64.00 | \$293.07 |
| Crystal Falls Management Unit | <u> </u> | | <u>\$85.23</u> | <u>\$148.81</u> | | \$57.00 | <u>\$312.21</u> |
| COPPER COUNTRY STATE FOREST | 27 | 1,468.90 | \$70.54 | \$159.46 | 126.00% | \$57.00 | \$312.21 |
| Gwinn Management Unit | 5 | 220.80 | \$85.19 | \$191.64 | 125.00% | \$100.00 | \$267.28 |
| Escanaba Management Unit | <u> </u> | | \$74.46 | <u>\$125.85</u> | | <u>\$75</u> .00 | <u></u> |
| ESCANABA RIVER STATE FOREST | 15 | 482.80 | \$79.37 | \$155.94 | 96.00% | \$75.00 | \$267.28 |
| Shingleton Management Unit | 6 | 991.30 | \$97.38 | \$167.86 | 72.00% | \$100.05 | \$202.00 |
| Newberry Management Unit | 3 | 76.90 | \$68.92 | \$132.53 | 92.00% | \$78.00 | \$222.94 |
| Sault Ste Marie (Naubinway Office) | 5 | 180.50 | \$121.66 | \$310.76 | 155.00% | \$205.00 | \$431.46 |
| Sault Ste Marie (Soo Office) | 5 | 238.00 | \$69.98 | \$93.66 | 34.00% | \$61.00 | \$105.12 |
| Sault Ste Marie (Drummond Island) | 1 | 0.60 | \$51.00 | <u>\$51.00</u> | | <u>\$51.00</u> | <u>\$51.00</u> |
| LAKE SUPERIOR STATE FOREST | 20 | 1,487.30 | \$94.45 | \$171.46 | 82.00% | \$51.00 | \$431.46 |
| UPPER PENINSULA | 62 | 3,439.00 | \$82.12 | \$164.15 | 100.00% | \$51.00 | \$431.46 |
| Gaylord Management Unit | 22 | 585.20 | \$76.32 | \$147.09 | 93.00% | \$66.00 | \$240.27 |
| Pigeon River Country Management Unit | 5 | 82.30 | \$48.85 | \$62.73 | 28.00% | \$45.00 | \$75.00 |
| Atlanta Management Unit | <u> </u> | | <u> </u> | <u> </u> | <u> </u> | <u>\$55.00</u> | <u>\$154.70</u> |
| MACKINAW STATE FOREST | 44 | 995.30 | \$68.21 | \$117.34 | 72.00% | \$45.00 | \$240.27 |
| Traverse City Management Unit | 30 | 1,223.40 | \$125.84 | \$194.47 | 55.00% | \$112.00 | \$463.83 |
| <u> Cadillac Management Unit </u> | <u> </u> | 1 <u>,418.70</u> | \$55.50 | <u>\$84.05</u> | <u>51.00%</u> | <u>\$60</u> .00 | <u></u> |
| PERE MARQUETTE STATE FOREST | 45 | 2,642.10 | \$88.07 | \$135.18 | 53.00% | \$60.00 | \$463.83 |
| Roscommon Management Unit | 5 | 222.10 | \$58.23 | \$142.71 | 145.00% | \$61.00 | \$200.53 |
| Grayling Management Unit | 4 | 75.30 | \$44.04 | \$69.82 | 59.00% | \$39.00 | \$156.14 |
| _Gladwin Management Unit | 4 | <u>117.80</u> | \$37.23 | <u>\$51.98</u> | 40.00% | <u>\$41</u> .00 | <u>\$80.00</u> |
| AUSABLE STATE FOREST | 13 | 415.20 | \$49.70 | \$103.75 | 109.00% | \$39.00 | \$200.53 |
| NORTHERN LOWER PENNINSULA | 102 | 4,052.60 | \$79.26 | \$127.58 | 61.00% | \$39.00 | \$463.83 |
| STATEWIDE | 164 | 7,491.60 | \$80.57 | \$144.37 | 79.00% | \$39.00 | \$463.83 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 10 of 28

| RED OAK (08) | # 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 | 4 | | <u>\$63.52</u> | <u>\$178.47</u> | | <u> </u> | <u>\$223.23</u> |
| COPPER COUNTRY STATE FOREST | 4 | 205.40 | \$63.52 | \$178.47 | 181.00% | \$70.19 | \$223.23 |
| Gwinn Management Unit | 1 | 0.70 | \$97.00 | \$100.00 | 3.00% | \$100.00 | \$100.00 |
| Escanaba Management Unit | 2 | 55.10 | \$99.00 | <u>\$145.77</u> | 47.00% | <u>\$120.00</u> | <u>\$150.02</u> |
| ESCANABA RIVER STATE FOREST | 3 | 55.80 | \$98.97 | \$145.20 | 47.00% | \$100.00 | \$150.02 |
| Sault Ste Marie (Soo Office) | 1 | 57.20 | \$115.00 | \$125.00 | 9.00% | \$125.00 | \$125.00 |
| Sault Ste Marie (Drummond Island) | | <u> </u> | | <u>\$60.00 </u> | | <u>\$60</u> .00 | \$60.00_ |
| LAKE SUPERIOR STATE FOREST | 2 | 61.10 | \$111.49 | \$120.85 | 8.00% | \$60.00 | \$125.00 |
| UPPER PENINSULA | 9 | 322.30 | \$78.75 | \$161.78 | 105.00% | \$60.00 | \$223.23 |
| Gaylord Management Unit | 6 | 217.50 | \$87.76 | \$117.01 | 33.00% | \$86.00 | \$149.96 |
| Pigeon River Country Management Unit | 1 | 12.10 | \$141.00 | \$158.00 | 12.00% | \$158.00 | \$158.00 |
| Atlanta Management Unit | <u> </u> | 1 <u>,315.70</u> | \$185.95 | <u>\$288.42</u> | <u>55.00%</u> | <u>\$173.00</u> | \$450.00 |
| MACKINAW STATE FOREST | 25 | 1,545.30 | \$171.77 | \$263.28 | 53.00% | \$86.00 | \$450.00 |
| Traverse City Management Unit | 10 | 598.20 | \$117.89 | \$144.33 | 22.00% | \$119.00 | \$274.20 |
| Cadillac Management Unit | 4 | | <u>\$152.62</u> | <u>\$285.83</u> | 87.00% | <u>\$180.00</u> | \$487.06 |
| PERE MARQUETTE STATE FOREST | 14 | 941.40 | \$130.55 | \$195.91 | 50.00% | \$119.00 | \$487.06 |
| Roscommon Management Unit | 1 | 71.90 | \$127.00 | \$320.85 | 153.00% | \$320.85 | \$320.85 |
| Grayling Management Unit | 4 | 632.40 | \$118.94 | \$335.41 | 182.00% | \$115.00 | \$354.56 |
| Gladwin Management Unit | 2 | 77.80 | \$116.00 | <u>\$122.70</u> | <u> 6.00% </u> | <u>\$121.00</u> | <u>\$126.00</u> |
| AUSABLE STATE FOREST | 7 | 782.10 | \$119.39 | \$312.91 | 162.00% | \$115.00 | \$354.56 |
| NORTHERN LOWER PENNINSULA | 46 | 3,268.80 | \$147.37 | \$255.75 | 74.00% | \$86.00 | \$487.06 |
| STATEWIDE | 55 | 3,591.10 | \$141.21 | \$247.32 | 75.00% | \$60.00 | \$487.06 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 11 of 28

| RED PINE (31) | # 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) |
| Crystal Falls Management Unit | 3 | 899.70 | \$82.70 | <u>\$160.56</u> | 94.00% | \$153.00 | <u>\$165.00</u> |
| COPPER COUNTRY STATE FOREST | 3 | 899.70 | \$82.70 | \$160.56 | 94.00% | \$153.00 | \$165.00 |
| UPPER PENINSULA | 3 | 899.70 | \$82.70 | \$160.56 | 94.00% | \$153.00 | \$165.00 |
| Gaylord Management Unit | 14 | 4,409.40 | \$79.42 | \$164.02 | 107.00% | \$87.22 | \$218.59 |
| Pigeon River Country Management Unit | 7 | 938.30 | \$79.10 | \$129.42 | 64.00% | \$77.00 | \$182.08 |
| _Atlanta Management Unit | <u>17</u> | 2,630.90 | <u>\$71.71</u> | <u>\$201.27</u> | | <u>\$50.00</u> | \$287.24 |
| MACKINAW STATE FOREST | 38 | 7,978.60 | \$76.84 | \$172.24 | 124.00% | \$50.00 | \$287.24 |
| Traverse City Management Unit | 30 | 4,276.50 | \$80.06 | \$160.39 | 100.00% | \$79.00 | \$249.63 |
| _Cadillac Management Unit | <u>17</u> _ | 5,300.40 | | <u>\$146.70</u> | <u> </u> | \$88.00 | <u>\$192.8</u> 1_ |
| PERE MARQUETTE STATE FOREST | 47 | 9,576.90 | \$84.45 | \$152.81 | 81.00% | \$79.00 | \$249.63 |
| Roscommon Management Unit | 2 | 59.40 | \$91.79 | \$143.61 | 56.00% | \$115.85 | \$247.76 |
| Grayling Management Unit | 9 | 2,057.10 | \$93.18 | \$143.11 | 54.00% | \$78.00 | \$280.07 |
| Gladwin Management Unit | 3 | <u> 67.2</u> 0 | | <u>\$114.83</u> | | <u>\$102.00</u> | <u>\$120.00</u> |
| AUSABLE STATE FOREST | 14 | 2,183.70 | \$93.11 | \$142.25 | 53.00% | \$78.00 | \$280.07 |
| NORTHERN LOWER PENNINSULA | 99 | 19,739.20 | \$82.33 | \$159.49 | 94.00% | \$50.00 | \$287.24 |
| STATEWIDE | 102 | 20,638.90 | \$82.35 | \$159.54 | 94.00% | \$50.00 | \$287.24 |

| SCOTCH PINE (38) | # 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) |
| Traverse City Management Unit | 1 | 66.80 | \$23.00 | <u>\$29.76 \$29.76 </u> | 29.00% | <u>\$29</u> .76 | <u>\$29.76</u> |
| PERE MARQUETTE STATE FOREST | 1 | 66.80 | \$23.00 | \$29.76 | 29.00% | \$29.76 | \$29.76 |
| NORTHERN LOWER PENNINSULA | 1 | 66.80 | \$23.00 | \$29.76 | 29.00% | \$29.76 | \$29.76 |
| STATEWIDE | 1 | 66.80 | \$23.00 | \$29.76 | 29.00% | \$29.76 | \$29.76 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 12 of 28

| 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 | 15 | 1,930.00 | \$136.24 | \$359.14 | 164.00% | \$132.00 | \$478.93 |
| <u>Crystal Falls Management Unit</u> | <u>12</u> | <u>585.00</u> | <u>\$156.74</u> | <u></u> | <u> </u> | <u>\$96</u> .00 | <u>\$594.2</u> 6 |
| COPPER COUNTRY STATE FOREST | 27 | 2,515.00 | \$141.01 | \$341.27 | 142.00% | \$96.00 | \$594.26 |
| Gwinn Management Unit | 5 | 928.00 | \$205.92 | \$318.74 | 55.00% | \$216.46 | \$597.60 |
| <u> Escanaba Management Unit </u> | 5 | <u> 136.50 </u> | <u>\$114.74</u> | <u></u> | <u> </u> | <u>\$115</u> .00 | <u>\$285.8</u> 5 |
| ESCANABA RIVER STATE FOREST | 10 | 1,064.50 | \$194.23 | \$307.00 | 58.00% | \$115.00 | \$597.60 |
| Shingleton Management Unit | 5 | 1,099.00 | \$336.87 | \$455.41 | 35.00% | \$405.10 | \$487.00 |
| Newberry Management Unit | 1 | 9.40 | \$200.00 | \$261.00 | 31.00% | \$261.00 | \$261.00 |
| Sault Ste Marie (Naubinway Office) | 5 | 577.60 | \$315.73 | \$607.75 | 92.00% | \$379.00 | \$778.59 |
| Sault Ste Marie (Soo Office) | 2 | 43.50 | \$271.77 | \$368.21 | 35.00% | \$303.89 | \$390.24 |
| Sault Ste Marie (Drummond Island) | 3 | | <u>\$163.24</u> | <u>\$163.38</u> | 0.00% | <u>\$143</u> .74 | <u>\$164.0</u> 0 |
| LAKE SUPERIOR STATE FOREST | 16 | 1,861.10 | \$315.82 | \$479.02 | 52.00% | \$143.74 | \$778.59 |
| UPPER PENINSULA | 53 | 5,440.60 | \$211.22 | \$381.68 | 81.00% | \$96.00 | \$778.59 |
| Gaylord Management Unit | 19 | 3,611.70 | \$351.21 | \$733.27 | 109.00% | \$295.00 | \$1,104.38 |
| Pigeon River Country Management Unit | 2 | 32.30 | \$424.06 | \$427.71 | 1.00% | \$385.00 | \$451.00 |
| <u>Atlanta Management Unit</u> | 7 | <u> </u> | | <u> </u> | <u>56.00%</u> | <u>\$295</u> .00 | <u>\$600.7</u> 4 |
| MACKINAW STATE FOREST | 28 | 3,822.40 | \$350.98 | \$720.67 | 105.00% | \$295.00 | \$1,104.38 |
| Traverse City Management Unit | 18 | 1,682.70 | \$194.87 | \$363.22 | 86.00% | \$164.00 | \$475.71 |
| Cadillac Management Unit | 2 | 22.10 | \$98.00 | <u>\$159.25</u> | <u> </u> | <u>\$109</u> .00 | <u>\$285.2</u> 8 |
| PERE MARQUETTE STATE FOREST | 20 | 1,704.80 | \$193.62 | \$360.58 | 86.00% | \$109.00 | \$475.71 |
| Roscommon Management Unit | 1 | 2.10 | <u>\$308.00</u> | \$2,275.60 | | \$2,275.60 | <u>\$2,275.6</u> 0 |
| AUSABLE STATE FOREST | 1 | 2.10 | \$308.00 | \$2,275.60 | 639.00% | \$2,275.60 | \$2,275.60 |
| NORTHERN LOWER PENNINSULA | 49 | 5,529.30 | \$302.45 | \$610.24 | 102.00% | \$109.00 | \$2,275.60 |
| STATEWIDE | 102 | 10,969.90 | \$257.20 | \$496.88 | 93.00% | \$96.00 | \$2,275.60 |
| | | | | | | | |

| TAMARACK (27) | # OF SALES | TOTAL VOLUME | AVERAGE | AVERAGE | % CHANGE | MINIMUM | MAXIMUM |
|-------------------------------|------------|--------------|----------------|-----------------|----------------|------------|------------|
| | SOLD | | ADVERTISED | SOLD PRICE | FROM COL. 3 TO | SOLD PRICE | SOLD PRICE |
| | | | PRICE | | COL. 4 | | |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| Traverse City Management Unit | <u> </u> | 4.70 | <u>\$12.00</u> | <u>\$22.00 </u> | 83.00% | \$22.00 | \$22.00 |
| PERE MARQUETTE STATE FOREST | 1 | 4.70 | \$12.00 | \$22.00 | 83.00% | \$22.00 | \$22.00 |
| NORTHERN LOWER PENNINSULA | 1 | 4.70 | \$12.00 | \$22.00 | 83.00% | \$22.00 | \$22.00 |
| STATEWIDE | 1 | 4.70 | \$12.00 | \$22.00 | 83.00% | \$22.00 | \$22.00 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 13 of 28

| 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 | 8 | 207.10 | \$31.65 | \$78.98 | 150.00% | \$29.00 | \$102.81 |
| <u>_Crystal Falls Management Unit</u> | 2 | 221.80 | \$49.28 | <u>\$49.28 (\$49.28)</u> | | <u>\$49.00</u> | <u>\$53.00</u> |
| COPPER COUNTRY STATE FOREST | 10 | 428.90 | \$40.77 | \$63.62 | 56.00% | \$29.00 | \$102.81 |
| Escanaba Management Unit | 2 | 25.20 | \$30.82 | \$53.77 | 74.00% | \$50.15 | \$70.00 |
| ESCANABA RIVER STATE FOREST | 2 | 25.20 | \$30.82 | \$53.77 | 74.00% | \$50.15 | \$70.00 |
| Sault Ste Marie (Naubinway Office) | 1 | 18.40 | \$32.00 | \$73.00 | 128.00% | \$73.00 | \$73.00 |
| Sault Ste Marie (Soo Office) | 1 | 22.10 | \$32.00 | \$46.08 | 44.00% | \$46.08 | \$46.08 |
| Sault Ste Marie (Drummond Island) | <u> </u> | <u> </u> | \$20.00 | <u>\$20.00 </u> | 0.00% | <u>\$20.00</u> | \$20.00 |
| LAKE SUPERIOR STATE FOREST | 3 | 48.60 | \$30.00 | \$51.93 | 73.00% | \$20.00 | \$73.00 |
| UPPER PENINSULA | 15 | 502.70 | \$39.23 | \$62.00 | 58.00% | \$20.00 | \$102.81 |
| Traverse City Management Unit | 1 | 0.60 | \$55.00 | \$55.00 | 0.00% | \$55.00 | \$55.00 |
| PERE MARQUETTE STATE FOREST | 1 | 0.60 | \$55.00 | \$55.00 | 0.00% | \$55.00 | \$55.00 |
| NORTHERN LOWER PENNINSULA | 1 | 0.60 | \$55.00 | \$55.00 | 0.00% | \$55.00 | \$55.00 |
| STATEWIDE | 16 | 503.30 | \$39.25 | \$61.99 | 58.00% | \$20.00 | \$102.81 |

| 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) |
| Escanaba Management Unit | 3 | 7.40 | \$75.78 | <u>\$84.15</u> | <u>11.00%</u> | \$76.00 | <u>\$150.02</u> |
| ESCANABA RIVER STATE FOREST | 3 | 7.40 | \$75.78 | \$84.15 | 11.00% | \$76.00 | \$150.02 |
| UPPER PENINSULA | 3 | 7.40 | \$75.78 | \$84.15 | 11.00% | \$76.00 | \$150.02 |
| Atlanta Management Unit | 2 | 27.80 | \$75.00 | <u>\$112.08 (\$11</u> | 49.00% | \$76.83 | \$119.81 |
| MACKINAW STATE FOREST | 2 | 27.80 | \$75.00 | \$112.08 | 49.00% | \$76.83 | \$119.81 |
| Traverse City Management Unit | 6 | 233.80 | \$74.21 | \$115.72 | 56.00% | \$83.90 | \$226.36 |
| <u> Cadillac Management Uni</u> t <u> </u> | 4 | <u> </u> | <u>\$57.41</u> | <u> </u> | 130.00% | <u>\$72</u> .00 | <u>\$241.02</u> |
| PERE MARQUETTE STATE FOREST | 10 | 321.90 | \$69.61 | \$120.24 | 73.00% | \$72.00 | \$241.02 |
| Roscommon Management Unit | 1 | 9.40 | \$70.00 | \$76.00 | 9.00% | \$76.00 | \$76.00 |
| Grayling Management Unit | 4 | 108.60 | \$71.77 | \$165.47 | 131.00% | \$67.00 | \$214.52 |
| _Gladwin Management Unit | 1 | | | <u>\$97.00</u> | <u>13.00%</u> | <u>\$97</u> .00 | <u>\$97.00</u> |
| AUSABLE STATE FOREST | 6 | 129.20 | \$72.87 | \$153.02 | 110.00% | \$67.00 | \$214.52 |
| NORTHERN LOWER PENNINSULA | 18 | 478.90 | \$70.80 | \$128.61 | 82.00% | \$67.00 | \$241.02 |
| STATEWIDE | 21 | 486.30 | \$70.88 | \$127.93 | 80.00% | \$67.00 | \$241.02 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 14 of 28

SAWTIMBER in MBF (see general note 3)

MACKINAW STATE FOREST

STATEWIDE

NORTHERN LOWER PENNINSULA

| 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) |
| <u>Escanaba Management Unit</u> | 1 | 7.90 | \$42.00 | <u>\$60.01 </u> | 43.00% | \$60.01 | <u>\$60.0</u> 1 |
| ESCANABA RIVER STATE FOREST | 1 | 7.90 | \$42.00 | \$60.01 | 43.00% | \$60.01 | \$60.01 |
| Shingleton Management Unit | 1 | 5.10 | \$51.00 | <u>\$100.05</u> | | <u>\$100.05</u> | <u>\$100.05 </u> |
| LAKE SUPERIOR STATE FOREST | 1 | 5.10 | \$51.00 | \$100.05 | 96.00% | \$100.05 | \$100.05 |
| UPPER PENINSULA | 2 | 13.00 | \$45.53 | \$75.72 | 66.00% | \$60.01 | \$100.05 |
| Gaylord Management Unit | 5 | 166.50 | \$32.70 | \$45.37 | 39.00% | \$38.00 | \$50.00 |
| Pigeon River Country Management Unit | 3 | 101.00 | \$50.09 | \$107.45 | 115.00% | \$65.07 | \$110.00 |
| Atlanta Management Unit | <u> </u> | <u></u> | | <u>\$60.41</u> | <u> </u> | <u>\$35</u> .00 | <u>\$140.00</u> |
| MACKINAW STATE FOREST | 21 | 679.60 | \$38.09 | \$63.72 | 67.00% | \$35.00 | \$140.00 |
| Traverse City Management Unit | 22 | 1,100.90 | \$35.78 | \$60.56 | | \$34.00 | \$116.47 |
| Cadillac Management Unit | 3 | | | <u>\$101.21</u> | <u>83.00%</u> | <u>\$85</u> .00 | <u>\$140.00</u> |
| PERE MARQUETTE STATE FOREST | 25 | 1,806.00 | \$43.44 | \$76.43 | 76.00% | \$34.00 | \$140.00 |
| Roscommon Management Unit | 3 | 180.10 | \$43.56 | \$126.26 | | \$98.17 | \$200.53 |
| Grayling Management Unit | 2 | | <u>\$42.91</u> _ | <u>\$60.39</u> | <u> </u> | <u>\$42</u> .00 | <u>\$62.13</u> |
| AUSABLE STATE FOREST | 5 | 202.10 | \$43.49 | \$119.09 | 174.00% | \$42.00 | \$200.53 |
| NORTHERN LOWER PENNINSULA | 51 | 2,687.70 | \$42.09 | \$76.42 | 82.00% | \$34.00 | \$200.53 |
| STATEWIDE | 53 | 2,700.70 | \$42.11 | \$76.42 | 81.00% | \$34.00 | \$200.53 |
| WHITE SPRUCE (21) | # OF SALES | TOTAL VOLUME | AVERAGE | AVERAGE | % CHANGE | MINIMUM | MAXIMUM |
| | SOLD | | ADVERTISED | SOLD PRICE | FROM COL. 3 TO | SOLD PRICE | SOLD PRICE |
| | (1) | (2) | PRICE (3) | (4) | COL. 4 (5) | (6) | (7) |
| Baraga Management Unit | 1 | 1.20 | \$32.00 | \$88.86 | | \$88.86 | \$88.86 |
| Crystal Falls Management Unit | 1 | 4.20 | \$31.00 | \$31.00 | | \$31.00 | \$31.00 |
| COPPER COUNTRY STATE FOREST | | <u> </u> | <u> </u> | <u> </u> | | | \$88.86 |
| UPPER PENINSULA | 2 | 5.40 | \$31.22 | \$43.86 | | \$31.00 | \$88.86 |
| Gaylord Management Unit | 3 | 56.40 | \$32.00 | \$42.80 | 34.00% | \$38.00 | \$49.42 |
| Pigeon River Country Management Unit | 1 | 14.50 | \$33.00 | \$34.00 | 3.00% | \$34.00 | \$34.00 |
| Atlanta Management Unit | 1 | <u>3.60</u> | <u>\$38.00</u> | <u>\$57.61</u> | <u> </u> | <u> </u> | <u>\$57.6</u> 1 |
| | | | | | | | |

5

5

7

74.50

74.50

79.90

\$32.48

\$32.48

\$32.40

\$41.81

\$41.81

\$41.94

29.00%

29.00%

29.00%

\$34.00

\$34.00

\$31.00

\$57.61

\$57.61

\$88.86

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 15 of 28

| 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 | 15 | 113.00 | \$32.19 | \$49.75 | 55.00% | \$32.44 | \$157.63 |
| <u>Crystal Falls Management Unit</u> | 4 | | \$46.58 | <u>\$84.41</u> | <u> </u> | <u>\$45</u> .00 | <u>\$217.51</u> |
| COPPER COUNTRY STATE FOREST | 19 | 131.50 | \$34.22 | \$54.63 | 60.00% | \$32.44 | \$217.51 |
| Gwinn Management Unit | 1 | 1.50 | \$31.00 | \$122.22 | 294.00% | \$122.22 | \$122.22 |
| | 2 | | \$28.32 | <u> </u> | <u> </u> | <u>\$31</u> .00 | <u>\$92.8</u> 2 |
| ESCANABA RIVER STATE FOREST | 3 | 33.10 | \$28.44 | \$57.73 | 103.00% | \$31.00 | \$122.22 |
| Shingleton Management Unit | 4 | 11.70 | \$36.03 | \$82.93 | 130.00% | \$31.00 | \$150.00 |
| Newberry Management Unit | 2 | 2.10 | \$35.29 | \$113.41 | 221.00% | \$58.00 | \$154.97 |
| <u>Sault Ste Marie (Drummond Island)</u> | | 0.70 | \$21.00 | <u>\$25.00</u> | <u> </u> | <u>\$25</u> .00 | \$25.00 |
| LAKE SUPERIOR STATE FOREST | 7 | 14.50 | \$35.19 | \$84.55 | 140.00% | \$25.00 | \$154.97 |
| UPPER PENINSULA | 29 | 179.10 | \$33.23 | \$57.62 | 73.00% | \$25.00 | \$217.51 |
| Gaylord Management Unit | 1 | 1.70 | \$35.00 | \$132.91 | 280.00% | \$132.91 | \$132.91 |
| Atlanta Management Unit | 1 | 0.50 | \$35.00 | \$35.00 | | <u>\$35</u> .00 | <u>\$35.00</u> |
| MACKINAW STATE FOREST | 2 | 2.20 | \$35.00 | \$110.66 | 216.00% | \$35.00 | \$132.91 |
| NORTHERN LOWER PENNINSULA | 2 | 2.20 | \$35.00 | \$110.66 | 216.00% | \$35.00 | \$132.91 |
| STATEWIDE | 31 | 181.30 | \$33.25 | \$58.27 | 75.00% | \$25.00 | \$217.51 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 16 of 28

| 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 | 11 | 962.00 | \$2.25 | \$6.26 | 178.00% | \$2.02 | \$8.28 |
| Crystal Falls Management Unit | <u> </u> | 2 <u>,301.00</u> | <u>\$6.91</u> | <u>\$7.72</u> | | <u>\$3</u> .15 | <u>\$12.61</u> |
| COPPER COUNTRY STATE FOREST | 26 | 3,263.00 | \$5.53 | \$7.29 | 32.00% | \$2.02 | \$12.61 |
| Gwinn Management Unit | 5 | 1,765.00 | \$13.56 | \$18.70 | 38.00% | \$13.25 | \$24.80 |
| <u>Escanaba Management Unit</u> | <u> </u> | 1 <u>,263.00</u> | <u>\$12.13 </u> | <u>\$19.38</u> | | <u>\$9</u> .15 | <u>\$35.05</u> |
| ESCANABA RIVER STATE FOREST | 15 | 3,028.00 | \$12.96 | \$18.98 | 46.00% | \$9.15 | \$35.05 |
| Shingleton Management Unit | 8 | 694.00 | \$11.57 | \$15.98 | 38.00% | \$7.80 | \$22.47 |
| Newberry Management Unit | 4 | 472.00 | \$9.16 | \$18.51 | 102.00% | \$9.56 | \$20.00 |
| Sault Ste Marie (Naubinway Office) | 5 | 170.00 | \$10.15 | \$14.16 | 40.00% | \$10.25 | \$20.50 |
| Sault Ste Marie (Soo Office) | 4 | 597.00 | \$8.32 | \$13.44 | 62.00% | \$7.40 | \$18.00 |
| Sault Ste Marie (Drummond Island) | 3 | 2,000.00 | \$6.02 | <u>\$6.54</u> | | \$4.55 | <u>\$7.1</u> 9 |
| LAKE SUPERIOR STATE FOREST | 24 | 3,933.00 | \$7.90 | \$11.02 | 39.00% | \$4.55 | \$22.47 |
| UPPER PENINSULA | 65 | 10,224.00 | \$8.65 | \$12.18 | 41.00% | \$2.02 | \$35.05 |
| Gaylord Management Unit | 12 | 1,844.00 | \$17.14 | \$31.11 | 82.00% | \$17.55 | \$94.36 |
| Pigeon River Country Management Unit | 3 | 46.00 | \$19.70 | \$22.58 | 15.00% | \$21.00 | \$25.03 |
| Atlanta Management Unit | 2 | 3 <u>,990.40</u> | <u>\$18.78</u> | <u>\$30.05</u> | <u> </u> | <u>\$15</u> .00 | <u></u> |
| MACKINAW STATE FOREST | 37 | 5,880.40 | \$18.27 | \$30.32 | 66.00% | \$15.00 | \$94.36 |
| Traverse City Management Unit | 5 | 95.00 | <u>\$8.43</u> | <u>\$15.51</u> | 84.00% | <u>\$12</u> .00 | \$28.90 |
| PERE MARQUETTE STATE FOREST | 5 | 95.00 | \$8.43 | \$15.51 | 84.00% | \$12.00 | \$28.90 |
| Roscommon Management Unit | 3 | 183.00 | \$17.55 | \$30.73 | 75.00% | \$20.00 | \$47.78 |
| Grayling Management Unit | 3 | | \$9.61 | \$17.95 | <u> </u> | <u>\$10.00</u> | <u>\$25.1</u> 0 |
| AUSABLE STATE FOREST | 6 | 200.00 | \$16.88 | \$29.64 | 76.00% | | \$47.78 |
| NORTHERN LOWER PENNINSULA | 48 | 6,175.40 | \$18.07 | \$30.07 | 66.00% | \$10.00 | \$94.36 |
| STATEWIDE | 113 | 16,399.40 | \$12.20 | \$18.92 | 55.00% | \$2.02 | \$94.36 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 17 of 28

| 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 | 10 | 1,181.00 | \$3.45 | \$4.07 | 18.00% | \$3.40 | \$10.38 |
| _Crystal Falls Management Unit | 3 | <u>519.00</u> | <u>\$6.96</u> | \$ <u>6.96</u> | | <u>\$6</u> .80 | <u>\$7.3</u> 0 |
| COPPER COUNTRY STATE FOREST | 13 | 1,700.00 | \$4.52 | \$4.95 | 10.00% | \$3.40 | \$10.38 |
| Gwinn Management Unit | 2 | | <u>\$5.65</u> | \$20.19 | 257.00% | <u>\$19</u> .96 | \$21.55 |
| ESCANABA RIVER STATE FOREST | 2 | 173.00 | \$5.65 | \$20.19 | 257.00% | \$19.96 | \$21.55 |
| UPPER PENINSULA | 15 | 1,873.00 | \$4.62 | \$6.36 | 38.00% | \$3.40 | \$21.55 |
| Gaylord Management Unit | 13 | 2,279.00 | \$6.92 | \$17.75 | 157.00% | \$6.20 | \$35.17 |
| Pigeon River Country Management Unit | 2 | 171.00 | \$6.97 | \$10.74 | 54.00% | \$10.00 | \$12.00 |
| Atlanta Management Unit | 7 | | \$6.70 | <u>\$14.69</u> | 1 <u>19.00%</u> | <u>\$6</u> .25 | <u>\$31.82</u> |
| MACKINAW STATE FOREST | 22 | 3,174.00 | \$6.87 | \$16.67 | 143.00% | \$6.20 | \$35.17 |
| Traverse City Management Unit | 5 | 340.00 | \$11.68 | \$30.36 | 160.00% | \$13.00 | \$45.77 |
| <u>Cadillac Management Unit</u> | 1 | 27.00 | <u>\$10.85</u> | \$39.00 | 259.00% | \$39.00 | \$39.00 |
| PERE MARQUETTE STATE FOREST | 6 | 367.00 | \$11.62 | \$31.00 | 167.00% | \$13.00 | \$45.77 |
| NORTHERN LOWER PENNINSULA | 28 | 3,541.00 | \$7.36 | \$18.16 | 147.00% | \$6.20 | \$45.77 |
| STATEWIDE | 43 | 5,414.00 | \$6.42 | \$14.08 | 119.00% | \$3.40 | \$45.77 |
| HEMLOCK (39) | # OF SALES | TOTAL VOLUME | AVERAGE | AVERAGE | % CHANGE | MINIMUM | MAXIMUM |

| 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 | 2 | | \$2.75 | \$3.55 | | \$3.00 | <u>\$3.61</u> |
| COPPER COUNTRY STATE FOREST | 2 | 38.00 | \$2.75 | \$3.55 | 29.00% | \$3.00 | \$3.61 |
| Shingleton Management Unit | 1 | 8.00 | \$16.25 | \$20.21 | 24.00% | \$20.21 | \$20.21 |
| <u>Newberry Management Unit</u> | | | | <u>\$16.50</u> | | <u>\$16</u> .50 | <u>\$16.50</u> |
| LAKE SUPERIOR STATE FOREST | 2 | 10.00 | \$16.30 | \$19.47 | 19.00% | \$16.50 | \$20.21 |
| UPPER PENINSULA | 4 | 48.00 | \$5.57 | \$6.86 | 23.00% | \$3.00 | \$20.21 |
| STATEWIDE | 4 | 48.00 | \$5.57 | \$6.86 | 23.00% | \$3.00 | \$20.21 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 18 of 28

| 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) |
| Baraga Management Unit | 1 | 192.00 | \$16.65 | \$32.04 | 92.00% | \$32.04 | \$32.04 |
| Crystal Falls Management Unit | 2 | | \$13.75 | <u>\$43.84</u> | 2 <u>19.00%</u> | <u>\$43</u> .75 | \$4 <u>5.2</u> 1 |
| COPPER COUNTRY STATE FOREST | 3 | 1,188.00 | \$14.22 | \$41.93 | 195.00% | \$32.04 | \$45.21 |
| Shingleton Management Unit | 5 | 2,940.00 | \$19.12 | \$28.02 | 47.00% | \$14.60 | \$46.59 |
| Newberry Management Unit | 4 | 504.00 | \$22.11 | \$27.26 | 23.00% | \$22.75 | \$44.40 |
| Sault Ste Marie (Naubinway Office) | 1 | 3.00 | \$20.10 | \$20.10 | 0.00% | \$20.10 | \$20.10 |
| Sault Ste Marie (Soo Office) | 1 | | \$17.15 | \$20.00 | <u>17.00%</u> | <u>\$20</u> .00 | \$20.00 |
| LAKE SUPERIOR STATE FOREST | 11 | 3,571.00 | \$19.48 | \$27.63 | 42.00% | \$14.60 | \$46.59 |
| UPPER PENINSULA | 14 | 4,759.00 | \$18.16 | \$31.20 | 72.00% | \$14.60 | \$46.59 |
| Gaylord Management Unit | 7 | 1,810.00 | \$11.92 | \$35.91 | 201.00% | \$11.45 | \$41.14 |
| Pigeon River Country Management Unit | 2 | 95.00 | \$13.00 | \$37.21 | 186.00% | \$16.02 | \$40.57 |
| Atlanta Management Unit | <u> </u> | 2,433.00 | \$12.42 | <u>\$15.99</u> | <u>29.00%</u> | <u>\$10</u> .00 | <u>\$30.15 \$30.15 </u> |
| MACKINAW STATE FOREST | 24 | 4,338.00 | \$12.22 | \$24.77 | 103.00% | \$10.00 | \$41.14 |
| Traverse City Management Unit | 15 | 1,414.00 | \$8.50 | \$18.81 | 121.00% | \$8.43 | \$31.98 |
| Cadillac Management Unit | | 3,707.00 | \$9.61 | | <u> </u> | | <u>\$25.51</u> |
| PERE MARQUETTE STATE FOREST | 31 | 5,121.00 | \$9.30 | \$17.92 | 93.00% | \$8.43 | \$31.98 |
| Roscommon Management Unit | 3 | 558.00 | \$13.85 | \$18.28 | 32.00% | \$16.00 | \$31.62 |
| Grayling Management Unit | 11 | 4,971.00 | \$16.25 | \$27.14 | 67.00% | \$13.10 | \$46.20 |
| Gladwin Management Unit | 3 | | \$17.78 | \$24.98 | 40.00% | \$20.00 | <u>\$27.00</u> |
| AUSABLE STATE FOREST | | 5,711.00 | \$16.07 | \$26.21 | 63.00% | \$13.10 | \$46.20 |
| NORTHERN LOWER PENNINSULA | 72 | 15,170.00 | \$12.68 | \$23.00 | 81.00% | \$8.43 | \$46.20 |
| STATEWIDE | 86 | 19,929.00 | \$13.99 | \$24.96 | 78.00% | \$8.43 | \$46.59 |
| /ISC. SPECIES (90) | # OF SALES | TOTAL VOLUME | AVERAGE | | % CHANGE | | |

| MISC. SPECIES (90) | # OF SALES | TOTAL VOLUME | AVERAGE | AVERAGE | % CHANGE | MINIMUM | MAXIMUM |
|-------------------------------|------------|--------------|---------------|----------------|----------------|-----------------|----------------|
| | SOLD | | ADVERTISED | SOLD PRICE | FROM COL. 3 TO | SOLD PRICE | SOLD PRICE |
| | | | PRICE | | COL. 4 | | |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| Traverse City Management Unit | 2 | 58.00 | \$5.04 | <u>\$14.71</u> | 192.00% | \$13.80 | <u>\$15.00</u> |
| PERE MARQUETTE STATE FOREST | 2 | 58.00 | \$5.04 | \$14.71 | 192.00% | \$13.80 | \$15.00 |
| Grayling Management Unit | 1 | 47.00 | <u>\$5.50</u> | <u>\$10.00</u> | <u> </u> | <u>\$10</u> .00 | <u>\$10.00</u> |
| AUSABLE STATE FOREST | 1 | 47.00 | \$5.50 | \$10.00 | 82.00% | \$10.00 | \$10.00 |
| NORTHERN LOWER PENNINSULA | 3 | 105.00 | \$5.24 | \$12.60 | 140.00% | \$10.00 | \$15.00 |
| STATEWIDE | 3 | 105.00 | \$5.24 | \$12.60 | 140.00% | \$10.00 | \$15.00 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 19 of 28

| MIXED ASPEN (80) | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
|---|--------------------|------------------|-----------------------|-------------------------|----------------------------|-----------------------|-----------------------|
| | (1) | (2) | PRICE (3) | (4) | COL. 4 (5) | (6) | (7) |
| Baraga Management Unit | 9 | 6,520.00 | \$5.86 | \$23.51 | 301.00% | \$5.70 | \$37.01 |
| Crystal Falls Management Unit | 15 | 23,093.00 | \$19.01 | \$35.65 | 88.00% | \$6.00 | \$56.58 |
| COPPER COUNTRY STATE FOREST | | 29,613.00 | <u> </u> | \$32.98 | 105.00% | <u> </u> | \$56.58 |
| Gwinn Management Unit | 5 | 7,007.00 | \$16.75 | \$29.34 | 75.00% | \$16.00 | \$34.10 |
| <u> Escanaba Management Unit </u> | | 4 <u>,898.00</u> | <u>\$16.68</u> | <u>\$26.46 \$26.46 </u> | <u> </u> | <u>\$12.25</u> | <u>\$38.1</u> 1 |
| ESCANABA RIVER STATE FOREST | 15 | 11,905.00 | \$16.72 | \$28.15 | 68.00% | \$12.25 | \$38.11 |
| Shingleton Management Unit | 8 | 1,657.00 | \$22.64 | \$33.49 | 48.00% | \$23.35 | \$37.09 |
| Newberry Management Unit | 3 | 111.00 | \$17.12 | \$24.94 | 46.00% | \$17.35 | \$26.00 |
| Sault Ste Marie (Naubinway Office) | 5 | 1,353.00 | \$14.70 | \$28.93 | 97.00% | \$20.00 | \$47.66 |
| Sault Ste Marie (Soo Office) | 5 | 4,089.00 | \$15.55 | \$27.41 | 76.00% | \$13.50 | \$31.50 |
| Sault Ste Marie (Drummond Island) | 3 | 8,023.00 | <u>\$10.79</u> | <u>\$11.13</u> | 3.00% | \$9.00 | <u>\$12.32</u> |
| LAKE SUPERIOR STATE FOREST | 24 | 15,233.00 | \$13.75 | \$19.61 | 43.00% | \$9.00 | \$47.66 |
| UPPER PENINSULA | 63 | 56,751.00 | \$15.61 | \$28.38 | 82.00% | \$5.70 | \$56.58 |
| Gaylord Management Unit | 30 | 11,380.90 | \$16.08 | \$32.86 | 104.00% | \$15.85 | \$71.49 |
| Pigeon River Country Management Unit | 7 | 2,805.00 | \$15.48 | \$29.26 | 89.00% | \$17.00 | \$34.00 |
| _Atlanta Management Unit | | <u>21,231.50</u> | \$30.48 | <u>\$43.11 \$43.11 </u> | <u> </u> | <u>\$14.00</u> | <u>\$60.00</u> |
| MACKINAW STATE FOREST | 64 | 35,417.40 | \$24.67 | \$38.72 | 57.00% | \$14.00 | \$71.49 |
| Traverse City Management Unit | 38 | 9,226.00 | \$12.76 | \$23.27 | 82.00% | \$12.70 | \$40.24 |
| <u>Cadillac Management Unit</u> | 21 | <u> </u> | <u>\$14.79</u> | <u>\$26.39</u> | 78.00% | <u>\$13.50</u> | <u>\$58.09</u> |
| PERE MARQUETTE STATE FOREST | 59 | 19,342.00 | \$13.82 | \$24.90 | 80.00% | \$12.70 | \$58.09 |
| Roscommon Management Unit | 6 | 11,949.00 | \$18.62 | \$44.84 | 141.00% | \$21.00 | \$51.46 |
| Grayling Management Unit | 13 | 10,081.00 | \$14.86 | \$49.06 | 230.00% | \$14.00 | \$58.23 |
| Gladwin Management Unit | 5 | 5,573.00 | \$18.62 | \$27.49 | 48.00% | <u>\$17.84</u> | <u>\$31.09</u> |
| AUSABLE STATE FOREST | 24 | 27,603.00 | \$17.25 | \$42.88 | 149.00% | \$14.00 | \$58.23 |
| NORTHERN LOWER PENNINSULA | 147 | 82,362.40 | \$19.63 | \$36.87 | 88.00% | \$12.70 | \$71.49 |
| STATEWIDE | 210 | 139,113.40 | \$17.99 | \$33.40 | 86.00% | \$5.70 | \$71.49 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 20 of 28

| 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 | 16 | 18,481.00 | \$4.39 | \$8.38 | 91.00% | \$4.30 | \$19.13 |
| Crystal Falls Management Unit | | | <u>\$12.21</u> | | 62.00% _ | \$4.60 | \$30.00 |
| COPPER COUNTRY STATE FOREST | 31 | 29,601.00 | \$7.33 | \$12.64 | 72.00% | \$4.30 | \$30.00 |
| Gwinn Management Unit | 5 | 7,432.00 | \$11.94 | \$21.60 | 81.00% | \$12.50 | \$28.91 |
| Escanaba Management Unit | | 4,702.00 | <u>\$15.05</u> | <u>\$25.63</u> | 70.00% | <u>\$12</u> .20 | <u>\$35.05</u> |
| ESCANABA RIVER STATE FOREST | 15 | 12,134.00 | \$13.15 | \$23.16 | 76.00% | \$12.20 | \$35.05 |
| Shingleton Management Unit | 9 | 7,965.00 | \$15.10 | \$22.62 | 50.00% | \$9.75 | \$30.54 |
| Newberry Management Unit | 4 | 3,080.00 | \$10.94 | \$16.84 | 54.00% | \$11.25 | \$21.35 |
| Sault Ste Marie (Naubinway Office) | 7 | 4,937.00 | \$12.37 | \$21.13 | 71.00% | \$12.35 | \$36.07 |
| Sault Ste Marie (Soo Office) | 5 | 1,937.00 | \$9.87 | \$15.11 | 53.00% | \$8.70 | \$21.00 |
| Sault Ste Marie (Drummond Island) | 3 | | \$6.52 | <u>\$6.59</u> | | <u>\$6</u> .50 | <u>\$8.73</u> |
| LAKE SUPERIOR STATE FOREST | 28 | 18,630.00 | \$12.82 | \$19.88 | 55.00% | \$6.50 | \$36.07 |
| UPPER PENINSULA | 74 | 60,365.00 | \$10.19 | \$16.99 | 67.00% | \$4.30 | \$36.07 |
| Gaylord Management Unit | 34 | 16,986.20 | \$17.35 | \$27.72 | 60.00% | \$14.24 | \$67.62 |
| Pigeon River Country Management Unit | 10 | 1,027.00 | \$12.88 | \$23.01 | 79.00% | \$13.00 | \$37.36 |
| <u>Atlanta Management Unit</u> | | 9 <u>,813.2</u> 0 | \$25.96 | <u>\$36.41 </u> | <u> </u> | <u>\$12.00</u> | <u>\$60.00</u> |
| MACKINAW STATE FOREST | 71 | 27,826.40 | \$20.22 | \$30.61 | 51.00% | \$12.00 | \$67.62 |
| Traverse City Management Unit | 40 | 13,187.00 | \$13.02 | \$26.80 | 106.00% | \$12.40 | \$43.20 |
| <u>Cadillac Management Unit</u> | 22 | 6 <u>,376.00</u> | <u>\$10.13</u> | <u>\$22.93</u> | 126.00% | <u>\$10</u> .30 | <u>\$45.80</u> |
| PERE MARQUETTE STATE FOREST | 62 | 19,563.00 | \$12.08 | \$25.53 | 111.00% | \$10.30 | \$45.80 |
| Roscommon Management Unit | 6 | 3,624.00 | \$14.20 | \$28.10 | 98.00% | \$18.76 | \$36.48 |
| Grayling Management Unit | 13 | 2,442.00 | \$25.48 | \$40.46 | 59.00% | \$20.45 | \$131.69 |
| Gladwin Management Unit | 5 | 2,035.00 | <u>\$15.07</u> | <u>\$23.23 </u> | <u>54.00%</u> | <u>\$15</u> .65 | <u>\$26.76</u> |
| AUSABLE STATE FOREST | 24 | 8,101.00 | \$17.82 | \$30.60 | 72.00% | \$15.65 | \$131.69 |
| NORTHERN LOWER PENNINSULA | 157 | 55,490.40 | \$17.00 | \$28.82 | 70.00% | \$10.30 | \$131.69 |
| STATEWIDE | 231 | 115,855.40 | \$13.45 | \$22.66 | 68.00% | \$4.30 | \$131.69 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 21 of 28

| 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 | 4 | 249.00 | <u>\$15.23</u> | <u>\$20.92 </u> | | <u>\$16.53</u> | \$33.29 |
| COPPER COUNTRY STATE FOREST | 4 | 249.00 | \$15.23 | \$20.92 | 37.00% | \$16.53 | \$33.29 |
| Gwinn Management Unit | 1 | 2.00 | \$17.10 | \$18.00 | 5.00% | \$18.00 | \$18.00 |
| Escanaba Management Unit | 5 | | | <u>\$26.73</u> | <u>53.00%</u> | <u>\$17</u> .30 | \$30.00 |
| ESCANABA RIVER STATE FOREST | 6 | 158.00 | \$17.41 | \$26.62 | 53.00% | \$17.30 | \$30.00 |
| Sault Ste Marie (Soo Office) | 1 | 143.00 | \$17.55 | \$17.55 | 0.00% | \$17.55 | \$17.55 |
| Sault Ste Marie (Drummond Island) | 1 | 5.00 | \$9.65 | <u>\$10.00</u> | | <u>\$10</u> .00 | <u>\$10.00</u> |
| LAKE SUPERIOR STATE FOREST | 2 | 148.00 | \$17.28 | \$17.29 | 0.00% | \$10.00 | \$17.55 |
| UPPER PENINSULA | 12 | 555.00 | \$16.40 | \$21.58 | 32.00% | \$10.00 | \$33.29 |
| Gaylord Management Unit | 11 | 1,070.00 | \$9.34 | \$24.88 | 166.00% | \$10.05 | \$31.24 |
| Pigeon River Country Management Unit | 2 | 11.00 | \$57.35 | \$64.48 | 12.00% | \$59.00 | \$74.07 |
| Atlanta Management Unit | | <u> </u> | | <u>\$61.11</u> | | <u>\$18</u> .00 | <u>\$271.28</u> |
| MACKINAW STATE FOREST | 39 | 6,123.60 | \$38.40 | \$54.79 | 43.00% | \$10.05 | \$271.28 |
| Traverse City Management Unit | 20 | 1,966.00 | \$12.18 | \$36.53 | 200.00% | \$12.42 | \$49.86 |
| Cadillac Management Unit | <u> </u> | 2,736.00 | | <u>\$37.83</u> | 206.00% | \$12.45 | \$72.47 |
| PERE MARQUETTE STATE FOREST | 35 | 4,702.00 | \$12.29 | \$37.29 | 203.00% | \$12.42 | \$72.47 |
| Roscommon Management Unit | 7 | 3,032.00 | \$14.17 | \$31.80 | 124.00% | \$16.00 | \$61.51 |
| Grayling Management Unit | 12 | 4,896.00 | \$22.70 | \$43.12 | 90.00% | \$19.55 | \$67.04 |
| Gladwin Management Unit | 5 | 1 <u>,676.00</u> | <u>\$16.76</u> | <u>\$21.01 </u> | | <u>\$18</u> .00 | <u>\$27.98 \$27.98</u> |
| AUSABLE STATE FOREST | 24 | 9,604.00 | \$18.97 | \$35.69 | 88.00% | \$16.00 | \$67.04 |
| NORTHERN LOWER PENNINSULA | 98 | 20,429.60 | \$23.26 | \$41.78 | 80.00% | \$10.05 | \$271.28 |
| STATEWIDE | 110 | 20,984.60 | \$23.08 | \$41.25 | 79.00% | \$10.00 | \$271.28 |
| | | | | | | | |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 22 of 28

| 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 | 12 | 1,174.00 | \$2.48 | \$6.97 | 181.00% | \$2.66 | \$11.12 |
| Crystal Falls Management Unit | <u> </u> | 1 <u>,839.00</u> | | <u>\$9.10</u> | <u>51.00%</u> _ | <u>\$3.10</u> | \$18.09_ |
| COPPER COUNTRY STATE FOREST | 27 | 3,013.00 | \$4.64 | \$8.27 | 78.00% | \$2.66 | \$18.09 |
| Gwinn Management Unit | 5 | 1,175.00 | \$14.62 | \$20.42 | 40.00% | \$15.00 | \$32.42 |
| Escanaba Management Unit | <u> </u> | <u> </u> | <u>\$11.92</u> | <u>\$17.33</u> | <u> </u> | <u>\$9.60</u> | <u>\$35.05</u> |
| ESCANABA RIVER STATE FOREST | 15 | 2,077.00 | \$13.44 | \$19.08 | 42.00% | \$9.60 | \$35.05 |
| Shingleton Management Unit | 8 | 2,941.00 | \$8.47 | \$26.96 | 218.00% | \$7.00 | \$35.76 |
| Newberry Management Unit | 4 | 439.00 | \$18.07 | \$22.58 | 25.00% | \$17.45 | \$26.30 |
| Sault Ste Marie (Naubinway Office) | 5 | 355.00 | \$20.51 | \$22.19 | 8.00% | \$20.95 | \$30.00 |
| Sault Ste Marie (Soo Office) | 4 | 461.00 | \$12.91 | \$18.34 | 42.00% | \$12.45 | \$26.00 |
| Sault Ste Marie (Drummond Island) | <u>3</u> | 1 <u>,141.00</u> | \$9.78 | <u>\$9.89</u> | <u> </u> | <u></u> | <u>\$11.29</u> |
| LAKE SUPERIOR STATE FOREST | 24 | 5,337.00 | \$10.72 | \$21.89 | 104.00% | \$7.00 | \$35.76 |
| UPPER PENINSULA | 66 | 10,427.00 | \$9.51 | \$17.39 | 83.00% | \$2.66 | \$35.76 |
| Gaylord Management Unit | 7 | 692.00 | \$11.58 | \$18.66 | 61.00% | \$12.75 | \$33.83 |
| Pigeon River Country Management Unit | 4 | 123.00 | \$15.14 | \$20.47 | 35.00% | \$14.00 | \$55.30 |
| _Atlanta_Management_Unit | <u> </u> | 1,616.00 | <u>\$7.33</u> | <u>\$13.98</u> | <u>91.00%</u> | <u>\$6.80</u> | <u>\$30.95</u> |
| MACKINAW STATE FOREST | 28 | 2,431.00 | \$8.93 | \$15.64 | 75.00% | \$6.80 | \$55.30 |
| Traverse City Management Unit | 3 | 385.00 | \$18.78 | \$26.33 | 40.00% | \$25.00 | \$31.00 |
| <u>Cadillac Management Unit</u> | 1 | 2.00 | <u>\$18.95</u> | <u>\$18.95</u> | | <u>\$18.95</u> | <u>\$18.95</u> |
| PERE MARQUETTE STATE FOREST | 4 | 387.00 | \$18.78 | \$26.29 | 40.00% | \$18.95 | \$31.00 |
| NORTHERN LOWER PENNINSULA | 32 | 2,818.00 | \$10.29 | \$17.10 | 66.00% | \$6.80 | \$55.30 |
| STATEWIDE | 98 | 13,245.00 | \$9.67 | \$17.33 | 79.00% | \$2.66 | \$55.30 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 23 of 28

| 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 | 4 | 149.00 | <u>\$9.15</u> | <u>\$12.44</u> | 36.00% | <u>\$9</u> .45 | <u>\$14.06</u> |
| ESCANABA RIVER STATE FOREST | 4 | 149.00 | \$9.15 | \$12.44 | 36.00% | \$9.45 | \$14.06 |
| Shingleton Management Unit | 1 | 13.00 | \$4.45 | \$4.45 | 0.00% | \$4.45 | \$4.45 |
| Newberry Management Unit | 1 | 6.00 | \$4.85 | \$15.18 | 213.00% | \$15.18 | \$15.18 |
| Sault Ste Marie (Naubinway Office) | 2 | 644.00 | \$4.48 | \$6.27 | 40.00% | \$4.55 | \$7.00 |
| Sault Ste Marie (Drummond Island) | 1 | 1,108.00 | \$2.50 | \$2.75 | <u>10.00%</u> | \$2.75_ | \$ <u>2.7</u> 5 |
| LAKE SUPERIOR STATE FOREST | 5 | 1,771.00 | \$3.24 | \$4.09 | 26.00% | \$2.75 | \$15.18 |
| UPPER PENINSULA | 9 | 1,920.00 | \$3.70 | \$4.73 | 28.00% | \$2.75 | \$15.18 |
| Gaylord Management Unit | 5 | 535.00 | \$5.72 | \$23.24 | 306.00% | \$6.10 | \$32.23 |
| Atlanta Management Unit | 3 | | \$14.63 | \$30.25 | 107.00% | \$13.00 | \$32.84 |
| | <u> </u> | 722.00 | \$8.02 | \$25.06 | 212.00% | <u> </u> | \$32.84 |
| NORTHERN LOWER PENNINSULA | 8 | 722.00 | \$8.02 | \$25.06 | 212.00% | \$6.10 | \$32.84 |
| STATEWIDE | 17 | 2,642.00 | \$4.88 | \$10.29 | 111.00% | \$2.75 | \$32.84 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 24 of 28

| 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 | 5 | 1,143.00 | \$3.05 | \$8.12 | 166.00% | \$5.87 | \$9.08 |
| <u> Crystal Falls Management Unit </u> | 4 | | \$4.13 | <u>\$12.39</u> | | <u>\$4</u> .15 | <u>\$19.33</u> |
| COPPER COUNTRY STATE FOREST | 9 | 1,518.00 | \$3.32 | \$9.18 | 177.00% | \$4.15 | \$19.33 |
| Gwinn Management Unit | 1 | 5.00 | | <u>\$16.17 </u> | 46.00% | <u>\$16</u> .17 | <u>\$16.17</u> |
| ESCANABA RIVER STATE FOREST | 1 | 5.00 | \$11.10 | \$16.17 | 46.00% | \$16.17 | \$16.17 |
| Shingleton Management Unit | 5 | 364.00 | \$10.75 | \$14.33 | 33.00% | \$9.80 | \$21.50 |
| Sault Ste Marie (Naubinway Office) | 1 | 14.00 | \$9.70 | \$9.70 | 0.00% | \$9.70 | \$9.70 |
| Sault Ste Marie (Soo Office) | 3 | 441.00 | \$8.52 | \$13.53 | 59.00% | \$8.00 | \$18.00 |
| <u>Sault Ste Marie (Drummond Island)</u> | <u>3</u> | | <u>\$5.95</u> | <u>\$6.80</u> | <u> </u> | <u>\$5</u> .05 | <u>\$8.73</u> |
| LAKE SUPERIOR STATE FOREST | 12 | 1,151.00 | \$8.50 | \$11.80 | 39.00% | \$5.05 | \$21.50 |
| UPPER PENINSULA | 22 | 2,674.00 | \$5.56 | \$10.32 | 86.00% | \$4.15 | \$21.50 |
| Gaylord Management Unit | 5 | 93.00 | \$7.29 | \$11.46 | 57.00% | \$7.55 | \$12.75 |
| _Atlanta Management Unit | 8 | | \$7.93 _ | <u>\$20.49 </u> | 158.00% | <u> </u> | <u>\$27.24</u> |
| MACKINAW STATE FOREST | 13 | 537.00 | \$7.82 | \$18.93 | 142.00% | \$7.35 | \$27.24 |
| Traverse City Management Unit | 1 | 12.00 | \$8.30 | \$15.00 | 81.00% | \$15.00 | \$15.00 |
| <u>Cadillac Management Unit</u> | 1 | 5.00 | <u>\$6.55</u> | <u>\$32.75 </u> | 400.00% | <u>\$32</u> .75 | <u>\$32.75</u> |
| PERE MARQUETTE STATE FOREST | 2 | 17.00 | \$7.79 | \$20.22 | 160.00% | \$15.00 | \$32.75 |
| Gladwin Management Unit | 2 | | <u>\$14.16</u> | <u>\$24.16</u> | | <u>\$16</u> .00 | <u>\$26.04</u> |
| AUSABLE STATE FOREST | 2 | 64.00 | \$14.16 | \$24.16 | 71.00% | \$16.00 | \$26.04 |
| NORTHERN LOWER PENNINSULA | 17 | 618.00 | \$8.48 | \$19.50 | 130.00% | \$7.35 | \$32.75 |
| STATEWIDE | 39 | 3,292.00 | \$6.11 | \$12.04 | 97.00% | \$4.15 | \$32.75 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 25 of 28

| POLPWOOD III Colus (see general note 4) | | | | | | | |
|---|------------|---------------|----------------|-----------------|----------------|----------------|------------------|
| RED PINE (31) | # OF SALES | TOTAL VOLUME | AVERAGE | AVERAGE | % CHANGE | | |
| | SOLD | | ADVERTISED | SOLD PRICE | FROM COL. 3 TO | SOLD PRICE | SOLD PRICE |
| | (1) | (2) | PRICE | (\mathbf{A}) | COL. 4 | (6) | (7) |
| | | | (3) | (4) | (5) | (6) | (7) |
| Crystal Falls Management Unit | | <u>847.00</u> | <u>\$24.76</u> | <u>\$51.27</u> | | <u>\$42.25</u> | |
| COPPER COUNTRY STATE FOREST | 3 | 847.00 | \$24.76 | \$51.27 | 107.00% | \$42.25 | \$57.20 |
| Gwinn Management Unit | 1 | 8.00 | \$40.05 | \$42.10 | | \$42.10 | \$42.10 |
| Escanaba Management Unit | 5_ | 2,387.00 | \$39.60 | | | \$42.60 | \$88.14 |
| ESCANABA RIVER STATE FOREST | 6 | 2,395.00 | \$39.61 | \$82.45 | 108.00% | \$42.10 | \$88.14 |
| Shingleton Management Unit | 6 | 8,975.00 | \$40.14 | \$85.71 | 114.00% | \$24.51 | \$96.96 |
| Newberry Management Unit | 4 | 4,545.00 | \$45.22 | \$71.38 | 58.00% | \$47.00 | \$82.24 |
| Sault Ste Marie (Naubinway Office) | 2 | 355.00 | \$62.45 | \$75.92 | 22.00% | \$62.45 | \$80.22 |
| Sault Ste Marie (Soo Office) | 2 | 1,748.00 | \$51.05 | \$81.20 | 59.00% | \$48.00 | \$82.10 |
| Sault Ste Marie (Drummond Island) | <u> </u> | | <u>\$25.40</u> | <u>\$25.50</u> | | <u>\$25.50</u> | \$25.50 |
| LAKE SUPERIOR STATE FOREST | 15 | 15,889.00 | \$43.04 | \$79.89 | 86.00% | \$24.51 | \$96.96 |
| UPPER PENINSULA | 24 | 19,131.00 | \$41.80 | \$78.94 | 89.00% | \$24.51 | \$96.96 |
| Gaylord Management Unit | 17 | 9,469.00 | \$35.77 | \$69.34 | 94.00% | \$33.00 | \$89.78 |
| Pigeon River Country Management Unit | 7 | 1,681.00 | \$35.53 | \$61.30 | 73.00% | \$34.00 | \$85.87 |
| <u>Atlanta Management Unit</u> | <u> </u> | 2,522.30 | <u>\$26.83</u> | <u>\$52.81</u> | 97.00% | \$15.00 | <u>\$90.49 </u> |
| MACKINAW STATE FOREST | 42 | 13,672.30 | \$34.09 | \$65.30 | 92.00% | \$15.00 | \$90.49 |
| Traverse City Management Unit | 31 | 10,667.00 | \$29.90 | \$63.99 | 114.00% | \$30.00 | \$87.50 |
| _Cadillac Management Unit | | 21,417.00 | \$36.00 | <u>\$63.65</u> | 77.00% | \$43.05 | <u>\$89.2</u> 7_ |
| PERE MARQUETTE STATE FOREST | 49 | 32,084.00 | \$33.97 | \$63.76 | 88.00% | \$30.00 | \$89.27 |
| Roscommon Management Unit | 5 | 91.00 | \$34.27 | \$115.37 | 237.00% | \$34.50 | \$206.19 |
| Grayling Management Unit | 12 | 10,046.00 | \$32.68 | \$58.55 | 79.00% | \$26.25 | \$255.73 |
| Gladwin Management Unit | 5 | | | <u>\$45.83 </u> | 25.00% | \$43.00 | <u>\$75.78</u> |
| AUSABLE STATE FOREST | 22 | 10,462.00 | \$32.82 | \$58.65 | 79.00% | \$26.25 | \$255.73 |
| NORTHERN LOWER PENNINSULA | 113 | 56,218.30 | \$33.79 | \$63.19 | 87.00% | \$15.00 | \$255.73 |
| STATEWIDE | 137 | 75,349.30 | \$35.82 | \$67.19 | 88.00% | \$15.00 | \$255.73 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 26 of 28

| SCOTCH PINE (38) | # 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 | 2.00 | <u>\$12.65</u> | <u>\$16.08</u> | 27.00% | <u>\$16</u> .08 | <u>\$16.08</u> |
| ESCANABA RIVER STATE FOREST | 1 | 2.00 | \$12.65 | \$16.08 | 27.00% | \$16.08 | \$16.08 |
| UPPER PENINSULA | 1 | 2.00 | \$12.65 | \$16.08 | 27.00% | \$16.08 | \$16.08 |
| Gaylord Management Unit | 2 | 84.00 | \$13.98 | \$17.37 | 24.00% | \$13.50 | \$43.03 |
| Atlanta Management Unit | 2 | 55.00 | <u></u> | <u>\$27.11</u> | <u>54.00%</u> | <u>\$14</u> .00 | <u>\$36.54</u> |
| MACKINAW STATE FOREST | 4 | 139.00 | \$15.42 | \$21.22 | 38.00% | \$13.50 | \$43.03 |
| Traverse City Management Unit | 2 | 84.00 | \$12.80 | <u>\$17.72 </u> | 38.00% | <u>\$12</u> .00 | <u>\$17.8</u> 6 |
| PERE MARQUETTE STATE FOREST | 2 | 84.00 | \$12.80 | \$17.72 | 38.00% | \$12.00 | \$17.86 |
| Grayling Management Unit | 1 | | <u>\$19.85</u> | <u>\$19.85</u> | 0.00% | <u>\$19</u> .85 | <u>\$19.85</u> |
| AUSABLE STATE FOREST | 1 | 26.00 | \$19.85 | \$19.85 | 0.00% | \$19.85 | \$19.85 |
| NORTHERN LOWER PENNINSULA | 7 | 249.00 | \$15.00 | \$19.90 | 33.00% | \$12.00 | \$43.03 |
| STATEWIDE | 8 | 251.00 | \$14.98 | \$19.87 | 33.00% | \$12.00 | \$43.03 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 27 of 28

| 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 | 901.00 | \$4.70 | \$11.15 | 137.00% | \$11.15 | \$11.15 |
| <u>Crystal Falls Management Unit</u> | <u> </u> | <u>356.00</u> | \$2.67 | <u>\$3.17</u> | <u> </u> | <u>\$2.00</u> | <u>\$7.00</u> |
| COPPER COUNTRY STATE FOREST | 7 | 1,257.00 | \$4.13 | \$8.89 | 115.00% | \$2.00 | \$11.15 |
| Gwinn Management Unit | 1 | 77.00 | \$10.80 | \$11.03 | 2.00% | \$11.03 | \$11.03 |
| <u> Escanaba Management Unit </u> | 5 | 226.00 | <u>\$10.46</u> | <u>\$18.91</u> | <u> </u> | <u>\$11</u> .00 | \$25.00 |
| ESCANABA RIVER STATE FOREST | 6 | 303.00 | \$10.54 | \$16.91 | 60.00% | \$11.00 | \$25.00 |
| Shingleton Management Unit | 5 | 68.00 | \$2.41 | \$2.88 | 20.00% | \$1.80 | \$5.00 |
| Sault Ste Marie (Naubinway Office) | 2 | 289.00 | \$3.66 | \$5.25 | 43.00% | \$4.00 | \$6.00 |
| Sault Ste Marie (Soo Office) | 2 | 21.00 | \$3.73 | \$10.45 | 180.00% | \$3.00 | \$12.78 |
| Sault Ste Marie (Drummond Island) | 1 | | <u>\$2.45</u> | <u>\$14.49</u> | | <u>\$14</u> .49 | <u>\$14.49</u> |
| LAKE SUPERIOR STATE FOREST | 10 | 396.00 | \$3.39 | \$5.54 | 63.00% | \$1.80 | \$14.49 |
| UPPER PENINSULA | 23 | 1,956.00 | \$4.97 | \$9.45 | 90.00% | \$1.80 | \$25.00 |
| Gaylord Management Unit | 1 | 50.00 | \$5.15 | \$10.00 | 94.00% | \$10.00 | \$10.00 |
| <u>Atlanta Management Unit</u> | <u>3</u> 3 | | <u>\$6.18</u> | <u>\$9.12</u> | <u>48.00%</u> | \$5.00 | <u>\$11.99</u> |
| MACKINAW STATE FOREST | 4 | 93.00 | \$5.63 | \$9.59 | 70.00% | \$5.00 | \$11.99 |
| Traverse City Management Unit | 2 | | <u>\$6.14</u> | <u>\$9.33</u> | <u> </u> | \$8.00 | <u>\$15.43</u> |
| PERE MARQUETTE STATE FOREST | 2 | 84.00 | \$6.14 | \$9.33 | 52.00% | \$8.00 | \$15.43 |
| <u>Gladwin Management Unit</u> | 1 | | \$6.20 | \$15.24 | 146.00% | <u>\$15</u> .24 | <u>\$15.24</u> |
| AUSABLE STATE FOREST | 1 | 10.00 | \$6.20 | \$15.24 | 146.00% | \$15.24 | \$15.24 |
| NORTHERN LOWER PENNINSULA | 7 | 187.00 | \$5.89 | \$9.78 | 66.00% | \$5.00 | \$15.43 |
| STATEWIDE | 30 | 2,143.00 | \$5.05 | \$9.48 | 88.00% | \$1.80 | \$25.00 |

07/01/2021 to 12/31/2021

Date: 01/18/2022 Page 28 of 28

| | 7/ | | | | | | |
|---|--------------------|------------------|-----------------------|-----------------------|----------------------------|-----------------------|-----------------------|
| WHITE PINE (30) | # OF SALES SOLD | TOTAL VOLUME | AVERAGE ADVERTISED | AVERAGE SOLD PRICE | % CHANGE FROM COL. 3 TO | MINIMUM SOLD PRICE | MAXIMUM SOLD PRICE |
| | | | PRICE | | COL. 4 | | |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| <u>Escanaba Management Unit</u> | 5 | 957.00 | <u>\$1</u> 7.39 | <u>\$38.47</u> | 121.00% | \$18.65 | <u>\$46.5</u> 6 |
| ESCANABA RIVER STATE FOREST | 5 | 957.00 | \$17.39 | \$38.47 | 121.00% | \$18.65 | \$46.56 |
| Shingleton Management Unit | 8 | 1,859.00 | \$10.91 | \$14.30 | 31.00% | \$9.00 | \$38.13 |
| Newberry Management Unit | 4 | 5,193.00 | \$15.72 | \$18.07 | 15.00% | \$15.93 | \$31.30 |
| Sault Ste Marie (Naubinway Office) | 2 | 162.00 | \$8.40 | \$8.40 | 0.00% | \$8.40 | \$8.40 |
| <u>Sault Ste Marie (Drummond Island)</u> | | <u>171.00</u> | <u>\$6.85</u> | <u>\$7.00</u> | | <u> </u> | <u>\$7.00</u> |
| LAKE SUPERIOR STATE FOREST | 15 | 7,385.00 | \$14.14 | \$16.65 | 18.00% | \$7.00 | \$38.13 |
| UPPER PENINSULA | 20 | 8,342.00 | \$14.51 | \$19.16 | 32.00% | \$7.00 | \$46.56 |
| Gaylord Management Unit | 12 | 856.00 | \$16.98 | \$31.21 | 84.00% | \$18.00 | \$45.83 |
| Pigeon River Country Management Unit | 4 | 284.00 | \$24.22 | \$36.13 | 49.00% | \$24.15 | \$84.90 |
| <u>Atlanta Management Unit</u> | | 1 <u>,624.30</u> | \$12.84 | <u>\$22.51</u> | 75.00% | \$8.00 | <u>\$39.92</u> |
| MACKINAW STATE FOREST | 38 | 2,764.30 | \$15.29 | \$26.60 | 74.00% | \$8.00 | \$84.90 |
| Traverse City Management Unit | 27 | 2,611.00 | \$13.61 | \$29.38 | 116.00% | \$13.80 | \$46.31 |
| <u> Cadillac Management Unit </u> | 9 | 1 <u>,896.00</u> | <u>\$10.41</u> | <u>\$19.29</u> | 85.00% | <u>\$10.40</u> | <u>\$37.30</u> |
| PERE MARQUETTE STATE FOREST | 36 | 4,507.00 | \$12.27 | \$25.14 | 105.00% | \$10.40 | \$46.31 |
| Roscommon Management Unit | 5 | 451.00 | \$20.37 | \$58.65 | 188.00% | \$21.00 | \$139.99 |
| Grayling Management Unit | 10 | 261.00 | \$17.16 | \$29.06 | 69.00% | \$14.10 | \$73.89 |
| Gladwin Management Unit | 3 | 23.00 | \$16.38 | \$20.01 | 22.00% | <u>\$16</u> .40 | <u>\$29.09</u> |
| AUSABLE STATE FOREST | 18 | 735.00 | \$19.11 | \$46.93 | 146.00% | \$14.10 | \$139.99 |
| NORTHERN LOWER PENNINSULA | 92 | 8,006.30 | \$13.94 | \$27.65 | 98.00% | \$8.00 | \$139.99 |
| STATEWIDE | 112 | 16,348.30 | \$14.23 | \$23.31 | 64.00% | \$7.00 | \$139.99 |
| | | | | | | | |