

# What questions might a potential buyer ask me?

## Cashflow data

- Cash inflow
  - Local log markets
  - Carbon prices
  - Ancillary crop income
- Cash outflow
  - Maintenance and other outgoings including ground rent, rates and insurance
  - Tending options
  - Harvest options

## Forest data

- Location
  - Road name and number
  - Map of forestry boundaries showing existing roading and skid sites
- Resource
  - Area
  - Species genetics
- Management
  - Pruning and thinning details
  - Inventory showing stems per ha
  - Resource consents
  - Carbon registration
  - General health
- Site
  - Distance from public road
  - Access points
  - Vehicle access
  - Nearest source of road metal

## Risk data

- Market risks
  - Local market demand
  - Distance to market
  - Presence of alternative land uses
  - Availability and terms of finance
- Regulatory risks
  - Availability and terms of resource consents
  - Changes to carbon regulations
  - Tax changes