

What questions might a potential buyer ask me?

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 steems per ha
 - Resource consents
 - Carbon registration
 - General health
- Site
 - Distance from public road
 - Access points
 - Vehicle access
 - Nearest source of road metal

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

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