



**Selling Your Timber?  
Don't Make an Uninformed Decision!**

## Planning To Sell Your Timber?

It is risky to sell timber without having a good idea of its value and the current market conditions. Do what the pros do—sell your timber using a **registered forester!** Selling timber is like trading stocks and bonds. Seek sound professional advice and assistance to know when and how to sell.

Be informed.

- Timber is often sold once in a lifetime.
- Timber prices depend on species, size, quality, competitive markets, and other factors.
- Timber harvesting affects the future of your land, as well as the condition of water, wildlife, aesthetics, and young timber.
- Timber harvesting laws and regulations must be addressed to avoid fines.
- Tax laws on timber sales can be complex, and a forester can help explain them.
- It is important to plan for reforestation. Financial help is available for this.



**Is It Time to Sell?**


## **Timing Is Everything**

### **When is the best time to sell?**

When and how you sell your timber can greatly influence your overall financial plans, the cost of regeneration, and other management objectives. You would never sell bonds before they mature or sell stocks when the market is down. In the same way, selling timber requires an understanding of the markets and of the quality and quantities of your timber. Professional foresters have a proven record of generating greater returns for your present *and* future forest—whether you manage for wildlife, water, beauty, timber, or all of the above.

When selling timber, follow these steps:

- Talk with a forester.
- Sell when your timber is mature and the market is good.
- Plan your harvest with reforestation in mind.
- Maintain records to minimize your tax burden.



**What Are The Markets Like?**

## Get Help

A forester is a phone call away! When selling your house, stocks, or bonds, you probably seek professional help. You should seek the same level of advice when deciding whether to sell or hold your timber. **Public and registered consulting foresters are available to provide just such help.** Public foresters can provide advice, while consulting foresters can provide advice as well as handle all aspects of selling timber. In North Carolina, you can hire a registered consultant forester. To verify if a forester is registered in North Carolina, contact the N.C. Board of Registration for Foresters at 919-847-5441 or <http://members.aol.com/nc-brf/>.

### **A forester can make and save you money:**

- By determining the maturity, value, and demand for your timber.
- By advising you on selling forest products, applying for cost sharing, and minimizing taxes.
- By handling legal and regulatory issues, reforestation planning, and water quality concerns.
- By making long-term management plans.



**For Advice and Help,  
Contact a Professional Forester.**

## Sources for More Information



- North Carolina Cooperative Extensior  
[http:// www.ces.ncsu.edu/forestry/](http://www.ces.ncsu.edu/forestry/)
- North Carolina Division of Forest Resources  
<http://www.dfr.state.nc.us/>
- Association of Consulting Foresters of America  
<http://www.acf-foresters.com/>

Most consulting foresters will be glad to talk with you at no charge until they actually perform services.

- Forest Industry Landowner Assistance Foresters

For information about Forest Industry Landowner Assistance Foresters, contact your county Cooperative Extension center.



2,000 copies of this public document were printed at a cost of \$408.25, or \$.20 per copy.

Published by

NORTH CAROLINA COOPERATIVE EXTENSION

---

Distributed in furtherance of the Acts of Congress of May 8 and June 30, 1914. Employment and program opportunities are offered to all people regardless of race, color, national origin, sex, age, or disability. In addition, the two universities welcome all persons without regard to sexual orientation. North Carolina State University, North Carolina A&T State University, U.S. Department of Agriculture, and local governments cooperating.