

Original article

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## The Results of the Sale of Timber at Organized Auctions Harvested by State (Municipal) Institutions in 2023

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**Abstract.** The results of the sale of timber at organized auctions harvested by state (municipal) institutions in 2023 specified in Article 19 of the Forest Code are summarized. The analysis of the structure of timber sold at organized auctions was carried out, and the negative phenomena of the structure were revealed. A mathematical model of the profitability of the 1st conditional m<sub>3</sub> of wood has been developed based on the average selling prices of timber sold at organized auctions. The unprofitability of trading whips has been proven. The methodology of income planning for the sale of timber at organized auctions, harvested by state (municipal) institutions on the basis of average prices for the sale of timber sold at organized auctions, indicators of industry reporting is proposed.

**Key words:** sales of wood at organized auctions; analysis of the structure of timber sold at organized auctions; planning of income from the sale of wood at organized auctions.

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