

# *Avoiding Golf's Real Hazards...*

Harrisburg, PA z Arapahoe, NC z Jupiter, FL  
[www.golfprop.com](http://www.golfprop.com)

# Consulting & Advisory

- **Market Analysis**
- **Feasibility Analysis**
- **Operational Reviews**
- **Market Positioning Analysis**
- **Development Consulting**
- **Exit Strategies**
- **Market Research**
- **Private Club Board Advisory Services**
- **Municipal Course Reviews**
- **Agronomy Advisory Service**
- **Membership Market Analysis**
- **Short and Long Range Strategic Planning**
- **Real Estate Highest and Best Use Analysis**

# Appraisal

- **Mortgage Financing**
- **Asset Allocation**
- **Real Estate Tax Assessment**
- **Eminent Domain**
- **Conservation Easements**
- **Equitable Distribution of Assets**
- **Partnership Considerations**
- **Purchase & Sale Considerations**
- **Litigation Support**
- **Estate Planning**

# Litigation Support

- Expert Testimony
- Market Value Appraisals
- Real Estate Tax Assessment
- Eminent Domain
- Partnership Disputes/Marital Property Allocation
- Attorney Preparation
- Client Advocacy
- Dispute Resolution

# Transaction

- Seller Broker Representation
- Buyer Broker Representation
- Acquisition and Disposition Consulting
- Due Diligence
- Mortgage Financing Packages

Markets we've served

# Our Pros

## **Laurence A. Hirsh, CRE, MAI, SGA – President**

Larry Hirsh is a widely published author and frequent lecturer at industry events. He has done assignments on more than 2,500 courses in 45 US states and Canada, brokered nearly \$100 million in golf course properties and been the lead developer in a golf course development project. Mr. Hirsh is an avid low-handicap golfer and member of the Golfweek "America's Best" course ranking panel and a member of The National Golf Foundation, Urban Land Institute, National Golf Course Owners Association and Golf Course Superintendents Association of America. Hirsh is a certified general appraiser in 13 states and a licensed real estate broker in 6 states.

## **Alan M. Harris – Senior Associate**

Mr. Harris joined the firm in February, 1993 as an assistant appraiser and research and marketing specialist. A graduate of Transylvania University in Lexington, Kentucky, Mac has also completed a wide range of graduate level Journalism courses at the University of North Carolina. He has been engaged in the real estate business since 1978 working as a sales agent, brokerage manager, real estate educator and residential appraiser.

## **Kristin M. Lehman**

Ms. Lehman joined the firm in March 1999 as an assistant appraiser pursuing state certification. She has been involved in various appraisal and consulting assignments, including office projects, retail properties, industrial properties, subdivision analysis; ski area properties and golf course properties. Ms. Lehman is a certified general appraiser and a licensed real estate agent.

## **Rachel M. Thompson**

Ms. Thompson joined the firm in May 1999 as the Marketing Coordinator. Rachel was the Marketing Director of Magna Golf Group in Baltimore, Maryland and has substantial experience in club development, and membership marketing. She acts in the capacity of marketing coordinator, and staff appraiser/consultant.

## **Shaun A. Henry**

Mr. Henry joined the firm in March, 2004 as a staff appraiser/consultant. A native of Mechanicsburg, PA, Shaun is a graduate of the Delaware Valley College with a major in Turf Management/Agronomy. He has been head superintendent at Wyoming Valley CC in Pa and during construction and grow-in at Wren Dale GC in Harrisburg, PA. He has also been assistant superintendent at Congressional Country Club in MD. Shaun brings an expanded capability to GPA by affording us the unique combination of skills with those already in place at GPA

## **Clyde Measey**

Mr. Measey joined GPA in 2001 and has done assignments including project market and feasibility analysis; valuations and appraisals; operational and membership analysis for municipal, daily fee and private golf facilities. Prior to joining Golf Property Analysts, he was Director of Golf Development for Golden Bear International. and a senior executive in the banking industry. He was involved with the financing of many residential golf communities and golf courses. He is a licensed real estate broker in Florida and an apprentice appraiser.

# Why Golf Property Analysts?

Each of our highly trained and qualified professional staff bring a unique and focused perspective to the golf industry. From real estate appraisal and brokerage to golf development and financing to golf management, agronomy and membership development, we've been there and use our experience to our clients' benefit.

- From more than 2,500 assignments, we've "seen it all" and have market data to assist our clients in making sound decisions.
- The name Golf Property Analysts represents the finest in consulting, appraisal and brokerage services to the golf industry for nearly 20 years.
- We pride ourselves on timely and professional work tailor made to solve the client's problems. We don't use a "cookie cutter approach" to all problems.
- We are truly independent. We are not and never have been a part of a larger firm with multiple disciplines and interests. Golf and club properties are our primary business and we provide objective and sound advice to clubs, investors, owners, lenders, lawyers and fiduciaries alike.
- We know the players. After nearly 20 years, we know where to go and who to ask to solve our clients' problems.
- Our staff brings a variety of backgrounds to solve the wide variety of problems that occur in the golf business.
- President Larry Hirsh is an industry leader, author and frequent lecturer with unparalleled credibility and experience. Hirsh was instrumental in starting the Society of Golf Appraisers (SGA) and was its first president. He has pioneered a variety of valuation and analysis techniques now considered standard in the industry and shared them through his many articles in a wide variety of professional journals and industry publications.

## NewsLinks

Our quarterly newsletter provides results of our annual golf market investor survey, articles from our staff and insight on the golf industry's constant changing environment.

We also have guest contributors from a cross-section of the industry and share our own activities with our nearly 7,000 readers. To subscribe, visit our website at [www.golfprop.com](http://www.golfprop.com) and click on "publications", "news signup" or simply email ([Larry@golfprop.com](mailto:Larry@golfprop.com)) or call us at 800-775-2669.

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