

golf
property
analysts

valuation • advisory

Since 1980
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ABOUT US

Golf Property Analysts brings vast experience to our practice, having completed assignments in most areas of the US, as well as Canada, The Caribbean, Central America and the UK. From our base in the Philadelphia Area, we have served clients in 46 states with vast experience in all types of golf properties, including Private, Semi-Private, Daily-Fee, Resort and Municipal facilities. We have the ability to react quickly and efficiently while solving the most complex challenges the ever-changing golf industry has to offer.

Each of our highly trained and qualified professional staff bring a unique and focused perspective to the golf industry. From consulting, 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 4,000 assignments, we've "seen it all" and have the data and experience to assist our clients in making sound decisions.

The name Golf Property Analysts represents the finest in consulting, appraisal and brokerage services in the golf industry for more than 40 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 situations.

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 all these years, we know where to go and who to ask to solve our clients' problems. Combining our development and brokerage experience with our vast appraisal and consulting background enables us to bring a unique perspective to each assignment.

President Larry Hirsh is an industry leader, author and frequent lecturer with unparalleled credibility and experience. Hirsh was instrumental in establishing 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.

To learn more about us, logon to: <http://golfprop.com/about-us/>



WHY GOLF PROPERTY ANALYSTS?

Why Golf Property Analysts?

We pride ourselves on timely and professional work tailor made to solve clients' problems. We don't use a "cookie cutter approach" to all situations.

We are truly independent. We are not and never have been a part of a larger firm with multiple disciplines and interests. Golf courses, clubs, facilities and associated properties are our primary focus, and we provide objective and sound advice to clubs, investors, owners, lenders, lawyers and fiduciaries alike.

We know the players. After all these 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.

GPA maintains individual or corporate memberships in the following:

- Appraisal Institute (MAI)
- Counselors of Real Estate (CRE)
- Society of Golf Appraisers (SGA)
- National Golf Course Owners Association (NGCOA)
- National Club Association (NCA)
- Golf Course Superintendents Association of America (GCSAA)



Review our newsletter, "**Chip Shots**" at
<http://golfprop.com/resources/newsletter/>

Without question, Golf Property Analysts' most valuable asset is our people. Experienced professionals who care about our clients and the quality of our work make for a long history of successful relationships.

3 of our 4 full-time staff have been with the company for 20+ years. We understand the golf course business and know the markets. The golf course business is our focus. We have a combined 84 years of experience focusing on golf and related properties.

We also maintain relationships with the most experienced and qualified specialists in a wide variety of golf property disciplines to partner with when appropriate.



Laurence A. Hirsh, CRE, MAI, SGA

A member of the Counselors of Real Estate (CRE), Appraisal Institute (MAI) and the Society of Golf Appraisers (SGA) Mr. Hirsh has distinguished himself and his firm as a leading provider of high-quality real estate consulting and appraisal services. He is a graduate of Penn State University and a past president of the Central Pennsylvania chapter of the Appraisal Institute.

Mr. Hirsh has amassed extensive experience in the valuation and analysis of a wide variety of income and special use properties and been developed office, recreational and retail properties. Hirsh has brokered more than \$250 million in golf properties. He is a certified appraiser in 13 states and licensed broker in 7 states. Hirsh is an award-winning author, having authored the Appraisal Institute's Golf Property Analysis and Valuation – A Modern Approach and The Culture of Golf – Isn't it Just a Game?.

He has frequently been called on to testify as an expert witness or to serve as a litigation support consultant in matters involving real estate disputes. He has participated in cases ranging from ad-valorem taxation and condemnation to bankruptcy and environmental contamination. Hirsh has qualified as an expert witness in many jurisdictions.

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Qualifications: <http://golfprop.com/qualifications/>

Recent Publications/ Litigation:

<https://media.golfprop.com/media/2018/10/Publications-and-Litigation.pdf>



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Judith G. Hirsh, Esq.

Ms. Hirsh joined the firm in 1993 as business manager and in-house counsel. A graduate of Penn State University and Dickinson School of Law, Judy previously practiced law before joining GPA and provides the firm legal counsel and limited representation. She is now pursuing the appraisal/consulting profession, with an emphasis on litigation support assignments. She has completed hundreds of assignments across the nation.

Ms. Hirsh's Professional Qualifications can be found at:

<http://golfprop.com/qualifications/>



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Rachel B. Thompson

Ms. Thompson joined the firm in May 1999 and acts in the capacity of an appraiser/consultant, broker/agent and marketing coordinator for the firm. She has completed hundreds of appraisal and consulting assignments nationwide and has participated in marketing numerous golf course and golf resort sales throughout the mid-Atlantic and Northeast with a primary focus on golf resort appraisal and consulting assignments. Also, an avid skier, Rachel often coordinates and handles our ski resort assignments

Ms. Thompson's Professional Qualifications can be found at: <http://golfprop.com/qualifications/>



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Michele Taunton

Ms. Taunton joined the firm in June 2020 as the research associate and administrative assistant. She is very passionate about all sports and has been an athlete and coach in softball, soccer, and volleyball. With a business degree in Sports Marketing from Saint Joseph's University, Michele is knowledgeable about the ever-growing sports industry on and off the field. When she is not cheering for her favorite Philly sports teams, she can be found at the gym, teaching youth sports classes, or biking in local parks. Michele is very excited to start a new career in the golf course industry and become a valuable part of the firm.

**Michele Taunton**

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S E R V I C E S

- Advisory
- Appraisal
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- Development Consulting
- Eminent Domain
- Exit Strategy Analysis
- Feasibility Analysis
- Financing
- Highest and Best Use Analysis
- Litigation Support
- Market Analysis & Research
- Municipal Course Reviews
- Operational Review
- Private Club Advisory
- Purchase Price Allocation
- Renovation Consulting
- Strategic Planning



GPA has proudly served these and many other fine clubs

- Applecross CC (PA)
- Army-Navy Country Club (VA)
- Bandon Dunes Golf Resort (OR)
- Bidermann GC (DE)
- Bay Club at Mattapoisett (MA)
- Bayonne GC (NJ)
- Bedford Springs Golf Resort (PA)
- Bent Creek CC (PA)
- Blackwolf Run GC (WI)
- Boston GC (MA)
- Caves Valley GC (MD)
- Callawassie Island Club (SC)
- Carnegie Abbey Club (RI)
- CC of Darien (CT)
- Chapel Hill CC (NC)
- Charlotte CC (NC)
- Chester Valley GC (PA)
- Club at Ravenna (CO)
- Colonial CC (TN)
- Concord CC (NH)
- Country Club at Woodmoor (CO)
- Coral Creek Club (FL)
- Crestmont CC (NJ)
- Crooked Creek Club (GA)
- Crosby Club (CA)
- Dallas National GC (TX)
- Daufuskie Island Club (SC)
- DuPont CC (DE)
- Eagle Oaks G & CC (NJ)
- Floridian National GC (FL)
- Forsgate CC (NJ)
- Four Stream GC (MD)
- Germantown CC (TN)
- Glenmore CC (VA)
- Golf Club at Cape Cod (MA)
- Golf Club of New England (NH)
- Hamilton Farm GC (NJ)
- Harmony Club (CO)
- Hershey Country Club (PA)
- Hidden Creek GC (NJ)
- Isleworth CC (FL)
- Kemper Lakes GC (IL)
- Kingsley Club (MI)
- Lake Nona CC (FL)
- Lake Shore CC (PA)
- Las Vegas CC (NV)
- Latrobe CC (PA)
- Lulu CC (PA)
- MacArthur GC (FL)
- Marsh Landing CC (FL)
- Marshfield CC (MA)
- Metedeconk National GC (NJ)
- Mid Pines/Pine Needles (NC)
- Mountain Ridge CC (NJ)
- Myopia Hunt Club (MA)
- Newcastle GC (WA)
- North Hills CC (PA)
- Oakhurst Links (WV)
- Old Collier GC (FL)
- Quaker Ridge GC (NY)
- Philmont CC (PA)
- Reunion Resort (FL)
- Ridge at Back Brook (NJ)
- Ritz Carlton Club Jupiter (FL)
- Rumson CC (NJ)
- Roaring Fork Club (CO)
- Rolling Green GC (PA)
- Sankaty Head GC (MA)
- Shackamaxon CC (NJ)
- Shark's Tooth GC (FL)
- Shooting Star Club (WY)
- Sky Meadow CC (NH)
- Sleepy Hollow CC (NY)
- Spanish Trail CC (NV)
- Stanton Ridge CC (NJ)
- Stonewall GC (PA)
- The Club at Cordillera (CO)
- The Country Club (MA)
- The Georgia Club (GA)
- The Governors Club (TN)
- The Silverleaf Club (AZ)
- The Virginian Club (VA)
- The Woodlands (MI)
- TPC Wakefield Plantation (NC)
- TPC Michigan (MI)
- TPC Stonebrae (CA)
- Treyburn CC (NC)
- Trump National GC Bedminster (NJ)
- Trump National GC Westchester (NY)
- Turnberry Isle Yacht Club (FL)
- Vellano CC (CA)
- Victoria National GC (IN)
- Washington G & CC (VA)
- Westchester CC (NY)
- White Manor CC (PA)
- Whistling Straits GC (WI)
- Williamsburg National GC (VA)
- Windemere CC (FL)
- Winged Foot GC (NY)
- Woodway CC (CT)

Click for [Expanded Assignment Listing](#)

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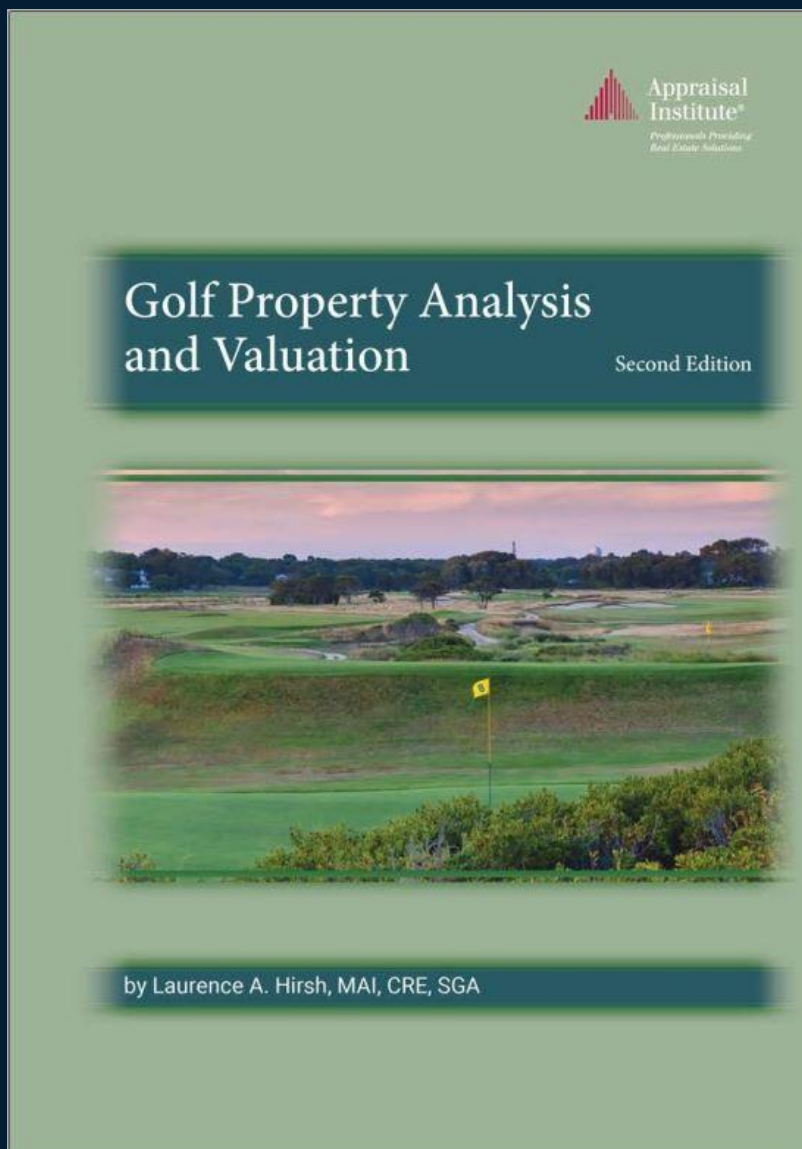
Some of the Courses we've sold

- Augustine GC (VA)
- Back Creek GC (DE)
- Bear Creek GC (MD)
- Blue Heron Pines GC (NJ)
- Blue Mountain GC (PA)
- Broad Run GC (PA)
- Chestnut Ridge GC (PA)
- Coral Creek Club (FL)
- Diamond Run GC (PA)
- Downingtown CC (PA)
- Fairfax National GC (MD)
- Greystone GC (TN)
- Gull Lake View Golf Resort (MI)
- Heritage Creek GC (PA)
- Hollow Brook GC (NY)
- Hopewell Valley GC (NJ)
- Huntsville GC (PA)
- Legendary Run GC (OH)
- Links @ Challedon (MD)
- Links at Gettysburg (PA)
- Madison Green GC (FL)
- Montclair CC (VA)
- Mountain View GC (PA)
- Olde Stonewall GC (PA)
- River Downs GC (MD)
- Springwood GC (PA)
- Stone Harbor GC (NJ)
- Whitetail GC (PA)
- Westchester CC (FL)
- Wild Quail G & CC (DE)

- Since 1980
- 4,000+ golf, ski and recreational property assignments
- 47 US states, Canada, Caribbean, UK
- Private Clubs
- Daily Fee Courses
- Semi-Private Courses
- Resort Courses
- \$250 million± in brokerage sales



“We Wrote The Book”



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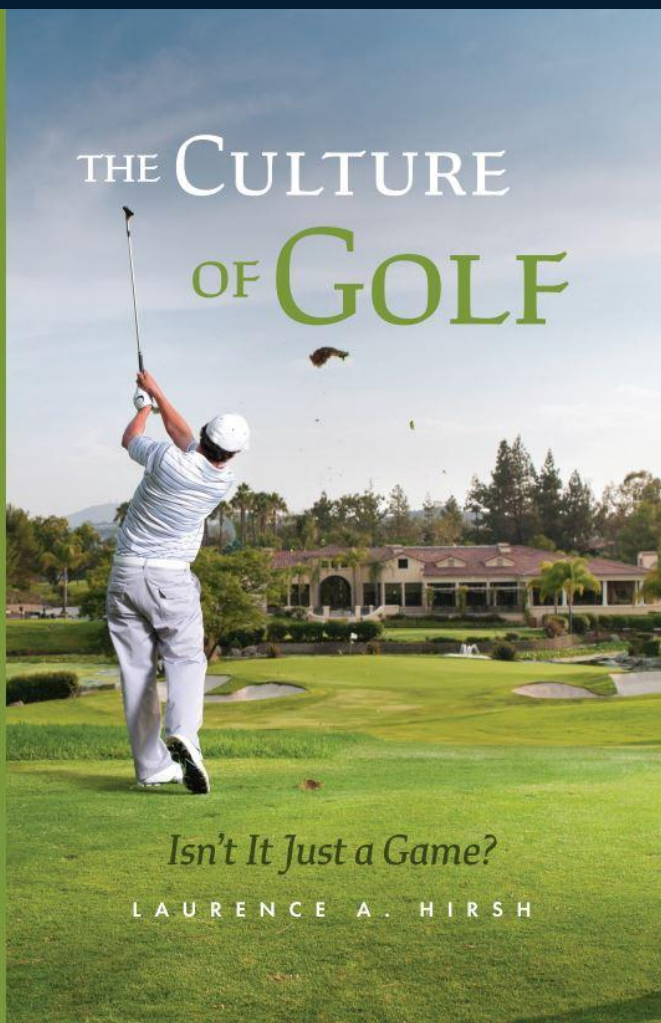
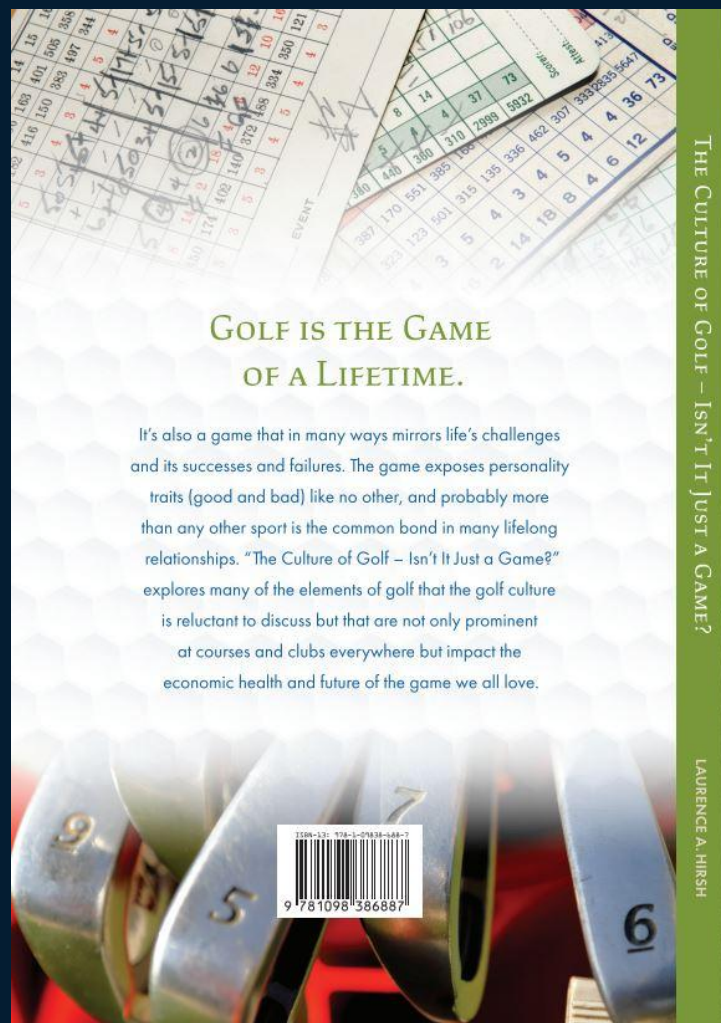
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The Culture of Golf



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