INSIDE THIS

19th Hole Quote:

"Golf… is my real profession, show business pays my green fees."

~ Bob Hope

THE DRIVE'S FEATURED ARTICLE

Understanding The Challenges of Golf Club Land Valuation & Allocation
By David Pope, SGA

It is necessary in some situations to estimate/allocate land value for golf and country club properties. For instance, in purchase price allocations for income tax purposes, a land value allocation is deducted from the total purchase price to determine a depreciable basis for improvements. Land allocations may also be helpful in eminent domain partial taking situations. Additionally, tax assessors in many jurisdictions still rely on replacement costs analyses that include land as a component of value; known as the "cost approach" in the appraisal profession. As a side note, the author does not advocate the use of the cost approach in the valuation of golf clubs (at least without due consideration of external obsolescence). However, in those matters where a cost approach is applicable, it is necessary to estimate a club's land value.

Land valuation for a golf/country club is the subject of some debate among valuation professionals. Golf and country club properties, like hotels, are typically valued and sold as going-concerns. Accordingly, an

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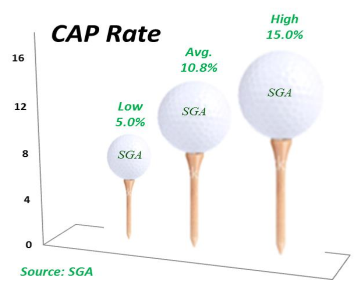
SGA 2014 Investor & Lender Survey

The 2014 Edition of ***The SGA's Annual Investor & Lender Survey,*** the industry source, is now available. The SGA Survey provides salient information relating to financing and investment criteria that are instrumental in the evaluation of investing and lending of proposed and existing golf courses, private clubs, resorts and golf & lifestyle communities and businesses. SGA Survey contributors include owners, investors, operators, life insurance companies, commercial banks, venture capital groups, management firms, brokers, developers, appraisers, and consultants who are active in the golf industry.



The SGA's Investors' Tour section of the survey reveals that current or "going-in" CapRates averaged 10.8%, reflecting a relatively flat trend since 2010 with some exceptions in terms of asset quality and submarkets. The SGA Survey reveals a typical "going-in" CapRate range from 5% to 15%. The results indicate that most investors still focus

(Continued on page 2)

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SGA Experts

Speaking at the 2014 Golf Industry Show & NGCOA Annual Conference Orlando, FL

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To contribute to the SGA Survey log onto www.appraisers.org or contact:

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Special thanks to
SGA Members Ron Carciere, David Pope, Martin Benson, Alan Pursley, James Agner, Larry Hirsh, Andy Hinds, Doug Main for their contribution.

The SGA "Mark of Excellence"

The SGA's 2014 Financing & Investment Survey

The Investors' Tour

(Continued from page 1)

returns on recent historical financial performance rather than just a focus on "Proforma" or potential performance, which can affect the overall cap rate selected (actual V proforma). However, those clubs that are essential reposition opportunities vis-à-vis management and/ or significant capital improvements, tend to focus on returns post reposition.

The 2014 SGA Survey reports the average Net Income Multiplier (the inverse of the CapRate) at 8.3, viewed as slightly higher than 2012 and 2011 averages of 8.1 and 7.9, respectively. This multiple is generally applied to what is referred to as the "going-concern" net income of the facility (typically net of management fee and reserves, but can vary on the specific transaction). However, it is important to note that some investors and market participants define net income or net earnings differently.

In some cases net income may simulate EBITDA (earnings before income tax, depreciation and amortization) prior to a deduction for a management fee and/or a capital allowance / reserve. Regardless of how net earnings are defined and calculated, the take away is that any analysis must ensure the capitalization rate or multiple selected is properly associated with the earnings utilized.

The survey indicates an average terminal or residual CapRate of 11.6%, a 20 basis point decline from the 2012 average. The SGA Survey indicates a spread of 80 basis points higher than the survey average 2014 going-in rate.

As the golf industry continues to remain relatively unchanged and the overall economy continues to be a challenge (e.g. comparatively low rates, modest growth, relatively high unemployment, suboptimal employment growth, etc.), a number of clubs struggle to improve operating margins to long-term norms. Accordingly, a number of buyers and sellers give credence the relevancy of the Gross Income Multiple (GIM), the ratio of price or value to a clubs gross income (actual or proforma). The 2014 SGA Survey indicates an average Gross Income Multiple (GIM) of 1.4x gross income, overall comparable to the reported 2013 GIM.

According to interviews with industry participants, it appears the GIM has added relevance for clubs experiencing persistent declining revenues and/or weak or negative margins (e.g. GIM frequently is correlated with net margins). The market reveals a noteworthy dichotomy regarding the GIM, where a number of net income / cash flow based buyers tend to report GIMs generally in the 0.9 to 1.3 range for those clubs with nominal or negative net margins. The other end of the spectrum seems to be covered by single owner / business operators and/or partnerships, colloquially referred to at times as "mom and pop" buyers / investors, small partnerships, etc. that tend to look beyond a club's weak or negative net earnings / profit margin in their pricing algorithm, which helps explain the variance in GIMs and the average.

From a discounted cash flow perspective, the 2014 SGA Survey reveals an average discount rate (DR) of 14.3%, revealing modest downward trends since 2010.

The data reveals DR range of 7.5% to 21.5%, which reflects the varying types of clubs, operations, investor thresholds, capital improvements, etc.

The 2014 SGA Survey reveals projected annual income growth from 1.0% to 5.0%, averaging 2.1%, a slight decrease from the 2013 average but effectively comparable to recent year data. The 2014 SGA Survey indicates annual expected expense growth from 2.0% to 5.0%, averaging 2.40% notably lower than the average expected 2013 rate.

According to the Bureau of Labor Statistics (BLS) the CPI (All Urban Consumers) index rose a modest 1.5% after a 1.7% increase in 2012. According to BLS over the past ten years, the CPI rose an average of 2% annually.

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The Investor's Tour
Salient Indicators

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Survey Method:

					2014
Overall Capitalization Rate[1]	Range	5.0%	to	15.0%
	Average			10.8%
Terminal / Residual Capitalization Rate[2]	Range	8.0%	to	15.0%
	Average			11.6%
Net Income Multiplier[3]	Range	2.0	to	14.0
	Average			8.3
Gross Income Multiplier	Range	0.4	to	3
	Average			1.4
Discount Rate	Range	7.5%	to	21.5%
	Average			14.3%

DCR & Band of Investment Method: [4]

Overall Capitalization Rate	Range	9.1%	to	n/a
	Average			11.3%
Discount Rate	Range	10.5%	to	n/a
	Average			14.0%

Growth Indicators:

Income Growth Rate	Range	1.0%	to	5.0%
	Average			2.1%
Expense Growth Rate	Range	2.0%	to	5.0%
	Average			2.4%

Operational Indicators:

Management Fee as % of Gross Revenue	Range	1.0%	to	5.0%
	Average			3.4%
Capital Reserves as % of Gross Revenue	Range	2.0%	to	10.0%
	Average			3.4%

Transaction Indicators:

Marketing Period (Months)	Range	3 mos	to	18 mos
	Average			11.9
Broker Sales Commission	Range	2.0%	to	10.0%
	Average			3.1%

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1 / Overall Capitalization reflects going-concern operations.
2 / Terminal or going-out Capitalization rates also reflect going-concern operations.
3 / Net Income Multiple (Price / Net Income) is the inverse of the Cap Rate.
4 / Typical information (LTV, DCR, etc.) derived from a survey of lenders and borrowers.

"The SGA Speaks" 2014Golf Industry Show / NGCOA Annual Conference Orlando, FL February 5, 2014

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"Perhaps only time will tell, if the economy and conditions shift sufficiently to a point that will induce the development of substantive industry..."

The SGA's 2014 Financing & Investment Survey

The Lenders' Tour

While the US economy shows moderate growth, the Federal Reserve continues to keep interest rates at all-time lows. According to the Federal Reserve, the current Federal Funds Rate (the short-term interest rate that banks charge each other for overnight loans to meet these reserve balances) is zero or nominal, which has kept commercial lending rates comparatively low as well.

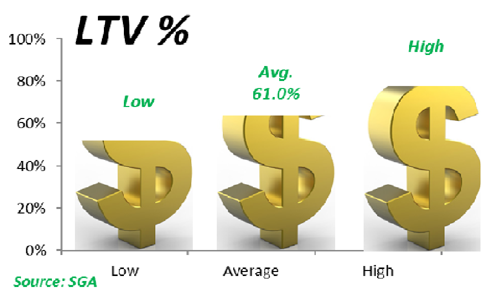
The SGA Survey reveals that the average interest rate on a golf loan is 7.5%, effectively unchanged since 2012. According to the Wall Street Journal (WSJ), common indices like the Prime Rate (3.25%) also remains unchanged from a year ago. The LIBOR indicators (3 month, 6 month, and 1 year) remain comparatively low revealing a decline from a year ago.

The 2014 SGA Survey reveals a typical loan-to-value (LTV) range of 50% to 75%, averaging 61.0%, slightly lower than 2012 average but generally comparable to recent trends.

Additionally, the 2014 SGA Survey reveals the typical amortization period ranges from 15 to 25 years, with an average of 20.4 years.

According to the 2014 survey, the average call period is 6.6 years, effectively unchanged since 2012.

The debt coverage ratio (DCR), also called debt service coverage ratio (DSCR), is the ratio of cash available for debt servicing to interest and principal that can include or exclude lease payments. The DCR is calculated by dividing the property's annual net operating income (NOI) by a property's annual debt service. This lender benchmark is used to measure an entity's ability to produce enough cash to cover its debt payments. The DCR in this context is expressed as a minimum ratio that is acceptable to a lender; it may be a loan condition or covenant. The 2014 SGA Survey reveals DCRs ranging from 1.0 to 2.0, the average declined to 1.35 from 2013. The DCR in 2012 was 1.34. The 2014 SGA Survey reveals average loan points of 1.2%.



While general lending terms remain comparatively favorable, the golf lending industry continues to be in limbo (lacking effectively all the dedicated regional and national industry lenders pre-recession) and is highly fragmented. However, interest remains high from various sources regarding the need for new regional / national debt sources. According to a number of *The Drive's* readers, there appears to be latent demand for such capital sources. More to come. SGA

The Investors' Tour

(Continued from page 2)

According to the 2014 survey, operational indicators such as the average management fee and capital reserves or allowance showed a modest decline. The 2014 SGA Survey results reveal absolute management fees ranging from 1.0% to 5.0%, and averaging 3.4% of gross income. The SGA 2014 Survey reveals capital reserves or allowances (excluding equipment leases) ranging from 2.0% to 10.0%, averaging 3.4% of gross income, slightly higher than average for 2013 at 3% but similar to 2012 at 3.3%.

Some other noteworthy transaction indicators reveal a marketing period range of 3 to 18 months, with a 11.9 month average, which reveals a decrease since 2011. It is uncertain if this trend will continue perhaps indicating an improving market from a buyer / seller price gap and transaction perspective.

The 2013 SGA Survey indicates broker commissions averaged 3.1%, a slight decline but well within the average noted the past decade. SGA

The Lenders' Tour

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Salient Indicators

		2014		
LTV (Loan-to-Value)	Range	50.0%	to	75.0%
	Average			61%
Interest Rate	Range	3.8%	to	10.0%
	Average			7.5%
Common Indices (January 11, 2013):				
Prime Rate				3.25%
Libor 3 months				0.24
Libor 6 months				0.34
Libor 1 Year				0.58
Call Period (Years)	Range	3.0	to	10.0
	Average			6.6
Amortization Period (Years)	Range	15	to	25
	Average			20.4
DCR (Debt Coverage Ratio)	Range	1.0	to	2.0
	Average			1.35
Points	Range	0%	to	2.0%
	Average			1.2%

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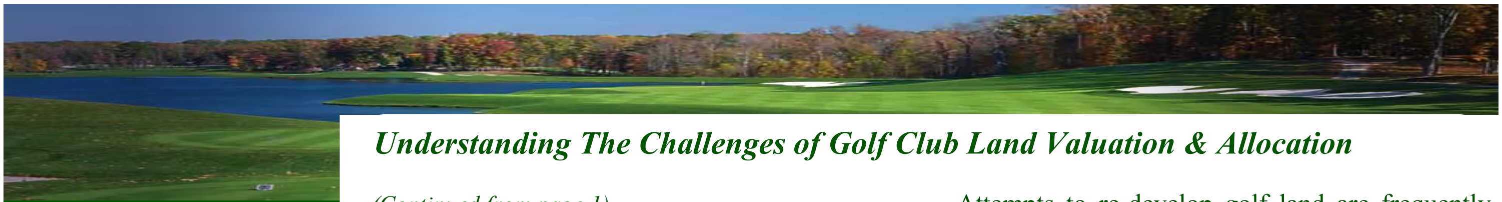

Understanding The Challenges of Golf Club Land Valuation & Allocation

(Continued from page 1)

allocation of the going concern value among the various components (e.g. real property including land, personal property and intangibles) is required in some situations. Supporting the allocations can be a challenge because of the dearth of empirical data. This challenge is true to some extent for all of the components, but this article deals only with the land value allocation.

Land values/prices in the general real estate marketplace are mostly a function of the economic productivity of the land given physical, legal, and financial restraints. Simply stated, the market value (or fair value) of land is determined by its highest and best use. The marketplace has determined land pricing for many types of uses. For instance, developers of multi-family projects know how much can reasonably be paid for land based on rent and expense levels and construction costs. The economics of end use will ultimately dictate what the market can and will pay for land.

The challenge in golf land valuation is that given the economics of golf relative to the cost of developing facilities, it is rarely the case that the highest and best use of a particular land tract is development of a stand-alone golf club. Golf clubs are developed primarily as a vehicle to enhance the value of the surrounding real estate whether part of larger scale residential/mixed use development or as part of a resort lifestyle property. When considered as a stand-alone entity, there is generally a high level of obsolescence associated with golf clubs. Typical golf clubs sell in the marketplace at a fraction of their replacement cost.

It is the author's opinion that once the golf / club land becomes incorporated into a project as part of the amenity package, the land's use becomes restricted either by specific or implied covenants. Sometimes there are specific covenants and/or conservation easements recorded that dictate a property's continued use as a golf club. Even in situations where there are not specific covenants, it is the author's opinion that there are implied covenants (to the surrounding property owners) controlling use of the land. Empirical data reveals it is very difficult to re-develop golf club land that has served as the feature amenity for a surrounding community. Attempts to re-develop golf land are frequently met with significant opposition within the community.

Land is typically valued as if vacant and available to be developed at its highest and best use. It is the author's opinion that the implied covenants are in essence binding legal restrictions, not unlike zoning. Similar consideration should be given to the implied covenants as to zoning and other legal restrictions when contemplating an alternative highest and best use.

In a purchase price allocation where the golf use is anticipated to continue, it is not appropriate to allocate the land value based on an alternative use. Likewise, in a tax assessment situation, it would be inappropriate to value the land under an alternative use and then simply add a depreciated replacement cost for improvements assuming continued use as a golf club. If the golf club is being valued assuming continued use as a golf club, the land value allocation should be consistent with that use.

Unfortunately too often, I see land associated with golf clubs integrated within residential communities erroneously valued as unrestricted residential development land. Because the golf club land in most situations cannot be developed (or redeveloped) as residential, this approach results in the land being over-valued. Golf land does not have the same economic value as unrestricted residential land even though it is frequently surrounded by residential land.

Appraisers typically use sales and listings of "comparable" land tracts to value land; though alternative approaches include land residual analysis and/or land rent capitalization approaches. Ideally, golf land would be valued by analyzing sales or leases of land purchased/leased for stand-alone golf club development. This does not include land that is part of a larger development tract.

Unfortunately, there are limited transactions of golf development land because golf clubs as stand-alone enterprises are rarely financially feasible in relation to their construction costs. Often, the value of the going concern golf club is less than the cost of constructing the improvements even before consideration of land costs. The author is aware of situations where residen-

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"Land values/prices… are mostly a function of the economic productivity of the land given physical, legal, and financial restraints.

~ David Pope, SGA

"...once the golf / club land becomes incorporated into a project as part of the amenity package, the land's use becomes restricted either by specific or implied covenants."

~ David Pope, SGA

The SGA would like to welcome, Richard Marlow, SGA's new President.

THANK YOU!

The SGA Members Would like to extended a warm thank you to outgoing SGA President

Terry Oetzel, SGA

The SGA "Mark of Excellence"

From The Back Tees: SGA President Richard Marlow

The Drive is published by the **SGA** (Society of Golf Appraisers), which is a non-profit organization formed over 20 years ago dedicated to the continued development, education and trusted source of timely information on trends that will impact golf, club, resort, and lifestyle businesses.

Additionally, the **SGA** publishes the industry's most recognized source of information about current and historical trends and indicators regarding golf club investment (e.g. rates of return, management fees, capital reserves, etc.) and lending criteria (e.g. interest rates, terms, points, etc.). Log onto www.golfappraisers.org, and sign up today to receive the Industry's leading Investor and Lender Sources: ***SGA Investor & Lender Industry Survey, The Drive****,* and other industry updates.

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The SGA is a proud supporting partner of the ***2014 Golf Industry Show & NGCOA Annual Conference***, Orlando, FL (February 3rd to 6th), **SGA** will be an active supporting partner of the Golf Industry Show. The **SGA** and its membership will offer seminars and other activities during the Show. We hope you can participate and please stop by the SGA Booth (**#2473**) and talk directly with **SGA** experts. See you there.

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~ Richard Marlow, SGA President

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Doug Main, ASA, CCIM, CRE, FRICS, SGA

Understanding The Challenges of Golf Club Land Valuation & Allocation

(Continued from page 6)

tial developers have given land and in some cases, additional inducements, to golf course developers/ operators. In these situations, the developers recognize that there is inherent obsolescence associated with golf development. They subsidize the golf development in order to create value for the surrounding property. With that said, developers of large tracts will frequently incorporate some of the less desirable land within the tract (i.e. flood land), to the extent it exists, within the golf course design. It has been the author's experience that total values for going concern clubs, if considered on a price per acre basis, are frequently less than the value of surrounding residential land. (This is not to imply that golf clubs are valued in the marketplace based on a price per acre basis.)

There is not a good answer for valuing in the absence of land transactions purchased specifically for golf development. Some argument could be made for valuing golf club land using a land residual technique. The application of this methodology involves deducting the depreciated replacement cost of the property improvements, FF&E, and intangibles from the value of total going concern. The residual after these deductions is theoretically land value. While academically appropriate, the reality is that the depreciated replacement cost of improvements (before consideration of external obsolescence) frequently exceeds the market value of the total going concern. There is, perhaps, an argument that could be made for the land value allocation in these situations being $0. The case for a $0 allocation could, perhaps, be supported by examples of land

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developers giving / donating land to golf club developers as an inducement.

The alternative solution is to value the land using sales of "impaired" land tracts; i.e. sales of properties that have no direct economic value such as open space, flood zone tracts, etc. Or sales of properties that are subject to restrictive covenants or conservation easements might be appropriate.

There are challenges in valuing the land component of a golf club. Regardless, there are also situations that require a land allocation. If the conclusion is that the highest and best use of the property is for continued operation as a golf club, the land value should be allocated consistent with its use. In the absence of "market" sales or leases of tracts purchased specifically for stand-alone golf development, consideration should be given to sale prices of economically impaired land.

In conclusion, while there are challenges one may encounter when valuing a critical component of a club's going-concern, the above blueprint offers proven methods that can help attain credible land values and allocations.

~ David Pope, SGA

David is the principal owner of the Greensboro office of Hotel and Club Associates, Inc., and has over 20 years of experience consulting and appraising in the hospitality, golf, and lifestyle industries. For more information, please contact David Pope at 336.379.1400 or email him at dpope@hotelandclub.com.

"There are challenges in valuing the land component of a golf club… and this blueprint offers proven methods that can help attain credible land values and allocations."

~ David Pope, SGA

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Gerald Teel

The SGA Members are grateful to Gerald Teel, SGA for hosting the Fall 2013 SGA Member Meeting & Education Program.

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The Transaction Tee

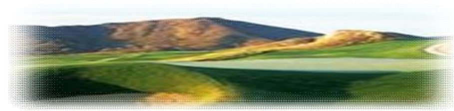
On an on-going basis, SGA members track golf industry information, including a variety of transaction activity. A review of sales activity in 2012 and 2013 reveals that overall activity remained relatively steady, and the general make up of deals still includes a number of transactions that involve auctions, REOs, and distressed assets as well as some portfolios (e.g. Redstone Omni Resorts, etc.) and various golf communities that focus on housing development opportunities.

The following table offers some information about various transactions during 2013, which includes some large acreage golf communities and a portfolio of golf resorts acquired by Omni Hotels & Resorts from by KSL Capital Partners: Barton Creek Resort in Austin, TX; La Costa Resort & Spa in Carlsbad, CA; Rancho Las Palmas Resort in Rancho Mirage, CA; The Grove Park Inn in Asheville, NC; and The Homestead Resort in Hot Springs, VA - assets include 2,362 guestrooms, 304,000 square feet of meeting/function space, 34 dining options, 48 retail locations, 12 golf courses, three family water complexes, a ski facility and five spas. The SGA would like to caution readers that the statistical data presented is informational only, and is not intended to be all-inclusive.

A material deal in 2013 was Omni's purchase of five iconic golf resorts from KSL Capital Partners, LLC.

~ The Transaction Tee

Transaction Tee - Sample 2014 Sales Activity



Course / Club Name	City	State	Sale Date	Sale Price	# Holes	$ per Hole
Standard Golf Club	Louisville	KY	12/13/2013	$ 4,700,000	18	$ 261,111
Legend Trails	Scottsdale	AZ	12/3/2013	$ 7,800,000	18	$ 433,333
Cimarrone Golf Club	Jacksonville	FL	10/29/2013	$ 1,489,300	18	$ 82,739
Former Valley Rose Golf Course	Wasco	CA	10/28/2013	$ 2,050,000	18	$ 113,889
Glenlakes Golf Club	Foley	AL	10/21/2013	$ 1,075,000	18	$ 59,722
Stallion Mountain Golf Course	Las Vegas	NV	10/18/2013	$ 5,500,000	18	$ 305,556
Vista Verde Golf Course & Community - 825 acres	Rio Verde	AZ	10/1/2013	$ 45,000,000		
Osprey Ridge	Lake Buena Vista	FL	9/24/2013	$ 685,000	18	$ 38,056
Highlands Reserve Golf Club	Davenport	FL	9/19/2013	$ 2,650,000	18	$ 147,222
Ocala Palms Golf & Country Club	Ocala	FL	9/6/2013	$ 8,800,000	18	$ 488,889
Eagle Point Golf Club	Eagle Point	OR	9/1/2013	$ 2,250,000	18	$ 125,000
Woodmont Golf Club	Canton	GA	8/31/2013	$ 1,292,312	18	$ 71,795
Trilogy Golf Club at Glen Ivy	Corona	CA	8/9/2013	$ 6,500,000	18	$ 361,111
Hillside Country Club	Rehoboth	MA	8/7/2013	$ 1,200,000	18	$ 66,667
Polo Golf and Country Club	Cumming	GA	8/6/2013	$ 3,500,000	18	$ 194,444
Long Island National Golf Club	Riverhead	NY	7/17/2013	$ 6,000,000	18	$ 333,333
Shackamaxon Golf & Country Club	Scotch Plains	NJ	7/16/2013	$ 4,500,000	18	$ 250,000
Powderhorn Golf Course	Madison	OH	6/19/2013	$ 1,450,000	18	$ 80,556
The Club at Spanish Peaks	Big Sky	MT	6/18/2013	$ 26,100,000	18	$ 1,450,000
Sea Trail Golf Resort & Conference Center	Sunset Beach	NC	6/17/2013	$ 8,500,000	54	$ 157,407
La Purisima Golf Course	Lompoc	CA	6/12/2013	$ 5,035,000	18	$ 279,722
The Omni Resorts & Golf Portfolio	Multiple	Multiple	6/12/2013	Confidential	216	
Whippoorwill Club	Armonk	NY	6/11/2013	$ 10,000,000	18	$ 555,556
Merrimack Valley Golf Club	Methuen	MA	6/11/2013	$ 1,475,000	18	$ 81,944
Emerald Greens Golf Resort & Country Club	Tampa	FL	6/4/2013	$ 6,000,000	27	$ 222,222
Oak Tree Country Club	Edmond	OK	5/30/2013	$ 10,400,000	36	$ 288,889
Indigo Lakes Golf Club	Daytona Beach	FL	5/24/2013	$ 1,250,000	18	$ 69,444
Black Hawk Run Country Club	Stockton	IL	5/22/2013	$ 660,000	18	$ 36,667
Prairie View Golf Club•	Carmel	IN	5/21/2013	$ 3,000,000	18	$ 166,667
Woodcrest Country Club	Cherry Hill	NJ	5/20/2013	$ 10,100,000	18	$ 561,111
Wentworth Hills Golf Club	Plainville	MA	5/8/2013	$ 2,100,000	18	$ 116,667
Union Hills County Club	Sun City	AZ	5/8/2013	$ 725,000	18	$ 40,278
Elks Run Golf Club	Batavia	OH	5/1/2013	$ 2,650,000	18	$ 147,222
Link-N-Greens	Fort Collins	co	4/25/2013	$ 9,000,000	18	$ 500,000
2,400 Acres Sarasota National Golf Community	Venice	FL	4/25/2013	$ 48,520,000		
Stonebridge Golf Club	Lakeland	TN	4/23/2013	$ 1,525,000	18	$ 84,722
Redstone / Shadow Hawk / The Houstonian / BlackHorse Portfolio	Houston Area	TX	4/19/2013	Confidential	108	
Dove Canyon Country Club/Golf Course	Dove Canyon	CA	4/16/2013	Confidential	18	
Lakewood Golf Club	Lake Geneva	WI	4/15/2013	$ 7,200,000	18	$ 400,000
Pine Canyon	Flagstaff	AZ	4/9/2013	$ 1,145,000	18	$ 63,611
Magnolia Plantation Golf Club	Lake Mary	FL	4/9/2013	$ 2,270,000	18	$ 126,111
The Golf Club at Fleming Island	Orange Park	FL	4/9/2013	$ 2,500,000	18	$ 138,889
Cedar Trace Golf Club	Batavia	OH	4/5/2013	$ 535,000	18	$ 29,722
Springbrook Golf Club	Lima	OH	4/4/2013	$ 752,000	18	$ 41,778
Rancho Duarte Golf Course	Duarte	CA	4/3/2013	$ 3,300,000	9	$ 366,667
Water Gap Country Club	Wallingford	PA	4/2/2013	$ 1,550,000	18	$ 86,111
Chippewa Golf Club	Bentleyville	PA	3/28/2013	$ 1,070,000	18	$ 59,444
Etowah Valley Country Club	Etowah	NC	3/28/2013	$ 2,202,500	27	$ 81,574
Mission Hills Country Club	Northbrook	IL	3/28/2013	$ 1,000,000	18	$ 55,556
High Cliff Golf Course	Sherwood	WI	3/28/2013	$ 768,700	18	$ 42,706
Fore Lakes Golf Club	Port Huron	MI	3/22/2013	$ 2,000,000	18	$ 111,111
Lake Chesdin Golfer's Club	Chesterfield	VA	3/21/2013	$ 1,200,000	18	$ 66,667
Diamond Back Golf Club	Loris	SC	3/21/2013	$ 1,700,000	18	$ 94,444
Arrowhead Golf Course/Rothlands Golf Course	Akron	NY	3/20/2013	$ 735,000	18	$ 40,833
Montgomery Village GC	Gaithersburg	MD	3/19/2013	$ 5,050,000	18	$ 280,556
Olde Highlander Golf Club	Oconomowoc	WI	3/13/2013	$ 1,000,000	18	$ 55,556
Snowmass Club	Snowmass Village	CO	3/8/2013	$ 9,100,000	18	$ 505,556
Centerpointe Golf Club	Canandaigua	NY	3/1/2013	$ 700,000	18	$ 38,889
Wildwood Golf Club	Crawfordville	FL	3/1/2013	$ 1,750,000	18	$ 97,222
D'Andrea Golf Club	Sparks	NV	2/28/2013	$ 1,000,000	18	$ 55,556
Windermere Golf Center	Windermere	FL	2/26/2013	$ 3,500,000	18	$ 194,444
Spring Hills Golf Course	Hanover	IN	2/23/2013	$ 1,100,000	18	$ 61,111
Riverwood Golf & Country Club	Port Charlotte	FL	2/19/2013	$ 1,700,000	18	$ 94,444
Chevy Chase Golf Club	Glendale	CA	2/15/2013	$ 3,900,000	18	$ 216,667
Summer Grove Golf Club	Newnan	GA	2/15/2013	$ 1,516,952	18	$ 84,275
Belleview Biltmore Golf Club	Belleair	FL	2/8/2013	$ 3,500,000	18	$ 194,444
River Pointe Country Club	Hobart	IN	2/7/2013	$ 2,250,000	27	$ 83,333
Boothbay Harbor Country Club	Boothbay	ME	2/1/2013	$ 1,400,000	18	$ 77,778
Four Bridges Country Club	Liberty Township	OH	1/30/2013	$ 1,250,000	18	$ 69,444
Timber Lake Golf Course / Elk Creek Golf Club	Moberly	MO	1/15/2013	$ 600,000	18	$ 33,333
			Low	$ 535,000	9	$ 29,722
			High	$ 48,520,000	216	$ 1,450,000
			Median	$ 2,100,000	18	$ 97,222
			Mean	$ 4,816,817	23.3	$ 186,458

The Leaderboard: Contact an SGA Member

Member Name	Company Name	City / State	Phone	E-Mail
Laurence A. Hirsh	Golf Property Analysts	Conshohocken, PA	800 775-2669	larry@golfprop.com
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The Leaderboard: David Pope

Member Player Profile - David Pope, SGA

***"David* is active with the SGA, and co-leads the association's expense and benchmarking and data analytics program available exclusively to the members."**

The SGA Leaderboard is honored to profile David Pope, an admired and active SGA member. For over 20 years, David has been consulting and appraising, with a significant portion dedicated to the hospitality, golf, and lifestyle industries. David is the principal owner of the Greensboro office of Hotel and Club Associates, Inc.

In addition to the distinguished SGA designation, David also holds several professional designations with the Appraisal Institute (MAI and SRA). Additionally, among his many professional accomplishments, David is a licensed North Carolina real estate broker and holds general certification appraisal licenses in 8 states.

Mr. Pope has distinguished himself and his firm as a leading provider of high quality consulting and appraisal services to the golf, hospitality and lifestyle industries. David received with honors a Bachelor of Science in Business Administration degree with concentration in finance and real estate from Appalachian State University. David was the President 2012 NC Chapter of the Appraisal Institute and has held several offices. He is active with the SGA, and co-leads the association's revenue and expense benchmarking and data analytics program available exclusively to SGA members.

David has been qualified as expert in real estate valuation in several courts including U.S. Bankruptcy Court. Additionally, he has appeared at property tax hearings and has assisted in the mediation of property tax and other real estate disputes.

For more information visit *www.hotelandclub.com*, email David at *dpope@hotelandclub.com*, or call him at (336) 379-1400.

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SGA Members-Players On The Move

In this section The SGA highlights member news, events, speaking engagements, publications, etc.

- ***The SGA Speaks* - 2014 Golf Industry / NGCOA Annual Conference, Orlando, FL, February 3-6, 2014, *"Links 9-1-1, an Investment and Operational Rescue,"* Larry Hirsh, SGA, Terry Oetzel, SGA, Ron Carciere, SGA & Doug Main, SGA. For more information visit: www.ngcoa.org/ac2014/schedule.asp**
- **Meet SGA Members: stop by Booth# 2473 at the 2014 Golf Industry / NGCOA Annual Conference, Orlando, FL, February 3-6, 2014.**
- **Larry Hirsh, SGA, CRE publishes article in the Counselor of Real Estate's Real Estate Issues Journal (Volume 38, Number 2, 2013), *"Golf Courses and Tax Assessments: Just One Right Way?"* to download a copy of this very timely and interesting article, log on to www.golfappraisers.org.**
- **Ron Carciere, SGA - Speaker at the International Association of Assessing Officers (IAAO), Los Angeles, CA. The topic will be on Appraising Golf Courses for Tax Purposes.**
- **Doug Main, SGA - NGCOA's Multiple Course Owners Retreat, "Where's the Money", Pebble Beach, CA.**
- **David Pope, SGA - Speaker at RMA, The Appraisal Institute, *"Real Estate Market Conditions."***

The Drive

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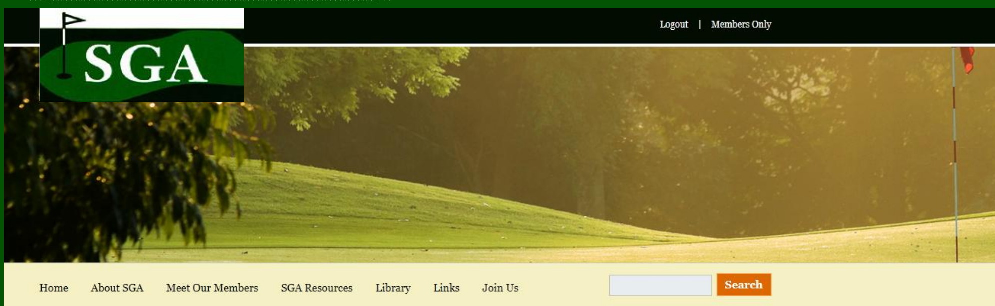

For more information about SGA Members, Publications, Speaker Bureau, Investor & Lender Survey and other information, visit our web site.

www.golfappraisers.org

Photo by Fred Emmert

See you at the 2014 Golf Industry Show / NGCOA Annual Conference

Stop By The SGA

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The Golfers Suggestion Box

We welcome your input & contributions to future editions of The Drive.
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The SGA Leaderboard

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SGA The Golf Advisory Experts

19th Hole Quote:
"In Golf as in Life, it is the follow through that makes the difference."

~ Anonymous