

Ski area valuations commonly include the ski business enterprise, related ski area real estate holdings, unrelated excess real estate holdings, and other included business enterprises such as golf courses, transit services, real estate management services, and summer operations.

Most ski resorts operate on a combination of fee simple, special use permit or leasehold land. Ski resorts are commonly located on federally owned land (U.S. Forest Service or Bureau of Land Management) or state-owned land. Appraisers must consider leasehold interests, leased fee interests, special use permits, access easements, tangible and intangible assets, land use constraints, water rights, environmental concerns, master plans, and a myriad of land development issues.

Our professional appraisal team is trained to work with clients to answer specific valuation questions regarding all aspects of ski area appraisal assignments. This includes a detailed analysis of economic conditions, climate patterns, demographic changes, skier visits, and gross income and operating margins ultimately affecting the underlying EBITDA.

## NOTABLE ASSIGNMENTS

Angel Fire Resort Sipapu Resort Whitefish Ski Resort Sunlight Mountain Resort Crested Butte Mountain Resort Crystal Mountain Resort **Snowbird Resort** Mount Sunapee Ski Resort Moonlight Basin Resort Telluride Ski Resort Durango Mountain Resort Northstar California Ski Resort Squaw Valley Ski Resort Alpine Meadows Ski Resort Okemo Mountain Resort Bogus Basin Cascade Mountain Mt. Hood Ski Bowl Brian Head Ski Resort Meadowlark Ski Area & Lake Resort Cody, W

Angel Fire, NM Taos County, NM Whitefish, MT Glenwood Springs, CO Crested Butte, CO Enumclaw, WA Salt Lake City, UT Newbury, NH Big Sky, MT Telluride, CO Durango, CO Truckee, CA Olympic Valley, CA Olympic Valley, CA Ludlow, VT Boise, ID Portage, WI Government Camp, OR Cedar City, UT Stowe, VT



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Stowe Mountain Resort