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### **Summary**

Mr. Hansen has been a full-time real estate appraiser, analyst, and consultant since 1995 following graduation from the University of Utah with a B.A. in Business Finance (real estate emphasis). He is an MAI designated member of the Appraisal Institute. His area of practice centers on commercial, land development, and going-concern valuations with extensive experience in the recreational resort market appraising ski resorts, golf course, hotel, and resort condominium developments. He is also experienced in healthcare facilities, complex institutional developments as well as eminent domain, condemnation, and conservation easement assignments. Mr. Hansen also served as lead Appraisal Review Specialist for GE Capital Bank, providing appraisal review and standard quality assurance services for GE's national healthcare lending platform, while also performing ski resort valuations for clients nationwide. Clients include local and national banks, local and regional developers, ski resort operators, government entities, and conservation groups. As part-time roles, Mr. Hansen serves on the Statistics Committee of the Park City Board of Realtors overseeing and interpreting statistical information for the Park City real estate community. He also serves part-time as Hearing Officer, appointed by the Summit County Council, for tax appeal petitions for the Summit County Board of Equalization (BOE). Mr. Hansen is a qualified expert witness in both federal and district courts.

### **Memberships and Affiliations:**

MAI Designated member of the Appraisal Institute, Certificate # 13306  
Utah Certified General Appraiser, Certificate 5487205-CG00  
NSAA – National Ski Area Association  
NAR, UAR, and Park City Board of Realtors  
Statistics Committee – Park City Board of Realtors  
Tribunal Tax Judge/Hearing Officer – Summit County, Utah

### **Professional History:**

2016 to Present – Valuation Consulting Group, LLC, Salt Lake City, Utah – Principal / Partner  
2013-16 – Appraisal Group, Inc., Salt Lake City, Utah – Principal / Partner  
2012-15 – GE Capital Bank, National Health Care Lending Platform – Lead Contract Review Appraiser  
2000-12 – Appraisal Group, Inc., Salt Lake City, Utah – Certified General Appraiser  
1997-00 – Appraisal Group, Inc., Salt Lake City, Utah – Registered Appraiser  
1995-97 – Appraisal Group, Inc., Salt Lake City, Utah – Research/Analyst  
1994-95 – IBM (Loral) Federal Systems, Inc. Gaithersberg Maryland – Financial Analyst

### **Specialized Education & Training:**

Specialized courses in Real Estate Appraisal sponsored by the Appraisal Institute and others including:  
1995 – Appraisal Principals – Series 110  
1996 – Appraisal Procedures – Series 120  
1996 – Standards of Professional Appraisal Practice, Part A (USPAP) – Series 410  
1997 – Advanced Income Capitalization – Series 510  
1998 – Basic Income Capitalization – Series 310  
1998 – Advanced Sale Comparison and Cost Approach – Series 530  
1999 – Lease Abstraction and Analysis  
1999 – Preserving a Land Legacy and Conservation Strategies – Seminar  
1999 – Special Purpose Properties  
1999 – Advanced Applications – Series 550  
2000 – Report Writing and Valuation Analysis – Series 540  
2002 – Highest & Best Use and Market Analysis – Series 520  
2002 – Standards of Professional Appraisal Practice, Part C (USPAP) – Series 430  
2003 – Separating Real and Personal Property from Business Assets – Series 800  
2003 – Business Practices and Ethics, Part B (USPAP) – Series 420  
2003 – Scope of Work - Expanding range of services  
2004 – Rates and Ratios; Making Sense of GIM's, OAR's and DCF  
2006 – USPAP National Update Course  
2007 – Litigation Skills for the Appraiser – AI Seminar  
2007 – Transferring and Selling Water Rights  
2008 – USPAP National Update Course

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**Specialized Education & Training, Continued:**

- 2009 – Property Valuation in a Declining Market
- 2010 – Valuation of Water Rights
- 2012 – USPAP National Update Course
- 2012 – Utah Law of Eminent Domain – How to Determine Just compensation
- 2012 – Green Building Valuation & Case Studies
- 2013 – Valuation of Conservation Easements and Taxes
- 2014 – Fundamentals of Going Concerns – AI Seminar
- 2016 – Conservation Easement Applications, Issues and Contexts
- 2017 – USFLA Yellow Book Changes – Overview for Appraisers

**Property Types Appraised:**

Appraisal and appraisal-review of commercial, recreational, institutional, and development properties with particular emphasis on ski resort, golf club, hotel, and recreational estate/ranch properties. Involved with speculation and rural land assignments, with extensive experience in expanding Wasatch Back (Park City) land markets under strong recreational development speculation. Special practice emphasis in ski resort valuation, appraising such ski areas as Mammoth, Deer Valley, Schweitzer, Snowbowl, PCMR, Solitude, Camelback, Wintergreen, 49° North, Canyons, Brian Head, Cascade, among many others. Experienced in operating properties and complex institutional developments, as well as eminent domain, condemnation, and conservation easement assignments. Primary focus on commercial and recreational development property with emphasis in resort areas. Completed SBA education requirement for going-concern assignments valuing total business assets (TAB) including real property, personal property, and intangibles. Qualified expert witness in federal and district courts.

**Clients Served (Partial List):**

**Corporate**

CMJ Investment Fund, LLC  
Cushman & Wakefield  
Hilton Financial Corp.  
NAI Corporate Services  
Rocky Mountain Power  
Seattle Funding Corp.  
Westbridge Capital Prtnrs  
KEB Enterprises  
Security National Life  
Schumann Capital Mgmt  
Park City Board of Realtors  
Eccles Foundation  
Silver King, LLC  
Barrick Gold Corp.  
GE Capital

**Development**

Solitude Ski Resort  
Cottonwood Development  
Pivotal Group  
Sundance Development Group  
Talisker Development  
UPCM  
Watts Corporation  
Royal Street Corporation  
910 Cattle Co.  
Mustang Development  
Prospector Development, Inc.  
Stein Ericson Lodge, Inc.  
KEB Enterprises  
Gardiner Development  
Deer Valley Resort

**Financial**

Bank of America  
Bank of the West  
Bank One  
CIBC Canadian Bank  
Citigroup Private Bank  
Irwin Union Bank  
JPMorgan Chase Bank  
KeyBank  
Merrill Lynch Credit Corp.  
Nations Bank  
U.S. Bank  
Home Fed Corp.  
Prime Alliance Bank  
Wells Fargo Bank  
Zions Bank

**Legal**

Ballard Spahr, LLP  
Clyde, Snow, Sessions, Swen  
Miller Guymon, P.C.  
Durham, Jones & Pinegar  
Fabian & Clendenin  
Houston & Goldsmith  
Jones, Waldo, Holbrook  
Parr Brown Gee & Loveless  
Parsons Behle & Latimer  
Parsons Kinghorn Harris  
Tesch Law Offices  
Ray Quinney  
Snell & Willmer  
Snow, Christensen & Martineau  
Stoel Rives  
Summit County Attorney  
Turner & Stamos, LC  
Vancott Bagley

**Government**

US Dept. of Interior  
US Fish and Wildlife  
Mono County, CA  
Park City Municipal  
Summit County Assessor  
Summit County Commission  
Town of Brian Head  
US Postal Service  
Mtn Lnd Cmnty Hsing Trst  
Research Park Admn.  
Basin Recreation District  
Appraisal Svc. Directorate (ASD)  
Heber City Municipal Corp.  
Off. of Valuation Services (OVS)  
Park City RDA

**Institutional**

Park City School District  
IHC Health Services  
LDS Church  
University of Utah  
Canyons RVMA  
Zions Bank Public Finance  
Mtn Land County Housing Trust  
SLR – Suburban Land Reserve  
PRI – Property Reserve Inc.  
Utah Open Lands  
Summit Land Conservancy  
North Summit School District

**References:** Available upon request.

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