

Christopher T. Hansen, MAI
Winterstar Valuations, Inc.
7396 South Union Park Avenue, Suite 302
Salt Lake City, Utah 84047

Office 801-871-9310
Mobile 801-244-1918
E-mail chris@VCGwest.com
www.winterstar.net

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 complex eminent domain, condemnation, and conservation easement assignments; as well as water right, mineral right, and agricultural based economic valuation. 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

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 – UASFLA (Yellow-Book) Practical Applications – Overview and Training

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 ski areas such as Mammoth, Deer Valley, Schweitzer, Snowbowl, PCMR, Solitude, Camelback, Wintergreen, 49° North, Canyons, Brian Head, Cascade, among many others. Experienced in operating properties, water rights, mineral rights, 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
NRCS
U.S. Forest Service

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
Trust for Public Lands

References: Available upon request.
