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## OPINION

### “The Waitlist is Back”... And It’s Better Than Ever, Don Rea

*By Harvey Silverman, Contributor, Golf Business*

I regularly watch the Golf Business LIVE broadcasts with Jay Karen and Don Rea, often referred to as the “Jay and Rea” show or the “Affable Brothers Talk Golf.” I watch to maybe learn something or hear a story idea to write about. The December 2021 episode provided just that, at about the [3:00 mark](#), when Don Rea asked the industry for an electronic waitlist. Waitlists were prolific in the previous century to give golfers some semblance of hope to play at busy courses where tee times sold out within minutes of opening the reservation window... [READ MORE >>](#)

### How the COVID Surge Impacts Estimating Value

*By Larry Hirsh, President, Golf Property Analysis*

Just the other day, an old friend and active buyer of golf and club properties called to ask about how we’re estimating value in light of the surge in golf participation, rounds and membership resulting from the COVID pandemic. This is a most interesting question and challenge for appraisers, lenders and buyers and sellers. Since it’s an appraiser’s job to interpret the market and not dictate it, I sought to turn the question back on my friend to get his impressions. Property

THE SWEET SPOT  
BETWEEN POWER  
AND COMFORT



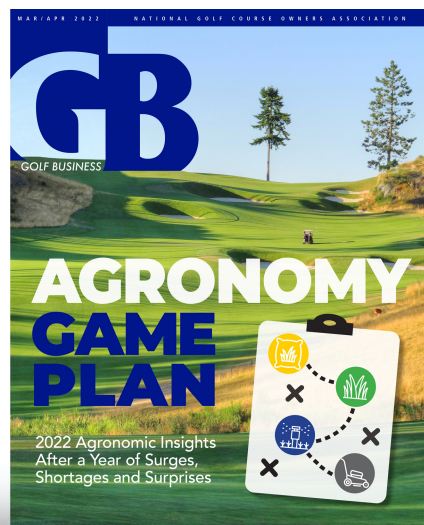
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valuations (of any type) have been challenging during the past two years... [READ MORE >>](#)

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