

Jeffrey H. Walker, MAI, CRE

Principal and Managing Director

Jeffrey Walker joined US Realty Consultants in 1992 as Director of Hospitality Development. In 1999, after receiving the MAI designation from the Appraisal Institute, he became Director of Appraisal Services, and became Principal and Managing Director in 2005. He has been involved in consulting and appraisal engagements for all commercial property types, including having been involved in several thousand hotel analyses. His hospitality consulting experience includes not only full- and limited-service hotels, but national destination resorts, spas, conference centers, waterparks, and casino hotels. His international valuation experience includes several hotel portfolios for both initial public offerings and liquidation from bankruptcy. During each of the past ten years, he has appraised over \$1 billion worth of real estate assets annually. He was awarded the Certified Hospitality Marketing Executive designation of HSMIA in 1994. He was invited to join the Counselors of Real Estate in 2012.

In addition to hotel appraisal work, Mr. Walker has been involved in all general commercial property type appraisals, including multi-family, office, industrial, and retail properties. His clients include national lenders, pension funds, special servicers, and advisors. He has been an expert witness in trial proceedings.

He is a frequent speaker at national conventions, and has been widely quoted in national trade publications. He has extensive experience in the valuation of the impact of debt encumbrances on property transfers. Currently, he also serves on the Board of Trustees of a large leisure-oriented lakefront development in central Ohio.

Education

Bachelor of Science, James Madison University, 1985
Various Seminars, Courses, and Programs sponsored by:
The Appraisal Institute
The Ohio Hotel and Motel Association
NCREIF

Professional Affiliations

Mr. Walker is a current or past member of the following professional organizations:
Appraisal Institute; (Past Board of Directors, Cardinal Ohio Chapter)
Counselors of Real Estate
Ohio Hotel and Motel Association (Past Allied Board of Directors)
Hotel Sales and Marketing Association, International
National Council of Real Estate Investment Fiduciaries

Publications

Mr. Walker has been published in many industry journals, including Lodging, Hotel Motel Management, Hotel Online, HSMIA Marketing Review, and others. His biannual Hotel Investor Survey is one of the most widely-cited sources of hotel investment parameters.

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