



**Jay F. Booth, MAI, CRE** Senior Managing Director | Director of Valuation

Valuation & Advisory  
Practice Group Member | Retail  
Cushman & Wakefield of Oregon, Inc.

### Professional Expertise

Jay F. Booth serves as Senior Managing Director of Cushman & Wakefield's Valuation & Advisory, Pacific Northwest region. He also serves in a leadership role within V&A's Retail Industry Group. Mr. Booth joined the New York office of Cushman & Wakefield in 1993, and relocated to Portland, Oregon in 1998. Prior to joining Cushman & Wakefield, Mr. Booth was an Associate with Appraisal Group, Inc. in Portland, Oregon from 1990 to 1993. AGI was a regional valuation and advisory firm that later became Columbia Consulting Inc., specializing in all property types, including industrials, office buildings, retail centers, and special use properties. At AGI, Mr. Booth also performed extensive work on market analyses and supply and demand studies.

Mr. Booth has a broad range of experience in counseling and valuation for a full array of property types. As part of Cushman & Wakefield's Valuation & Advisory Retail Industry Group, Mr. Booth's primary focus is major national retail properties, including regional malls, specialty centers, department stores, power and lifestyle centers, factory outlet centers and other retail formats. He has appraised or consulted on over 400 regional mall assignments in almost every state.

### Memberships, Licenses, Professional Affiliations and Education

- Designated Member, Appraisal Institute (MAI #11142). As of the current date, Jay Booth, MAI has completed the requirements of the continuing education program of the Appraisal Institute.
- Member, The Counselors of Real Estate (CRE designation)
- Certified General Real Estate Appraiser in the following states:
  - Colorado – CG100013948
  - Hawaii – CGA-1264
  - Idaho – CGA-2312
  - Oregon – C000929
  - Montana – REA-RAG-LIC-14022
  - Washington – 1101056
- Affiliate Member, International Council of Shopping Centers, ICSC
- Member, Urban Land Institute
- Member, Experience Review Panel, Appraisal Institute, 2006-2008
- Vice Chair, National Admissions Appeal Board, Appraisal Institute (2003-2005)

- Master of Science in Real Estate, New York University
- Bachelor of Science, Willamette University
- Overseas Study
  - Xiamen University (China)
  - Kookmin University (South Korea)
  - Tokyo International (Japan)

#### **Other Accomplishments and Awards**

- Presentations/Guest Speaker
  - “Excess Land v. Surplus Land” – 2021 Client Presentation
  - “U.S. Retail Market” – 2020 Client Presentation
  - “What’s Next For Retail Real Estate” – Panelist, 2020 Wells Fargo Commercial Real Estate Briefing Series, Private Client Group
  - “Current Retail Market Trends” – Fall Real Estate Conference 2012, Seattle Chapter of the Appraisal Institute, Seattle, WA
  - “Retail Industry Overview and Valuation Issues” – Cushman & Wakefield WebEx Seminar, approved by the Appraisal Institute for continuing education
- Publications
  - Mr. Booth is a contributing author for a variety of Cushman & Wakefield research and industry reports, including National Retail Overview, Lifestyle Industry Overview and Factory Outlet Center Industry Overview, as well as Cushman & Wakefield’s Portland Regional Bulletin.
- Mr. Booth has qualified as an expert witness in the following courts:
  - Oregon Tax Court, Magistrate Division, Property Tax
  - United States Bankruptcy Court, Northern District of California, San Jose Division
  - Supreme Court of the State of New York, County of New York
- Arbitration/Expert Testimony Experience:
  - Fair Market Rent Determination and Arbitration, Land/Ground Lease Underlying Commercial Building, Confidential U.S. Pacific Southwest Location (2022)
  - Fair Market Rent Determination and Arbitration, Grocery Store, Portland OR (2022)
  - Fair Market Rent Determination and Arbitration, Land/Ground Lease Underlying Office Building, Confidential U.S. Pacific Southwest Location (2022)
  - Fair Market Rent Determination and Arbitration, Land/Ground Lease Underlying Community Shopping Center, Portland OR (2021)
  - Fair Market Rent Determination and Arbitration, Department Store at Top 10 Super-Regional Mall, Confidential Pacific Southwest Location (2019)
  - Fair Market Rent Determination and Arbitration, Grocery Store, Portland OR (2017)
- Special Awards
  - Top Valuation & Advisory Professional, Portland (1999, 2006, 2008, 2021, 2022)