



Leah Dauer Murphy, MAI Senior Director

Valuation & Advisory
Hospitality & Gaming
Cushman & Wakefield of Illinois, Inc.

Professional Expertise

Ms. Murphy's wide array of valuation and advisory experience includes market and financial feasibility studies, product/brand recommendations, impact studies, ground lease analyses, purchase price allocations, and the valuation of hotel, motel, resort, casino, golf, marina, and mixed-use developments. Valuation and consulting assignments have been prepared for commercial banks, investment banks, pension funds, life insurance companies, private investors/developers, and various law firms. Ms. Murphy joined the Chicago office of Cushman & Wakefield in 2016. Prior to joining Cushman & Wakefield, Ms. Murphy was a consultant and real estate appraiser with HVS Consulting and Valuation between 2007 and 2016.

Over the past ten years, Ms. Murphy has valued various hospitality assets and land in excess of \$11 billion. In addition to her valuation and advisory experience, Ms. Murphy has nearly ten years of operational experience in the hospitality industry. She continues to be an adamant supporter of hospitality education through her involvement with the Washington State Alumni Association and as a guest lecturer at the Collins College of Hospitality Management at Cal Poly Pomona.

Memberships, Licenses, Professional Affiliations and Education

- Designated Member, Appraisal Institute (MAI #512091)
- Certified General Real Estate Appraiser in the following states:
 - Illinois – 553.002542
 - Iowa – CG03488
 - Michigan – 1201075581
 - Minnesota – 40483303
 - Montana – REA-RAG-LIC-8528
 - Nebraska – C2017010R
 - North Dakota – CG-21641
 - South Dakota – 1405CG
 - Wisconsin – 2216-10
 - Wyoming – AP-1538
- Urban Land Institute, Young Leader Member, Chicago Chapter
- Illinois Hotel & Lodging Association, Affiliate Member
- Master of Business Administration, Washington State University – College of Business
- Bachelor of Arts, Washington State University – College of Business's School of Hospitality Business Management