



D. MATT MARSCHALL, ARA, MAI, AI-GRS, FRICS

Senior Vice President

Matt Marschall has been involved in real estate brokerage, consultation and transactional services since 1983. From 1983 to 1987, he worked with California Real Estate Counseling Group and in 1987, he formed Marschall & Associates, an independent real estate consulting and appraisal firm that merged 1990 with Ken Wilson, MAI, to form Wilson Marschall Associates, Inc. The firm merged with Dore & Curry, Inc. in 1997 to form Dore, Curry, & Marschall, Inc., a full-service consultation, advisory and valuation firm. By 1999, the firm became the San Diego office for Integra Realty Resources with offices in Orange County and partners in Los Angeles. In the fall of 2005, the firm joined Cushman & Wakefield of California, Inc. and Matt became an executive managing director and national practice leader for the Land, Agribusiness and Natural Resources group. In 2016 Matt joined CBRE as an executive managing director for the Land and Agribusiness practice. Currently, he is a senior vice president and specialty practice leader for agribusiness at Kidder Mathews focusing on brokerage, consultation and valuation services for investment grade land and agricultural properties. Matt is a California licensed broker and holds the MAI and AI-GRS designations from the Appraisal Institute. He is also an Accredited Rural Appraiser (ARA) granted from the American Society of Farm Managers and Rural Appraisers and is a Fellow with the Royal Institution of Chartered Surveyors (FRICS).

EXPERIENCE

Matt Marschall has deep expertise in a wide variety of land and agricultural properties including permanent plantings, vineyards and wineries, farms and ranches, horticulture, industrial agricultural, transitional land, grain and feed mills, natural resources, and infrastructure including energy and water. Mr. Marschall has also provided appraisal services including litigation support for a wide variety of properties and investment grade assets throughout the United States.

Matt is from a fourth generation California farm family having practical experience in production agriculture as the past CEO of a large agribusiness operation. He is active in the agricultural community and has taught and lectured on a variety of topics involving land and agribusiness. He lives in Carlsbad, California and is active in men's leadership, service projects and a wide variety of outdoor activities.

FORMAL EDUCATION

MASTER OF ARTS in social ecology and environmental quality,
University of California, Irvine

BACHELOR OF ARTS in biology, Revelle College, University of California,
San Diego



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LIC N° 01035488

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MEMBERSHIPS, LICENSES AND AFFILIATIONS

DESIGNATED MEMBER, APPRAISAL INSTITUTE (MAI #9426)

- As of the current date, D. Matt Marschall, MAI has completed the requirements of the continuing education program of the Appraisal Institute, the American Society of Farm Managers and Rural Appraisers and The Royal Institution of Chartered Surveyors.

CERTIFIED GENERAL REAL ESTATE APPRAISER IN THE FOLLOWING STATES:

- California (AG004164)-9/29/2024 - Oregon (C001074)-9/30/2023
- Hawaii (CGA-1013)-12/31/23 - Colorado (CG.200000207)-12/31/2023
- Arizona (31609)-3/31/2024 - Washington (1102116)-9/29/2024

CALIFORNIA REAL ESTATE BROKERS LICENSE

- DRE No. 01035488 (expires November 16, 2026)

ACCREDITED RURAL APPRAISER

- ARA No. 6336

FELLOW OF THE ROYAL INSTITUTION OF CHARTERED SURVEYORS

- FRICS No. 1256824

APPRAISAL INSTITUTE SAN DIEGO CHAPTER

- Course Coordinator, Education Committee (1988)
- Vice Chairman, Research Committee (1988)
- Chairman, Research Committee (1989)
- Chairman, Education Committee (1990)
- Member, Southwest Regional Conference Committee (1993)
- Member, Chapter Board of Directors (1994-1999)
- Chairman, External Affairs Committee (1996)
- Chairman, Government Relations Committee (1997)
- Treasurer (1998, 2010)
- Finance Committee (1998)
- Education Committee (1998)
- Secretary (1999, 2009)
- Vice President (2000, 2011)
- President (2001, 2012)
- Chairman, Nominating Committee (2002, 2013)
- Member, Nominating Committee (2009)

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MEMBERSHIPS, LICENSES AND AFFILIATIONS

APPRAISAL INSTITUTE REGION VII

- 1994-1998 Regional Admissions Committee
- 1995, 97-99, 2009-2011 - Regional Representative, San Diego Chapter
- Regional Nominating Committee

NATIONAL APPRAISAL INSTITUTE 2000-2020

- Professional Certification Subcommittee
- Designated Member Advancement Committee (Vice-Chair)
- Continuing Education Committee (Vice-Chair & Chair)
- Master's Degree Program Subcommittee
- Technology Outreach Committee (Vice-Chair)
- 717 Educational Development Task Force (2002)
- Commercial Data Storage Standards Committee (2004-2009)
- Property Use Committee (2010-2011)
- Open Standards Consortium for Real Estate (Appraisal Institute Workgroup Chairman, 2006-2009)
- PUCS Committee (Property Use Subcommittee)
- National Nominating Committee (2014)
- California Chapter of The American Society of Farm Managers and Rural Appraisers
- 2014 - Nominating Committee
- 2019 - Presenter on the "NCREIF Farmland Index Appraisal Guidelines" Webinar for the Appraisal Institute

AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS

- 2013 - Nominating Committee-California Chapter
- 2016 - Presenter-National Meetings-Rapid Fire Case Studies-Water and Water Rights
- 2019 - Presenter on the "NCREIF Agricultural Appraisal Guidelines" Webinar for the ASFMRA
- 2021 - Presenter and Instructor on the "NCREIF Agricultural Appraisal Guidelines"-National ASFMRA meetings

NCREIF-FARM LAND COMMITTEE-VALUATION SUB-COMMITTEE

- 2018-2019 - Member
- 2019 Co-Author "NCREIF Farmland Index Appraisal Guidelines"
- 2020 - Chair - Farmland Valuation Work Group

URBAN LAND INSTITUTE

- 2020-2022 - Member

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