

D. MATT MARSHALL

ARA, MAI, AI-GRS, FRICS

Senior Vice President, Land & Agribusiness

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LIC N° 01035488



D. Matt Marshall has been involved in real estate brokerage, consultation, and appraisal services focusing on all types of land and agricultural properties including farms, ranches, permanent plantings, horticulture and hydroponics, vineyards, natural resources, water rights, wind, and solar.

From 1983 to 1987, Matt worked with California Real Estate Counseling Group and in 1987, formed Marshall & Associates, an independent real estate consulting and appraisal firm. Then in 1990, merged with Ken Wilson, MAI, to form Wilson Marshall Associates, Inc. The firm merged with Dore & Curry, Inc. in 1997 to form Dore, Curry, & Marshall, 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. Matt then became the executive managing director and national leader for the land specialty practice that included agribusiness and natural resources and the co-practice leader for the Residential Properties team. In 2016, Matt joined CBRE as an executive managing director and Land Services Group leader in San Diego, serving Southern California.

Currently, Matt is a senior vice president and specialty practice leader for land & agribusiness at Kidder Mathews, focusing on brokerage, consultation, and appraisal services for a wide variety on investment-grade land holdings from residential to transitional and development land, including 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).

EDUCATION

Master of Arts, Social Ecology and Environmental Quality, University of California, Irvine

Bachelor of Arts, Biology, Revelle College, University of California, San Diego

LICENSES

Designated Member, Appraisal Institute (MAI #9426)

Matt Marshall, MAI, has completed the requirements of the continuing education program of the Appraisal Institute, the American Society of Farm Managers & Rural Appraisers, and The Royal Institution of Chartered Surveyors.

Certified General Real Estate Appraiser

CA (AG004164)–9/29/2026

HI (CGA-1013)–12/31/25

AZ (31609)–3/31/2026

OR (C001074)–9/30/25

WA (1102116)–9/29/2026

California Real Estate Brokers License

DRE No. 01035488
(exp. November 16, 2026)

Accredited Rural Appraiser

ARA No. 6336

Fellow of the Royal Institution of Chartered Surveyors

FRICS No. 1256824

EXPERIENCE

Matt has a deep expertise in raw land, complex residential development property, industrial, and transitional land (i.e., from agricultural uses to development). He is currently providing brokerage, consultation, and appraisal services on many high-profile properties ranging from several hundred to several thousand acres in Southern California and the Western United States. He is very active in the professional community. He has taught and lectured on numerous topics including land valuation, information technology, and standards. He is an involved leadership member in several professional organizations. He lives in Carlsbad, California and is active in men's leadership, service projects, and a wide variety of outdoor activities.

MEMBERSHIPS & AFFILIATIONS

Appraisal Institute – San Diego

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

Appraisal Institute – Region VII

Regional Admissions Committee,
1994-1998

Regional Representative, San Diego
Chapter, 1995, 1997-1999, 2009-2011

Regional Nominating Committee

National Appraisal Institute 2000-2020

Professional Certification
Subcommittee

Vice-Chair, Designated Member
Advancement Committee

Vice-Chair & Chair, Continuing
Education Committee

Master's Degree Program
Subcommittee

Vice-Chair,
Technology Outreach Committee

717 Educational Development
Task Force, 2002

Commercial Data Storage Standards
Committee, 2004-2009

Property Use Committee, 2010-2011

Chairman, Open Standards
consortium for Real Estate Appraisal
Institute Work Group, 2006-2009

PUCS Committee,
Property Use Subcommittee

National Nominating Committee, 2014

Nominating Committee, 2014

Presenter on "NCREIF Farmland Index
Appraisal Guidelines" Webinar for the
Appraisal Institute, 2019

American Society of Farm Managers and Rural Appraisers

Nominating Committee,
California Chapter, 2013

Presenter on National Meetings -
Rapid Fire Case Studies-Water and
Water Rights, 2016

Presenter on the "NCREIF Agricultural
Appraisal Guidelines" Webinar for the
ASFMRA, 2019

Presenter & Instructor on the "NCREIF
Agricultural Appraisal Guidelines" –
National ASFMRA meetings, 2021

NCREIF - Farm Land Committee- Valuation Sub-Committee

Member, 2018 - 2019

Co-Author "NCREIF Farmland Index
Appraisal Guidelines", 2019

Chair,
Farmland Valuation Work Group, 2020

Urban Land Institute

Member, 2020 - 2024

Realtors Land Institute

Member (2023 - 2024)