

LAND & AGRIBUSINESS

*Brokerage, Consulting, Ag-Finance & Appraisal
Services Specializing in Land & Agribusiness Assets.*

D. MATT
MARSCHALL, ARA,
MAI, AI-GRS, FRICS, RPA
Senior Vice President

DYLAN
MARSCHALL
First Vice President

WARREN
MCCAFFERTY
Senior Associate

MILES
REITEN
Associate,
Financing Specialist

KIDDER.COM

 **Kidder
Mathews**

WE ARE ONE OF THE *TOP* *LAND & AGRIBUSINESS TEAMS* NATIONALLY HAVING MORE THAN *SIX DECADES OF* *EXPERIENCE* IN AGRIBUSINESS.



The team of D. Matt Marschall, Dylan Marschall, Warren McCafferty and Miles Reiten are members of the Kidder Mathews Land & Agribusiness group, providing brokerage, valuation, consulting, and debt & equity services. Their practice focuses on representation of growers/farmers, REIT's, institutional investors, land and farmland developers, corporations, & portfolio owners focusing on the Western United States, which represents one of the top five agricultural centers in the world.

It's an unbeatable mix – a deep knowledge of agribusiness and the local market, paired with the assurance that comes from working with the largest independent commercial real estate firm on the West Coast. This combination gives you the competitive edge you need in land and agribusiness brokerage, consulting, financing and valuation.



Our expertise spans a wide range of land & agribusiness product types



Row crops / cropland



Raw and agricultural land in transition to more intensive uses



Water, natural resources, and minerals



Permanent plantings including citrus, avocados, vineyards, nuts and a wide variety of specialty crops



Farms and ranches



Complex land analysis



Nursery and greenhouses



Agricultural facilities - packaging / cooling

WE KNOW THE WESTERN US. IN FACT, WE'RE ITS LARGEST INDEPENDENT COMMERCIAL REAL ESTATE FIRM.

Our team boasts 900 local market specialists and top-producing professionals – serving out of 19 offices across six states. The expertise of each local office is reinforced by the relationships, intelligence, and experience of our entire firm.

WE DON'T JUST KNOW THE MARKET, WE DRIVE IT

It's no secret that having a team deeply embedded in your market gives you the edge. Our professionals deliver insights that go beyond data and identify unexpected avenues for growth. This ensures our clients are armed to capitalize on market trends in the most competitive real estate markets in the Western U.S.

We offer a complete range of brokerage, appraisal, asset services, consulting, and debt and equity finance services for all property types, giving our clients the competitive edge they need.



Commercial Brokerage

\$9B

3-YEAR AVERAGE TRANSACTION VOLUME

510+

NO. OF BROKERS

Asset Services

58M SF

MANAGEMENT PORTFOLIO SIZE

850+

ASSETS UNDER MANAGEMENT

Valuation Advisory

2,400+

3-YEAR AVERAGE ASSIGNMENTS

39/24

TOTAL NO. OF APPRAISERS/MAI'S

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

Senior Vice President

619.540.5055 | matt.marschall@kidder.com LIC # 01035488



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

EXPERIENCE

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

He has been involved in real estate advisory, consultation, valuation, and transactional services since 1983. From 1983 to 1987, Marschall worked with California Real Estate Counseling Group. In 1987, he formed Marschall & Associates, an independent real estate consulting and appraisal firm that merged with Ken Wilson, MAI, in 1990, to form Wilson Marschall Associates, Inc. in 1997, the firm merged with Dore & Curry, Inc. 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 the Executive Managing Director and National Practice Leader for Land, Agribusiness and Natural Resources. In 2016, he joined CBRE as an Executive Managing Director for the Land and Agribusiness practice. Currently, Matt is a Senior Vice President, Founder, and Specialty Practice Leader for Agribusiness at Kidder Mathews focusing on consulting and brokerage for Land and Agricultural investment grade properties.

FORMAL EDUCATION

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

Bachelors of Arts in Biology, Revelle College, University of California, San Diego

MEMBERSHIPS, LICENSES, AND AFFILIATIONS

Designated Member, Appraisal Institute (MAI #9426)

Certified General Real Estate Appraiser in the States of CA, HI, AZ, CO, and WA

Licensed California Real Estate Broker

Accredited Rural Appraiser

Fellow of The Royal Institution of Chartered Surveyors

Appraisal Institute San Diego Chapter

Appraisal Institute Region VII

National Appraisal Institute

American Society of Farm Managers and Rural Appraisers

NCREIF - Farm Land Committee-Valuation Sub-Committee

Urban Land Institute

Rural Land Institute

DYLAN MARSCHALL

First Vice President

442.287.8225 | dylan.marschall@kidder.com

LIC N° 02045289



As a fifth-generation farmer, agriculture runs in Dylan Marschall's blood. Coupled with a degree in finance and over ten years of experience at the world's two most prominent commercial real estate firms, he has a unique skill set and proven experience helping clients achieve their real estate goals. Dylan is passionate about the agricultural industry and proves his value through successful client outcomes. While completing numerous complex transactional assignments, he has extensive experience in creative deal structuring and financing.

EXPERIENCE

As a senior associate broker at CBRE, Dylan was responsible for production brokerage activities and team management, including business development/deal sourcing, listing management, transaction services, and client relationship management. As an appraiser at Cushman and Wakefield, he was responsible for the execution of appraisals and consulting assignments throughout the United States, Canada, and Mexico for a wide range of property types, including production agriculture, large land holdings, dairies, row and tree crops, nurseries, transitional land, water rights, wind and solar properties, and packing/processing facilities.

FORMAL EDUCATION

Bachelors of Business Administration in finance and real estate, California State University, Fullerton

VOLUNTEER ACTIVITIES & INDUSTRY AFFILIATIONS

San Diego County Farm Bureau, Business Member

American Society of Farm Managers and Rural Appraisers, Associate Member

NAIOP, Developing Leaders Program Member

Padres Pedal the Cause, Cancer Research Event Participant

Boys to Men Mentoring Network, 100-Wave Challenge Participant

Past President of the Real Estate Association, Mihaylo School of Business and Economics

WARREN MCCAFFERTY

Senior Associate

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LIC N° 02200030



Warren is part of a second-generation farm family and was raised in Durban, South Africa, on his family's farm. Warren moved to the United States in 1988, served in the United States Navy, and is a Veteran of the Persian Gulf. After serving in the US Navy, Warren worked as a project engineer for Peter Kiewit and Sons, one of the world's largest construction firms, overseeing major projects ranging from water treatment plants, pumping stations, rate flow control stations, and power plants. Warren was also the owner and CEO of one of the largest community management companies in Southern Nevada, with offices in Las Vegas, Reno, and Southern California. Warren has over 30 years of experience in real estate and construction management and is a licensed real estate agent in California. Warren provides sales and consulting services to a wide range of clients focusing on agricultural properties and land.

Warren lives with his wife Jamie in San Diego and enjoys spending time with his children and grandchild. Warren's free time includes surfing, deep sea fishing, kayak fishing, diving, and spending time at his vacation home on the East Cape of Baja, California.

PROFESSIONAL EXPERIENCE

Acre Pro, Agriculture & Land Realtor

Excellence Community Management LLC, CEO / Owner

Peter Kiewit and Sons, Superintendent / Project Engineer

United States Navy, Project Engineer / Superintendent

MILES REITEN

Associate, Financing Specialist

805.630.4549 | miles.reiten@kidder.com

LIC N° 02238656



Miles Reiten brings a wealth of expertise to the Kidder Mathews Land and Agribusiness team. As an Associate Broker based in Ventura, CA, Miles specializes in Debt and Structured Finance services, focusing on the Central Coast and Central Valley markets. With family ties to California's Central Valley, Miles has developed a great admiration for agriculture and those who make it happen. Miles is a graduate of the University of Southern California's Marshall School of Business, where he majored in Business Administration with an emphasis in Real Estate Finance.



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